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Credit Care Emphasized

Net Profit Essential Basis
of Doing Business,
Accountant Declares

Speaking before the Prince Rupert Retail Grantors' Association last night, Scott McLaren, chartered accountant, urged the sound wisdom of judging the trend of business from the net profit standpoint rather than from that of volume of sales. He warned against embarking upon a policy of credit selling without a proper appraisal of the implications of credit sales.

The cost of credit selling, considering capital outlay, selling, administering and accounting cost, was usually from seven to ten percent of the sales dollar, the speaker estimated. The importance of careful control of accounts receivable was stressed by Mr. McLaren.

The speaker discussed in detail the higher cost of carrying on credit business, as compared with cash, and the risks connected therewith. Importance was attached to the necessity of exercising care in granting credit and the subsequent supervision of accounts receivable to ensure collection.

Mr. McLaren felt that merchants in Prince Rupert were now fortunate in being able to obtain credit information through the local Credit Bureau on the same basis as business men in larger communities.

The speaker, in conclusion, expressed the opinion that credit sales were necessary in some businesses and warranted in all businesses—providing always that there was a proper investigation of the cost of credit selling to establish a proper net profit when compared with the cash sales basis.

In the absence of both President R. H. Parker and Vice-President A. S. Nickerson, the chair at last night's meeting was taken by W. F. Stone. The speaker was thanked by P. H. Linzey, manager of the credit bureau.

FIRST ANNIVERSARY
Note was taken of the fact that May 1 would mark the first anniversary of the establishment of the Credit Bureau in Prince Rupert.

"The bureau has been a great boon to business men," remarked Mr. Stone. "I cannot understand why any business men should not join and avail himself of the service."

Norman Moorehouse was also enthusiastic over the valuable work of the Credit Bureau. He felt the Bureau, and its effective advertising, had done much to encourage payment of bills by the tenth of the month following.

Bureau Manager Linzey acknowledged the loyalty and support of members which had been a large factor in putting the bureau on a good basis. There were now 5,000 names on the credit file and the bureau was here to stay.

The meeting heard a report from the executive on having protest at new federal credit controls which had been imposed March 19 and which were considered unnecessarily stringent and discriminatory upon ordinary purchasers.

The membership committee reported fifty full members of the Bureau now with eight associate members and five companies national members and entitled to use of local facilities.

Latest new members are Ideal Cleaners and 99 Taxi. Hugo Kraupner of Ideal Cleaners was welcomed to the meeting.

Condolences were extended to Norman Moorehouse, on the recent death of his father, and Tommy Boulter on the tragic loss of his business partner, Percy Welter.

Mrs. Catherine Laurie, secretary, announced she would be attending a national credit bureau convention to be held in Portland May 19, 20, 21 and 22.

Next regular meeting of the local association will be May 14.

Dave Abel is Coming Home

Prince Rupert's rookie candidate for professional baseball isn't having any—Dave Abel is coming home from the Capilanos' spring training camp at Penticton, instead of going to Sunny California.

In a telephone call to Johnny Odgows, his business partner, Abel said he was "fed up." He didn't make the Capilanos team but had been offered a contract to go to California.

"I'm going back to Rupert," Dave told them. He arrives home Wednesday.

READING, Berkshire, England (CP)—This town had a drive to save paper. It involved distribution of 35,000 leaflets, urging inhabitants not to waste paper.

local and PERSONAL

John Bulger is on a business trip to Vancouver.

● Women of the Moose will hold their regular meeting Wednesday, April 18. (91c)

Mr. and Mrs. G. H. Atchison arrived in the city on the Camosun from Vancouver. Mr. Atchison is with Nelson Bros. Fisheries Ltd. here.

● Registered Nurses' chapter will hold a sale of Homecooking in McRae's Sat. April 21, 2-5 p.m. (94c)

● Co-op Fishermen's farewell dance, Civic Centre, April 23, 10 p.m.-2 a.m. Admission by ticket only. Tickets available at Co-op Bakery and Cow Bay store. (95c)

A regular routine business meeting of the Prince Rupert Fishing Vessel Owners' Association was held in the Civic Centre last week-end, with President Harold Helland in the chair.

● General meeting U.F.A.W.U. Shoreworkers, Thursday, April 19, 7:30 p.m., Union Hall. Business: Convention report. All members please attend. (91c)

Mr. and Mrs. R. C. Dudley left for the northern trip aboard the Princess Louise yesterday. Mrs. Dudley arrived here on the Princess Louise from Vancouver and Mr. Dudley, who is employed with the Columbia Cellulose Company, joined her here.

Early round trip tourist visitors to the city today were Mr. and Mrs. F. W. Paulin of Hamilton, Ontario. They are making the round trip north aboard the Camosun and were here this morning southbound from Alice Arm and Stewart.

