

Heads up Penny



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Keller Williams

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February
13

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Theater

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7:00pm Doors
All Ages



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Convention: More DVDs, videos appear each year

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in the Northwest," Finneran said. "And Eugene really is a great music town. The diversity of what people want is incredible. We get teenagers to people who are 80 years old. One person is looking for punk 45s, another for yodeling cowboys. It's really eclectic."

The dealers are mostly collectors out to sell the excess of their collections, some are making a living through dealing and a few are selling records to benefit local causes. Along with records, dealers also sell bootleg concert videos, CDs, posters, T-shirts, sheet music and even reel-to-reel tapes. Pretty much anything to do with music is up for grabs, according to Finneran. Over the years some interesting sales have been made at the convention.

"One year a local radio station decided to sell off all of its 45s," Finneran said. "They didn't even make it through the door. A guy caught them outside and started bargaining with them until he bought everything."

Dealers aren't the only ones with an opportunity to sell. For the \$2 admission cost, anyone can bring in whatever they can carry in one trip and sell it from wherever there is free space.

Not everyone in town is satisfied with the direction the convention is going, however. Some local music dealers say the prices are going up and the focus of the convention has been moving further and further away from records.

"There are so many more CDs and

tapes than there used to be," House of Records music buyer Greg Sutherland said. "And the prices are getting pretty high. Actually, it's great for our business because it brings in out-of-towners who end up coming here and finding things cheaper. It's harder for me personally to find good records there, but I have kind of a special 'in' with records. For others it's quite a potpourri. There are lots of great dollar records though."

Other dealers have similar sentiments.

"Each year it becomes more about DVDs, videos and equipment and less about hard-core record buying," CD/Game Exchange manager Ben Terrell said. "A lot of the dealers now are also the kind of people who said to themselves 'Oh, records are back in style; I bet I could make some money.' You can tell they aren't really record collectors, since collectors are a pretty specific group of people."

Regardless of how the convention has changed over the years, it still brings together a wide range of people selling a wide range of music. And that, according to Finneran, is the real attraction.

"Everybody knows someone who found something big for next to nothing," Finneran said. "When you are dealing with records, it's impossible to know everything. Even experienced dealers don't always know the value of what they are selling."

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Hustle: Bannick heightens racial relations with diversity

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increased their budget by raising money from friends and family.

"Nothing is harder than what we did," Bannick said. "We started with a \$15,000 budget, and that's like a catering budget for the cast of 'CSI.'"

The film stars Samia Doumit of "The Hot Chick," Efrin Ramirez of "Napoleon Dynamite" and Marissa Tait of "The Bold and the Beautiful." Bannick said he was able to use Hollywood actors because in show business, actors help each other whenever possible.

"I've been an actor for years, and actors develop tight relationships with each other," he said. "A lot of the actors came in just to help us out, to see friends succeed and to look out for new parts. It's such a hard business to break into, and we help each other out whenever we can."

Bernstein said the actors were able to play enjoyable roles, tackle a challenge and communicate closely with everyone who worked on the film.

"All the actors had tons of fun and got to play characters they wanted to," he said. "They had to nail it in two or three takes because as soon as the

sun set, the day was over, so there was a lot of pressure on them. And there wasn't a bunch of crew around, so there was lots of communication, and they liked that."

Bannick added that he wants to represent many ethnicities in his films and emphasize racial relations.

"I want to heighten the relationships between different races," he said. "I'm interested in how people relate to each other. In 'Just Hustle,' I have every region and ethnicity represented, and that's rare for Hollywood, which is very cookie-cutter. We want as much diversity as possible."

Bijou Art Cinemas manager Louise Thomas said independent filmmakers often produce successful works even on a tight budget.

"It seems as though with technology as accessible as it is, folks can express their creativity without spending too much money," Thomas said. "People can come up with great stuff. I think the filmmakers are so excited that they can do all the legwork and get people in. (Bijou Art Cinemas) is the vehicle for it."

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