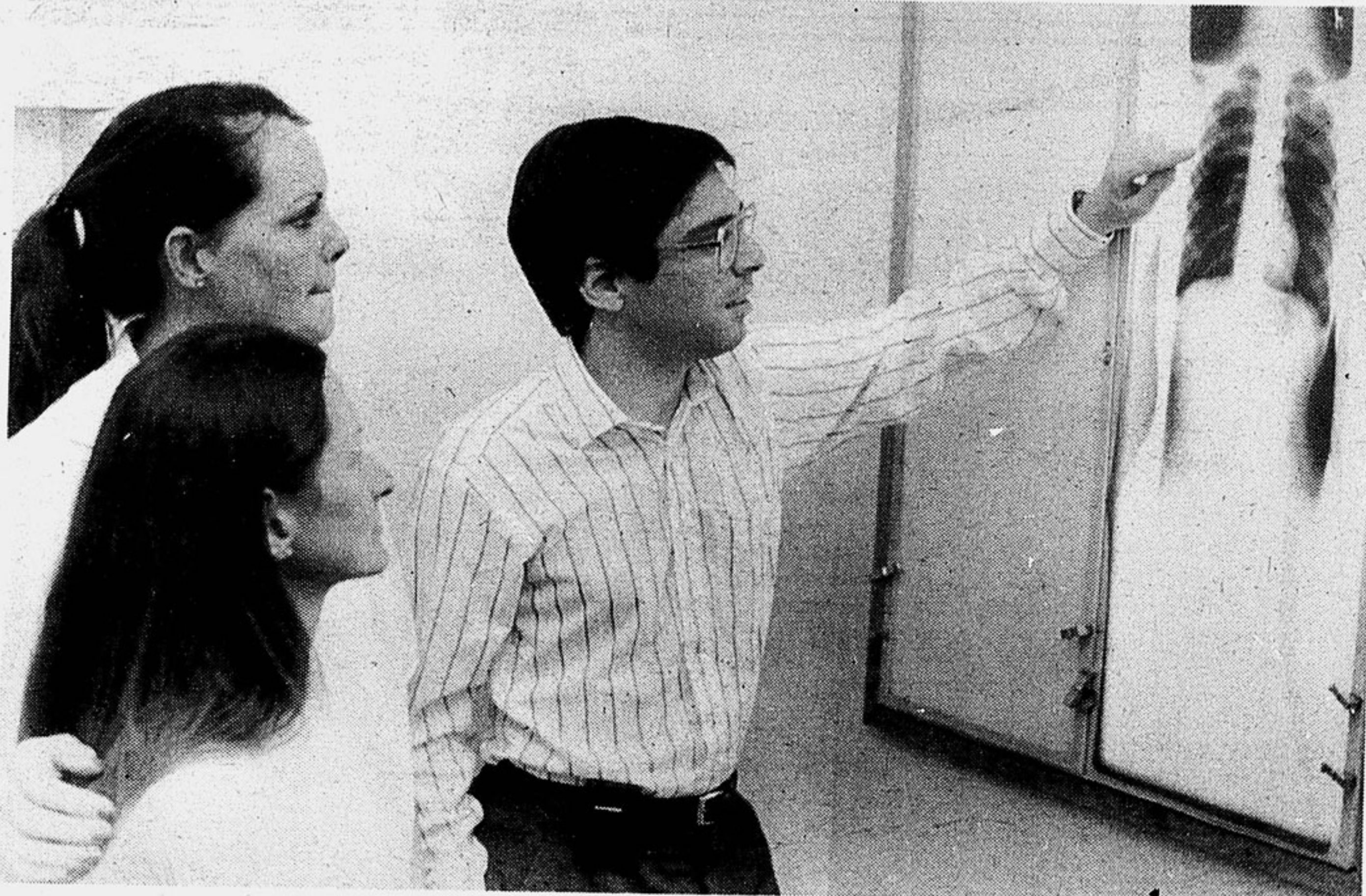


# whitby business



**DR. MICHAEL GERTLER** is the newest addition to the Whitby Chiropractic Clinic. Above, Gertler (far right) points to an x-ray show-

ing functional scoliosis to **Dr. Mary-Ann Goldhawk-Balcom** and **Marilyn Roberts**.

Chris Bovie photo

## Pioneer Interiors to close down

By **Trudie Zavadovics**

Within months, Pioneer Interiors will close their doors after 16 1/2 years of business in Whitby.

Owner Mike Dorfman made that decision 18 months ago. Business was good, in fact, as Dorfman puts it, "It was flying."

"The usual implications is that when a company goes out of business, it is in financial straits, says Dorfman. "When I made the decision, business was flying. "It's been very worthwhile for all of us, but I want to do something different. Life offers me too many alternatives."

Dorfman says now he's glad he made the decision he did because the "social/ political scenario in Canada is more depressing. It makes more sense to invest my funds in other areas."

Dorfman first plans to make sure his customers are well looked after - going-out-of-busi-

ness sales will be held this week.

Sales will last until all stock is gone.