For speeding in the city, two drivers were fined by Magistrate W. D. Vance in city police court. They were Francis Montesano and Patrick Mazzel, charged with infraction of the city by-law. Both were fined \$15 and \$25 costs. "There is a speed limit of 25 miles per hour," warned an RCMP officer of the city detachment.

M. H. McLean, manager of Namu cannery, and Mrs. McLean returned there at the end of the week after a trip to Vancouver.

● United Church men's strawberry and ice cream social and home-cooking sale, Thursday, April 19, 7 p.m. (H)

Fire department had a call at 4:05 yesterday afternoon to 400 Eighth Avenue West. A chimney fire resulted in little, if any, damage.

● S.O.N. Fishermen's farewell dance, Wednesday, April 18, 10-2 Mike Colussi's orchestra. Refreshments. Everybody welcome. (91c)

Mr. and Mrs. D. Douglas of Bella Bella and Mr. and Mrs. N. C. Campbell of Namu came north from Vancouver at the week-end on the Camosun. Messrs Douglas and Campbell are accountants for B. C. Packers.

J. R. McIntosh, engineer with the Department of Public Works from New Westminster, arrived in the city yesterday on the Princess Louise. During Robert Davidson's illness, Mr. McIntosh will be chief engineer of the snagboat Skeena, Capt. W. F. Robertson.

In true spring fashion there were three brush fires that summoned the city fire brigade over the week-end—one Saturday evening at 6th Ave. and Donald St. and two within the same hour Sunday afternoon. The calls Sunday were to 1929 Atlin Ave. at 1:15 p.m. and the second at the 250 block Bacon, at 2:15 p.m.

Mr. and Mrs. James Knox, who have been in the city for several months while Mr. Knox was superintendent of construction of the new Totem Theatre for Dawson & Hall, contractors, will sail Thursday night for Vancouver. They are proceeding East soon for an extended visit in Quebec and Ontario and will attend the graduation of their daughter from McGill University.

Fine Day But No Steelhead

Mr. Steelhead did not co-operate at all last Sunday, although experienced anglers used every lure and inducement known to them in an effort to land a Derby entry.

About half a hundred fishermen trudged the banks of the Cloyah River. The weather was beautiful, but the fish didn't bite. No one came close to Harold Thom and his scales although it was thought he'd be particularly busy weighing in catches. And no one else had anything brighter to report.

"Maybe those fish are too well fed," said one fisherman, but

shook his head. "Really don't know." Another thought the weather was "too good."

"Should be raining, I guess."

Two or three people glared at him, and he stopped talking about the weather.

Mr. Terence McCann and Rocky, who arrived here on the Princess Louise yesterday, will visit here with Mr. and Mrs. J. W. Larson, 537 8th Avenue West, before returning to Vancouver.

They're amazing good Made with Amazing New Fast DRY Yeast!



JELLY BUNS

Measure into small bowl, 1 c. lukewarm water, 2 tps. granulated sugar; stir until sugar is dissolved. Sprinkle with 2 envelopes Fleischmann's Royal Fast Rising Dry Yeast. Let stand 10 min. THEN stir well. Cream 3/4 c. shortening; gradually blend in 1 c. granulated sugar, 2 tps. salt, 1 tsp. grated nutmeg. Gradually beat in 2 well-beaten eggs. Stir in 1/2 tsp. lemon extract, 1/2 c. milk which has been scalded and cooled to lukewarm, and yeast mixture. Stir in 3 c. once-sifted bread flour; beat until smooth. Work in 3 c. more once-sifted bread flour. Knead until smooth and elastic; place in greased bowl and brush top with melted butter or shortening. Cover and set in warm place, free from draught. Let rise until doubled in bulk. Punch down dough and cut into 36 equal portions; knead into smooth balls. Brush with melted butter or margarine, roll in fine granulated sugar and arrange 1/2" apart on greased baking pans. Cover and let rise until doubled in bulk. Twist the handle of a knife in the top of each roll to form an indentation; fill with jelly. Cover and let rise 15 min. longer. Bake in moderately hot oven, 375°, about 18 min.

● No more disappointments because the yeast has spoiled! Fleischmann's Fast DRY Yeast replaces old-fashioned perishable yeast because it keeps fresh and full strength—right in your cupboard! For fast-rising dough and grand oven results get Fleischmann's Fast DRY Yeast to-day!

Order a month's supply!

A SPECIAL GENERAL MEETING

of the
CIVIC CENTRE ASSOCIATION
will be held

THURSDAY, APRIL 19th, at 8 p.m.

in the Civic Centre Auditorium to consider the following business:

1. To receive and discuss the final report of the Arena Committee.
2. To consider the recommendation of the committee to purchase property for the sum of \$5800.00.

All members nineteen years of age and over have voting privileges and are urged to attend.

WM. LONG, Secretary.

— SPRING TOYS —

- Wagons Marbles
- Cap Guns
- Tricycles Kites
- Yo-Yo's and Balloons



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We have the trained mechanics and specialized equipment to perform this work for you... efficiently and economically.

