

**FIRST CANADA-BUILT DIESEL SEES ACTION**

**FIRST STREAMLINED DIESEL-ELECTRIC LOCOMOTIVE BUILT IN CANADA**



First streamlined diesel-electric locomotive ever to be built in Canada is seen as it was rolled off the assembly line at Montreal. Built for the C.N.R., it will go on freight haul between Chicoutimi and Montreal after a workout on the Montreal-Toronto run.

Keep off the grass.

Marriage: Love parsonified.

"Dentists conduct their operations with great pains," said the speaker at a dental meeting. He's telling us.

**AUCTIONEERS' LANGUAGE**  
(By Saturday Evening Post)

If you have ever stood flabbergasted at the rapid-fire patter of an auctioneer or strained your ears in vain to understand what he said, you might drop in at a class at the Reppert School of Auctioneering in Decatur, Indiana. There, in addition to teaching prospective auctioneers how to speak as clearly and tellingly as possible they also instruct them in the trade secret of making themselves completely unintelligible at times. While voice instructor Guy Pettit sees that every student can deliver an effective sales talk, other of the 25-man faculty drill them just as purposefully in a mumbo jumbo that nobody can understand, but without which auctions would be dull affairs, indeed.

The resonant double talk—called "filler" in the auction business—is used to keep the chatter going and hold interest between bids. Many a perplexed auctioneer will be surprised to learn that one elementary filler taught at the school is simply "mamma, mama, mamma," chanted so rapidly that it rises into a euphonious hum. "Pappa, pappa, pappa," is just as good, the instructors say impartially.

Dean Q. R. Chaffee, a 43-year-old former Pennsylvania high school principal, has tested fillers in 17 states and knows which of the musical singings are surefire for giving speed, rhythm and pleasant variations to a stream of talk. One to be avoided, he points out, is the overworked, "I've got a bid of —"

**ELECT LONDON MAN C.C.F. PRESIDENT**



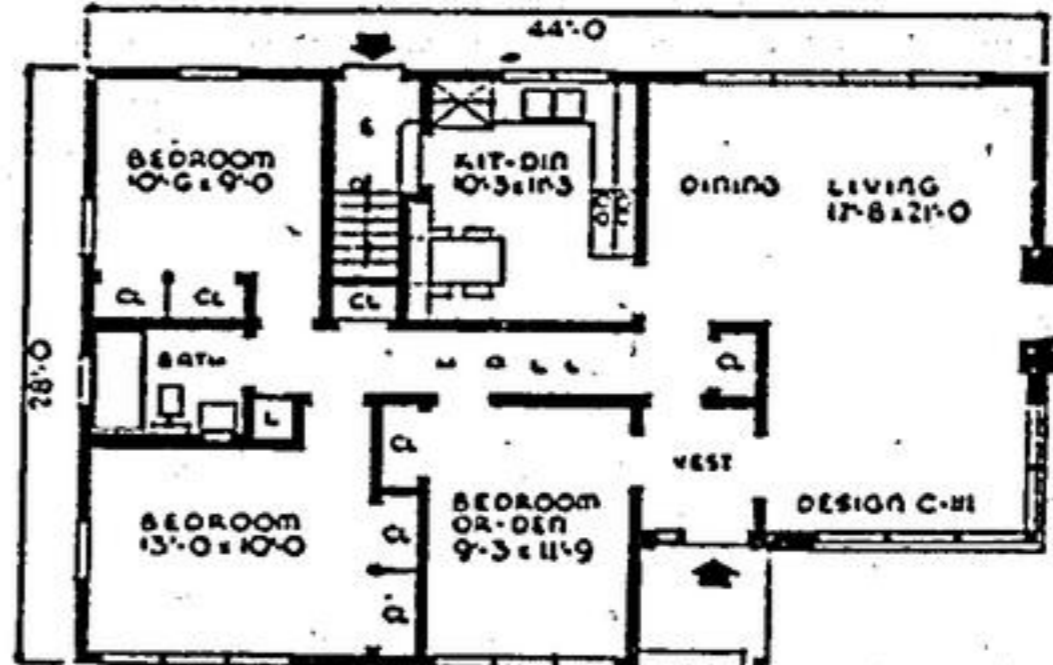
Miller Stewart of London, Ont., was elected president of the Ontario C.C.F. party at its 6th annual convention which ended recently. He succeeds Andrew Brewin of Toronto.

For starting a sale, Chaffee teaches students to forget the crowd and concentrate upon working up a competition primarily between two bidders. If one drops out, another prospect should be "warmed up" and drawn in quickly. After all, Chaffee explains, auctioneering is selling one person while dickering with three or four others and entertaining an audience of hundreds.

Instructor Ray Elliott, a 1943 graduate and former Indiana basketball star, emphasizes the need for speed of eye and tongue in picking out and attracting bidders. "Keep it rolling and sell them while they're bidding," Elliot tells his classes. "Whatever you do, don't stop talking or some gabby woman is apt to butt in on you."

Elliot, in setting speed records of his own, once sold five farms and all their equipment between 10.00 a.m. and 2.45 p.m. The most common mistake of bidders, the school's faculty of 25 expert auctioneers agrees, is to start bidding too low in hopes of having the article knocked down to them cheaply. Attracted by the lowness of the bids, other would-be buyers speak up. If an article is worth \$100, the experts say, it may be smarter to start bidding at that figure than at \$50, and thereby shut out some of the competition. (Or are they trying to sell us something.)

