

# Change in bowl plans creates travel woes

By KASEY KERBER  
Senior Reporter

Some scientists say sugar causes headaches. Husker fans and travel agents might agree.

After Nebraska's loss to Texas in the Big 12 championship game Saturday, the team will be heading to the Orange Bowl in Miami, but many Husker faithful already purchased travel packages for the Sugar Bowl in New Orleans.

But the headaches aren't about money. Many customers who purchased Sugar Bowl packages from travel agencies have had prompt refunds, or were given the option of crediting their purchase toward an Orange Bowl package.

But some agencies are finding out that the fans aren't as excited when they're not cheering for a national championship.

Steve Glenn, president of Executive Travel, said more people were asking for their money back instead of trying to get to Miami.

"There's been about a 20 percent drop off from the amount of people we had for the Sugar Bowl," Glenn said. "I guess people aren't as interested in this game."

Nebraska fans have been to Miami for four of the last five bowl games, he said, and interest in the Sunshine State has waned.

"They've seen the city and don't find traveling there to be as attractive," Glenn said. "New Orleans had a bit more flair to it."

Glenn said his agency's new Orange Bowl package was nearly complete, but it was difficult to find a new charter aircraft because of demands during the holiday season.

John DuPont, owner of Travel Agents International of Lincoln,

**"**  
*The real football fans don't care where the football is. They just want to get there.*  
**"**

JOHN DUPONT  
Travel Agents International

said he had a similar problem squeezing through some Orange Bowl packages.

The agency offered its package as part of a wholesaler's package, DuPont said, and the supplier did not have the option of changing the airfare.

DuPont said he would collect money from any customers for the Orange Bowl package until after a reliable chartered plane was found.

"Before I take people's money, I want to make sure that this charter will be one customers can trust," DuPont said.

Finding hotel accommodations in Miami have been another problem.

Terry Werner, owner of First Discount Travel, said the price of hotel accommodations in Miami were much higher than New Orleans, which raised the entire package cost.

DuPont said fans accepted the travel changes because they still wanted to follow the Huskers.

"The real football fans don't care where the football field is," DuPont said. "They just want to get there."

# Music clubs add up to savings, hassles

By KASEY KERBER  
Senior Reporter

It's an offer too good to be true — joining a music club to receive free compact discs with only a small number of discs to buy later.

But David Niles, director of new sales at BMG, said it's an offer that is just that — true.

BMG offers 11 free CDs in exchange for the purchase of one, while Columbia House music club offers 11 free CDs or tapes with the agreement that six CDs will be purchased in the future.

Niles said people joining a music club are initially lured in by the offer of free CDs.

"They find it to be a good deal — which it is," Niles said.

The facts agree.

For example — the newest album from the Counting Crows, "Recovering the Satellites," sells for \$12.99 at Best Buy and for \$16.99 in BMG's music club.

Initially this might not seem like a deal. But compare the price of 11 Counting Crows CDs purchased at Best Buy with the price of 11 from BMG's "11-for-the-price-of-1" offer, and the figures don't lie.

A customer would pay \$152.17 (including sales tax) at Best Buy for 11 copies of "Recovering the Satellites."

With BMG music club, a member would pay \$39.26 for 11 of the same CD, which includes shipping and handling charges. Students also appreciate having the CDs come to their door.

But Niles said the biggest advantage to being a music club member is when a customer fulfills his initial agreement with BMG and remains part of a club.

"We make most of our revenue largely due to the extended purchases of members," Niles said.

This repeat business is the bulk of BMG's business and customers' orders, he said.

Niles also said the production rights

of BMG to manufacture CDs could pass along minimal savings to club members.

"It's less of a cost issue and more of a control issue," Niles said. "We can control how many CDs are produced, which is more efficient."

Yet there are certain disadvantages that go along with a music club.

One problem University of Nebraska-Lincoln students have encountered with the music clubs is their policy pertaining to "Selections of the Month."

Whether they want it or not, Columbia House and BMG will send club members their "Selection of the Month" if the members do not meet the deadline for mailing back a selection card.