To avoid delay this spring when the rush is on, let us have that job now.



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Now being re-organized under the sponsorship of the Navy League of Canada.

Those interested please apply to
H.M.C.S. Chatham

Tuesday, Thursday and Friday, 4-6 and 7-9 p.m.

Age limit 14-18 years

ORMES DRUGS

Gardening....

SOW GARDEN PEAS AS SOON AS SOIL CAN BE PREPARED

soil remains cold and damp too long after they are sown. Smooth seeded peas will not decay so easily, but they are not of as high quality as the wrinkled kinds.

Where spring comes late, and summer follows quickly, only one crop of peas is likely to be successful, and for this an early dwarf variety should be grown under the most favorable conditions. In new gardens, or old ones where peas have not been grown before, the seed will grow better if inoculated with a bacterial culture which can be obtained for that purpose.

Seed should be sown at least 1 inch apart in the row, in fertile soil. Plant food should be applied at the rate of 4 pounds to 100 feet of row, either mixed well with the soil before sowing, or spread in trenches on either side of the row, a little deeper than the seeds are sown. The seed should be covered 1 to 2 inches deep.

In sections where weather conditions are favorable to peas, it is possible to grow them in twin rows six inches apart; in the space between the rows the weeds are pulled, but the soil is not cultivated. In less favorable sections, however, single rows, regularly cultivated, will be found more dependable.

Though peas give a small harvest for the space occupied, they are so delicious when grown in the home garden, and cooked immediately after harvesting, that many gardeners are willing to give them the space needed.

Hot weather is their greatest enemy, so they do best in sections where spring comes early, or in the north where summers are cool.

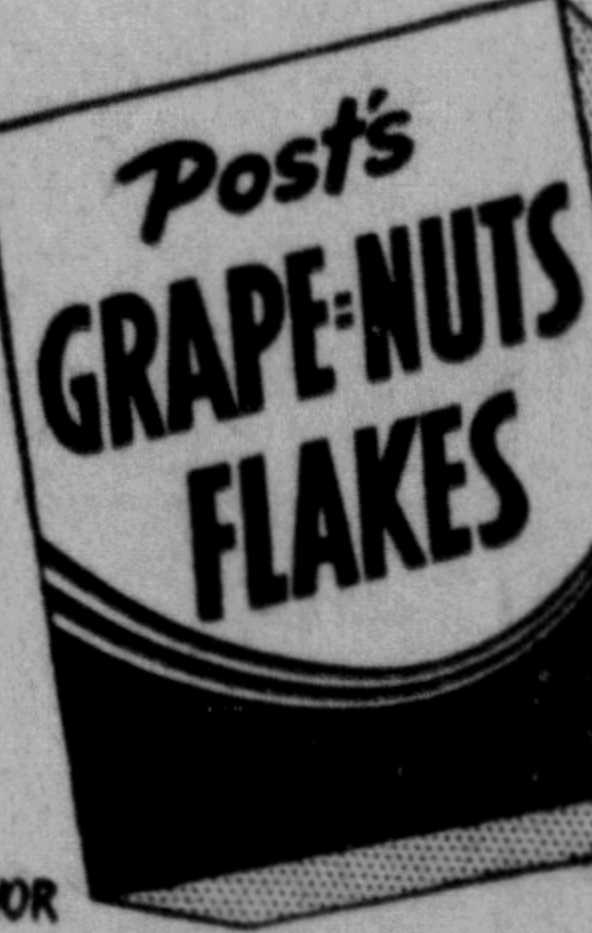
Everywhere the first sowing of peas should be made early as possible, having in mind that the finer varieties, which have wrinkled seed, may decay if the

WHAT DOES THE SUN DO FOR PEACHES?



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That's how Sugarroasting develops the flavor of Post's Grape-Nuts Flakes... makes them crispier, tastier, more appetizing. Delicious Grape-Nuts Flakes supply nourishment for quick energy. They're so economical.



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BONUS #1-SWEET-AS-A-NUT FLAVOR BONUS #2-EXTRA QUICK ENERGY

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ATTENTION

FISHERMEN AND TENDERMEN

All Packers and Halibut Vessels manned by members of the United Fishermen and Allied Workers' Union are required to clear with the Union prior to sailing. Clearances may be obtained at the Metropole Hall Wednesdays and Fridays from 1 p.m. to 4 p.m. and Saturdays from 11 a.m. to 2 p.m. ltc

TAKES HIGHEST HONOURS



Winner tells secret

"It is no secret that white clothes are a 'must' for a tournament tennis player and they must be really white. I use Reckitt's Blue in my rinse water to prevent any possibility of a yellow tinge and my clothes are always safe from harmful chemicals. Out of the blue comes the whitest wash—and Reckitt's Blue costs just a few cents a month!"

B-5-R