

Lady auctioneer

(Continued from Page 55)

problems being a woman auctioneer.

"A lot of people think it's a man's job," notes Carol in a serious tone. "There are still some people who are jealous of women."

But, regardless of the occasional friction, Carol finds her job rewarding.

"It's a very interesting job. No two sales are the same," she says. "There's always something new to learn about."

According to this experienced auctioneer, the learning aspect of the job is one of the reasons she started to call.

"It keeps you acquainted with the world," she notes. "I don't claim to know everything. I just want to learn as I go."

But, of course, Carol says that an auctioneer must stay

abreast of the going prices for all types of objects from machinery to tools to animals to antiques. That's a large job, but Carol manages to stay on top of things. She also has the philosophy of catering to the public and letting them start an object at the price from which they want to see it begin.

"I always say you can't start something too low, but you can start it too high," she points out.

The intricacies of auctioneering are really difficult for Carol to talk about, because there are so many variables involved.

"You have to know your buyers," she points out. "And, you also have to stay one step ahead of the public."

"I don't know," she concludes. "It's hard to say how to be a good auctioneer."

There is one thing she does know for sure, however.

"The public's got to like you," she states matter-of-factly. "If they don't like you, you don't have a good sale."

"Some auctioneers are boring, and if you let the crowd die, you won't make any money. People have to be able to say 'I enjoy following her sales.'"

And, most likely, people can say that about Carol. At least she can say the reverse.

"I just love the public" she states flatly. "My husband is the same way I am. We like people."

Carol's husband is Hap Burruss, a self employed hay dealer. And, as is to be expected, she met him at a sale—a horse sale. However, in this particular instance, she wasn't calling the sale; instead, she buying.

"I went down to pick up quiet horses," she says with a giant grin on her work-

tanned face, "instead, I picked up a man," she laughs

At the age of 19 men were the furthest thing from her mind, but within a year, the two were married. Today they have three children — Paul, age 11; Tammy, age 9; and Linda, age 6. And, the whole family gets in on the hay buying, selling, and hauling.

"In the Summer, the children go with us 90 per cent of the time," says Carol. "I think that a child who travels can cope better with life. From going with us they know what's right from wrong."

The hay dealing schedule is a rigorous one. The day usually begins at 5 or 5:30 in the morning and, until the hay is delivered and the chores done, it may be as late as 12:30 the next morning before Carol gets to bed.

The Burruss's haul hay every day from Monday

through Saturday, but on Wednesdays and Saturdays Carol makes sure she is home in time to call at Potties Auction House. One day per month Potties has an all day auction, and on that day Carol doesn't help with hay hauling.

In between all this work, Carol manages to also lead two 4-H clubs—the 4-H Light Horse and Pony Club of Cumberland County and the 4-H Cumberland County Swine Club.

The Burruss's also have pigs of their own, "because of the children. They love it." All together they have nine registered Spotted Swine sows and a boar as well as about 30 market swine. They also have 12 registered Quarter Horses.

Hap Burruss also refinishes furniture. It's a busy life, but a good one, for Mrs. Carol Burruss, auctioneer, wife, mother, hay dealer, and 4-H leader.



Beacon knows Beagles

and Poodles, Shepherds, Great Danes and Mutts, too.

Beacon Chunk Style Dog Food and Beacon Dog Meal are made by acknowledged experts in the field of animal nutrition.

They know what nutrients a dog needs for maximum health.

They know how to compound those nutrients in such a way that each particle of food is completely balanced—and will stay that way.

And they know that, no matter how excellent a food is, it doesn't do a dog one bit of good if he doesn't eat it. So they make sure their foods have the aroma, flavor and texture dogs love.

All this Beacon expertise is available at moderate cost at your Beacon dealer's.

VALUABLE COUPON WORTH 50¢

This coupon worth 50¢ towards the purchase of a bag of Beacon Dog Food. OFFER EXPIRES JULY 1, 1978

VALUABLE COUPON WORTH 50¢

Present to your Beacon Dealer listed below.

CLARK SUPPLY CO.
Rising Sun, MD
301-658-6464

H. JACOB HOOBER
Intercourse, PA
717-768-3431

NEW FREEDOM FARM & HOME SUPPLY, INC.
New Freedom, PA
717-235-3606

MARTIN'S ELEVATOR, INC.
Hagerstown, MD
301-733-2553

McCRACKEN'S FEED MILL, INC.
Manheim, PA
717-665-2186

W.L. MUMMERT CO.
Hanover, PA
717-637-6923

R & W FEEDS & HARDWARE
Centerport, PA 19516
215-926-3818

THARPE & GREEN MILL
Churchville, MD
301-734-7772

BEACON FEEDS

YORK, PA
Ph. 717-843-9033

Beacon Milling Company, Inc.

