of 5 to 1 and 6 to 5.

Manager Killefer of Los Angeles and Second Baseman Brazill Exchange Blows.

the afternoon game it was all one way. The scores: Pacific Coast League Standings. W. 1. Pet. W. L. Pet. 65 39 625 Salt Lake 50 52 490 63 40 612 Scattle 46 57 447 55 52 514 Portland 45 59 422 52 54 491 Sacto 42 63 400

Yesterday's Results.

LOS ANGELES, Cal., July 16 .- Los Angeles won the double-header with Portland here today, taking the San Francisco....3 1 0 2 1 0 0 0 0 0 3 Fortland here today, taking the first game 5 to 1 and the second, a 12-inning battie, 6 to 5. The Angels took the series, eight to none.

The Angels clinched the first game in the fourth inning, when they made two runs on a double, a single and a triple. Dumovich's also were factors in this victory.

In the second game Portland was leading Los Angeles, 5 to 2, at the end of the eighth inning. Los Angeles rallied in the ninth and tied the score. In the twelfth inning. Second game:

leading Los Angeles, 5 to 2, at the end of the eighth inning. Los An-geles rallied in the ninth and tied the score. In the twelfth inning the Angels made the winning run when Carroll singled, McAuley sacrificed and Deal singled, scoring A fist fight between Manager Kil-

lefer of Les Angeles and Second-Baseman Brazill of Portland enlivened the eleventh inning. Killifer trying to steal home, was at first declared safe by Umpire McGrew. The Portland players, protesting, advanced threateningly toward the umpire, who reversed himself. Killifer and Brazill exchanged blows Several groups of fans, rushing ento the field, followed suit, the police restored quiet and the game pro-ceeded. Scores:

B H O A Los Angeles

B H O A Carroll. 4 2 1 0

3 2 2 2 McAuleys 4 2 2 3

4 0 0 0 Desil 3 4 2 2 0

4 0 2 0 Grisgs I 4 1 7 3

4 2 5 1 Twombly, 7 3 1 4

4 1 3 1 Lin'more, 2 3 1 3 1

4 0 5 2 Baidwin, 4 2 6

3 0 2 2 Dubvich, p 3 1 1 Los Angeles Totals 34 8 24 11 Totals 33 14 27 12 ..... 0 0 1 0 0 0 0 0 0 0 0 0 0 1 Vernon and Sait Lake broke even in

Errors, McCann 2, Cox, Poole, King, dictabe. Runs responsible for, Dumo-tich 1, Leverenz 3. Struck out, Dumo-tich 2, Leverenz 5. Bases on balla, Leverenz 2. Bases on balla, Leverenz 2. Stolen bases, McCabe, Lindinger. Three-base hit, Baldwin. Two-wase hits, McCann, Brazill, Gressett, Friegs, Sacrifice hit, McCann, Double lays, Brazill to McCann to Poole; Sartent to Brazill, Leverenz to Sargent, cent to Grazill, Leverenz to Sargent, cent to Grazilla to Graz

Totals, 4010x3418 Totals, 4714 36 23 Los Angeles. 0 0 0 2 0 0 0 0 3 0 0 1—6.

Errors, McCann, Sargent, Carrell 2
Deal, Lyons, Inainss pitched, Lyons
5 1-3, Thomas 2 2-3, Houck 9 plus, Middieton 1, Crumpler none, Credit victory
to McQuaid, charge defeat to Sutherland,
At bat, off Lyons 18, Thomas 13, Houck
37, Middleton 4 Crumpler 2, Hits batted, off Lyons 6, Thomas 18, Houck 5,
Middleton 1, Crumpler 2, Runs scored,
off Lyons 2, Thomas 3, Houck 5, Runs
responsible for Houck 2, Lyons 2, Sutherland 1, Struck out, Lyons 1, Thomas
1, McQuaid 1, Sutherland, Bases on
balls, off Lyons 2, Thomas 1, Two-base
hits, Elliott, Deal, Poole, Sacrifice hits,
McCann, Elliott, High, Brazill, McAuley,
Runs batted in, McCabe 2, Poole 1, Enliott 2, Deal 1, Caught stealing, McCarroll 2, Deal 1, Caught stealing, McCannie, Deuble plays, McCann to Poole Time,
2 hours 20 minutes. Umpires, McGrew
and Reardon.

