

REALTY CONVENTION IS A HUGE SUCCESS; IDEAS EXCHANGED

Out of Town Guests and Local and Suburban Dealers Are Interested.

SPEAKERS ARE NAMED

Yesterday's Program Was Ended by a Smoker Which Proved Jolly Affair for the Members Present.

It is generally conceded that the first interstate convention of realty men for the Pacific northwest, which began yesterday in Portland and which will continue until tomorrow evening, is an unprecedented success. This is declared to hold good in the number of out of town visitors and in the total number of real estate men of Portland and suburbs who are in attendance.

At the close of the afternoon session 520 names were on the registration books in charge of G. F. Peck. Of this number 133 are from various points in Idaho, Oregon and Washington. A number of visitors from distant states who are interested in the activities of the convention have also registered.

Interest in the cup contest also aroused a great deal of enthusiasm. The silver cup to be awarded was exhibited from the chairman's desk and the particulars of the competition were announced by Paul Cowgill, secretary of the Portland board.

Conditions of Contest.
He stated that the cup will be awarded to the delegate who makes the best 5-minute speech on the advantages of the locality which he represents. The decision will be based on oratory and the facts stated, 40 per cent of the weight of the judgment being given to the oratorical presentation and 60 percent to the facts stated.

There are two features that will prove especially attractive in this event. One is the entry of Mrs. M. A. Johnson of Milwaukee. She is the only woman delegate who is formally registered. The other is the entry of Vernon W. Butler, the 3 year old son of C. M. Butler of Siler, Idaho. The son will speak for his home district and the father will set forth the natural advantages of the Lewiston country.

At the close of the afternoon session 25 committees announced representatives in the convention.

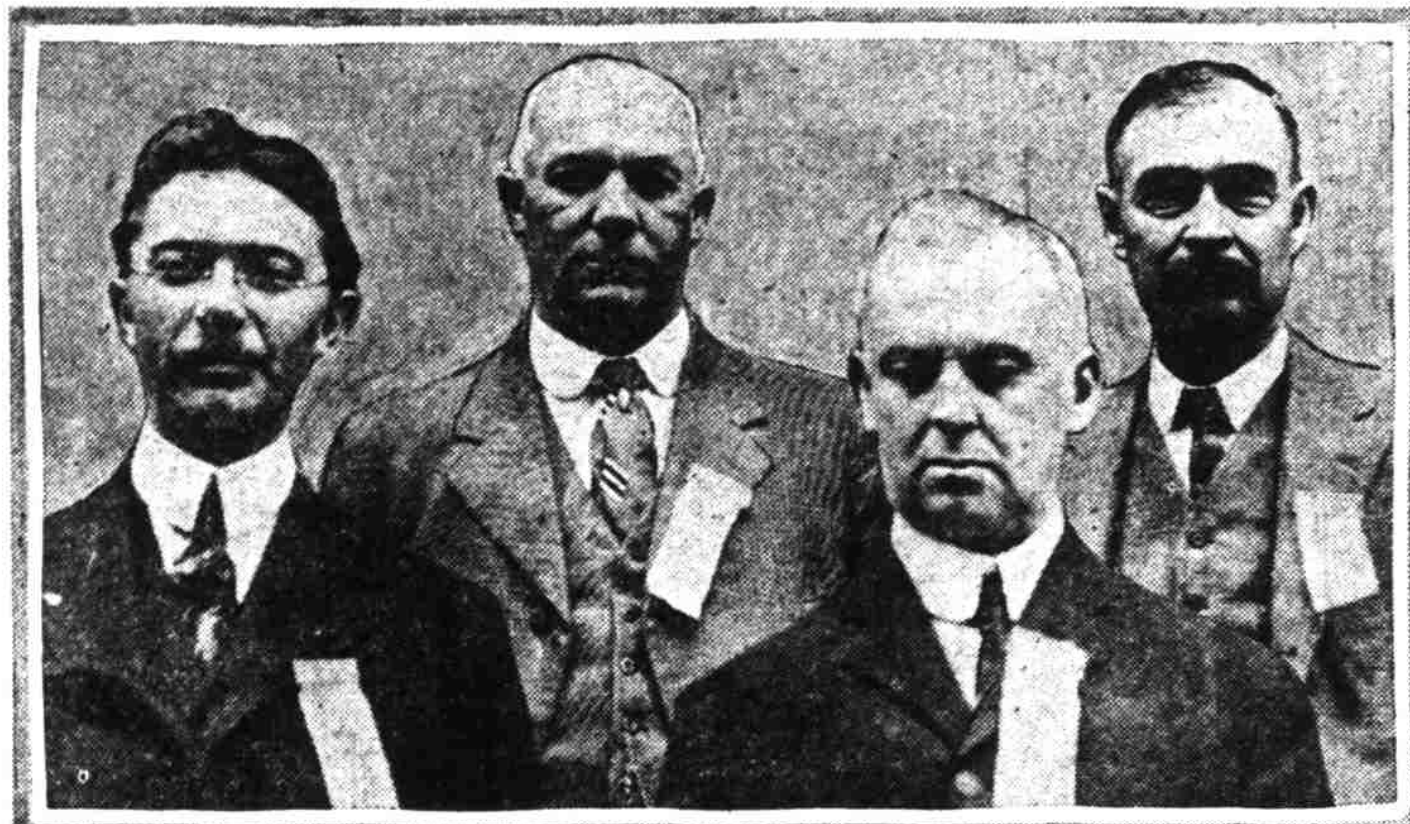
List of Speakers Entered.
They will include: T. W. Zimmerman, Beaverton; J. D. Lee, Northern Clackamas; Charles J. Bruschke, Coos Bay; P. H. Traill, Jerome, Idaho; W. A. Beck, Molalla; J. H. Scott, Salem; A. L. Robinson, Waverly, Wash.; W. H. White, Newberg; O. H. Scott, or E. J. Fraiser, Eugene; M. G. O'Malley, Butte, Mont.; John Brown, Gresham; M. Peterson, Grand Rapids, Ind.; C. M. Butler, Lewiston, Idaho; Vernon W. Butler, Siler, Idaho; O. Z. Skinner, Walla Walla, Wash.; Mrs. M. A. Johnson, Milwaukee; J. F. Batheider, Hood River; W. Scott, Coe, White Salmon; J. E. Callier, Montesano, Wash.; J. Jones, Aberdeen; Charles Kuhn, Hoquiam; J. F. Kosanke, American Falls, Idaho; W. R. Weisel, Kennewick, Wash.

