

Cash For Books in the Student Union!

A book for learning to cook

By MICHAEL JORDAN
Special to the DTH

He looks as if he should be a quiet man — balding, glasses, only 5-foot-8 and dressed in an unassuming brown suit. But then you notice his mouth. It twitches this way and that, performing its own aerobic exercises. Pursing in contemplation, dimpling with glee, hardening into a thin, intense line.

Always in motion, the mouth of Charlie Delmar defines the man. Delmar has been a sales and editorial representative for Wadsworth, a college textbook publisher, for 20 years.

"What I do literally is sit around and shoot the breeze with college teachers," Delmar says of his job. He appears to be well qualified for his job. As many older Tar Heels would say, his mouth can run a country mile in a New York minute. He doesn't really talk all that fast, but he does talk constantly.

Before he became a sales representative, Delmar worked as a radio announcer. Before that, he was a civics and American history teacher. Before that, he was busy growing up in Florida, where he received a psychology degree from Florida State University.

And now, the Chapel Hill resident stays busy trying to sell his new book, "The Essential Cook" — a book for inexperienced cooks.

"It's sort of a hand-to-mouth learning, literally, in cooking," Delmar says, his mouth convulsing with laughter.

Fifteen years ago, when he was 35, Delmar realized he needed to learn how to cook, so he went and looked at cookbooks. But all they gave him was recipes, and he wanted to know why to add yeast, not when to add yeast.

"The greatest economy comes from just knowing what you're doing," Delmar says. His book explains how to cook, rather than just when to add the next ingredient.

Delmar still considers himself a teacher. As a sales rep, he says it is his job to teach college teachers how to teach. Now, as a writer, he says it is his job to teach cooks how to cook.

"Good teaching begins with good organization," Delmar says. And he organizes himself well.

When he says something he really likes, Delmar's mouth seems to caress the words for as long as possible before letting them escape. As soon as the words are free, his mouth breaks open into a self-satisfied grin — almost a smirk.

Delmar likes to hear what his mouth has to say, and it shows. And why not? He is an entertaining speaker.

Delmar likes to start little stories about himself, drawing on a healthy resource of personal anecdotes. And invariably, he will end with "but that's another story."

When he fumbles for words, Delmar looks as if he is about to lose his balance. Arms gesticulate, wildly trying to pull the reluctant words from his mouth. And when they come, the words fly in a straight line — no high, pretentious language or fancy wording.

And that, perhaps, is the core of the tale. Charlie Delmar is a normal, unassuming man with the mouth of a classic storyteller.

But that's another story.

Yearbook

from page 1

sales by asking parents to give students yearbooks for Christmas, Dancy said. The staff has mailed order forms to the parents of students, she said. Parents ordering a yearbook will be sent a Christmas card they can give to the student to announce the gift.

The staff is targeting parents because they will have a sense of how important yearbooks can be, Dancy said.

"I really feel that students who don't buy a yearbook are missing out," she said. "Twenty years from now they will regret it."

The yearbook costs \$22 if it is preordered in the fall, and \$25 if it is bought in the spring, Dancy said.

Despite the Yack's decreased funding, the book's price has not increased since last year, Dancy said. The staff was reluctant to raise the yearbook's price to make up for the lost funds because it feared setting the precedent of increasing the price any time the congress cut its funding, Dancy said.

To make up the lost funds, the staff has cut back in its office expenses, Dancy said.

Other than student funds, the Yack's main source of finances is the sale of yearbooks, Dancy said.

Another, lesser source of funding is donations from patrons, Dancy said. The staff is asking alumni and Educational Foundation (Ram's Club) members to donate, she said.

In order to make the yearbook more appealing to the students, this year's Yackety Yack will have more artwork and features than past volumes have had, Dancy said.

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