THE DAILY NEWS.

PRINCE RUPERT - BRITISH COLUMBIA

Published Every Afternoon, Except Sunday, by Prince Rupert Daily News, Limited, Third Avenue

H. F. PULLEN - - - Managing-Editor

SUBSCRIPTION RATES

City delivery, by mail or carrier, yearly period, paid in advance	5.00
For lesser periods, paid in advance, per month	.50
By mail to all parts of Northern and Central British Columbia, paid in advance for yearly period	3.00
By mail to all other parts of British Columbia, the British Empire and United States, paid in advance, per year	$6.00
By mail to all other countries, per year	9.00

Contract rates on application.

Editor and Reporters' Telephone 86

Advertising and Circulation Telephone 98

Member of Audit Bureau of Circulations

DAILY EDITION Friday, June 12, 1931

WELCOME TO NEW COAST MANAGER

The Daily News wishes to convey to Colonel J. C. Brown, the newly appointed Pacific Coast manager of the Canadian National Steamships, the welcome of the community and the hope that he will be the means of increasing our business in Prince Rupert and making us more prosperous. We need the cooperation of all officials, especially in extending shipping facilities to the scattered sections of the country.

SPOKE TOO SOON

We spoke too soon when we congratulated the C. N. R. on the opening of a new office in this city for the land settlement department of the railway. Now we have to record the elimination of another office which makes up for this one gain. The district passenger agent is a thing of the past, so far as this city is concerned.

Mr. McNaughton has been an active and courteous official and his departure will be regretted. Happily the men who remain as heads of the various departments in this city are also capable and courteous officials and will represent the railway well.

SELLING IS DIFFICULT

In this period of business depression salesmanship is becoming much more of a fine art than formerly. All business men are finding this to be true. It is easy enough to make credit sales to some people but to make cash sales or credit sales to people who are sure to pay is a different matter.

There was a time when in Prince Rupert, business people made little effort to please customers. They adopted the "take-it-or-leave-it" method of doing business with the result that many people left it and sent out of town to fill their needs.

It was during a period of business depression that Elbert Hubbard, the famous author, wrote:

"The typical buyer is a man past middle life, spare, wrinkled, intelligent, cold, passive, non-committal; with eyes like a codfish, polite in contact, but at the same time unresponsive, cool, calm and as damnably composed as a concrete post or a plaster-of-paris cast; a human petrification with a heart of feldspar and without charm or the friendly germ, minus bowels, passions, or a sense of humor. Happily they never reproduce, and all of them finally go to hell."

(By Gee)

Dr. J. H. Grisdale

DR. J. H. GRISDALE, B.Agr., D.Sc.A., Deputy Minister of Agriculture for Canada, is chairman of the Conference and Programme Committee of the World's Grain Exhibition and Conference and in this capacity is charged with one of the most important phases of the 1932 world-wide event.

Born at St. Marthe, Québec, in 1870, the son of farming parents, Dr. Grisdale entered the Ontario Agricultural College at Guelph in 1896, and was an under-graduate student until 1907. He completed his studies at the Iowa State College and graduated in 1898 as a Bachelor of Agriculture.

Returning to Canada in 1899, Dr. Grisdale was given charge of the important position of agriculturalist at the Central Experiment Farm at Ottawa. In 1911 he became director of the Dominion Experimental Farms.

Practical knowledge of farming, technical training and a keenly analytical mind are the qualifications that make Dr. Grisdale the logical head of the Federal department experimental farm branch, the largest system in the world devoted to agricultural practice, investigations and research. While director Dr. Grisdale was called upon to act as Dominion field husbandman from 1911 to 1919 and Dominion botanist from 1917 to 1919.

In 1919, when the position of Deputy Minister of Agriculture for Canada became vacant, Dr. Grisdale was appointed and he has held this position since that time, as well as having been acting commissioner of agriculture.

Dr. Grisdale acted as advisor to the Canadian Government in London, England, in 1922, conferring with the British Ministry of Agriculture regarding regulations incidental to the lifting of the cattle embargo, also as agricultural advisor to the Canadian delegation at the 1923 and 1926 Imperial Conference in England. In 1927 Dr. Grisdale headed the Canadian delegation to the Imperial Research Conference in London, and in 1929 represented the Canadian Government on the Imprial Agricultural Bureaux Research Council. He is a member of the Canadian Research Council and joint chairman of the council's committee on tuberculosis, as well as of a committee appointed to study the important question of cereal rust. Dr. Grisdale is a Fellow of the American Association for the Advancement of Science, of the American Genetic Association and of the Canadian Society of Technical Agriculturalists.

Young Publisher

Walter P. Chrysler jr., New York, recently became America's youngest published, being only 21 and still a student, and is now completing his second book of series which he is publishing.

Twenty Members Local Reserve Have Fulfilled Training

Making twenty members of the local unit of the Royal Canadian Naval Volunteer Reserve to fulfil their training so far this year, P. Peterson, A. Cross, H. Bond and C. Barr sailed yesterday afternoon on the Prince Charles for Esquimalt. Members of this party will be back in two weeks' time.

