
FROM THE LINGUIST LIST OF SECOND-HAND THEORIES

Buying a used theory can save you money because theories lose value most quickly within the first 12 to 18 months of their original publication. And bear in mind that classic theories are involved in significantly fewer accidents. They have been tested by time, and are usually maintained by careful analysts with traditional values. We do our best to describe every theory honestly, scratches and all, and every theory we sell has been examined by our expert technicians but ...

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Saussurian structuralism. A vintage Swiss model, popular for almost a century, and available in many versions. An excellent all-rounder with traditional binary styling. A model for all the family and ideal for beginners. It is tempting to restore parts which show wear or damage. But attempts in the 1970s (mainly by French manufacturers) to radically realign parts which seemed to be twisted led to major damage to the underlying frame. We recommend the original classic from 1917!

Glossematics. This one is a veteran model for specialists. It was planned to occupy a niche in the market, but remained a prototype. It is a small, compact, lightweight model, but with plenty of sprogs for the technical-minded. Only a few remain in circulation, but most still have low mileage. A collector's item. (Note: the user manual is available only in Danish.)

TG. These models were popular for a short time in the 1960s and 1970s when there was a worldwide change in styling trends, and when they were claimed as the best-selling models of all time. From the 1980s, they suffered badly from depreciation when other theories cut almost two-thirds of their sales. But they will appeal to all with a sense of history. A dizzying assortment of versions appeared, but we recommend the classic 1965 model, which has powerful transformations under the bonnet. (Do not confuse with GT models!)

Minimalist theory. Always fancied an E-Type jag? Then this is the model for you. An icon of the 1980s. An aerodynamic coupé, designed as a one-off technical exercise, in which the engine has been stripped down to its absolute basics, giving it an elegant profile and cool parameters. The low drag design

gives superb fuel economy, but means that you can often hardly see the road. Sometimes regarded as a variant of TG: but really a different animal altogether.

Dialogic theory. Foreign built, and originally imported from eastern Europe, but don't be misled: this model was revolutionary in design, and is rapidly coming back into fashion. Patent is still disputed between the two main producers, Bakhtin and Voloshinov, but this need not worry new owners. All models have very left-hand drive. Recommended for experts only. The manual is available in Russian and English.

CDA. Caveat emptor. These models can salve your social conscience, but quality is mixed as many are assembled from parts of other models, some transversely mounted. (DIY kits are also available.) All have power steering as standard equipment, but not always the appropriate basic safety features. Upgrading using either bespoke falsification components or automatic statistical tests is highly recommended. (Hint for buyers: look out for poorly disguised neo-Marxist scratches on the left rear wing.)

NLP. Could be a good buy for someone who is prepared to do a lot of work under the bonnet as proper installation is crucial. Well cared-for models can be collectible, regardless of age, if other factors are taken into account. The usage is often limited to recreational purposes and/or restricted jobs involving only short trips across town. Regarded by some as the equivalent of a model car.

Speech act theory. A real old banger which has had modern fittings added to improve the handling. The original British model from the 1950s was adapted to American specifications in the late 1960s. Promises a long life if it can be rebuilt in conformity with modern pragmatic standards. The most recent versions combine attention to precise philosophical detail and wide social range, but lack power in the middle empirical region.

Systemic grammar. Designed first as a small family model, with rather exotic features, due to its origins in the Far East, and has always remained something of a minority interest. But since its first development many upgrades have enhanced its practical value, and more recent models have custom coachwork and luxury accessories for use in schools and universities. Basic versions are good for beginners, but more advanced models need considerable skill to ensure satisfactory performance.

Corpus linguistics. As seen at all major ICAME conferences! A rugged SUV-style model, with on- or off-road ability. Ideally suited for travelling long distances in a short time over rough unprepared country. Very efficient and fast. But these models may require several million units per journey, so beware of high fuel costs on short analyses. Original versions were only for nerds with significant technical knowledge, but new user-friendly crumple zones make modern versions available for anyone (though beginners should get a

statistician to check performance). Sometimes difficult to know which model to buy, as versions are being constantly up-dated.

Behaviourism. Almost all versions were taken to the knacker's yard in 1959. However, the very few examples which still exist have been declared historic monuments and are under preservation orders. So, if you are lucky enough to come across one in an antique shop, you might consider buying it and keeping it in carefully controlled conditions. Almost all manuals are out-of-print, so learning to use these models is a matter of trial-and-error. Just remember that using one at a conference may result in no-one ever buying you a drink again!