

---

Subject: Re: Student version of IDL  
Posted by [patterso](#) on Mon, 10 Apr 1995 07:00:00 GMT  
[View Forum Message](#) <> [Reply to Message](#)

---

Christopher Boyd (cboyd@ncsa.uiuc.edu) wrote:

: |> You mean RSI is an exceptionally bad company which is trying  
: |> to rip off Japanese customers and don't want me to generalize that?

: No Sir, I do not mean this at all. I was surprised to see  
: in Japan that the cost of Japanese products was significantly  
: higher than the same product abroad. If that is representative  
: of the costs of doing business in Japan and(or) the costs of  
: distribution, then the price of IDL may be justified.

: What I meant was that there is no point in forgetting civility  
: even if the price is not right for you. Regarding the \$100 bear,

Is that a grizzly, a polar or a panda?  
How did you get an export license for it?  
And shouldn't this be in alt.zoos ?

: even though the price was not right for me there were a lot of  
: Japanese businessmen there who did not mind paying that amount.

: It may be sir, that you should focus your energy on something positive.

: Regards

: ps. This is my last posting regarding this topic.

---

---

Subject: Re: Student version of IDL  
Posted by [gurman](#) on Mon, 10 Apr 1995 07:00:00 GMT  
[View Forum Message](#) <> [Reply to Message](#)

---

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

--

Joseph B. Gurman / NASA Goddard Space Flight Center/ Solar Data Analysis Center / Code 682  
/ Greenbelt MD 20771 USA / [gurman@uvsp.gsfc.nasa.gov](mailto:gurman@uvsp.gsfc.nasa.gov)  
| Federal employees are still prohibited from holding opinions while at work. Any opinions  
expressed herein must therefore be someone else's. |

---

Subject: Re: Student version of IDL  
Posted by [kyoakita](#) on Tue, 11 Apr 1995 07:00:00 GMT  
[View Forum Message](#) <> [Reply to Message](#)

---

In article <3me9qn\$mfk@pdq.coe.montana.edu>,  
[uphlabh@gemini.oscs.montana.edu](mailto:uphlabh@gemini.oscs.montana.edu)  
(Brian Handy) wrote:

:As I understand it, the retail price of IDL going into Japan is probably  
:the usual price, something around \$1500, plus whatever export duties may  
:apply.

Oh, Handy-san, you should have known that RSI doesn't sell that way to  
Japanese customers, and that is why ISAS is taking so long to negotiate

with the Japanese distributor to purchase IDL for new machines there.  
Yohkoh project (Japanese side, at least) has been in trouble since RSI  
stopped direct distribution.  
You could get it for \$1500 because it was paid by american organization.

:I believe, sir, the people you need to be disgusted with are your own.

I don't deny that. I have already made a complaint to them. Their answer  
was the price is defined in the contract with IDL and cannot be  
changed...

Anyway, that is why I am trying to purchase directly from RSI. But RSI  
refuses that (maybe because of the contract with the Japanese  
distributor:-)

So, I am disgusted with RSI as well. Sigh...

Regards,

---

---

Subject: Re: Student version of IDL  
Posted by [kyoakita](#) on Tue, 11 Apr 1995 07:00:00 GMT  
[View Forum Message](#) <> [Reply to Message](#)

---

In article <gurman-1004952149530001@arrowroot.gsfc.nasa.gov>,  
gurman@uvsp.gsfc.nasa.gov (Joseph B. Gurman) wrote:

: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.

\$1 was 150 yen, when they stopped selling us directly.

Anyway, I don't get your point, sir. It seems irrelevant.

: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

As you may already know (if you are concerned about US-Japan  
trading), the tariff for computers and software is zero.

Considering the extra cost, price could be 20, 30 or maybe 50% higher, though . But 150% is far beyond my understanding.

: Thus, RSI has distributors for the UK, for France, for Germany and :other places in western Europe, as well as for Japan.

I'd like to hear from european customers how they are feeling.

I'm simply wishing RSI to sell us directly with the same price tag as in the U.S. ( I'm willing to pay extra for shipping etc., of course ), while they can sell through local distributors as well.  
No big deal, don't you think?

Cheers,

---

---

Subject: Re: Student version of IDL  
Posted by [uphlabh](#) on Tue, 11 Apr 1995 07:00:00 GMT  
[View Forum Message](#) <> [Reply to Message](#)

---

[yada yada yada]

As I understand it, the retail price of IDL going into Japan is probably the usual price, something around \$1500, plus whatever export duties may apply.

My experience in Japan though was that the price hike was due to Japanese distributors taking their cut. I've worked with a group there (Joe knows who I'm talking about) who have been haggling with the distributor for some time -- it seems the local price of IDL jumped to more like \$10,000 a workstation.

I believe, sir, the people you need to be disgusted with are your own.

Regards,

Brian Handy  
[uphlabh@gemini.oscs.montana.edu](mailto:uphlabh@gemini.oscs.montana.edu)

---

---

Subject: Re: Student version of IDL  
Posted by [gurman](#) on Mon, 17 Apr 1995 07:00:00 GMT  
[View Forum Message](#) <> [Reply to Message](#)

---

In article <3mfgdi\$8g2@newsbf02.news.aol.com>, kyoakita@aol.com (KyoAkita) wrote:

> In article <3me9qn\$mfk@pdq.coe.montana.edu>,  
> uphlabh@gemini.oscs.montana.edu  
> (Brian Handy) wrote:  
>  
> :As I understand it, the retail price of IDL going into Japan is probably  
> :the usual price, something around \$1500, plus whatever export duties may  
> :apply.  
>  
> Oh, Handy-san, you should have known that RSI doesn't sell that way to  
> Japanese customers, and that is why ISAS is taking so long to negotiate  
> with the Japanese distributor to purchase IDL for new machines there.  
> Yohkoh project (Japanese side, at least) has been in trouble since RSI  
> stopped direct distribution.  
> You could get it for \$1500 because it was paid by american organization.  
>  
> :I believe, sir, the people you need to be disgusted with are your own.  
>  
> I don't deny that. I have already made a complaint to them. Their answer  
> was the price is defined in the contract with IDL and cannot be  
> changed...  
> Anyway, that is why I am trying to purchase directly from RSI. But RSI  
> refuses that (maybe because of the contract with the Japanese  
> distributor:-(  
> So, I am disgusted with RSI as well. Sigh...

Wait.... you're disgusted with RSI because they're honoring their contract granting exclusive Japanese distribution rights to whoever these [expression deleted to prevent the impression that a US government employee might have a low opinion of the motives or actions of any foreign firm] are who distribute RSI software in Japan? I can see being disgusted with them for not finding a cheaper distributor or better value-added services for those who need them, but not for playing fair with someone with whom they have signed deal. Let's hope it expires soon, though.

All complaining aside, your boycotting RSI's distributor \_should\_ have an effect, if only because some people at RSI read this newsgroup (though they rarely post). I only hope the ISAS folks are able to strike a (much) better deal.

Good luck,

Joe Gurman

--

J.B. Gurman / Solar Physics Branch/ NASA Goddard Space Flight Center/  
Greenbelt MD 20771 USA / gurman@uvsp.gsfc.nasa.gov  
| Federal employees are still prohibited from holding opinions while|  
| at work. Therefore, any opinions expressed herein are somebody |

| else's.

|