C.N.R. steamer Prince Rupert, Capt. D. Donald, is due back at 7 o'clock Monday morning from her first Alaska trip of the season and will sail at 4 o'clock the same afternoon for Vancouver via Ocean Falls and Powell River.

Dr. J. F. Maguire

Dentist

Will be out of town from

June 10th to July 15th

For Information

Phone 845

QUALITY & SERVICE

Specials For Saturday Only

T-Bone Roast Beef— per lb.	25c
Sirloin Roast Beef— per lb.	25c
Sirloin Tip Beef— per lb.	25c
Prime Rib Beef Roast— per lb.	22c
Rump Roast Beef— per lb.	20c
Pot Roast Beef— per lb.	12½c
Roast Pork— per lb.	20c
Pot Roast Veal— per lb.	17½c
Round Steak— per lb.	25c
Veal Steak— per lb.	25c
Pork Steak— per lb.	25c
Veal Chops— per lb.	25c
LARGE LOCAL FRESH EGGS—Per doz.	30c

Frizzell's

Phone 10 Phone 2

We Deliver

Man in the Moon

Jake says Prince Rupert will never be a great city until there is a golf course in the neighborhood.

He wants to know how the poor tired businessman is going to forget his worries without a golf links.

Yes, he says he knows people lived years ago without golf courses but they did not have worries in those days like they have today. Our forefathers didn't have telephones to ring day and night both in office and home. The only way he can get away from the telephone is to play golf.

Peppery Colonel (to partner on golf links)—Look, what is the present day young girl coming to? Imagine her parents allowing her to appear in public in plus-fours and Eton cap."

Partner—That, sir, is my daughter.

Peppery Colonel—Sorry, I did not know you were her father.

Partner—I'm not her father; I'm her mother!

Pinch the tea a bit more tightly,
Oranges, if at all, but lightly,
Less raisins—why, of course you can—
There's really much more iron in bran,
And be consoled, for tariffs which
Hit you, but don't hit idle rich.

C.P.R. steamer Princess Mary, Capt. S. K. Gray, arrived in port at 2 o'clock this afternoon from the south and will sail at 10 o'clock tonight on her return to Vancouver and way points.

BURNS LAKE

There was a fairly large attendance at the farmers' annual picnic last Wednesday. There were the usual sports and entertainment features. In basketball, the country girls beat the town girls while the town men won from their country opponents.

DO YOU KNOW

By George Gundersen

Send in ten cents in stamps and we will mail you a complete set of "Do You Know" cards—sixty cards of knowledge and curious facts printed in color (size 2½" x 1⅜"). Or twenty cents will bring you the sixty cards accompanied by an album in which the cards can be placed as a permanent collection. Address Dept. 5, Tuckett Tobacco Co., Ltd., Hamilton.

Buckingham Cigarettes—a smooth refreshing blend of choice tobaccos, sun-treated by powerful ultra violet rays. There is no more mellowing influence than the sun. Buckinghams, treated with giant sun lamps, are remarkably cool and mellow—an all-pleasure cigarette, never varying in quality, packed for freshness in the patented sealed package.

THE FAMOUS Kellogg's

WAXTITE Bag

...IT BRINGS KELLOGG'S CORN FLAKES OVEN-FRESH TO YOUR TABLE!

NO WONDER Kellogg's Corn Flakes are preferred by the majority of housewives. They are different in flavor, quality and freshness! Kellogg's Corn Flakes always reach you in perfect condition. This is because of the patented Kellogg's Waxtite Bag.

This special bag also enables you to keep the flakes fresh and crisp even *after* you open the package.

Other foods are wax-paper wrapped. Some on the outside. Others have an inside wrapper. But only Kellogg's Cereals have a *sealed* waxtite inner bag. *Sealed* against odors, moisture and contamination!

Kellogg's Corn Flakes are one of the most economical and convenient of foods. From a single package costing only a few cents—many treats for breakfasts, lunches, children's suppers, late snacks.

Ready to serve with milk or cream. No trouble to prepare. With a "wonder" flavor that can't be copied. For many reasons, it pays to get genuine Kellogg's in the red-and-green package. Sold by all grocers. Made by Kellogg in London, Ontario.

Kellogg's

CORN FLAKES

SHINGLES!

No. 1—3x at per M	$3.25
No. 1—5x at per M	$3.75
No. 2—at per M	$2.75

SUPPORT HOME INDUSTRIES — MADE AT MASSETT

HYDE TRANSFER—PHONE 580

PHONE 580

CANADIAN NATIONAL STEAMSHIPS

Prince Rupert

DRYDOCK AND SHIPYARD

OPERATING G. T. P. 20,000-TON FLOATING DRYDOCK

Engineers, Machinists, Boilermakers, Blacksmiths, Pattern Makers, Founders, Woodworkers, Etc.

ELECTRIC AND ACETYLENE WELDING

Our Plant Is Equipped to Handle All Kinds of MARINE AND COMMERCIAL WORK

PHONES 43 AND 385

Get the habit of reading the advertisements in this paper, and taking advantage of the help they bring you.