Cabot

SMALL HOUSE

CHANG SUREAL

FIRST CANADA-BUILT DIESEL SEES ACTION



First streamlined dieselelectric 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 worqout on the Montreal-Toronto run.

Keep off the grass.

Marriage: Love parsonifled.

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 Dectur, 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 auctiongoer 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 instrucors say impartially.

former Pennsylvania high school crowd and concentrate upon workprincipal, has tested fillers in 17 ing up a competition primarily bestates and knows which of the tween two bidders. If one drops musical singsongs are surefire for out, another prospect should be "Dentists conduct their operat- giving speed, rhythm and pleasant "warmed up" and drawn in quickions with great pains," said the variations to a stream of talk. One ly. After all, Chaffee explains, speaker at a dental meeting. He's to be avoided, he points out, is the auctioneering is selling one person overworked, "I've got a bid of -." while dickering with three or four

Stouffville

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 Dean Q. R. Chaffee, a 43-year-old teaches students to forget the others and entertaining an audi-ence of hundreds.

Mix Christianity

Instructor Ray Elliott, a 1943 graduate and former Indianna hasketball star, emphasizes the And Farming 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 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! the highway in the spring.

(continued from page 1 section 2)

Highlight of the closing sessions

The closing afternoon meeting was under the chairmanship of H. D. Groh of Preston with devotional exercises taken by Oscar Burkholder of Breslau. "Marketing What We Produce" was discussed by Mr. Snyder, instructor in poultry husbandry and marketing at the O.A.C.

All Sell Something "We all sell something. It may plants a row of apple trees along be labor, brains or the fruit of the soil," he stated. "There is no sense

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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much ignorance.

was a panel discussion on organic farming led by I. M. Hurst of Bloomingdale, the members of which were Howard Kauffman, Goshen, Ind.; Rev. Mr. Garber, E. I. McLoughry, Earle Snyder and

Norman High, the latter two men coming from the O.A.C. Guelph. Many questions important to present day tilling and fertilizing of the soil were answered and discussed by the experts.

trying to grow two blades of grass | meeting.

where one grew before unless The last speaker was Mr. Kauffthere is a market for that second man, instructor in rural sociology blade. The three things that govern and accounting at Goshen College, the marketing of any product are Indiana. His topic, "Leaving Our demand, quality and a reasonable Posterity a Rich Rural Heritage,"

COLORO

DESIGN C-H

9-3 : II-9

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.

City ..... Prov. .....

SMALL HOUSE PLANNING BUREAU

St. Cloud, Minnesota

marketing, after the close of the posterity

proved interesting.

One of his main points was "In- "The economic, the social and vestigate the market before you spiritual are the three aspects of start your business, not after- what should be left to posterity. wards." Mr. Snyder gave an inter- Our aim should be to pass on someesting demonstration on packaging thing which is better than it was and displaying poultry, for the when we got it. Father and son a farmers interested in this type of partnerships are very important to

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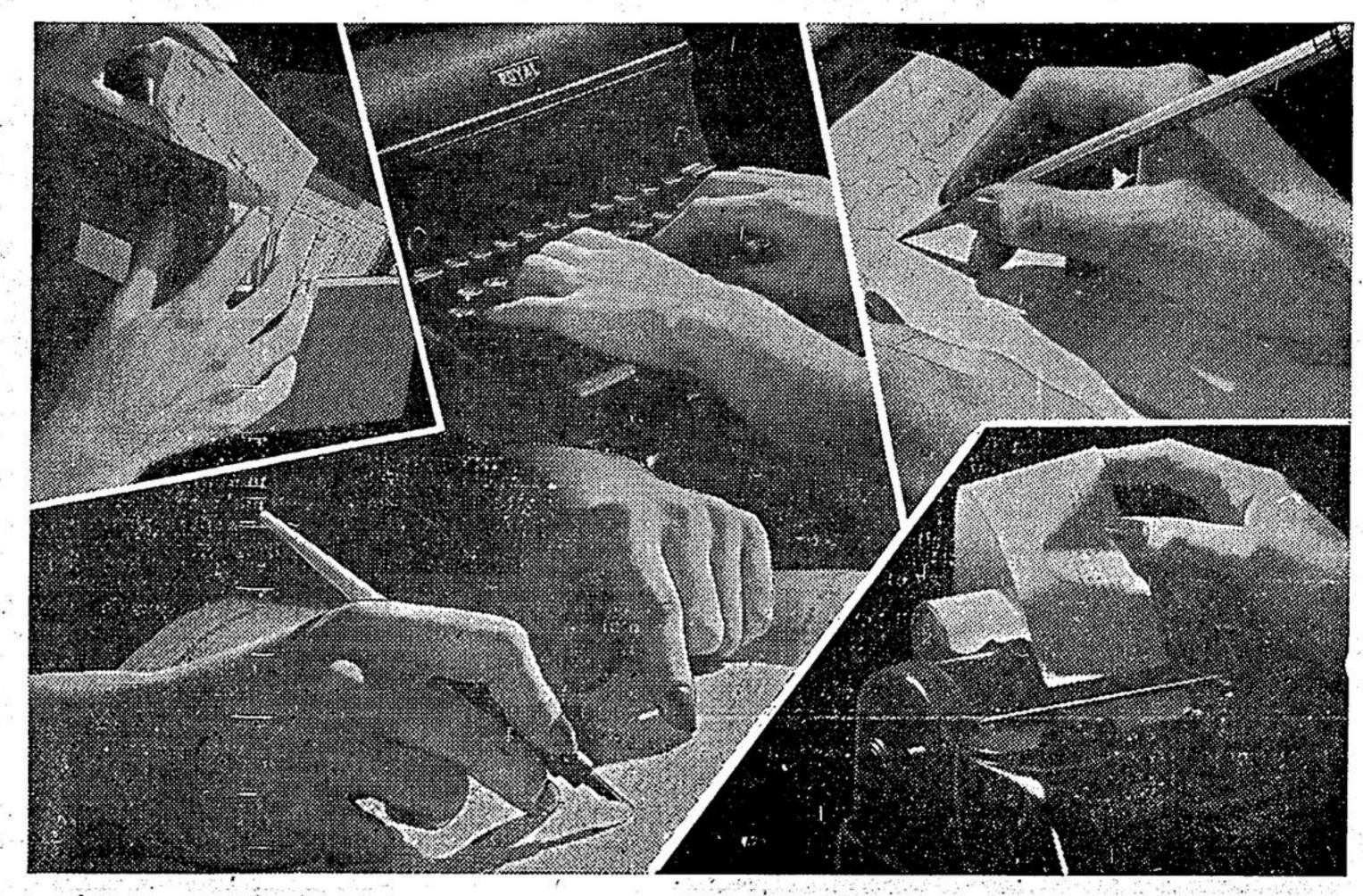
NOTICE: Commencing Saturday, March 11th, I am increasing my Stouffville Office Hours to a full day.

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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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