

PEMBROKE STATE UNIVERSITY



By
GENE WARREN
Director of
Public Information

NEW YORK COMPANY TO MANAGE PSU BOOK STORE THROUGH LEASING ARRANGEMENT

Effective Feb. 1, Barnes and Noble Book Co. of New York will begin managing the Pembroke State University Book Store under a leasing arrangement.

Heretofore, PSU has always operated the book store itself, but is going to this new arrangement, which is commonplace around the nation.

"About half of the institutions in the UNC System are having this leasing arrangement now," said William S. Mason, PSU vice chancellor for business affairs.

"Our primary concern is not to see how much profit we can make, but to assure students that they will be able to buy textbooks at equal or less cost than before--and to increase the percentage of used textbooks being made available, which is another savings for them. Last year we sold 18 percent used textbooks. We expect to increase that substantially," said Mason.

Barnes and Noble Book Co. was the successful bidder for the PSU Book Store operation. "It operates over 200 book stores throughout the nation at many major universities," added Mason.

From the new leasing agreement, Mason says PSU will be able to (1) provide better book store services to students and faculty and (2) realize more money from its book store operation to put into endowed student academic scholarships.

"During the past year, we made approximately \$12,000 in profits from our book store operation. Barnes and Noble has guaranteed us \$60,000 a year in profits," Mason said.

The New York company feels it can make such a guarantee because it expects to increase sales a minimum of 15 percent a year through its expertise, said Mason.

"This company has good purchasing power because of buying for 200-300 stores," noted Mason.

The PSU vice chancellor has also pointed out that PSU has over \$200,000 in inventory, which Barnes and Noble has agreed to purchase. "That will give us \$200,000 up front," observed Mason.

Although PSU is leasing its book store operation to an outside firm, PSU retains control, pointed out Mason. "They can't offer anything that we don't approve. Whoever they select as manager of the book store must be with our approval," he added. "We have a good contract."

Mason said that last year the PSU Book Store did \$776,000 worth of business, which the new company feels it can exceed by 15 percent. "This figure is based on their know-how in management and their purchase power," he said.

In addition, the Barnes and Noble Co. has agreed to spend up to \$50,000 to improve the book store facilities, such as perhaps improving the loading dock and improving the ways merchandise is displayed.

The present book store staff includes four permanent



"A Chorus Line" comes from Broadway to Pembroke State University Jan. 22.

employees and three temporary employees. These will begin training this month under Barnes and Noble personnel to learn the procedures of the new company.

"Our present book store employees will be assured of employment for six months," said Mason, noting that for the first three months they will be on the PSU payroll so they can obtain state retirement.

PSU Chancellor Joseph Oxendine, speaking of this leasing agreement at the last faculty meeting, said: "Income from the store will be greater, and the books will be as economical as before. I think you'll be delighted."

Oxendine said Barnes and Noble Book Co. began managing the book store at Temple University before he left there to assume the chancellorship at PSU. "We were delighted with them there," he observed.

The decision for PSU to enter a leasing arrangement for its book store came after several months of study by a PSU committee concerning the future operation of the book store. That committee was chaired by Dr. Elinor Bridges, PSU director of library services.

UNC SYSTEM ASSOCIATION OF STUDENT GOVERNMENTS TO MEET AT PSU JAN. 18

For the first time since PSU became a part of the 16-campus UNC System in 1972, the UNC System's Association of Student Governments will meet on the PSU campus Friday, Jan. 18.

The meeting will take place in the multi-purpose room on the second floor of the Chavis University Center. It will begin at approximately 6 p.m. with hors d'oeuvres.

Christopher Vaughn of Fayetteville, president of the PSU Student Government Association, and John Prentzas of Charlotte, vice president of the PSU SGA, are leading in making the arrangements.

President of the UNC System Association of Student Governments is Mark Bibb, president of the UNC-Chapel Hill Student Government Association.

SELLOUT CROWD TO SEE 'A CHORUS LINE' AT PAC

All 1,700 seats are sold out for the Broadway show, "A Chorus Line," to be presented Tuesday, Jan. 22, at 8 p.m. in PSU's Performing Arts Center.

