

# The Bookstore Operates on your 2¢

## Current Operations Report

The Bookstore is a non-profit corporation and earns 2¢ on every sales dollar, and then those 2¢ are reinvested in Bookstore operations. This means the prices you pay at the Bookstore are used primarily for the cost of goods and operating expenses.

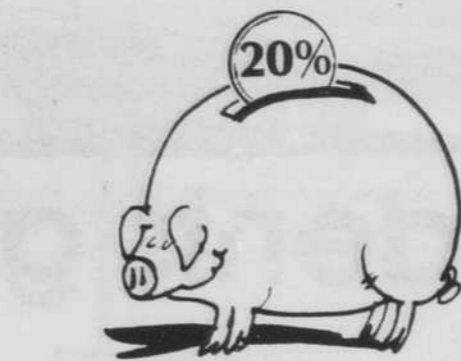
The principle goal of the Bookstore is to meet demands of the students, faculty and staff at the University of Oregon by carrying books and supplies the University needs at the lowest price possible. This entails having merchandise as diverse as the University population as well as having affordable quality.

The Bookstore's finances are closely monitored by the elected Board of Directors to assure that the Bookstore operates as close to the financial break even point as possible, but allowing enough cash flow to remain in the business of serving the University community

### Six Complete Departments

Each department takes pride in its selection of modern merchandise, boasting both quality and moderate price.

The **School Supply department** is able to buy paper cheaper and with greater variety because the Bookstore pools buying power with 55 other college bookstores in the 8 western states. The University of Oregon Bookstore is a very active participant in this buying group and the General Manager of the Bookstore currently serves on the buying committee.



The Bookstore occasionally puts all merchandise, excluding textbooks, on a 20% Off sale. Last term during finals week, Bookstore shoppers took advantage of the sale and saved \$36,000.

The **Electronics department** has grown to be a busy corner at the Bookstore. They have one of the largest selections of calculators in the area, ranging from \$10.00 to \$750.00, and have a one day film processing service.

The **General merchandise department** offers the convenience of many items: sundries, t-shirts, sporting goods, greeting cards, and magazines to name a few.

The **General Book** and the **Art and Architecture departments** are two modern complete stores within the Bookstore. The selection is geared to the needs and interests of the University population.

All textbooks are discounted 11% and last year saved the student body \$302,000.

The **Textbook department**, accounting for 44% of Bookstore sales, manifests the purpose of the Bookstore; serving the students with texts they need as well as trying to lower the book bill.

The Bookstore has increased the selection and quantity of used books as well as maintaining the 11% discount on all texts in efforts to save the students money when buying textbooks.

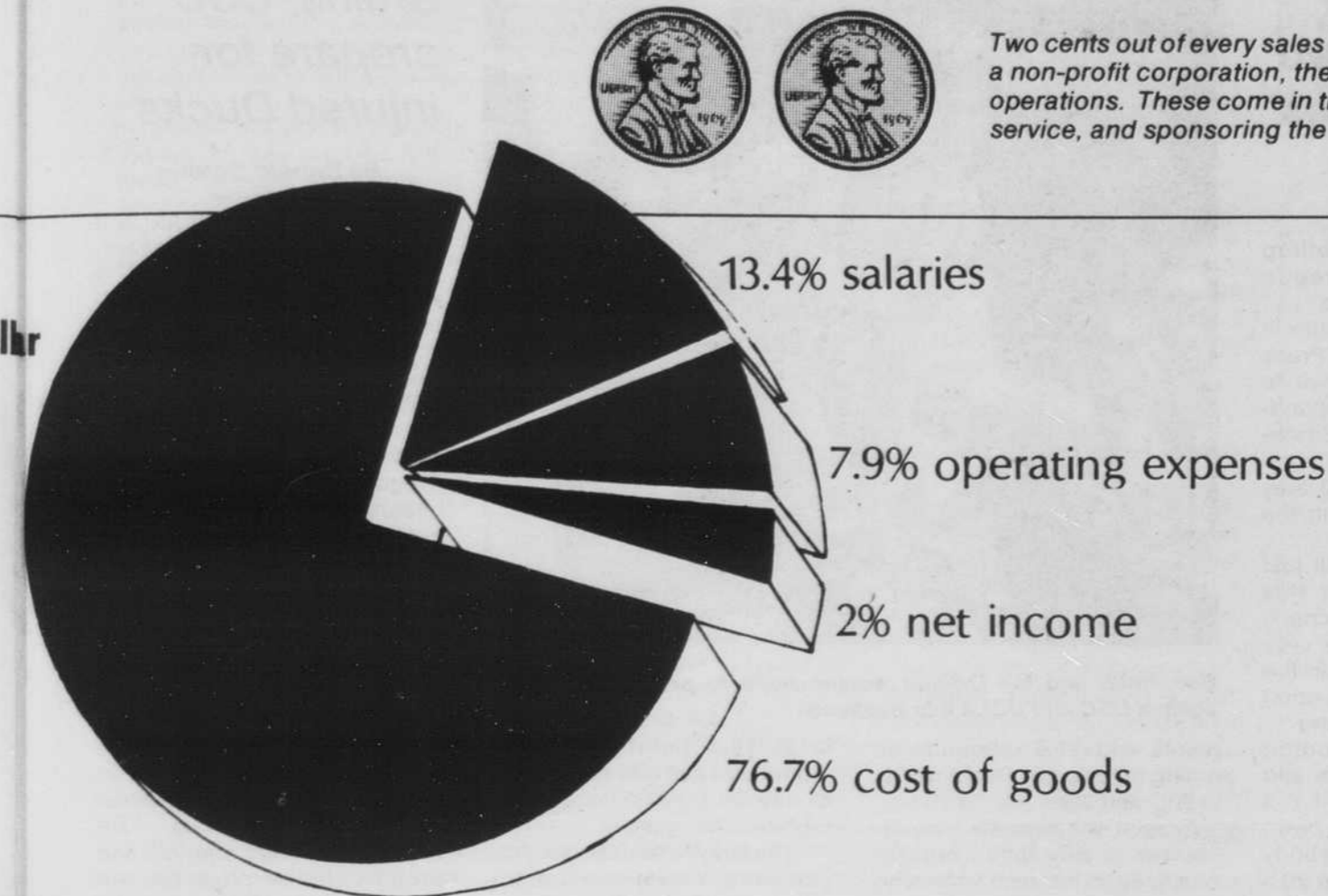
Very few college bookstores discount textbooks; in fact, more and more bookstores are adding to the publisher's list price to pass on the high cost of freight.

