

## UNSELFISH SERVICE RATHER THAN CONCERN FOR PROFITS IS URGED BY REALTOR OF OHIO

"He who places unselfish service as his first consideration, will find himself in better position to realize his need of profits than he who places profits first," said T. C. Palmer, president of Ohio Realtors association, at the round table discussion held in the K. of P. temple, Thursday night, which was called by the Richmond board of realtors.

"There used to be an old saying to the effect that you cannot make a silk purse out of a sow's ear. Now come news items in the press that tell us that some ingenious chemist has by a literal accomplishment, disproved it. Figuratively it has been routed wherever the scattered jealous and inimical individuals who have been loosely engaged in the real estate business, have been rounded up into an organized, co-operative fraternity of realtors, with high ideals, ethical aims and a foundation principle of courtesy to each other and service to the public.

"I have seen jealous competition give way to zealous co-operation. I have seen the realtors grow in self esteem and pride in his profession as he contributed his services toward the perfecting of his board and watched it assume its rightful place in the van of progress of his community.

"Every American in addition for caring for his own, owes a modicum of duty to his country and to his community. Alone, he can make his service felt in some degree, but it is in union, organization and co-operation that strength and influence lie and the surprising achievements, of the active really boards, made apparent in the achievement contests conducted by the state and national associations, disclose wonderful possibilities for constructive activities.

"Realtors are the natural and rightful champions of the interests of all real property and when they are inspired to the service of good citizenship and the real estate board is supported, by an association membership, tying up business activities allied with real estate ownership, financing, constructive and development, the realtors, in co-operation with community officials can do great things toward realizing the visions of a greater and better city.

"The problems of city government are nearly all intertwined with the interest of real property. Taxes, expansion of corporate limits, the location of industry and development of retail business districts, transportation, extension of service facilities and the cost of light and power and water, city planning and zoning, even the cleaning of streets. All these have a direct bearing on the commodity, which is the special study of the realtor. In helping to solve civic problems, the real estate board becomes one of the city's best assets. It is the city's official optimist. It sees the bright side, because it is the realtor's business to sell his city to the strangers.

"Achievement is the result of cordial and unselfish unanimity. All criticizing differences of opinion and points of disagreements must be candidly and open-mindedly settled at board meetings. Out of their conferences and occasional disputes will be developed a fair understanding and an honorable basis of cooperation, that would be impossible with private jealousies and grudges nursed in secret.

"Constantly Study Fundamentals. Fundamental questions affecting the real estate business are the constant study of the state and national associations. Many big, successful realtors are making sacrifices to render service of special character in the several departments of our varied interests, but in all our efforts at success lie in organization, local state, and national, one thing is sure, the foundation must be based on the character of the individual. Just as the success of an army is turned on the squad efficiency; just as the political wins or loses on the precinct organization, just as society itself reflects the home, so the measure of our greatness as an organization is dependent upon the individual realtor and what he makes of his local board."

"The popular conception of life is

that it is a struggle and the popular prize is money, financial independence, and perhaps unconsciously beyond these, the universal chase after happiness. Old Cicero, contemplating in retrospect, the experience of 60 years, made this observation: "The foundation of our happiness is in the strength and greatness of our minds, in a contempt of earthly things and in the practice of every virtue, for nature has only lent us life, as she might lend us money without fixing any time for repayment, and she recalls it at her pleasure."

**Proved Practical**  
"It seems at first impractical and ideal, but have proved not only satisfying to the conscience but practical and profitable as well, and a close observation will disclose the fact that business men generally are coming, more and more to a consideration of the Golden Rule as a guide to the conduct of every day affairs as well as in its Sunday observance.

"Considering the realtors as an organization, there is none in all our great nation, with a clearer conception of the spirit of that sentiment expressed by President Harding, when in contemplation of the vast problems of after the war business readjustment, he said, 'I would like to acclaim in America a new era of the Golden Rule and crown it with the autocracy of service.'

**Handley Welcomes Men.**  
Mayor Lawrence Handley said they were always welcome to the city of Richmond and to also come to the city building and inspect the work that is being done by the city administration. He also stated that the present city administration welcomes the co-operation and help of the citizens at any time.

Other speakers were: Paul A. Meredith, E. L. Cothrell, T. K. Carson, J. J. Schmid, Harry Templeton, and John Robbins of Indianapolis; V. C. Hastings, of South Bend; Roy Friedley, of Muncie, and Gus Hoelscher of Richmond. Charles D. Shideler, president of the local board presided over the meeting.

The meeting was declared a grand success and it is possible that more will be held in the near future. Approximately 60 men were present. No cogent reason has been assigned for the creation of another federal court in Indiana by supporters of the plan, J. J. Schmid of Indianapolis, ex-president of the Indianapolis Real Estate board, said in his talk before the real estate men.

