

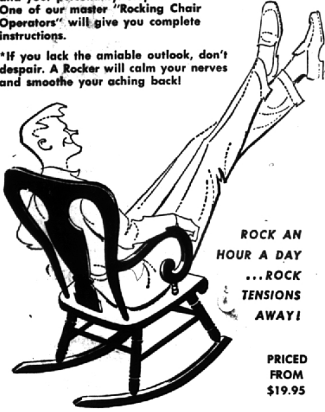
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School Confab Will Feature Firm's Work

Linn Smith Associates, Inc., Architects and Engineers of Birmingham, recently announced that the Louis Tendler Elementary School in Detroit and the West Junior High School in Rochester have been accepted for exhibition at the 1962 National Convention of the American Association of School Administrators in Atlantic City, Feb. 17-21.

The Tendler School, being erected on a small site near the heart of the city, consists of seven classrooms and a kindergarten grouped around a central multi-purpose area to create the desired relationship between individual and small group instruction, and larger group instruction and active indoor play. The simple, rectangular plan, well suited to the narrow site, was designed to effect maximum economy through the use of repetitive structural elements, fenestration and panels.

West Junior High School is presently under construction on a 21-acre site near the new Michigan State-Oakland Branch and the new Michigan Christian Junior College. Maximum economy and efficiency in construction and maintenance were the basis of the compact plan design. The basic rectangular plan resulted in cost-wise repetition of structural elements and building materials as in the Tendler School. Glass areas have been held to a minimum to reduce glare, heat loss, and replacement problems.

THE SCHOOL ADMINISTRATORS Convention will bring together boards of education and their superintendents with their business staffs from the entire United States. The architectural exhibit, sponsored by both the AASA and the American Institute of Architects, has become an important feature of the annual gathering.

Linn Smith Associates, Inc., is presently engaged in other school building projects for Birmingham, Center Line, Detroit, and Rochester, in addition to commissions for the United States Corps of Engineers at Kinross.

The firm is also to be featured at the AASA Convention by "OVERVIEW" magazine, a graphic analysis of teaching facilities for individual learning in tomorrow's schools has been specially prepared for this meeting by the firm under the sponsorship of "OVERVIEW."

Dear Santa:
A pulling toy, stuffed animal, something that will stick to her tray-toy, Christmas stocking.

Ann 1085 Brooklawn Birmingham



Shenanigans Produce Highland Fling

Sally Bristol, 12, of 31587 Mayfair Lane, Park; and Mrs. Joseph Bale, Detroit, The Beverly Hills, does the Highland Fling to tunes by Piper Jimmy Geddes of the champion St. Andrew Society Junior Pipe Band while members of Children's Orthogenic School Committee look on. Committee members are (left to right): Mrs. Irving Weisenenthal, Detroit; Mrs. Sherman Kay, Oak

Schedule Course In Management For Sales Execs

"Management for Sales Executives" will be offered for the second year beginning Jan. 15 for management in the sales field.

Prominent executives and marketing experts will speak at the seminars which continue through May 28, 1962. Thomas B. Adams, president of the Campbell-Ewald Advertising Company and a member-elect of the Wayne State Board of Governors, will be the first speaker.

The seminar will meet each Monday afternoon from 2 to 5 p.m. at the McGreor Memorial Conference Center.

THE 20 PROGRAMS will be divided into four units. "Managing the Sales Function" will be presented from Jan. 15 through Feb. 12 while "Improving Managerial Performance" is scheduled from Feb. 19 through March 26.

"Understanding Sales Processes" will be discussed from April 2 through April 30 with "Evaluating Sales Effectiveness" concluding the

series from May 7 through May 28. The seminars will offer an opportunity for sales people to review successful practices in modern sales organizations and to discuss ideals and proposals for the improvement of organization performance.

In addition to the experts on the program, there is an opportunity for an exchange of ideas among representatives from Michigan companies.

The seminars are presented by the Institute of Labor and Industrial Relations, the University of Michigan-Wayne State University, in cooperation with the Sales Marketing Executives of Detroit.

Police Dept. Warns B'ham Merchants

Birmingham Police Department warns that bad check passing and shoplifting are both on the increase.

Merchants are asked to use extreme care in cashing checks for strangers, and to be alert for shoplifters taking advantage of the Christmas rush.

Back doors of business establishments should be watched or locked, said Lt. Merlin Holmquist. This is the season, he said, when professional check passers and shoplifters are plentiful.

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- Wool Shirts by Pendleton
- Sport Shirts by Manhattan and McGregor
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