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Spread Sheets

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Spread Sheets
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When buying new, or used, equipment, put all the data from the competitors on a spread sheet. Force all the competitors to provide the same information, and in the same format. In "equalizing" the quotes, you will get a better product, and you will learn more about the equipment. This direct 'apples compared with apples' comparison will also help with negotiating the lowest price.

- Bill Davis, Poly-America

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