

counting services from the university, must be paid for from this profit. When all these expenses have been met, any surplus funds are then turned over to the University.

Mr. Macaulay, Vice-President of Administration, stated that the usual profit of the total gross sales runs about 7.5%. In the year 1964-1965 the operating expenditure was \$337,574 while the income was \$347,574, leaving \$10,000 profit. This then went to the University's general pool. In the year 1965-1966 the figures were \$393,612 for expenses and \$434,105 income, the profit being \$30,593. The reason for the great difference in profit is that in the former year expenses for the new expansion came from the profit. It is argued, and quite reasonably, that the bookstore is one of the few profit making operations on campus and that any profit from it should go to

help defray costs from such operations as the residence system which in 1965-1966 had a deficit of \$30,838. This money must come from the general pool. The bookstore pays for its accounting services due to the fact that the load of work from the bookstore is sufficient to, in effect, require the services of another man in the University's business office.

The bookstore has increased its selling area by about 30% with the recent addition, providing a total of 5600 square feet upstairs and 3800 square feet for storage, shipping and receiving area downstairs. This new addition is hoped to prove sufficient for at least five years. The big bottleneck in the system occurs, inevitably, in the cash register lines, especially during and immediately after the registration week. To alleviate this problem, a fourth register is being purchased for use during rush periods.

### Used Books Resold

The question of used books that are bought back in the spring and resold in the fall, is of interest to most of us. The guiding principle, as outlined by Mrs. Logue, is as follows: the bookstore buys back at 55% shelf-price and then sells at 70% shelf-price. According to Mrs. Logue, the common practice across Canada is to buy at 50% and sell at 75%.

When asked whether or not it is, in fact, possible to buy certain texts cheaper in Europe than in North America, Mrs. Logue agreed that in certain cases, and even after the shipping has been paid, there can be a considerable difference in price. The big problem, she maintained, is the difficulty in re-ordering more texts. With the entire summer it is possible to get texts here on time, but if there is a sudden surge in the number of students



The UNB Bookstore contains a selection of paper back books numbering 30,000 that is one of the best in Canada. Perhaps one of the most favourable aspects of the store is that it is staffed by pleasant, helpful and competent people.

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