Dustin Nutter, a sophomore engineering major who belongs to both BMG and Columbia House record clubs, said unwanted selections have been sent to him before.

"I just write 'return to sender' on the package and put it back in the mailbox," Nutter said. "They get mad when you do it a lot, but they can't charge you for it."

Niles said BMG was solving such conflicts with the help of its web site <<http://www.bmgservice.com>>, where users can tell BMG whether they want the selection of the month on-line.

"The Internet site has been effective," Niles said. "But we still think the mailing system is our most effective method of reaching club members."

Niles said a toll-free number might be considered and soon tested by BMG.

Customers also complain about the selection of music.

Erin Riley, a sophomore biological science major, said she often has problems finding specific titles in BMG's catalog.

Riley, who works at Best Buy, said retail stores are often a better place to buy music when it comes to variety.

Gail Shiba, manager of the Homer's record store at 61st and O streets, said the store's selection was far more ex-

pansive in certain music genres including international, Cajun, death metal and local music.

Niles said BMG is working to expand its music selection.

"One of the classic problems is the limitation of paper," Niles said. "We carry thousands and thousands of titles, but it's hard to get word out to everyone in a single mailing."

Niles said the company created a separate club for the Christian music genre, and plans to add more.

Another concern students have with the music clubs is the charges tacked on for shipping and handling rates.

Currently, BMG charges \$2.47 for shipping and handling on the first CD, \$2.28 for the second and \$1.99 to ship each additional order. Columbia House charges a flat \$2.39 rate for each purchase.

Nutter said the companies shipping and handling rates are too high.

"I don't know if the postage is right," Nutter said. "If I went down to the post office, I think I could mail a CD for less than what they do."

The Lincoln U.S. Post Office reported that mailing a CD at a standard rate inside a CD-mailer envelope would cost no more than \$1.80. Columbia House and BMG also get a bulk-mail discount.

But Niles said most mail was not sent through the U.S. Postal Service at all.

Instead, Niles said BMG operates its own mailing service with two centers located in Indianapolis and Duncan, S.C.

Niles said the cost of operating these centers, in addition to such costs as data processing, order entry, and system upkeep, added to the higher cost of postage and handling.

Overall, Niles felt the reasons for belonging to music clubs were simple. "Three words: Convenience, selection and price."

Columbia House representatives did not comment for this article, citing a company policy prohibiting employees from granting telephone interviews.

The biggest threat to depression is your awareness of it.

Serious depression strikes millions. Serious depression strikes indiscriminately. Serious depression is MOST dangerous when it goes unrecognized. That's why it's so important to always be aware of the threat of depression. And if your life is ever interrupted by a period of depression, remember that it is readily, medically treatable.

**UNTREATED DEPRESSION**

#1 Cause of Suicide

Public Service message from SAVE (Suicide Awareness, Voices of Education) <http://www.save.org>



Icon for Men appeals to men's sensibilities—A great fragrance. Straightforward grooming routine. And ingredients like Biotin and Cysteine.

**HAIR CARE FOR A MAN'S UNIQUE NEEDS** that delivers the look and feel a man wants. Icon shampoos and conditioners won't weigh hair down. Styling products leave hair looking and feeling natural. Stop in today and experience the Icon difference for yourself.

**College of Hair Design**  
11TH & M ST • BARBERING • COSMETOLOGY • 474-4244

## Holiday Sale

### Save 20-30-40%

throughout the store on gift ideas for both Men and Women

**\$10 EXTRA BONUS COUPON \$20**

Bring in this coupon to use as cash on any qualifying purchase at the Post & Nickel, Lincoln & Omaha	Minimum Purchase	Cash Bonus
	\$50.....	\$10
	\$100.....	\$20
	\$200.....	\$30

Limit one per customer. Not valid with any other coupon. Must be presented at time of purchase. Void after 12/25/96

**Holiday Hours**

Mon.-Fri. 10-9  
Saturday 10-6  
Sunday 12-5

**the Post and Nickel**

Distinctive Clothes, Sportswear & Footwear for Men & Women  
Downtown Lincoln • 14th & P