Described as one of the most honored musicals of all time, "A Chorus Line" is the classic story of performers seeking a place in the spotlight of show business. Its musical score is by Marvin Hamlisch.

Co-sponsors of "A Chorus Line" at PSU are Peterson Toyota Jeep/Eagle of Lumberton and Parkton Nurseries.

Tickets to "A Chorus Line" sold for \$14, \$13 and \$12. Standing room tickets are \$10. When one considers that a SEASON ticket to all eight attractions at the PAC is only \$37.50, that is a real buy.

The PAC officials say people are coming from points as distant as Durham and Charlotte to see "A Chorus Line."

This musical is the PAC's third sellout, following the example of "42nd Street" in 1989 and "Dream Girls" last year. It's an entertainment must!

Reflections
by Alta Nye Oxendine

Ninety Four

From time to time, readers ask about my mother, Alta Redfield Nye. On January 23, she will be celebrating her 94th birthday. Mother still appreciates all the birthday cards and letters she has received in the past. Several readers of this column have helped to make her birthdays brighter. If anyone would like to remember her this year, her address is still Box 305, Twin Bridges, Montana, 59754.

Asking God's Guidance

Have you ever read the booklet "Practicing the Presence of God"? It tells how a monk named Brother Lawrence would talk with God as he worked in the kitchen of the monastery where he lived. Throughout the day, this humble man put into practice Paul's instruction to "pray without ceasing" (1 Thessalonians 1:17). Brother Lawrence found joy in the midst of what many would consider a lowly job, that of washing pots and pans, day after day. He never got bored because he was in constant touch with the Maker and Master of this universe.

How much happier would your life and mine be if we would keep up an ongoing two-way conversation with the only One who can give us the real thing--expert guidance and unspeakable inner joy!

Praying for Others

How I wish I had the habit

(whenever I think of a person or a problem) of taking the situation directly to the Lord of us all, instead of wasting time worrying. Right now, as our world is once again facing a crisis too big for mere human beings to handle, we have the opportunity to take the Mid-East situation, with each one of its players, directly and immediately to the Lord.

Let's pray especially for President Bush and Jim Baker, for every officer and member of our armed forces, for Saddam Hussein and all other Middle East leaders, for UN leaders, for Gorbachev and the government of the Soviet Union (who has been Iraq's long-term ally), and for leaders in Lithuania, as well as the other Soviet republics. In addition, let's remember the people and their present leaders in all Communist-controlled countries around the globe, as well as every other nation.

It is my prayer that people everywhere will discover and turn to the wonderful Great Spirit who made us and who alone knows how to give us guidance.

When We Face Fear

Let's remember that the Psalmist wrote: "What time I am afraid I will trust in thee" (Psalm 56:3) and "In God I have put my trust. I will not be afraid what man can do unto me" (Psalm 56:11).

Coach's Corner

By Ken Johnson

The Persian Gulf

Is the price of winning the war too great? Most of us say "yes." The price in losing so many lives is too great, on both sides. Here is naked aggression on Iraq's part, and they think they can get away with it. But the trouble with this thinking is human regression, the strongest self-destruct compulsion mankind inherits. This compulsion just does not listen to reason as ego takes over. The human reaction is action begets action and where are we? Winners? No. The age old axiom "No one wins wars" is true. It is now a game but a life and death matter. Senators Nunn, Biden and Sanford presented great congressional arguments saying, "our vital interests are not at stake." Yet Congress passed the

resolution to let the Commander in Chief go to war. This will not be a resolution of the problem at all, but a regression in loss of life and property. Untold millions of lives. The self-destruct instinct is too great once again. The bells are tolling for all of us as we lose loved ones. The Bible--the greatest rule book ever written--says "To love your neighbor as yourself and to put no other gods before me." In this case war is too great and the deadline in reality is tonight at midnight. Will we be sleeping? No, the worry is too great. God will rest our souls eventually, and many tonight sad to say. It's a great loss in wisdom, the Bible says--and it's the only rule book for the game of life. War is not a game but mutual destruction.

