

Re: Moving from Used to New...

Source: <http://sci.tech-archive.net/Archive/sci.techniques.microscopy/2006-12/msg00067.html>

- *From:* Gary G <see.signature@bottom>
 - *Date:* Fri, 08 Dec 2006 09:24:33 -0800
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On 8 Dec 2006 08:43:14 -0800, vc94545@xxxxxxxxxx wrote:

Kevin Cunningham wrote:

Just a small point, when did you ever see a salesman (any variety) not lying?

Ha! How can you tell a {salesman | lawyer | politician} is lying? His lips are moving! I run into this all the time buying network gear, especially from some of the more inexperienced salesmen. The veteran guys know better—they know if I catch them in a lie, I'll take my business elsewhere. Unlike microscope dealers, network equipment dealers are a dime a dozen.

Gary: the guy who got a BX-51 with DIC for \$8k—was that new or demo?

It was a large amount of demo and lesser amount of new. I think he went a bit over the \$8K mark to get a 100X UPlanAPO.

gg

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