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Photos by Vince Ramirez

Wendy Coyle of Global Partners prepares for the day's customers. Global Partners and other vendors in the EMU offer the University community a wide selection of products and services.

## EMU vendors profit on campus

By Bob Waite  
Emerald Contributor

Every day thousands of students and faculty members pass by. Sometimes they buy something.

With these passers-by in mind, vendors in the EMU and around the University focus on a basic principle of business: find a need and fill it.

The University delivers about 21,000 faculty members and students to these vendors daily, according to University General Bulletin statistics.

The vendors sell a wide range of products and services, ranging from food and snacks to travel opportunities and computers, from military service to clothes and trinkets.

Despite a limited number of competitors in the EMU, these vendors sometimes face temporary outside competition. The Street Fair's success on 13th Avenue last week was an example.

But the fair's popularity did not stop a stream of people in the EMU from spending their time Thursday with Allyson Klein, Heide Reeder or Chris Noon — all three competitors for students' attention.

The three staffed information booths for Foreign Friendship Partners, the Student Health Center and Recreation and Intramurals, respectively.

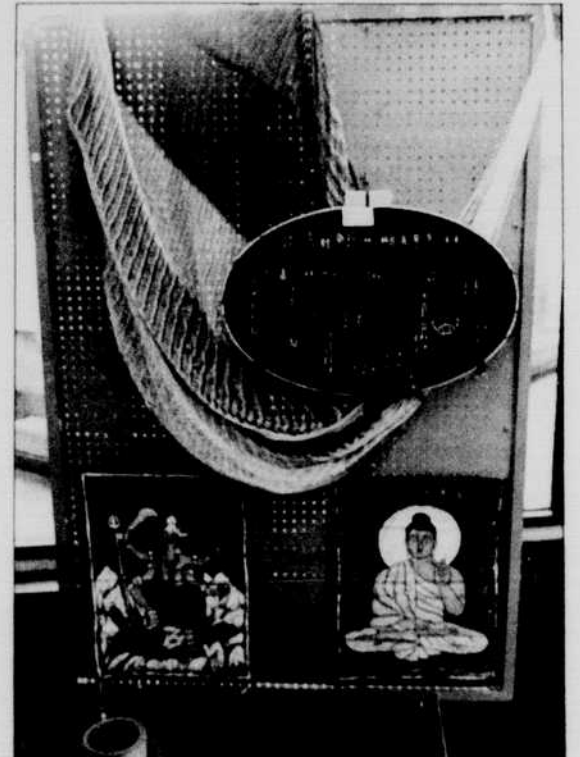
Klein said a booth in the EMU "is a good way to get name familiarity" for a group like Foreign Friendship Partners, which is seeking student participation and formalized existence by the ASUO.

"A booth reaches out to people who wouldn't go over to the Student Health Center," Reeder said as she handed out information about the health dangers of second-hand smoke.

Nearby, Valentine's Travel Agencies' on-campus manager, Tim Carter, boasted of his business' success. "May is one of our best months," he said.

Carter explained that his company successfully bid on its EMU space when the EMU Board of Directors recognized the need for an on-campus travel service.

Dennis Carr, EMU food services director, said last week's fair slowed business in the EMU a lit-



tle, but business is generally good.

Carr recently opened a cafe in the Willamette Hall Atrium and is now working on plans to open a full-scale "Bohemian coffee house" that could serve as an alternative meeting and entertainment place for people who are younger than the legal drinking age.

Both the EMU food services and the EMU Main Desk are non-subsidized businesses, Carr and Marsha Hudspeth, Main Desk manager, said.

Vendors that sell clothes, jewelry, art prints, import items and what-have-you in the space adjacent to the Main Desk must negotiate with Hudspeth for scheduling, she said.

"They are allowed to sign up for five days per month and for any time that is left over," Hudspeth said. "We try to select for diversity for the students."

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