
Subject: Re: Student version of IDL

Posted by [gurman](#) on Mon, 10 Apr 1995 07:00:00 GMT

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In article <3mah2n\$2h3@newsbf02.news.aol.com>, kyoakita@aol.com (KyoAkita) wrote:

- > :What I meant was that there is no point in forgetting civility
- > :even if the price is not right for you.
- >
- > That doesn't apply to a direct order system.
- >
- > Simple fact for you, sir; Several years ago, RSI was selling
- > their products to us for the same price as in the U.S.

Several years ago, \$1 > 200 Yen.

- >
- > I don't think I am nagging at RSI for what they cannot do. They CAN
- > change their policy and distribute their products for foreign customers
- > as they were doing before.

I'm not trying to excuse the pricing of RSI products in Japan (my understanding is that the markup is $\geq 100\%$), but in fairness, it should be pointed out that for a small company such as RSI, maintaining tariff, customs, &c. procedures for almost any foreign country, much less for one with so many bureaucratic barriers to foreign products as Japan, is a very heavy cost and often results in delayed products shipments and frustrated (perhaps even angry, in western countries at least) customers.

Thus, RSI has distributors for the UK, for France, for Germany and other places in western Europe, as well as for Japan. You have the freedom of choice to feel screwed because the cost from the local distributor is so high, or privileged because IDL and ENVI are available for sale and support in your country. Or perhaps a bit of both....

Besides, I doubt RSI is seeing any of the recent Yen/dollar ratio change as its profit. All that goes to the distributor, I suspect.

Best wishes,

Joe Gurman

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