A number of other communities are expected to take part but have not named their representatives.

F. N. Clark Makes Address.
Formal addresses during the afternoon were made by F. N. Clark, vice president of the National Association of Real Estate Exchanges. He spoke to the subject of "Benefits to Be Derived From the Organization of Realty Associations." He stated that he would be at the call of the delegates at any time to organize exchanges in any part of the Pacific northwest.

Tom Ingersoll, secretary of the na-

NORTHWEST REALTY MEN ARE IN ATTENDANCE AT PORTLAND CONVENTION



Left to right—O. H. Skotheim, Eugene, W. A. Wessner, Medford; B. Van Duser, Astoria; E. T. Wade, of Pendleton.

Charles J. Bruschke, Marshfield, Or.; P. H. Traill, Jerome, Idaho; W. A. Beck, Molalla, Or.; H. S. Eddy, Sandy, Or.; M. Fitzmaurice, Tondron, Or.; H. B. Johnson, Riddlefield, Wash.; O. Z. Skinner, Walla Walla, Wash.; W. N. Matlock, Pendleton, Or.; F. E. Strong, The Dalles, Or.; Arthur F. Gier, Centralia, Wash.; A. L. Robinson, Waverly, Wash.; B. Fuchs, Mount Angel, Or.; Henry Ambler, Philomath, Or.; Joe A. Wiles, Forest Grove, Or.; A. C. Howland, Oregon City, Or.; John J. Cramer, Harrisburg, Or.; C. W. Nichols, Vancouver, Wash.; A. S. Pence, San Diego, Cal.; P. D. Reeder, Silver Lake, S. B. Tandy, Jefferson, Or.; W. S. Cady, Forest Grove, Or.; H. M. Dorman, Caldwell, Idaho; Andrew Koehner, Canby, Or.; W. J. R. Bruch, Forest Grove, Or.; S. O. Dillman, Oregon City, Or.; A. J. Krider, Gresham, Or.; J. C. Johnson, Milwaukie, Wash.; William S. Wood, Klamath Falls, Or.; H. P. Oliver, Newberg, Or.; Edwin Snow, Boise, Idaho; H. G. Whiteside, Eugene, Or.; E. L. Knickerbocker, Sheridan, Or.; E. Heltzman, Yacolt, Wash.; S. Shedd, G. A. Ingham, Fred W. Trengaskis, Vale, Or.; T. W. Zimmerman, Beaverton, Or.; Maggie A. Johnson, Milwaukee, Or.; C. E. Adams, Hood Beach, Wash.; J. F. Batheider, Hood River, Or.; M. G. O'Malley, Butte, Mont.; G. W. Hubbs, Silverton, Or.; F. Eastburn, Astoria, Or.; Albert Schooley, Chehalis, Wash.; C. H. Packman, Lake, Idaho; P. R. Clark, Ritzville, Wash.; F. W. Hild, Denver, Colo.; R. E. Bryant, Rochester, N. Y.; L. B. Yadin, Homedale, Idaho; W. R. Cooper, Cottage Grove, Or.; W. E. Wood, J. W. Zimmerman, Loyal, Wash.; D. S. Wall, George Melvin Miller, Eugene, M. Yalving, Wash.; W. E. White, Newberg, Or.; William Lamson, Ontario, Or.; C. Burleson, McMinnville, Or.; O. A. Eastman, Gresham, Or.; H. Van Dusen, Astoria, Or.; E. J. Fraiser, Eugene, Or.; Roy A. Allen, Aberdeen, Wash.; Curtis Friedlander, Aberdeen, Wash.; Scott Coo, White Salmon, Wash.; Thomas H. Greene, San Francisco, Cal.; W. P. Pitzer, Coeur d'Alene, Idaho; J. R. Keise, Milwaukie, Or.; J. K. Wright, La Grande, Or.; M. Peterson, Grand Ronde, Or.; W. E. Messner, Medford, Or.; O. B. Rippey, Dayton, Or.; J. Ball, Roseburg, Or.; W. R. Weisel, Kennewick, Wash.; Frank Dale, Aberdeen, Wash.; E. V. Landon, Aberdeen, Wash.; W. A. Beck, Molalla, Or.; Gerard Tounine, Aberdeen, Wash.; R. J. Puley, Aberdeen, Wash.; Charles E. Kuhn, Hoquiam, Wash.; J. E. Calder, Montesano, Wash.; Frank G. Jones, Aberdeen, Wash.; M. C. White, Middleton, Or.; K. S. Ward, Centralia, Wash.; J. R. Kosanke, American Falls, Idaho; Tom Ingersoll, U. S. A. Mrs. Anna Hanson, Oakland, Cal.; B. A. DeVaux, Vancouver, Wash.; J. K. Elwell, Vancouver, Wash.; Frank H. Reynolds, Rainier, Or.; Alfred Hirsch, Chicago, Ill.; R. H. Traill, Jerome, Idaho; J. E. Scott, Siler, Or.; Vernon W. Butler, Siler, Idaho; O. M. Butler, Siler, Idaho; Harry H. Hurst, Toledo, Wash.; E. W. Haines, Forest Grove, Wash.

