



WHY YOU SHOULD NOT BUY A USED FACETING MACHINE

-- Some suggestions for avoiding the pitfalls of buying online “bargains” & other folks’ “heirlooms” etc.



by Joe Rubin

joe@ultratec-facet.com

I write this article because of the upsurge we've seen of people buying poor-condition and abused faceting machines—we know about them because we get to see them as people send them in for repairs. They mostly come from purchases made on the Web. Typically, in my first contact with the new owner I'm told about this hardly-used re-conditioned machine that may need a little tweaking. Right. Before the saga is over, the typical comment of the owner is “Gee. I could have bought a new machine”. This time, “Right”, doesn't come with any sarcasm.

Introduction

For a long time, I've known that a new machine is the most sensible choice. Hardly a year goes by that Ultra Tec doesn't make some upgrade. Some upgrades are obvious, and some not-so-obvious, but upgrades they are, and someone who buys a 15 year old machine, let's say, is missing perhaps 10 of those upgrades

Weren't the old Ultra Tec machines very good? They were—and the ones that have been maintained still are. I still think that the second best faceting machine in the World is an old Ultra Tec. But I must say, as years go by, the upgrades add up, and the used Ultra Tec becomes an increasingly distant second to a new one. But, much much much further back in the running, are the abused and tinkered-with faceting machines that appear for sale on the internet—many of them should be sent out to pasture (as a matter of fact, many of them seem to have been brought back from pasture).

It took me a while to get around to writing this--I've been reluctant because it seems self-serving. I can't blame someone who thinks, "Sure, Joe doesn't want me to buy a used machine, because then I'm not buying a new machine." That seems like an obvious motive-- but, nevertheless, think about what I write here. Young people at Ultra Tec urged me to write it – they said I owed it to the people getting into faceting and to the people who are faceters but want to upgrade their equipment—and I think I do owe it. Ultra Tec is in this business for the “long haul”—we're counting on many years into the future—and the most important thing is that people going into faceting have a fulfilling and rewarding experience.



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I’m great at “rambling on”—so let me get to the points I want to make:

Don’t buy a used machine, buy a new one!

When you purchase a faceting machine, it’s because you are planning to spend pleasurable time with it (even if it’s a “business” it should be pleasurable—or you’re in the wrong business). You want this machine to work the way it should, so that your time is spent faceting, and not fighting with a faceting machine.

Keep in mind the price of a new Ultra Tec Faceting Analog machine is about \$3400. That’s \$3400 more than free. If you buy a used machine, the price of the new one may be about \$1800 more (judging by what people tell me they pay). When you add a typical upgrade and adjustments and repairs (using our records of what people have done) that price difference gets to be about \$700. -- at which time you have a nice fixed up (with some of the upgrades) 20 year-old unwarranted machine. You get the idea.

No one ever called to say, "I've just bought a heavily used, very old, machine"—ever! Every used-machine buyer says, "I've bought a hardly used, not very old machine." They believe it (that's what they were told. Even the seller may believe it, having forgotten when he purchased it). In comes the machine, for a calibration--a tune up--and we examine it. Now, I'm not going to say that they are all heavily used, old and abused, but many are—and in the case of the Web-purchased machine, almost all are. And the cost of the repair leads to the refrain "I would have been better off just getting a new machine".

Let’s look at the other side of that coin--let's assume the best, that the machine IS lightly used and well maintained (a well maintained Ultra Tec is good for many years - we're proud of that), and the only thing is, it's just not so new. Think about this – as I said above (and since I wrote that earlier paragraph I counted them) Ultra Tec has made over 25 upgrades over the last 30 years). All of the upgrades can be retrofit - but not for free. That often ends up with a big bill at Ultra Tec--installing important upgrades (oh yes, if you are "into" faceting, you'll want them). Now, if you purchased a new Ultra Tec you would have all of the current upgrades, original and factory installed, a new tested and calibrated machine and the original-owner lifetime warranty.

Now that I've re-read this, it strikes me that I'm probably only writing things that you already know--but my goal is to make you think about it. You know the saying: “You get what you pay for” or "When's the last time you got a bargain?" - those sayings didn't come from nowhere. Before you jump on that "bargain", talk about what I wrote here with a friend—with your wife or husband—someone who thinks about you, and what you need, and what you deserve.

Don't you deserve the best?

Find out lots more about Ultra Tec's
faceting products at:

www.ultratec-facet.com