"There is no need for another federal court," he said. "The plan is sponsored by politicians and lawyers in the northern part of the state who have the mistaken notion that Indianapolis attorneys are benefited by the presence of the court in that city. Judge Anderson is able to take care of all the cases that come to his court, and if another court is created he will not have enough work to keep him busy, I am reliably informed."

### Need Two Months to Find Strength of Yellow Pine

(By Associated Press)  
NEW YORK, Feb. 24.—Announcement was made today at the testing laboratories of the department of civil engineering at Columbia university, that it would be two months before experiments were completed to determine the strength of southern yellow pine and Douglas fir timbers available in commercial lumberyards in New York.

The tests are being made under the auspices of the superintendents of building in the city's five boroughs to establish equitable grading rules and working stresses for submission to the Board of Aldermen to be considered in connection with recommended revision of the sections of the building code governing timber construction. The New York Lumber trade association, Southern Pine association, West Coast Lumbermen's association and National Lumber Manufacturing association assisted in selection of specimens.

"Ladies and gentlemen, you will see something fine when Willie Jones eats a whole great big box of Kellogg's Corn Flakes because that's the only kind he'll eat a whole box of."



## It's a joyous treat to sit down to a bowl of Kellogg's Corn Flakes

You'll agree that you never ate such delicious, such satisfying cereal as Kellogg's Corn Flakes! Those big, sunny-brown "sweet-hearts-of-the-corn" are so fascinating in flavor and so crispy and crunchy that you don't wonder the children are thrilled to eat them!

Compare Kellogg's with imitations to realize their quality, their appetizing appeal, their wonder-crispness! Unlike imitations, Kellogg's are never tough or leathery or hard to eat! Each heaping spoonful of Kellogg's is even more joyous than the last—there is no end to the happiness that is yours eating Kellogg's Corn Flakes!

ASK FOR KELLOGG'S! Be sure that you get Kellogg's—the delicious Corn Flakes in the RED and GREEN package that bears the signature of W. K. Kellogg, the originator of Toasted Corn Flakes. NONE ARE GENUINE WITHOUT IT!



Also makers of KELLOGG'S KRUMBLEES and KELLOGG'S BRAN, cooked and krumbled

## Travelers Notes

By Post C. Scribe

Press Chairman Andrew Jackson, Post N. Marion, in speaking of W. D. Middleton for national director says: "He did not ask for this honor, it was thrust upon him, etc." If all the offices Brother Middleton holds and has held, were also thrust upon him, then he must be as full of perforations as a skimmer and not unlike that instrument for gathering T. P. A. cream.

**National T. A. P. Conventions.**  
1890, Denver, Colo.; 1891, Little Rock, Ark.; 1892, Old Point Comfort, Va.; 1893, Peoria, Ill.; 1894, Milwaukee, Wis.; 1895, San Antonio, Tex.; 1896, Terre Haute, Ind.; 1897, Nashville, Tenn.; 1898, Omaha, Neb.; 1899, Louisville, Ky.; 1900, New Orleans, La.; 1901, Old Point Comfort Va.; 1902, Portland, Ore.; 1903, Indianapolis, Ind.; 1904, Springfield, Ill.; 1905, Savannah, Ga.; 1906, Buffalo, N. Y.; 1907, Norfolk, Va.; 1908, Milwaukee, Wis.; 1909, Asheville, N. C.; 1910, Chattanooga, Tenn.; 1911, Philadelphia, Pa.; 1912, Richmond, Va.; 1913, Houston, Tex.; 1914, Peoria, Ill.; 1915, Omaha, Neb.; 1916, Lafayette, Ind.; 1917, Savannah, Ga.; 1918, St. Louis, Mo.; 1919, New Orleans, La.; 1920, Portland, Ore.; 1921, Louisville, Ky.; 1922, Atlantic City, N. J.

The following clipped from T. P. A. Post N. Marion Feb. 10 news letter. "A letter from the president and secretary of Post 'C' Richmond, announcing the withdrawal of the name of Brother Higley as a candidate for state president was read by our secretary at our last meeting. A lot of our members were sorry to hear this as Mr. Higley stands very high in the estimation of the members of Post 'N.' This will eliminate what we all looked forward to, a very nice friendly scrap for this office. This leaves Dan Dunn, of Post 'O' as the

## Suffers Relapse



Suffering from influenza at Boston, Irvin S. Cobb (above), the humorist, is reported in a serious condition.

only candidate. Brother Dunn will feel bad for Dan likes to scrap."