"We are also going to take orders at a discount," says Dorfman. "Our warehouse and office staff will be in place till the end of 1990. I chose that date to get everyone served. It's a long-term departure with the same level of service we've always had."

Dorfman says that besides the furniture, there will be thousands of dollars of accessories for sale.

"I think I have been very fortunate to have been here," says Dorfman who moved to Whitby from Toronto in 1974. "Whitby is a great place to live and work. It's been very rewarding. And the staff cares so much. It's been rewarding for all of us."

Dorfman is also closing his store in Mississauga.

## '90's challenges to be discussed

John Armstrong of the Ontario Chamber of Commerce and Canada/U.S. Trade Committee will be guest speaker at the June 26 general dinner meeting of the Whitby Chamber of Commerce.

The meeting will be held at the Centennial Building, Whitby.

Armstrong and a representative from the Ministry of Industry, Trade and Technology will discuss 'Meeting the challenges of the 1990s.'

Cost is \$25 per member, \$30 for non-members.

## GST seminar

A seminar for businesses to obtain information about the goods and services tax (GST) will be held on Tuesday, June 19, 9 a.m. to noon, at the Centennial Building, Whitby.

The seminar, for business owners, professional firms, self-employed individuals and tax practitioners, will be held by the Whitby Chamber of Commerce in conjunction with the Department of Finance and Revenue Canada.

Cost is \$25 for chamber members, \$30 for non-members.

There will be a question-and-answer period.

To attend, call 668-4506 (Fax, 668-1894).

## YOUR BUSINESS

### Plan ahead, when investing in temporary help

A temporary worker could be worth his or her weight in gold to your company. Particularly if you take certain basic steps in advance.

From laborers to legal secretaries, nurses, and computer operators, temporaries can provide the critical personnel to fill in an absence, overcome an emergency, or guide your business through a special project or a new phase of operation.

"Even top executives and chartered accountants can be hired temporarily," says Gary French, president-elect of the Federation of Temporary Help Services, a professional umbrella group to which some 80 per cent of Ontario's temporary help services belong.

Temps come, they see, they do -- and then they leave. They can be called self-liquidating professionals. French also points out that their use fits in with zero-based management theory, which aims to justify all operational expenses on an annual basis. You, the

entrepreneur, are given more precise control of your overhead.

The use of temps has burgeoned in recent years, says French, who is senior vice-president of Olsten Services. There are more than 500 temporary service companies in Ontario, adds Lynn Manning, president of the Temps Federation. The temps' skills, dedication, and efficiency -- tested and graded by their employees -- will serve you best at your time of need if you allow some practical procedures.

"Be as specific as possible when you ask a temporary help service to send you a temporary," advises Manning, vice-president of Kelly Temporary Services. If, for example, it's a secretary you're after, specify the typing, shorthand, computer expertise including hardware and software to be used, and other skills needed. This helps ensure that the temp can do the job and won't have to be replaced. It's also cost-efficient: as a service's bill rate includes the temp's skills.

Sending for someone over-qualified could mean unnecessary expense. "Don't just say 'send me someone down right now' and hang up."

Choose a supplier -- whether through referral, reputation, or sales call -- well in advance of need. Keep in touch with the service to determine and reserve the required temp, to confirm your requirements or to register changes. Lead time also allows you to check into tests taken and other demonstrations of the assigned temporary employee's proficiency, and that he or she is

insured and bonded.

"Make an appointment with the salesperson to learn how the supplying service operates, including billing procedures," says Manning. What you pay the service, for example, includes not only the temp's direct salary but vacation pay, and other "payroll burden." Services may offer a discount for long term employment.

Describe clearly to the arriving temp all that's involved in the job. Orient the temp to your workplace and introduce him or her to other staff members.



"I don't really know what kind of temporary help I need - just send me someone who knows a lot about a lot of things!"

**Cashflow Slow?  
Receivables Increasing?**

Hire an experienced credit & collection manager on a regular or part time basis.

**TAM-BUR ASSOCIATES  
427-1610**



## ANNOUNCEMENT

The Toronto Headquarters  
of

### THE CANADIAN CORPS OF COMMISSIONAIRES

has established a DURHAM REGION DETACHMENT office to better serve our Clients and our Commissionaires in Durham Region.

For the last 65 years the Corps has provided services mainly in the fields of security, reception and messenger type duties. However, many of our Commissionaires have years of experience in the professional, business and trade fields, thus making their mature outlook and reliability invaluable to Clients.

To be eligible to become a Commissionaire new applicants must:

- have served in the Armed Forces or the RCMP,
- be able to qualify on our week long training course and,
- be prepared to serve on a full or part time basis, OR
- consider working on our new "JOB SHARING" approach to work, as a means to earn some extra cash while keeping your working hours as flexible as you want them to be

For further information concerning new contracts, or if you wish to consider joining the Corps, please call:

- DURHAM REGION DETACHMENT at 623-0802, or
- CORPS HEADQUARTERS in Toronto at 1 (416) 364-4496