

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

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*Source:* <http://sci.tech--archive.net/Archive/sci.techniques.microscopy/2006-12/msg00064.html>

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- *From:* "Too\_Many\_Tools" <[too\\_many\\_tools@xxxxxxxxxx](mailto:too_many_tools@xxxxxxxxxx)>
  - *Date:* 7 Dec 2006 21:45:05 -0800
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The centralization of the vending process to eliminate dealerships in favor of regional offices is interesting.

I would use a more colorful word than "interesting".

The level of service and responsiveness to customer requests has suffered from all manufacturers adopting this mode.

I expect Chinese and India companies in the future to take advantage of these weaknesses.

TMT

Edward Hennessey wrote:

Gary G <[see.signature@bottom](mailto:see.signature@bottom)> wrote in message  
[news:e1ehn29gl173kv0j4ggrb3vj6iauhuvgu8@xxxxxxxxxx](mailto:news:e1ehn29gl173kv0j4ggrb3vj6iauhuvgu8@xxxxxxxxxx)

On Thu, 07 Dec 2006 19:29:45 GMT, "Edward Hennessey"

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.

Re: Moving from Used to New...

He usually will. Say nothing. Ne