

Estate Board Opens New Year on January 6th

Evanston-North Shore Real Estate Board will open the new year in its board rooms, Monday, at 8 p.m. with annual treat members and guests. Stewart hews, program chairman and suggests that all realtors try for 1936 by getting a new tool from Benjamin F. Bills, in his interesting and interesting way, "Selling Principles Applied to the Marketing of Real Estate."

Guest speaker is a member of Chicago Real Estate Board and known in both real estate circles as a banker, and author. As chairman of the Bills Realty Inc., the Bills Management and Corporation, he has had a remarkable success in the sale of real property and its lines.

Member of the faculty of Western University School of Real Estate and as president of Business Plans, Inc., he has given a business study to the relationship of business and sales problems apply in his chosen field. Author of many articles on promotion and is particularly for his two works, "Principles of Persuasion," and "Income Talk Plans."

Sam A. Sadler, president of the board, expresses the opinion that 1936 is going to be one of the best in the history of north real estate in the Evanston-North Shore Real Estate Board.

Board during the past year," Mr. Sadler, "has made an record for service to its members, to the owners of real estate and to the communities it serves and we plan even greater for the coming year."

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No. 7—SLIPPERY WEATHER

ICE AND SNOW always bring problems for drivers. These problems are the result of less friction. And that is interesting, because usually we are trying to reduce friction all we can. We use ball and roller bearings to overcome friction. We smooth and polish parts to reduce friction. We put oil in our cars to avoid friction. But we can't get along without friction, just the same.



For, after all, we couldn't start a car, we couldn't stop a car, we couldn't turn a corner, if it weren't for friction. The friction between the road and our rubber tires is what gives us traction.

Most of the time we have plenty of traction. But in certain climates every year, winter comes blowing and blustering down from the North, and the first thing we know he has spread ice and snow over our roads, and our whole traction condition is changed.

But automobiles are pretty well prepared these days to meet any conditions. All we have to do is to adjust ourselves to these changed circumstances.

For instance, many skillful drivers start their cars in high gear on very slippery, icy streets. Ordinarily this would be a bad thing to do. But when snow, starting in second or "high" is harmless and it does help to avoid spinning wheels, side slipping and difficulty in getting under way. If you haven't tried this after stopping at intersections, you may be surprised to find out how much more quickly you get started again. Only remember to engage the clutch very slowly.

This business of starting in slippery weather can be quite a problem. But stopping is even more so. However, most good drivers agree on one method that they find quite satisfactory. First of all they begin to slow their cars down at quite a distance from where they want to stop. They press the brake lightly at first and release it almost at once. Then they press again and release quickly. By a series of brief, moderate brake actions, instead of one continuous pressure, they gradually reduce speed and can usually stop without skidding.

Many of the best drivers always make it a point not to disengage the clutch as soon as they apply their brakes, but to wait until the car has almost stopped. While this is their general practice, they say it is especially important on slippery roads, as they claim it reduces the chances of skidding. But if we use this method there is one thing we must look out for. We have to remember that on a slippery surface it is very easy to stall our engine by using our brakes when the clutch is still engaged.

Outside of starting and stopping, most winter skidding is at turns and curves. Many good drivers tell us that they treat every slippery curve or turn as though it were going to be a stop. In other words, they approach curves using the very same system of short, moderate brake actions. The result is that when they reach the curve they are going so slowly that they can actually give the engine a little gas and put some power in the wheels. With power turning the wheels, we are not so likely to skid.

After all, the main thing to do about driving in slippery weather is just what we do about walking in slippery weather. We are all pretty careful about that. The first thing most of us do when we go out on a slippery morning is to put on one foot cautiously and get the feel of the surface to see how careful we have to be. The best drivers we know do practically the same thing with their cars. The first thing they do after they get started, is to test the surface.

They make sure that there are no cars too near, and then they gently apply the brakes. If they don't skid they resume speed and apply the brakes again—this time a little more firmly. In this way they determine the surface and know the degree of caution they must exercise to be safe. This seems like a very sensible idea.

Y. W. C. A. Notes

Mrs. Avis Schulman will review "It Can't Happen Here" at the Pi Delta meeting of business and professional girls at the Y.W.C.A. on Thursday, Jan. 9. She is the guest speaker for the Book Night program when every girl will impersonate a literary character or title of a book.

The theme of 1936 is "Our Patchwork Quilt" which is introduced to

members in this original poem by Alice Marks, program chairman—
"All together, lend a hand,
And we shall make a patch work quilt,
And it shall be as fine and grand
as any house Jack ever built;
Now take the autumn browns and greens
And stitch them down most carefully,
Dame Winter's velvet,—silken sheens
In spring's bright pastels; oh, and see

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May we, by sharing, strive to please
And make each other's life more sweet."

"Foreign Patches on Our Quilt" will be the subject of Miss Margaret Osborn's talk at the Pi Delta meeting on the fourth (Thursday) in January when she tells of her journeys abroad. Following Miss Osborn's talk, Mrs. Corliss Anderson will describe the Young Women's Christian Association centers in many lands showing how members of the Highland Park "Y" are part of a world-wide movement.

February plans include an international dinner with the various courses served progressively in the girls' homes, and a public card party whose proceeds make the annual club gift to the "Y." The two March meetings feature the National-wide Business Girls' banquet which is celebrated by Highland Park girls local with Lake Forest and Waukegan; and "Local Patches on Our Quilt," a talk on community responsibilities by Mrs. Marc Law of the League of Women Voters.

The club's sixth birthday dinner will be given at the Edgewater Beach hotel in April, followed by election and initiation. May plans include an international supper and a program at Hull House, and a picnic at Northwestern university with a visit to the Deering library. June is left open for suggestions but a treasure hunt will probably be chosen.

The officers of the Pi Delta club: Emily Marks, president; Stephanie Febel, vice-president; Genevieve Smith, secretary, and Marion Lefert, treasurer, invite every business and professional girl interested in these programs to attend their meetings. Every second and fourth Thursday this group meets at the "Y" and usually cook supper before

the programs. Music teachers, school teachers, bank and telephone employees, secretaries in lawyer's and insurance offices, nurses, government employees, photographer and Boy Scout assistant, are among the variety of business and professional fields represented in Pi Delta.

Civil Service Exams

The United States Civil Service Commission has announced open competitive examinations as follows:

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Assistant to technician (forester), \$1,620 a year.

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