

Take care in the sun

Nearly all of the 400,000 cases of skin cancer developed by Americans annually are considered to be sun-related, according to the American Cancer Society. If treated in time, however, skin cancer is curable.

"People have the impression that if they tan there is no damage, and if they burn, there is, but this is the wrong impression," says Dr. Amir Moha-Jerin of Springfield's Dermatology Clinic. "A tan indicates damage," he says.

Results of overexposure to the sun's ultraviolet rays range from painful sunburn to premature aging and eventually skin cancer. Dermatologists treat several cases of skin cancer daily, according to Moha-Jerin.

Visible early warnings include a sore that does not heal, a change in the size or color of a wart or mole or the development of any unusual pigmented area, according to ACS.

Fair-skinned, redhead and blond individuals run a greater risk of sun damage than others, and need to take special precautions. Those whose jobs demand long exposure should also be aware of the sun's hazards.

"We recommend an SPF (sun protection factor) of 4, 6 or 8 for those who want some tanning, but for those who wish to be safer, we recommend an SPF of 15," Moha-Jerin says.

Though sunscreens, especially those containing PABA, are worthwhile as a preventative measure, nothing is 100 percent effective, Moha-Jerin says. The best times to tan, even with a sunscreen, are before 10 a.m. and after 3 p.m., and it is better to be moving about while in the sun, he adds.

"Sense in the Sun" pamphlets are available free at the Society located at 1625 Oak Street. For more information, contact Moha-Jerin at 747-6159.

Bazar has offers you can't refuse

By Scott McFetridge
Of the Emerald

He'll offer two for the price of one. The next day, three for the price of one. Make an offer; he'll consider it.

This man is not a typical businessman. He is Lazar Makyadath, owner of Lazar's Bazar — a store that is anything but typical.

Makyadath came to Eugene 10 years ago from New Delhi, India with the dream of starting his own store and met with instant success, he says.

"I have exploded right from the beginning," Makyadath says. "I wanted to start a business when I came to the United States, and I started door-to-door sales. I sold tapestries, then clothes, then found a small space as retail outlet."

Lazar's Bazar, located in the downtown mall, is celebrating its ninth anniversary in business. Sales have been consistently good and Makyadath attributes this to his different style of business.

"I have a different atmosphere here," he says. "My customers ask prices down — they know I'm going to do it, so why not try? I'm always ready to give them a deal."

Along with promising a fair deal to his customers, Lazar's Bazar also offers an unusual stock of merchandise.

One can quickly find such games as "Bump and Grind," "Office Party" and "Kiss and Strip" or stickers like "I Love My G-Spot." There also is a large variety of books, including "Marijuana Growers Guide" and "Marijuana Food."

An immense selection of bongos and pipes run down the center of the store and the rear is reserved for hundreds of posters. Interspersed



Photo by Polly Kaplin

Lazar Makyadath, owner of Lazar's Bazar, sells a wide variety of unique items at a bargain-hunters price.

throughout the store are products as diverse as body gel and butane lighter fluid.

"I look for things I like. If I don't like something, I don't buy it," Makyadath says. This purchasing motto has made

Lazar's a sort of Bi-Mart of the bizarre.

"They (customers) don't have to go to shopping centers and look at different stores having one specialized item. They can come here and they

can even get records here," Makyadath says. "I have pencil sharpeners, soap, laundry — I have everything."

One of the reasons other downtown businesses are failing is that they don't give the customer enough attention, Makyadath says.

"If they have time to talk to a customer rather than looking at business, then it will be a better thing," he says.

When he started, Makyadath says he worked at a low profit margin and high volume. "Give the customer a lower price and give them their money's worth."

Buying in volume is why Makyadath is able to offer low prices. He also sells his merchandise to nearly 100 stores on the West Coast, enabling him to buy much cheaper, he says.

Buttons are one example of this. While other stores must pay 62 cents per button, he can buy them for only 30 cents and then sell them for half the price of his competitors. This gives him a large advantage, he says.

"I don't have much competition," Makyadath says. "I am competition for them. If they compete, then they're in trouble because I buy cheap."

Although Makyadath says he is still primarily interested in furthering his business, he would consider running for a public office if the right conditions arose.

"If I see some points I can sell, I will run for public office," he says. "Public office is another kind of business and I think I'd be successful at that, too. I wouldn't try to suck the blood of the people."

But for now, Makyadath is committed to the life of a salesman. "I've always hustled to sell. There are sales in me," he says.

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