

Copy centers...

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Namely, its educational discounts on copy machine lease contracts by offering prices on copies 25 to 35 percent below private market. Smith said that area copy businesses cannot compete with this competition because their leasing cost structure is higher than the university's.

Smith said he wrote a letter to UNL Regent Kermit Hansen after receiving Goebel's reply.

"We consider this (pricing) to be a predatory situation, a threat to our survival and a waste of tax dollars," Smith wrote Smith said that he also suggested to the UNL administration the possibility of contracting the lowest-bidding private copy company to run a service for the university.

"There wouldn't be the potential for ripping off taxpayers, there would be fewer hassles and the university would also get a monthly rent," he said.

Smith did not suggest this to Regent Hansen in his letter.

In his reply, Hansen said he "is asking the business officers to review this matter from the standpoint of true costs, services rendered and the competitive bids by private entities to provide all copy work" at different levels in the university.

DN, Brown, win awards at advertising convention

The Daily Nebraskan advertising staff dominated competition at the annual convention for College News, Business Advertising Managers, in Chicago Aprill 14 through 17, Jerry Scott, DN advertising manager, said.

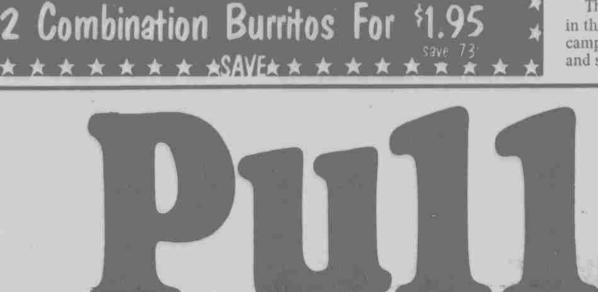
"We won more awards than any other college newspaper there," Scott said. "It was phenomenal."

The paper won three first place awards in the categories of classified sections, campaign series and special promotion, and second place in local retail display. Brad Brown, senior marketing major, was named sales representative of the year, making this the second consecutive year a DN sales representative received the honor.

Eight people representing the DN ad staff attended the convention, which was mainly an "educational process," Scott said. The participants attended seminars during the day on such topics as sales motivation and advertising styles.

"College newspapers were represented from all over the country," Scott said. "It was a national competition, so I feel that we are very successful."







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