OAKS TAKE DOUBLE-HEADER

Sacramento, However, Wins Se-

ries, Five Games to Two. SACRAMENTO, Cal., July 16 .-- Oakland came with a rush for the Oakland came with a rush for the final day's performance of the series with the Senators, taking both ends of a two-ply encounter—the morning game at Stockton by figures of 6 to 4 and the afternoon game at the Moreing lot by a score of 9 to 3. Bunched hits and bits of weird playing in the sixth period gave the visitors the morning combat. A heavy bombardment loveled at "Snees" in the fifth put the aftiat "Specs" in the fifth put the aft-ernoon game on ice for the Howard men. Canfield, who relieved him, fared but little better, "Buzz" Arlett allowed but one hit up to the seventh. From here he eased up and the soions staged a futile rally ninth, sending a trio of markers across the plate.

ento took the series, five games to two. The scores: Morning game: Oakland-Sacramento-A 0 Schang 3... 0 Moliwitz 1. 0 Schlinkle, m 0 Ryan, r... 2 So'han 2-1. 2 F gerald 1...

SEALS TWICE BEAT SEATTLE

First Place in League.

Francisco won the morning game

9 to 3, and the afternoon game to 0. Seattle knocked Mitchell out

the morning game. Geary replaced Mitchell and held Seattle to one

Totale. .33 6 24 9 Totals. . . 30 8 27 15

Error, Custo. Runs responsible for, Gardner 5, Alten. Struck out, by Gard-ner 2, Alten 5. Bases on balls, off Gard-ner 4, Alten 2. Wild pitches, Gardner. Stolen bases, Valla, R. Miller, Kelly, Two-base hita Kelly, O'Connell, Eldred, Sacrifices, Valla, Agnew. Runs batted in, Valla, Ellison, O'Connell 2, Kelly. Caught stealing, Rhyne.

VERNON AND BEES DIVIDE

Salt Lake Wins First, 13 to 4

and Loses Second, 26 to 11.

SALT LAKE CITY, Utah., July 16

a ten-game series, each winning

Lockert .. 1 1 0 0)

ond game:

Vernon

Salt Lake—BH 4 2

hit for the next six innings.

Morning game: Seattle

SAN FRANCISCO, July 16 .- The Seals tightened their grip on first place in the Coast reague today

Beavers Defeated by Scores San Francisco Tightens Grip on Red Faber Holds Opponents to Three Hits.

double-header from Seattle. San YANKEE LINEUP SHIFTED

of the box in the third inning of White Sox Hit Bush Opportunely and Annex Second Straight Game of Series.

> NEW YORK, July 16 .- A shift in the Yankee lineup failed to check the team's losing streak today, Red Faber holding the New Yorkers to three hits while the White Sox hit Bush opportunely and won their

Totals 33 7 27 10 Totals. 30 3 27 10 \*Batted for Bush in eighth. 

BROOKLYN BEATS PITTSBURG

Grimes Pitches Great Ball in

BROOKLYN, July 16 .- Myers double in the seventh and his triple in the eighth with the bases full were the main features in the 6-to-2 victory scored by Brooklyn over Pittsburg today. Grimes pitched great ball in the pinches, no less than 13 Pirates being left on bases.

Pittsburg

Totals 37 9 24 11 Totals, 33 12 27 13 \*Batted for Miller in ninth. 

ture of the week was the batting of Ham Hyatt, who is credited with being directly or indirectly respon-sible for every one of the five Tiger victories. Score: ST. LOUIS IS VICTOR, 2 TO 0

> Davis Holds Washington to Five Scattered Hits.