Each year the Board of Directors has decided that the primary goal of the Bookstore should be to keep textbook prices as low as possible. The Board, the majority being students, know their fellow students want the best value possible on their textbooks. This is why the Bookstore offers the 11% discount and buys as many used textbooks as possible. Sales on used books has increased 82% since July 1, 1981.

The Bookstore is constantly trying to remedy those long lines when you buy your books. We employ more cashiers and check verifiers, have a cash only line and extend hours until 8 p.m.

### Disposition of Sales Dollar

Year Ended June 30, 1981



### Finances

Any financial success the Bookstore enjoys is passed along to the membership in the form of lower price, improved selection of merchandise and better service. Last year's net income was \$141,71. The Board of Directors works hard to adjust the financial results of the Bookstore to best serve its membership.

Textbook discounts, year around discounts on certain merchandise, special sales and occasional storewide discounts are examples of how the Board assures that the membership can take advantage of any financial success the Bookstore earns.

### Statement of Disposition of Revenue

Year Ended June 30, 1981

#### Sources of Revenue

Merchandise sales	\$5,588,160
Interest income	\$21,938
Other	\$18,104
<b>TOTAL REVENUES</b>	<b>\$5,628,202</b>

#### How Revenue was Spent

Cost of merchandise sold	\$4,285,742
Salaries and wages	\$748,270
Other operating expenses	\$441,406
Interest expense	\$11,613
<b>TOTAL COSTS &amp; EXPENSES</b>	<b>\$5,487,031</b>
<b>NET EARNINGS</b>	<b>\$141,171</b>



The Bookstore discounts all textbooks 11%. Last year the discount amounted to \$30,000 which means the Bookstore saved every full-time student \$21.00. If you were to go to the Beer Garden with your years savings, you could buy 14 pitchers of beer.

### Services

All students, faculty and staff of the University of Oregon are members of the University Bookstore. Membership allows you the many services offered at the Bookstore. Also as a member your suggestions to better the Bookstore's operations are always appreciated.

- Free gift wrapping of Bookstore merchandise
- Free notary public
- Film and film processing
- Rental typewriters
- Cassette tape duplicating
- Key duplicating
- Postage stamps
- LTD fast passes and tokens
- Self-service photo copiers (5c)
- Bake sale tables for non-profit campus groups
- Emerald classifieds



The UO Bookstore Board of Directors

Front Row: l to r, Scott Essig, Bobbie Weidner, Wayne Shinseki  
 Second Row: Fred Wilhelm, Ted Shimanuki, Bryan Van Meter  
 Third Row: Karla Ritter, John Ragsdale, Muriel Jackson  
 Back: Mark Burgess Not pictured: Robert Lang

### Board of Directors

The University Bookstore is governed by 8 students, 2 faculty members and a classified staff person. The Board of Directors are elected by the University Community and they are the policy-making body of the Bookstore. All members, the University at large, are invited to attend the monthly meetings and address the Board. The agenda is posted in the Bookstore prior to each meeting. You may also contact the Bookstore's General Manager, Jim Williams at 686-4331.

Bobbie Weidner	President	Graduate, Management
Wayne Shinseki	Vice President	Senior, Marketing
Ted Shimanuki	Treasurer	Senior, Marketing
Scott Essig	Secretary	Junior, Finance
Mark Burgess		Sophomore, Architecture
Bryan Van Meter		Junior, Marketing
John Ragsdale		Graduate, Management
Karla Ritter		Senior, Management
Fred Wilhelm	Classified Staff	Research Administrator
Robert Lang	Faculty	History Dept.
Muriel K. Jackson	Faculty	Asst. for Administration, Office of the President

### Put in your 2¢ worth

The Bookstore is asking all members, the University at large, to contribute suggestions on how to make the Bookstore a more convenient and complete place to shop. Please write a suggestion in the space provided or on any other paper and give it to the cashier.

I'd like to see the Bookstore carry \_\_\_\_\_

Suggestions on Bookstore operations \_\_\_\_\_