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CUBA LECTURE
Slides taken on a recent trip to Cuba, in the summers of 1969 and 1970 by Dr Micorcal of the Geology Department will be presented on November 5, at 8 pm in room 410-412 of the SUB. Dr Micorcal will accompany the slide showing with a lecture which is open to the public.

HELP TEACH SWIMMING
Students interested in doing community service work on a volunteer basis are needed to help teach swimming to physically and/or mentally handicapped children. A one-

to-one relationship must be maintained because of the degree of handicap, and right now at least ten children are without instructors. Volunteers should leave names and phone numbers at the School of Physical Education at Dal, 424-2152.

COLLECTIVE BARGAINING
A two-day seminar on collective bargaining for senior management will be offered at Dal, November 3-4, as part of Dalhousie's attempt to serve the larger community. It is designed "to sharpen management's bargaining ability and to

provide insight into the characteristics of a positive labour-management relationship."

ROOM AND BOARD
Room and board for 1 quiet girl, near Dal, \$20. per week, phone 422-3170.

ACCOMODATIONS
There may still be hope for the homeless. Dal Accomodations Office still has a listing of 400 rooms, many of which are in the Dalhousie area, with rents feasible for the student loan bracket.

POSITIONS OPEN
Campus Co-ordinator
Internal Affairs Secretary
Elections Committee are now OPEN.

Applications should be taken to the Student Council Office (2nd floor) before 5:00 P.M. Monday, November 2nd. Any student is invited to apply.

DRUMMER WANTED
Wanted: 1 drummer (with drums) for D.G.D.S. 1930's revue production, November 30. Stop in at the D.G.D.S. Office, Room 322

... bookstore ...

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book coming in from the States.

Martin: A lot of American companies have agents in Canada, called jobbers. Now for example the sales representative of Little Brown doesn't print the book, he just buys it. So he distributes it in Canada. All Little Brown goes through the Canadian subsidiary. He then gives our bookstore the book for what should be the list price, meaning the price you pay for it on the shelf, with a twenty per cent discount. But the Canadian agents can set their own prices.

For example, a book that's now being sold in the bookstore called "Latin American Civilization; the Modern Era" by Hankey, published by Little Brown retailed for \$4.95 in the United States, and it was sold for \$6.50 in our bookstore. Now what happened was the subsidiary publisher in Canada marked it at \$6.50 and gave the bookstore a twenty per cent discount on the \$6.50.

No bookstore runs for less than twenty per cent. You have to meet shipping and other overhead costs, so twenty per cent is an honourable figure. The problem is the price which the publisher, not the bookstore, is putting on our books.

Q: Then why not order it directly from the publisher in the United States, or do you have to go through the Canadian subsidiary?

Mark: We're looking into this. As it stands now, you can't order books directly if they come from a Canadian publisher or a Canadian jobber. We are trying to see what can be done about that but right now it's illegal to order directly from the States if the rights to sell the book have been given to a Canadian outlet.

Martin: Right now we're trying to see if we would want to test the law. Dalhousie isn't the only bookstore that comes under such a policy on the part of the jobbers. Every

bookstore in Canada does. They certainly have the university bookstores over a barrel.

We have suggested to the bookstore manager to get together with other bookstore managers who meet with publishers at their annual meetings, and they could possibly put pressure on the publishers. Mr. Clark has agreed to do this, since it would be cheaper in most cases if he could order straight from the United States.

Q: Why do some books sell for the price marked on them in other stores, but cost more in the bookstore? A lot of books have 95¢ marked on and sell for that in other stores, but the bookstore charges \$1.25 or even \$1.45.

Martin: The problem is the classification of books by the publisher. The bookstore gets a twenty per cent discount from the publisher on a text book, but a forty per cent discount on a trade book. And the publisher decided which books are trade books and which are text books.

Then there is another classification called the mass market book, which sells at straight price.

Mark: A mass market book is supposedly sold in mass. Take Margaret Meade's "Growing Up in New Guinea". It's classed as anthropological fiction, and yet we saw another book almost identical in category which was arbitrarily classed as text book rather than a mass market book.

Therefore the distributor or Canadian publisher had marked up the price that was listed on the pocket book. It's the publishers or distributors who are doing this to the bookstores, and since the bookstore has to pay what they bill them, the bookstore has no other recourse but to pass them on directly to the students.

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Appointments should be made through the Student Placement Office. If this time is not convenient, please contact us directly: 429-4080

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AROUND HALIFAX

Monday, Nov. 2 - Atlantic Symphony Orchestra Series. Cohn 8:30

Tuesday, Nov. 3 - Art Film Series (a) Michelangelo (b) Canaletto: Painter of Warsaw

Thursday, Nov. 5 - Dal Film Society "Shifting Sands" - McInnis Rm. 7:30

Sunday, Nov. 8 - Ensemble Syntagma Musicum Kees Offen, Conductor - 3:00 p.m. Admission Free. "Medieval Delight"

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