An optimist is anybody who plants a row of apple trees along the highway in the spring.



**SMALL HOUSE PLANNING BUREAU**  
St. Cloud, Minnesota  
Please send me more information, without obligation, about the plan features and the type of construction used in THE CABOT house as pictured in the Stouffville Tribune.

Name .....  
Address .....  
City ..... Prov. ....

THE CABOT features a large combination living and dining room which dominates this three bedroom house. Of special interest are the large batteries of windows which overlook the front, side and back yards.

The small front bedroom is flexible and may also be used as a den or an office, since it is so easily reached from the entrance vestibule. The other two bedrooms are cross ventilated and possess large twin wardrobe closets. In addition to these, a linen closet and two clothes closets are conveniently located in the bedroom hall. Front bedroom windows are high to add wall space for furniture.

Overall dimensions are 44 feet by 28 feet. Floor area is 1,124 square feet and cubage 21,886 cubic feet.

For further information about THE CABOT, write the Small House Planning Bureau, St. Cloud, Minn.

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**NOTICE:**

Commencing Saturday, March 11th, I am increasing my Stouffville Office Hours to a full day.

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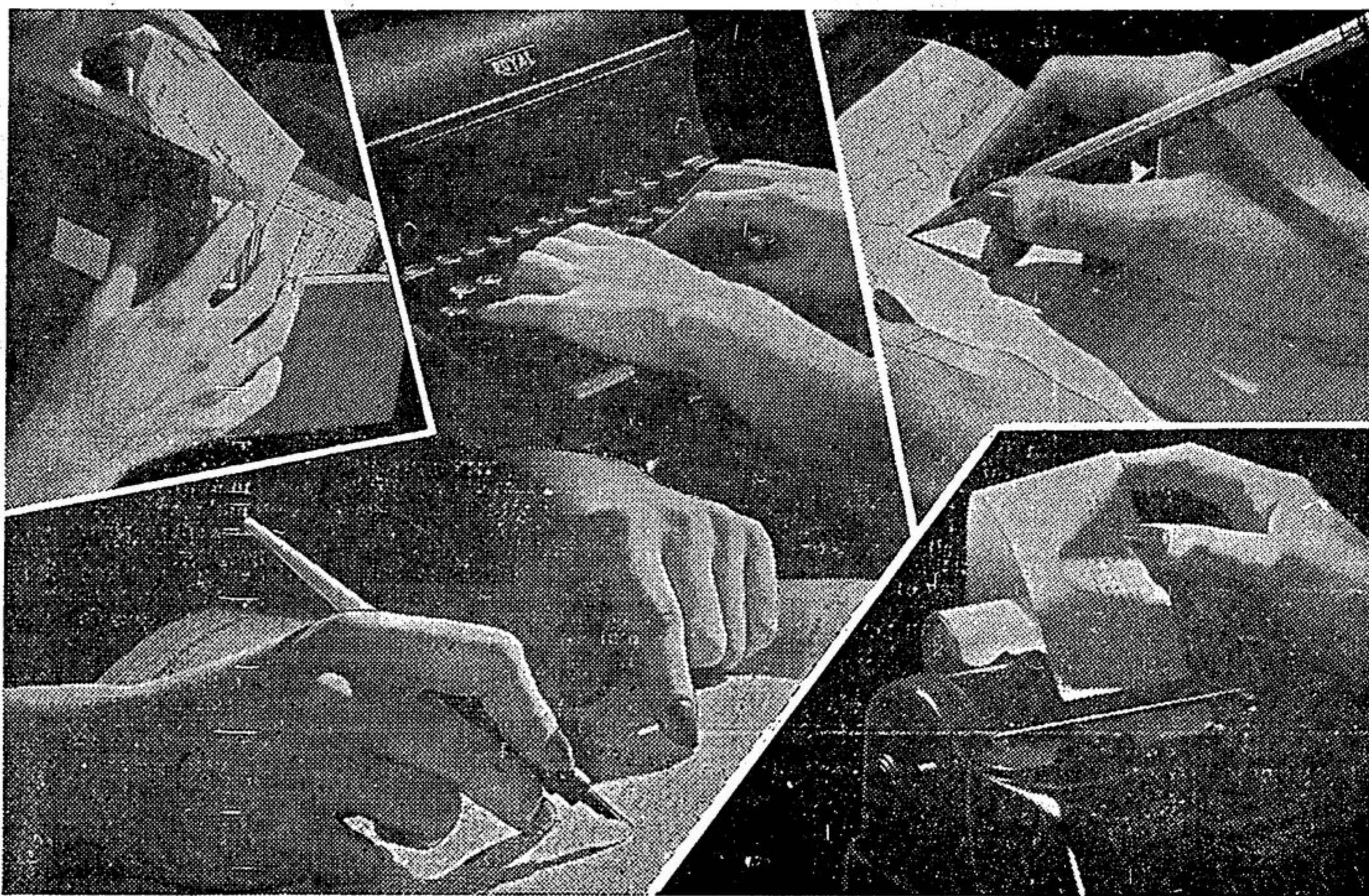
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*Learning Business Practice*

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We should appreciate, then, the co-operative efforts of government, industry and labour in the field of employee training. In schools and in factories our workers, young and old, are given the opportunity to develop new and specific skills in every field of business and industrial activity. For instance, every effort on the part of office workers to become proficient in typing, filing, shorthand and secretarial work, will mean greater business efficiency—will help to make Ontario a finer place in which to live and work.

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