

## Re: Moving from Used to New...

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- *From:* "Edward Hennessey" <[replyaddress-nonono@xxxxxxx](mailto:replyaddress-nonono@xxxxxxx)>
  - *Date:* Thu, 07 Dec 2006 19:29:45 GMT
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Gary G <[see.signature@bottom](mailto:see.signature@bottom)> wrote in message  
[news:o0lgn2l1ahrh5df4ps5rl2tsbst1phgupp@xxxxxxxxxxx](mailto:news:o0lgn2l1ahrh5df4ps5rl2tsbst1phgupp@xxxxxxxxxxx)

On 7 Dec 2006 08:55:41 -0800, [vc94545@xxxxxxxxxxx](mailto:vc94545@xxxxxxxxxxx) wrote:

Gary G wrote:

No kidding.

The usenet person asked for my help and he got a total  
system for his  
price bogey. I will have to ask him for permission to  
respond to the  
group about his experience.

Wow! This sounds almost too good to be true.

Do I contact Bob Cummins to get these prices?

(As an aside, my professional experience is in network  
management. I  
buy Cisco gear on a regular basis, and Cisco's published list  
prices  
are rarely what I pay. On some equipment, I get discounts  
ranging up to

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50% or more, depending on the how badly Cisco wants the business. Based on what Gary's saying, it sounds like Olympus does similar discounts (off list price.)

Contact Bob Cummins who can then direct you to the Oly outfit that handles your area.

Depending on how carried away you want to get, you can get a new system at a reasonable price—like \$7K–\$8K, or less if you get less items. The way Oly works is that they have new and demo items.

The demo items typically are discounted 25%. The new items can fetch 10%

discount. Oly has two generations of UIS objectives. There is UIS and UIS2. I frankly don't see any difference between them.

however,

if one place anywhere in the US has UIS, they can sell to the place

that serves you. Not so for UIS2. Demo items can also be pulled from

other locations. New items cannot.

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The BX-51 is an excellent stand to start with since it supports

nose

pieces that accept the DIC sliders. With the UCD-8 universal condenser, you can have BF, DF, DIC and phase either at first

or as

you add money later on. The other tradeoff is using UPlanFL

fluorite

objectives rather than UPlanAPO.

Sort out what features you need and a list of what you would

like.

Then get it priced by Oly. Buy what you need and as much of

what you

would like based on your budget.

gg

And the OP would be very wise not to advertise to the dealer that he must have their brand. There closes the snare. Being able to say you want X competitive model that they don't carry is a crucial lever. Let the dealer slag it. He usually will. Say nothing. Never tell them what you have budgeted to spend. Then say "But the price you have given me is beyond my means. And the better (unspecified) deal offered me is for cash. I'd love to buy all my scopes and supplies from you. What can you do?" Just some thoughts.

Regards,

Edward Hennessey

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