WASHINGTON, D. C., July 16 .-Davis held Washington to five scat-tered hits today, St. Louis winning the second game of the series two

Hawks\*. 1 1 0 0 | Cookerf . 1 1 0 0 | St. Louis— B.H. O. A. | Washington— St. Louis— B.H. O. A. | St. Totals. .34 9 27 10 Totals. .30 5 27 21

St. Louis ...... 0 0 2 0 0 0 0 0 0 0 0 0 0 Washington ...... 0 0 0 0 0 0 0 0 0 0 0 Errors, Gerber, Peckinpaugh, Two-base hits, McManus, Savereld, Stolen bases, Sisler 2. Sacrifice hits, Sisler, Bush, Double plays, Gerber to McManus to Sisler, Davis to Sisler to Severeld, Bases on balls, off Johnson 3, Davis 3. Struck out, by Davis 5.

# 

Sch'derr. 2 1 1 0 Lewis. Lp. 3 1 0 Bodie. 7 1 1 0 Schick.c. 4 2 6 0 Bodie. 7 1 1 1 0 OSchick.c. 4 2 1 1 PLAY RUN OFF BEATER. Hyatt. 1 5 3 12 1 Jenkins. 2 0 2 2 French. 5 3 12 1 Jenkins. 2 0 2 2 French. 7 5 1 4 Kailio. p. 1 0 0 2 French. 7 5 1 4 Kailio. p. 1 0 0 0 Dell. 2 5 3 4 6 Henke. 1 1 0 0 0 Dell. 2 3 2 1 1 Thurston. p 0 0 0 0 0 Dell. 3 2 1 1 Thurston. 1 0 0 0 All Except Men's Doubles and Lazzerit. 1 1 0 0 All Except Men's Doubles and Day of Contest.

Totals 55 27 27 14 Totals, 37 14 27 11 \*Batted for Hawks in sixth. 1Batted for High in sixth. 1Batted for Kalile in fifth. 

however, marred the final day's play. By some chance the men's 6 TENNIS PLAYERS "SEEDED" finals and the women's finals were scheduled for the same time. Al-Longwood Challenge Tourney Is finals drew large galleries, Saturday it drew only a small attendance because of the men's play.

improve more than it has in the past year to be a match for such stars as Bill Ingraham of Rhode Island, 1921 champion, and Griffin, There are several high school girls, among them Jane Cochran, Dorothy Ettinger and Betty Hatch, who may develop in time, but at present it looks as if Miss Mac-Donald will win another champion

Donald will win another championship next year if she decides to come here again.

The tournament, which was in Slackening in Industry Is charge of Dr. E. P. Steinmetz, chair-man; Walter A. Goss, Mrs. Rogers MacVeagh and Mrs. W. I. Northup, Only Seasonal. was run off with few defaults and no hitches in the schedule.

LEAGUE RETAINED.

Standard Oil Defeats Portland Woolen Mills, 12 to 3; Crown-

Willamette Trims Fulops.

Camas, by its victory over Hills-boro, 10 to 3, yesterday at Camas, retained its grip on first place in the Willamette Valley league. Only Lumbermen's association issued last one run was made off Blair of week showed that there had been a

Helmcke; Heussing, Turk and

Standard Oil defeated Portland

Schroeder and Gaylord. While Hillsboro was losing to Camas, Crown-Willamette was beat-ing Fulops, 5 to 3, at West Linn thereby breaking the tie for third place with Hillsboro. Webb pitche his first game for Fulops and go away in good shape. Pitcher Stone of the winners not only pitched well, but also made a home run

Score: R. Crown-Willamette ..... 5 

DICK CONLEY, M. H. BUTLER JACK HERMAN LEAD.

Ex-Member of Seattle Club Take Accuracy Events With High Scores for Both.

Dick Conley, M. H. (Mike) Butler and Jack Herman carried off all the conors in the first regular Sunday yesterday at the Sellwood pool. Conley, formerly with the Seattle Fly and Bait Casting club but now a ember of the Multnomah Anglers ub, won both accuracy events with

fine scores.

Jack Herman's average of 114 feet in the distance fly means he will be hard to beat this year. Butler scored an average of 109 feet 4 inches in the same event. A big delegation of the Multnomah Anglers club plans to participate in the wearn association tournament the wearn association tournament. 20. Next Wednesday at 6:30 P. M. the club will hold another practice tournament at the Sellwood pool with the following programme: One-half ounce accuracy bait, one-half ounce distance bait and the accuracy fly.

Bush League Notes.

