

# Re: Arrow Electronics

---

*Source:* <http://sci.tech-archive.net/Archive/sci.electronics.design/2007-03/msg06505.html>

---

- *From:* Rich Grise <[rich@xxxxxxxxxxxx](mailto:rich@xxxxxxxxxxxx)>
  - *Date:* Sat, 24 Mar 2007 20:51:57 GMT
- 

On Sat, 24 Mar 2007 11:55:04 -0700, Richard Henry wrote:

On Mar 24, 8:57 am, David Leshar <[wb8...@xxxxxxxxxx](mailto:wb8...@xxxxxxxxxx)> wrote:

Dirk Bruere at NeoPax <[dirk.bru...@xxxxxxxxxx](mailto:dirk.bru...@xxxxxxxxxx)> writes:

The distributors.

I have not come across a more useless bunch of wankers in the distribution business.

Me: Hi, do you have this part xxxx?

Them: Do you have an account?

Me: No, but if you have the part we will open an account to purchase.

Them: You need an account.

Me: I just need to know whether you stock the item.

Them: You need an account.

I used to have to spec parts from "Hamilton Have-Not" ....

Salesdroid: "Oh yes, we have 128 of those in stock."

Moi: "Great; I'll be over to pick up 30..."

Salesdroid: "They're not here...they're in Dallas.."

Moi: "No problem; ship 30 here & I'll come pick them up - Tuesday?"

Salesdroid: "Err....."

By the time I left that assignment; even the procurement folks were using my version of their name...

I remember the good old days (81-3) when distributors really distributed things. There was one small disty (Kierrulf, I think) who shared our parking lot. And they had a will-call window. And we had an engineering account. Typical response time: get the Chief Engineer's secretary (the account was in his and her names) to call to confirm availability and place the order, then walk across the parking lot and pick up the parts.

Re: Arrow Electronics

And on the other side, there was a little beer, pool and burger joint where I got lunch several times a week for under \$5: Little Red special w/ cheese (1/4 lb burger with fries), plate of nachos and pitcher of beer (the nachos and beer split with a coworker). We went there so often that the waitress would just point at us, we would nod, and the pitcher and nachos would be right up.

Oh, the good ol' days! <Rich wipes away a small tear )-; > I once had an AMP rep hand me a \$250.00 or so crimper, just because he had it. Another time, I was teching at a place where they were using bleeding-edge ADCs and DACs, and there was a Burr-Brown rep there, and he handed me a couple of 12-bit ADCs, at a time when new ones were about \$25.

And you could call reps and ask about a part, and they'd say, "Want some samples?" and they'd show up the next day by priority mail or FedEx.

Sigh.

Thanks,  
Rich

.