

瞻 PERSPECTIVES

The University of British Columbia

卑詩大學首份中英又學生報

Inside

- Golden Books P. 3-4
- To All Things Acquiescing in Harmony P. 4
- UBC Law Faculty Student to Provide Free Legal Advice P. 5
- Subsidy for ESL Classes P. 5
- Zephyrus P. 6
- Is there a Conspiracy between UBC & a Certain Telecommunications Network? P. 7
- "TIMELESS, BUT NOT OLD" - THE VW BEETLE P. 7
- The Flyin' Bob P. 8
- To the Student Body of UBC P. 9
- Working with the Disabled P. 9
- "Initiating a New Era in Chinese Radio Broadcasting" - An Interview with Michael Ng P. 10
- Campus Artwork in UBC Washrooms P. 11

Columns

- Letters from Asia - A Letter from Hong Kong University P. 12-13
- Book Review - Fan Mail P. 13
- About Asia - Hong Kong: Then and Now P. 14
- "My Feelings On..." - From "Values" to "Meaningful Life" P. 15
- The Old Double Standard P. 15
- Horoscope - Personality P. 16
- A Personal Oasis - A Reminiscence of Painful Incisions P. 17
- What's New? - Karaoke P. 17
- Daily Physics - Why don't Ceramics Grow Hot in the Microwave? P. 18
- Pens-Cafe - Hot Dog P. 18
- The Nasty Room - Caning P. 19-20
- Eat, Drink, Man, Woman - Mmm...! P. 20-22
- Local Sports - "The River Wet" P. 20
- X-Music - Generation X & the Music Culture P. 21
- Brief Report P. 22
- Campus Express P. 22

鏗而不捨 攀巔遠瞻



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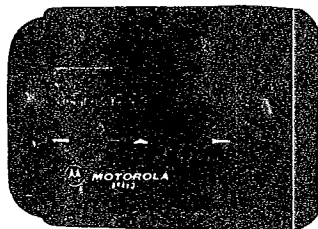
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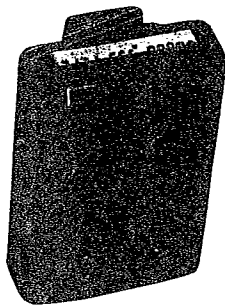


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書中自有黃金屋 - UBC 舊書買賣服務 "Golden Books"

At the beginning of each school term, the university bookstore would inevitably be packed with people. Volumes of books are either placed orderly on the shelves or scattered on the floor. Students meander through mountains of books, looking for the ones they need. Regardless of whether you are a puzzled freshman who is frantically searching for books, or a frustrated customer waiting in line, constantly looking at your watch cursing every minute, once you pick up a book and look at the price tag you will certainly be amazed at how expensive books have become.

Each year, students spend at least several hundred dollars on textbooks. For students who do not have much income, or for those who have no income at all, the costs of text books are a burden for them. So, most of the students prefer to buy and sell used books. On one hand, they can save some money; on the other hand, they can recycle the books they once used.

In UBC, there are now two places which offer used book services to students—the UBC Bookstore and AMS Bookstore. These two bookstores are operating differently. Exactly how much can students benefit from each service? In order to understand the management of the two used book bookstores, Perspectives interviewed both the UBC Bookstore and the AMS Bookstore.

UBC Bookstore

- * Perspectives
^ UBC Bookstore
* What kind of books does the UBC Bookstore buyback from students?
^ We buy books which are on our current book list. So, if the professor is using the book this term, we'll buy that book back as a used book from students who have used it previously. If a book is not on the current book list, we don't buy it.
* How does UBC Bookstore determine the buy back price and the reselling price of a used book?
^ The way the pricing structure

works for used books is that we'll buy a used book from a student during our buy back period at 50% of the current retail price of that book. We then place it on the shelf at 75% of the current retail price for that particular book.

- * Are those percentages fixed?
^ Yes, the buy back and the resell percentages are fixed.
* However, in some cases, it happens that UBC Bookstore not only buys back used books at a lower than 50% price, but also buys back books which are not on the current book list at extremely low prices. Can you explain that?
^ Well...UBC Bookstore has a system here where the people who are buying the books for us are actually employees of a used book company which buys and sells used books all over North America. They buy books on behalf of us and for themselves. They are buying for two separate markets. They buy for us and we take those books and put them on our shelves for our students. The books they buy for themselves will be taken off to a used book market place off the campus.

- ^ When the used book company comes in here and buys back used books on behalf of the Bookstore, we give them our list. If students bring in books that we want, the used book company will pay 50% for those books on behalf of the Bookstore. For the books not on our list, the used book company will pay whatever the current value is for that used book in the market... Obviously, they have a cost of doing their business as well, so they have to earn a proper gross margin. It has to be a profitable business for them, otherwise they wouldn't be in it.
^ Also, we put quotas on what we buy back. When we reach the

limit, we don't want that particular book anymore. Somebody at the front of the line might get the opportunity to sell a book at 50%, but once we reach our buying limit, the next person down will be looking at what the used book company's value is for it. It's a two-step process... However, we are rarely able to reach the buy back limit.

