

Bookstores

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pendent booksellers held a share of only 15.2 percent. The Book Industry Study Group, a New York market researcher, reported a 19.5 percent share in 1995, so there has been a significant drop.

National chains also felt a slight slip in market shares, while book retailers, led by Amazon, claimed a 5.4 percent share, up from 0.4 percent in 1997.

National chains and Internet sites have several benefits that independent sellers can rarely match, said Weinstein, whose family owns Emerald City Fine Books.

The chains and e-commerce sites pose the most significant challenge to sellers of new books, such as the Bookmark, Weinstein said. Such small independent stores can not have as many titles in stock.

Also, the large chains buy in greater bulk and can thus offer discounts that are impossible for local-owned stores to match.

"To compete well, independent booksellers must concentrate into market niches where chains can't compete," Weinstein said.

J. Michaels is a bookstore that has filled its niche well. Nissel said his store succeeds because he primarily sells second-hand and out of print books that are not available to bookstores selling new goods.

Though Nissel believes that pa-

tronizing larger bookstores hurts small independents, he acknowledges that Amazon.com has helped his business and that of other local stores due to their out-of-print book search service, which locates titles for shoppers and buys them from small shops like his.

When used correctly, the Internet could be a way to survive as an independent bookseller, Weinstein said, yet he believes that closing storefronts to operate solely on the Internet does pose significant concerns.

Emerald City Fine Books, run by Gerry Weinstein, Marc's father, has benefited from the Internet thanks to a "Z-Shop" set up on Amazon.com, yet continues to run a brick and mortar store in Eugene.

The **Smith Family bookstores**, with one location by campus and another downtown, has a massive collection of pre-owned books. The thrift store of booksellers, Smith Family offers a wide selection at low prices: Tsunami, Fool's Cap and Mother Kali books are also community-oriented shops with inviting atmospheres.

While independent bookstores do not believe in drawing solely on the sentiments of customers to stay in business, Weinstein and others say they need a commitment from the community and the local government to help them.

"Small merchants are doing their part to contribute to an economic revival of downtown," Marc Weinstein said.

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Music stores

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Weekly voted House of Records the best local record store for 1999.

House of Records is open from 11 a.m. to 6 p.m. Monday through Thursday, 10 a.m. to 7 p.m. Friday and Saturday, and noon to 6 p.m. on Sunday.

The CD and Game Exchange, 30 E. 11th Ave.

Formerly The Record Exchange, The CD and Game Exchange carries new and used CDs, tapes, videos, records, DVDs, posters and video games. They pay 25 cents to \$7 for used CDs, depending on condition, popularity and how many of the title they have in stock.

They also do special orders, and carry giant movie and music posters ranging from \$6 to \$10. They have a wide selection of hard-to-find video games for nearly all systems, from Nintendo to Playstation. And they

stock not only music videos, but regular movies as well, which tend to cost from \$1 to \$5.

The CD and Game Exchange is open 11 a.m. to 7 p.m., Monday through Saturday, and noon to 6 p.m. on Sunday.

Record Garden, 1340 Willamette Record Garden has a variety of music on vinyl, CD and tape, and they also have a sizable collection of rock memorabilia. They sell, as well as rent out, music and videos.


They also carry T-shirts, buttons, stickers and posters. They buy used CDs for \$3, more or less, depending on the title and condition of the album. Record Garden also special orders CDs and records and even offers a \$1 discount on special orders.

There is a second Record Garden, located at 1414 Main St. in Springfield, that carries a similar selection of new and used goods. The Willamette store is open from 11 a.m. to 7 p.m. every day except Sunday, when they are open from noon to 6 p.m.

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