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Connie Brayboy - Editor

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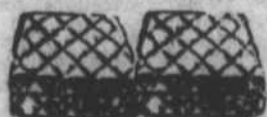
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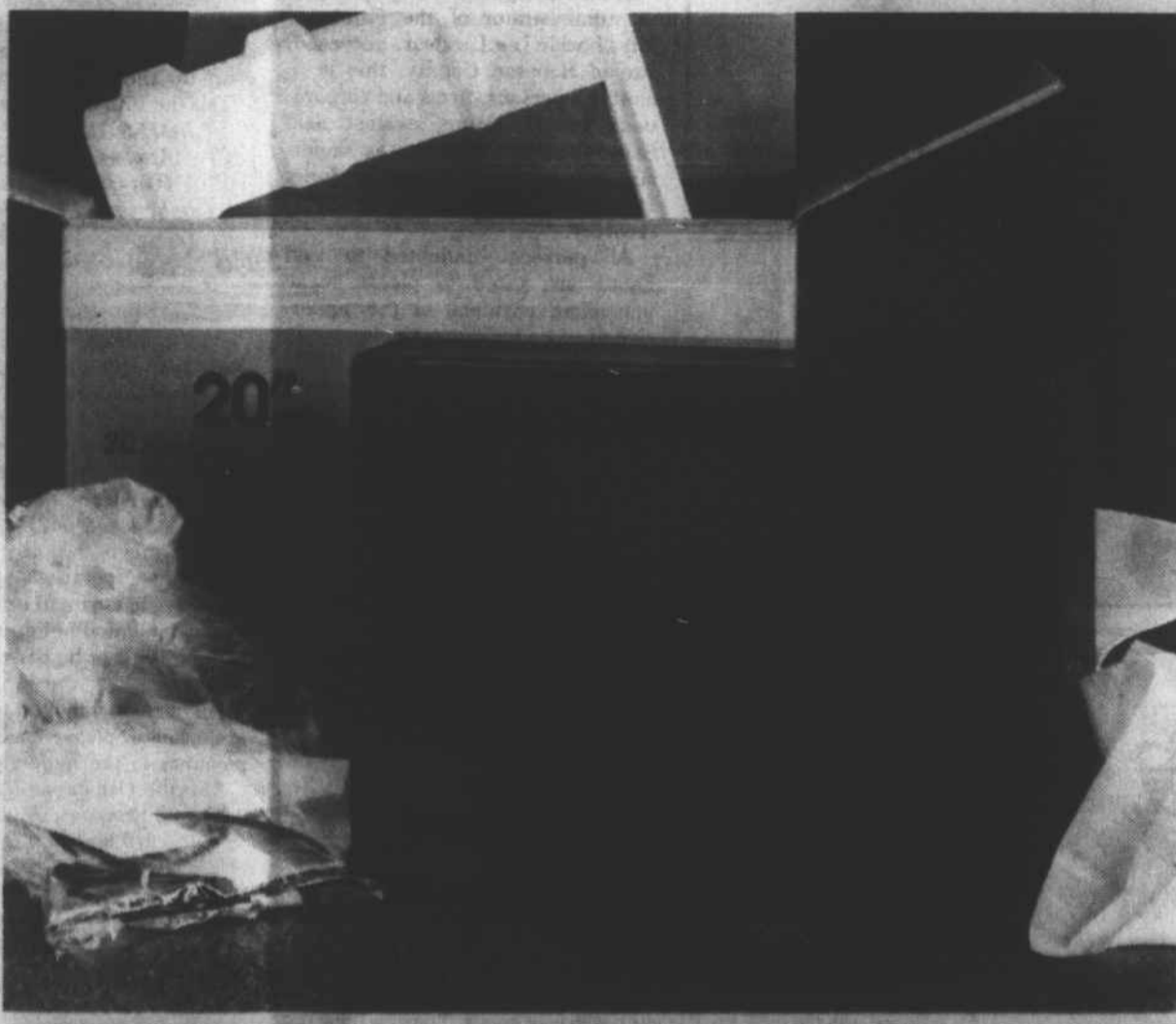
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