Woodmen of the World won-ouble-header from the Brotherhoo of Railway Clerks yesterday at Recreation park by scores of 5 to 2 and 7 to 6. Both teams are in the league. Heiman, pitcher in the first game for the Woodmen, fanned 14. Robbins of the same team was the batting star in the

O.-W.R.&N.12 9 5 Alberta..... 7 11 7 Batteries — Heim and Ohm; Hicks.

Weller and Bateman.

Golumbia Park lost to the Moose team of Portland, 5 to 6, yesterday at Crystal Lake park. Jones, the Moose pitcher, did not yield a hit and walked only one man. As his and fair prices for his produce. teammates gave him faultless sup-

MENACE CAMPS

FIRST PLACE IN WILLAMETTE Output for Second Half of Year Expected to Equal That of First Period.

> While orders for lumber are not as large or as plentiful as they were a month ago, there is nothing re-garding the industry that should give the operators cause for alarm The mid-season period is at hand and even the most optimistic have long held that during this season there would be slackening up of nev

The last report of the West Coast Camas, the seven innings he was on the mound. Goldman of Camas made a three-bagger, the longest hit of the day. Score:

R. H. E. parison with those of the week pre-

Fires Menace Camps.

to be a menace and several of the blg camps are down because their crews are needed to fight the flamer that are sweeping through the tim-Standard Oil defeated Portland Woolen Mills, 12 to 3, yesterday at ber. The acute situation that consellwood park. Bickey Williams of the oil men was the hitting star with a home run. Score:

R. H. E. Portland Woolens ... 3 4 3 fires comes. The farmer does not standard Oil ... 12 12 2 want rain now in harvesting time but the jumber men point out that Scheeden and Gorland. without rain a few days can witness the destruction of more timber than the entire crop of the northwest is worth.

Washington Loss Heavy. Oregon has suffered comparatively ittle loss in valuable timber as com-pared with Washington, where 150,-1000 acres of valuable second growth and virgin timber have been burned Losses in Idaho have been serious but the fires are now wel under control. Losses of camps, rail road equipment and logs already
 have totaled more than \$1,500,000. There are several reasons for the downward fluctuation of orders. For the past few months many of the big orders have come from the New England and Atlantic states. In those sections today the business disturbed by the strike of the textile workers and the coal strike. The coal strike is now entering its fourth month and efforts to bring about a settlement so far have been

unsuccessful. Oriental Buying Stopped. Japan and the orient have almost eased to buy and this naturally cuts big hole in the export trade. A

inquiries are arriving from Japan but they are not orders. Many are coming to the belief that Japan is in such a financial state that she annot purchase the lumber that was expected of her for this year. Others are of the opinion that orders are being held up until prices will suit the dealers. Labor prices have been advanced in Japan to some extent and this may have some effect on the normal purchasers of "squares" who depend upon coolle labor to do their sawing.

roads since the first of the year. Between January I and July 1 the at San grandisco August 18, 19 and, rallroads placed orders for 90,000 20. Next Wednesday at 6:30 P. M. the club will hold another practice of 1921 the orders totaled 28,358 cars. It is estimated by reliable authori ties that production for the last half of the current year will be nearly equal to that of the first half. There will undoubtedly be a falling off of

curacy fly.

The scores of yesterday's tournament follow:
One-half ounce accuracy balt: First, Dick Conley, 99.2; second, M. H. Butler, 199; third, Jack Herman, 99.1.

Five-eighths ounce accuracy plug: First, Dick Conley, 99.4; second, Jack Herman, 19.1.

Five and three-quarters ounce, distance fly: First, Jack Herman, 114 feet; second, M. H. Butler, 109 feet inches.

will undoubtedly be a falling off of orders after the fall buying but this is expected. This cannot have a great effect upon the mills for most of them now have orders enough on their books to keep them in operation steadily for three months.

The California lumber situation is not as encouraging as it might be tance fly: First, Jack Herman, 114 feet; second, M. H. Butler, 109 feet inches. from \$1 to \$1.50. There has been a great deal of dumping of lumber on the southern California market and the dealers have more lumber stock than they will be able to use for some time. As a result they can more or less dictate prices.