"An Employee Owned Company"

Stihl® Model SG-17 Mistblower

A multi-purpose power tool which Blows, Dusts, & Sprays liquids and dry chemicals, to control and eliminate weeds and insects. Also converts to a flame thrower and is great for blowing leaves.

ON SPECIAL CHECK OUR PRICES FIRST

WES STAUFFER SMALL ENGINES

R D 3 Ephrata, Pa 717-733-9174
1/4 mi. S. of Rt. 322 on Pleasant Valley Rd
Ephrata Exit, new Rt 222



4-H'er to travel to Europe

UNIVERSITY PARK — Gary E. Hornbaker, of Shippensburg R5, has been selected to visit Europe this Summer as a participant in the People-To-People Citizen Ambassador Program.

An outstanding 4-H member, Gary will join other Citizen Ambassadors in Washington, D.C. on June 27 for an orientation program prior to a 38-day visit to England, Switzerland, France, Germany, the Netherlands, and Russia.

According to Henry T. Moon, 4-H specialist at Penn State, Gary and other members of the group will travel by air and bus as they experience homestays with

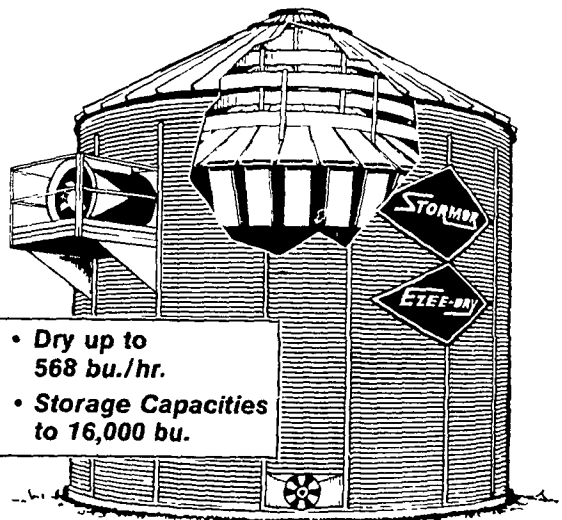
host families, visits with European youth groups, tour historical sights, and meet new friends from many different cultures.

Gary, the son of Mr. and Mrs. Paul E. Hornbaker, has been a 4-H member for 10 years. He has participated in State 4-H Capital Days, Port Royal Canadian Winter Fair, Pennsylvania 4-H Leadership Congress, State 4-H Achievement Days, and Pennsylvania All-American Judging Forum.

He received the Outstanding 4-H Dairy Member Award, was a Distinguished Holstein Junior Member, and State 4-H Award winner in the citizenship category.

Stormor EZEE-DRY

Dries up to keep drying costs down



No other grain drying system can match Stormor's patented overhead drying floor for efficiency. It uses all available heat to dry your grain. And that keeps drying costs down.

It's easy to save time, energy, and money with Stormor. See us today and we'll give you all the facts!

Loucks

GRAIN EQUIPMENT, INC.
Box 216, RD 12,
York, PA 17406

NEW # - (717) 755-2868

STORMOR

Quality Built to Last Longer

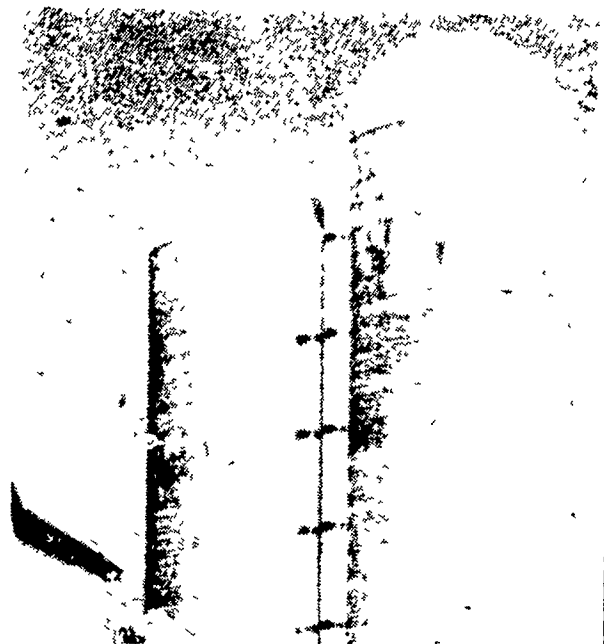
TERRE HILL SILO CO. INC.

TERRE HILL, PA. 17581

MANUFACTURERS AND ERECTORS OF

TERRE HILL TRI-RIB STAVE SILOS

Serving the Farm Community For Over One-Half Century.



FOR OLD FASHIONED PRIDE OF WORKMANSHIP

CALL - TERRE HILL (215) 445-6736

★ SEE AND COMPARE THE PROVEN INTERIOR SILO FINISHES.

AUTHORIZED DEALER

DATZ
MATERIAL HANDLING EQUIPMENT