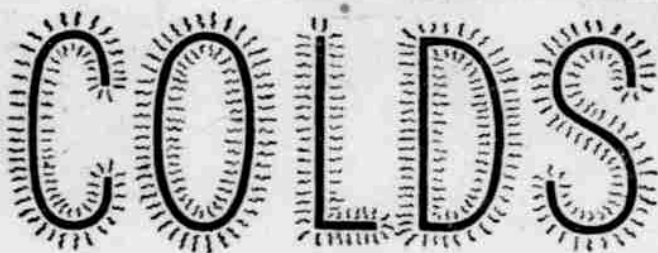
We are sorry for poor Dan. He certainly must feel "bad."

Post Q. New Albany, is planning to attend church Sunday evening, March 5. That is a step in the right direction, possibly in preparation for the next state convention.

The young people at Hartford, Conn. are said to be the first to have danced to wireless music, which in this instance was sent from Buffalo, N. Y. If the board walk and beach sights and sounds could all be similarly broadcasted from Atlantic City to the homes of our 1922 delegates, the looting of the Indiana T. P. A. state treasury would be prevented, and the real reason for attending the convention (according to some press chairmen) would still be satisfied.

George E. Wolf of the LaSalle hotel, Chicago writes entertainingly and authoritatively on the subject of sauer kraut in the February number of the T. P. A. magazine. If you haven't time to read all of it, turn to the top of column three, page five and read what sauer kraut will do to the cockles of your heart. Oh boy!

The little news which has leaked out of the nominating committees indi-



"Pape's Cold Compound" is Quickest Relief Known

Don't stay stuffed up! Quit blowing your nose! A dose of "Pape's Cold Compound" taken every two hours until three doses are taken usually breaks up a cold and ends all gripe misery. The first dose opens clogged-up nostrils and air passages of head; stops nose running; removes headache, quivering, feverishness, sneezing. "Pape's Cold Compound" is the quickest, surest relief known and costs only a few cents at drug stores. It acts without assistance. Tastes nice. Contains no quinine. Insist upon Pape's.—Advertisement.

## Friday Saturday Breakfast BACON 7 to 8 Pound SLAB, Per POUND 23 1/2c

FAMILY TIN BUTTER	25c	Indiana PORK & BEANS	10c
NUT CRACKERS	25c	FALL CREEK CORN,	20c
FRESH EGGS—dozen	28c	2 cans	20c
COUNTRY BUTTER—Per lb.	39c	STAMMERING TOMATOES, 2 cans.	28c
CHICKENS, on foot—per lb.	27c	LEAF LETTUCE, per lb.	30c
VAN CAMP MILK—tall cans	10c	LARGE FLORIDA ORANGES, sweet and juicy, per doz.	60c
NYKO MILK, tall cans, 3 for	25c	SMALL FLORIDA ORANGES, sweet and juicy, per doz.	40c
CLUBHOUSE ASPARAGUS, 1-lb. 14-oz can.	50c	FRESH PINEAPPLES, each	30c
PENNAY Brand MUSHROOMS, first choice (packed in France)	65c	RADISHES—per bunch	5c
BULK PLAIN OLIVES—per doz.	10c	TANGERINES—each	5c
Lippincott No. 4 PLAIN OLIVES, per bottle.	10c	GREEN PEPPERS—2 for	15c
SWEET PICKLES—2 doz.	35c	CABBAGE—per lb.	6c
DILL PICKLES—3 for	10c	ROMAN BEAUTY APPLES, per lb.	10c
SOUR PICKLES—3 for	10c	WINESAP APPLES—3 lbs.	20c
SWEET MIXED PICKLES, per dipper.	15c	BANANAS—per lb.	10c
KARO WHITE SYRUP, No. 10 can.	60c	STRAWBERRIES—per quart	65c
KARO WHITE SYRUP, No. 5 can	30c	LARGE BREAD (Farwig and New System)	10c
KARO WHITE SYRUP, No. 1 1/2 can.	12c	Pure COTTONSEED OIL, per gal.	\$1.50
KARO DARK SYRUP, No. 10 can.	45c	CRISCO—No. 3 can.	66c
KARO DARK SYRUP, No. 5 can	20c	CRISCO—No. 1 1/2 can.	33c
KARO DARK SYRUP, No. 1 1/2 can	8c	PALM OLIVE SOAP—6 bars	49c
FRANKLIN SYRUP, small cans, 2 for.	15c	KIRK'S STANDARD SOAP, 10 bars.	49c
Hawaiian PINEAPPLE, No. 1 can, sliced.	20c	P. and G. LUNA SOAP—12 bars	49c
Hawaiian PINEAPPLE, No. 2 can, sliced.	30c	LENOR SOAP—12 bars	49c
MONARCH PINEAPPLE, No. 3 can, sliced, heavy syrup, can	40c	WERK'S TAG SOAP—9 bars	49c
Armour's Rolled OATS, 2 for	25c	PUMIS CASTLE SOAP, 10 bars	49c
HOOD ROLLED OATS, 2 for	19c	STAR NAPTHA POWDER, large	25c
GRAPE FRUIT—6 for 25c, 4 for 25c, 3 for	25c	STAR NAPTHA POWDER, small	5c

Pure Cane Sugar... 5 lbs 33c

Phone 1587  
**Clover Leaf Grocery**  
603 Main Street We Deliver DAGGY BROS.