- * Each term, the UBC Bookstore buys back lots of paperback novels at prices ranging from about 50 cents to one dollar. However, students often find that there are only a small number of used paperback novels on the shelves. Why? Where have those novels gone?
^ We don't buy very many used paperback novels because they are labor intensive to handle. In fact, most of them are bought by the used book company that is here. They take those novels off to used book market place outside campus.
* Why does UBC Bookstore buy and sell used books? What is the purpose?
^ UBC Bookstore sells used books and buys them from the students because it is a service for our students.

AMS Bookstore

- * When was AMS Bookstore established?
^ AMS Bookstore was established by Alma Mater Society three years ago. We open two times during the school year, from September to October and from January to February. We sell used books on students' behalf.
* What kinds of used books does AMS Bookstore sell?
^ Any used books students want to sell, they can bring them to the AMS Bookstore.

- * How are the prices of used book determined?
^ Students take their used books to AMS Bookstore and set their own prices. If their books are sold, students will be given a voucher. They can take the vouchers to AMS Business Office and cash for money. Our policy is, students whose used books are sold can get 80% of the selling prices they set. The remaining 20% pays for the service charge of the AMS Bookstore.

- * What happens to used books that are not sold?
^ Those used books will be returned to students. If those books are not claimed at a period of time, they will become the property of the AMS Bookstore. On the next book sale, those books are sold at 75% of the previous selling prices. The money that we get from selling those unclaimed books will go to the AMS Bookstore.

^ The AMS Bookstore is in fact,



學期一開始，大學書局內必定擠得水洩不通，人們左穿右插，在書架上、地面上，甚至木箱盒中，各自努力地找尋所需的書本。無論你是不諳書局內地理環境，拿著書單團團轉的新丁，抑或在付款的人龍中，屢屢看錶，心中不斷催促的同學，當翻過書來，看到價錢，也不禁皺起眉頭，異口同聲的嘆道：「書本真昂貴！」
UBC Bookstore 收購舊書的人其實其是校外一間私人舊書買賣公司的職員，他們一方面代表 U.B.C. Bookstore 收購舊書，另一方面則替自己公司收購舊書拿到外面的市場出售。U.B.C. Bookstore 給他們供應一張舊書清單。如果學生拿來的書是我們需要的，那間私人公司的職員便替 U.B.C. Bookstore 以新書售價的百分之五十購入。如果學生拿來的書不在書單上，那間公司的職員便按外面市場的需求，替自己公司出價收購。他們做生意有成本，自然一定要有利潤，否則生意怎做下去。
另外，我們收購的舊書也有數量限制。限額滿了 U.B.C. Bookstore 便不會再收購該書，轉由那間私人舊書公司收購。所以有可能的是，同一本舊書排在隊頭的學生能以新書售價百分之五十的價錢把它買掉，一旦額滿，排在隊尾的學生便只能以舊書公司定的價錢買掉該本舊書。不過，我們通常很少達到限額。

U.B.C. Bookstore

U.B.C. Bookstore 收購什麼種類的舊書？
每個學期，U.B.C. Bookstore 都有一張書單，列明了每個教授或每科在那個學期中所用的書。我們只收購在書單上的舊書，不在書單上的書我們便不會收購。

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我們會以新書售價的百分之五十從學生手上收購舊書。經過整理後，放在書架上的舊書會以新書售價的百分之七十五發售。

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但事實上，U.B.C. Bookstore 卻出現以低過百分之五十的百分率收購舊書的情況。對於一些不在書單上的舊書，U.B.C.

Bookstore 有時亦樂意收購，不過收購價卻非常低賤。這些又如何解釋呢？
是這樣的... 在 U.B.C. Bookstore 收購舊書的人其實其是校外一間私人舊書買賣公司的職員，他們一方面代表 U.B.C. Bookstore 收購舊書，另一方面則替自己公司收購舊書拿到外面的市場出售。U.B.C. Bookstore 給他們供應一張舊書清單。如果學生拿來的書是我們需要的，那間私人公司的職員便替 U.B.C. Bookstore 以新書售價的百分之五十購入。如果學生拿來的書不在書單上，那間公司的職員便按外面市場的需求，替自己公司出價收購。他們做生意有成本，自然一定要有利潤，否則生意怎做下去。
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每個學期，U.B.C. Bookstore 都收購很多舊英文小說，價錢由五毛到一元不等，可惜 Bookstore 的書架上卻很少有舊英文小說出售。為什麼？
U.B.C. Bookstore 其實很少收購舊英文小說，因為它們需要大量人手處理。那些舊英文小說多數是那間私人舊書公司所收購，然後再拿到外面的市場出售。

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為學生提供服務！

A.M.S. Bookstore

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