Output Well Maintained. Preduction has not been cut down during the past few weeks as much as might be expected. The forest fires have had the effect of closing down some mills because of an in-creasing log shortage, but the mills that are operating have put on extra

the agricultural districts this fall continue to grow brighter. Already buyers are making inquiries regarding the prices and are expecting to place orders when assured that the farmer will have substantial crops

Balefield and the second of th

### Two Sides of Turnover

The alert business man dealing with 'present-day conditions knows that the big word today is "Turnover." Whether he be a merchant, manufacturer, jobber, or banker, he sees that one thing with a clear vision unbiased by the limits of his own business. It is in the air, and on the tip of every tongue.

And yet many of them-entirely too many-are thinking on only one side of Turnover. They think of it as meaning rapid selling-putting money in and getting it out quickly and at a profit. They realize that they must put greatly increased efforts back of all their plans for selling and distribution.

The other half of Turnover is the consumer. All selling plans and efforts fail if the consumer doesn't want to buy. His desire for the product must be created. He must meet the seller half way. He must be in a mood to buy before the salesman meets him across the counter.

That is the function of Advertising -to create consumer demand and consumer perference. With this demand as a fact all selling plans have a chance to succeed. Without it task that belongs to advertissalesmanship to succeed without an existing demand is for salesmanship to assume the they fail. The only chance for ing-the task of creating demand.

If the present efforts that are being put into selling were amply supported by a corresponding effort to create consumer demand through Advertising, the business conditions of this country would be rapidly changed into an era of great prosperity-in spite of Old World conditions and everything else.

The proof of this is in the fact that right now, under these very conditions, the manufacturers who are putting proper emphasis on creating a demand for their product, as well as selling it, are doing a big business and are actually getting the high turnover that others are trying so strenuously to get through intensive selling.

(Published by The Morning Oregonian, in co-operation) with the American Association of Advertising Agencies)

John B. Wood is chairman. The Presbyterian church, 28 in all, un- will consist of John Crouch, Archie opening entertainment was a recital, der the leadership of R. A. Walmsby the Steelman-Marriner-Taylor trio. The night programme consisted of a prelude recital by the trio and character studies by A. Mather Hilburn, impersonator. The Chautauqua will continue six days, with afternoon and night programmes.

July 4.

They will leave tomorrow morning for their summer camp at Dash point near Tacoma. The boys have raised the \$400 required for their camp by their own efforts, giving a minstrel show and selling fireworks July 4.

KELSO, Wash., July 16.—(Special.)—The True Blue boys of the spector, T. W. Bishop. The council taurant. 273 Burnside.

afternoon and night programmes.

BOYS WILL GO TO CAMP

BOYS WILL GO TO CAMP

Kelso Youths Pick Officers for clerk of court, Clair Boncutter; head waiter, Clyde Dale; water commis-

Walmsley as advisor.

Civil War Veteran Dead.

Spokane, Portland & Seattle Railway Co. Oregon Electric Railway Co.

## SHOPMEN WANTED

At Portland, Or., and Vancouver, Wash.

FOR RAILROAD SERVICE AND AT WAGES AS FOLLOWS:

Sheet metal and other workers in this line ......70 cents per hour Freight car repairers............63 cents per hour Passenger car repairers......70 cents per hour Passenger car painters......70 cents per hour Helpers, all crafts......47 cents per hour 

These men are wanted to take the place of men who are striking against the decision of the United States Railroad Labor Board, and their status, and the FULL PROTECTION GUARANTEED, are explained by Mr. Ben W. Hooper, Chairman, in his statement of July 1:

Linemen ......\$181.60 per month

"Regardless of any question of the right of the men to strike, the men who take the strikers' places are merely accepting the wages and working conditions prescribed by a government tribunal and are performing a public service. They are not accepting the wages and working conditions which an employer is trying to impose. FOR THIS REASON PUBLIC SENTIMENT AND FULL GOVERNMENT POWER WILL PROTECT THE MEN WHO REMAIN IN THEIR POSITIONS AND THE NEW MEN

Apply to Room 808 Pittock Block, Portland, Oregon

WHO MAY COME IN."