## Monroe School

Mr. Christman of the Allyn and Bacon company, visited Mr. Moses and the school Monday... Miss McDermott visited from Friday until Monday with friends in Oxford... Miss McDermott spent the week end with friends in Marion, Ind. Superintendent Moses and the board of education attended the eighth annual meeting of the boards of education of the county at Eaton Friday... Martha Blackford of the sixth grade is back in school after being absent on account of illness... Mildred Crane was absent from school Monday... Robert Esheiman is visiting friends in Malcom, Iowa, this week... Oliver Dally, who recently moved to West Manchester from New Paris, entered the freshman class at Monroe... The seniors held a business meeting at the home of Eugene Shewmon Tuesday evening... Loree Marshall spent Tuesday evening with Dorothy Flaig... Katherine Sullivan has been absent several weeks on account of illness... There was no school here last Friday on account of a break in the heating system... Robert Furry spent Tuesday night with Eugene Shewmon... Misses Maudie Ashworth of Campbelltown and Lois Richards visited the high school Tuesday... Gertrude and Anna Sullivan are ill... Miss McDermott spent Monday evening with Johnnie Black, one of her pupils... Fay Rule spent Tuesday night with her uncle, Thomas Rule, at Eldorado... Elsie Parks has been absent for several days on account of illness.

New members should bear in mind that the post wants your photograph for the club rooms. It costs the member no money and only a little time to give Mr. Bundy a sitting. Doll up and do it now.

Memorial services have been postponed until some Sunday in April. The speaker of the day, ex-Senator Albert J. Beverage cannot give us an earlier date.

There was a young lady of Skye,  
With a shape like a capital I;  
She said, "It's too bad!  
But then I can pad,"  
Which shows you that figures can lie.  
—Pathfinder.

A Mexican woman, in order to lay claim to beauty, must possess a low, narrow forehead.

## Everyday Ad-Ventures

When you've been keeping your eyes open for a more attractive apartment—at a more attractive rent—than the one you've been living in for the past year—

But after looking over all the places that you happen to see decorated with "Apartments For Rent" signs, you decide that they're all in exactly the same class with your own—not quite roomy enough and just a little too expensive—

And so you content yourself with talking a great deal about moving this spring and asking your friends to be sure to let you know if anything "opens up" in any of their neighborhoods, and you hope and wait and hope and wait—and then you just wait—

Until the day you happen to notice something about "Apartments and Flats" in the Palladium's Classified Section—

And That Changes Everything! Because you find more ads about more attractive-sounding apartments than you thought could possibly exist in town, and you go to look at the ones that sound nearest to what you want and talk terms and find that THEY'RE what you've been looking for too—and you're all set to move on the first of the month!

(Copyright 1922)

This is the Store for Men and Boys  
**LOEHR & KLUTE**  
725 Main St.

## Bracelet Watches

See Our Special at \$18.50

O. E. Dickinson  
523 Main St.

GIVES HARDING CANE FROM OLD QUAKER STATE CAPITOL  
WASHINGTON, Feb. 24.—Garrett Sutton Wall of Harrisburg, Pa., called at the White House yesterday and presented to President Harding a cane made from mahogany taken from the old Pennsylvania state capitol. The cane was silver mounted and was a personal gift from Mr. Wall to the president.

**Molly-O**  
IS COMING TO TOWN

## Saturday Specials



Large Square Aluminum ROASTERS Very special at 79c

CLOTHES HAMPER Large size, very special at only—\$1.19

CLOTHES BASKETS Extra fine quality Clothes Baskets, very special at 79c

See these articles on display in our windows.

If you cannot find time to come to the store, call Phone 4011 and we will gladly deliver any of the above articles without extra charge.

**WEISS**  
Furniture Store  
505-513 Main St.

## HIRSCH'S

SHOP THE MODERN WAY

In a Modern Store  
15-17 North Ninth Street

## Dresses

Never have you had the opportunity to buy such beautiful Dresses at such low prices. Taffetas, Crepes, Poplins—

\$14.50 up

## Coats

Sport Coats, Long Coats, Box Coats, Mannish Coats; all materials and a large stock to select from. Priced very low

\$10.98 up

## Suits

Tweeds, Serges, Tricotines, Jerseys, all the wanted styles for Spring wear. The prices are low—

\$17.50 up

## Children's Coats

Pretty little Coats and Capes, just like mother wears—

\$6.50 to \$12.50

## MEN!

Styles this Spring are fine and prices are much lower than you expected—

Popular Tweeds, belted backs, sport models \$32.50

\$22.50 to \$35.00