



# DISC EXCHANGE

## Allan Miller and Jennie Ingram

### Store Bio:

The Disc Exchange was founded and is still owned by Allan B. Miller, Jr. and Jennie Ingram. While a graduate student; at the University of Tennessee, Allan started the business, which was operated out of his and Jennie's house, with 30 of their used CDs as a mailer that was sent out to student and faculty. CDs were delivered by Allan between or after his classes. As the list of CDs offered grew, Allan and Jennie approached the owner of a video store they regularly rented from and asked him to display their CDs in exchange for Allan advertising his video store around campus. As time went on the Disc Exchange grew like a cancer within the video store until it outgrew the space. The Disc Exchange relocated to its present, original location. Unable to find anyone he trusted to run the business, Allan dropped out of school and began to devote all of his time to the store. The store was too large for the inventory they had so Allan ordered large sheets of styro-foam to serve as temporary walls which could be moved back as more space was needed. This allowed the store to grow without having to relocate. The second store was opened in 1994. In 1996, the original location expanded to its present size of 12,550 sq. ft.

### Owner Bio:

Allan earned a degree in Human Nutrition. It was never he and Jennie's intent to get into the music business—they started the Disc Exchange as a way to get music for cheap. But there are no regrets; it's been a lot of fun and they've made a lot of great friends through the years that have the same passion for music that they do. Another benefit—Allan doesn't own an alarm clock. His only warning is "be careful with your hobbies."

### Favorite Record:

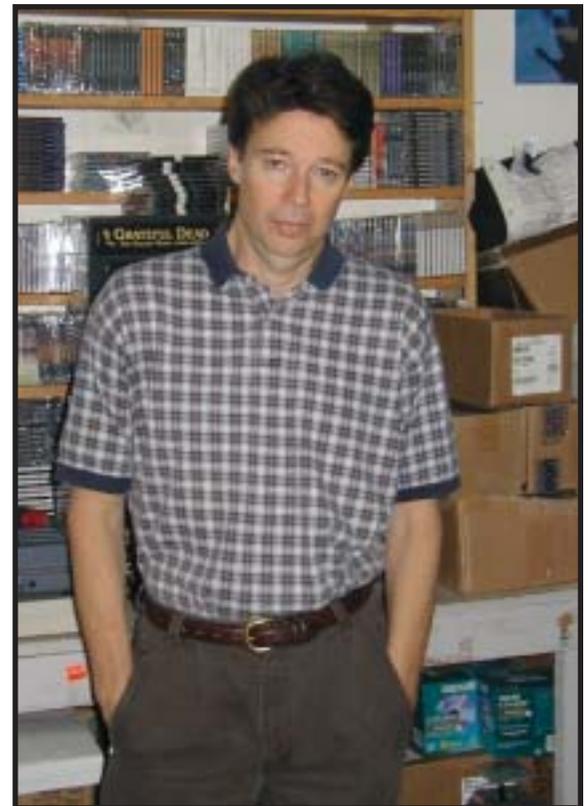
Jennie: The Beatles *Let It Be*. Allan: The Beatles *White Album*.

### Favorite Artist:

Jennie's is the Beatles...really it's Neil Diamond or John Denver. Allan's is Neil Young.

### Best In-Store Performance:

Foo Fighters and Ricky Skaggs



### Most Memorable In-Store (that didn't go as planned):

Luckily, none so far

### Favorite In Store Promotion:

Either Kid Rock's visit or "Kane Vs. Shane." Kane, a professional wrestler, was supposed to wrestle the store manager Shane, but Shane didn't show up, so Kane just signed autographs to a packed store.

### CIMS Membership Impact:

CIMS has impacted us by increasing the co-op money we receive from the labels and by sharing ideas with all the other owners, who are some of the craftiest business people that you'll ever be in a room with. @



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Buyer: John Bevis and Paula Yearly  
Formats Sold: CD, DVD, video and vinyl  
Best Selling Musical Genres: Rap, metal, alternative, rock and blue grass  
Other Locations: Disc Exchange 8420 Kingston Pike, Knoxville, TN, 37919.  
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