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ditional association, followed him with a talk on the work and ideals of the national association.

A. G. Clark urged the delegates in their advertising to offer to sell land only for the purpose for which it was best adapted.

Chapman Discusses Publicity.

The subject of "Publicity," the relation of the real estate man to his local paper, the correspondent of the daily paper, and the metropolitan dailies and eastern magazines.

The day closed with a smoker, the arrangements for which were in the hands of a committee headed by Frank L. McGuire. It was held on the eighth floor of the Oregon building. The fun was good from start to finish. Singing, dancing, vaudeville stunts and smoking, with loganberry juice and sandwiches for refreshments, together with plenty of cigars, pipes and tobacco made up the program.

The following delegates have registered:

Frank S. Morris, Newberg, Or.; Charles M. Humphill, Flavel, Or.; E. E. Morgan, Yamhill, Or.; Owen Beam, Albany, Or.; E. B. Ryan, Salem, Or.; Aubrey M. Jackson, Canby, Or.; William A. Morana, Boring, Or.; W. Wesley Brock, Pullman, Wash.; R. M. Cramer, Klamath Falls, Or.; Frank A. Smith, Boise, Idaho; O. H. Skotheim, Eugene, Or.; E. V. D. Paul, Trout Lake, Wash.; H. A. Roberts, Calgary, Canada; William P. Bidman, Baker, Or.; John Brown, Gresham, Or.; Hilde Malloqueux, North Yakima, Wash.; W. E. White, Newberg, Or.; William Lamson, Ontario, Or.; C. Burleson, McMinnville, Or.; O. A. Eastman, Gresham, Or.; H. Van Dusen, Astoria, Or.; E. J. Fraiser, Eugene, Or.; Roy A. Allen, Aberdeen, Wash.; Curtis Friedlander, Aberdeen, Wash.; Scott Coo, White Salmon, Wash.; Thomas H. Greene, San Francisco, Cal.; W. P. Pitzer, Coeur d'Alene, Idaho; J. R. Keise, Milwaukie, Or.; J. K. Wright, La Grande, Or.; M. Peterson, Grand Ronde, Or.; W. E. Messner, Medford, Or.; O. B. Rippey, Dayton, Or.; J. Ball, Roseburg, Or.; W. R. Weisel, Kennewick, Wash.; Frank Dale, Aberdeen, Wash.; E. V. Landon, Aberdeen, Wash.; W. A. Beck, Molalla, Or.; Gerard Tounine, Aberdeen, Wash.; R. J. Puley, Aberdeen, Wash.; Charles E. Kuhn, Hoquiam, Wash.; J. E. Calder, Montesano, Wash.; Frank G. Jones, Aberdeen, Wash.; M. C. White, Middleton, Or.; K. S. Ward, Centralia, Wash.; J. R. Kosanke, American Falls, Idaho; Tom Ingersoll, U. S. A. Mrs. Anna Hanson, Oakland, Cal.; B. A. DeVaux, Vancouver, Wash.; J. K. Elwell, Vancouver, Wash.; Frank H. Reynolds, Rainier, Or.; Alfred Hirsch, Chicago, Ill.; R. H. Traill, Jerome, Idaho; J. E. Scott, Siler, Or.; Vernon W. Butler, Siler, Idaho; O. M. Butler, Siler, Idaho; Harry H. Hurst, Toledo, Wash.; E. W. Haines, Forest Grove, Wash.

REAL ESTATE LEADERS NOW ORGANIZED FOR MUTUAL BENEFITS

(Continued From Page One.)

correcting falsehood and error as to existing conditions and the restoration of the confidence of the public in the real estate profession.

The report, which was brief, follows: Whereas, The Pacific coast is soon to enter upon an era of unprecedented progress and prosperity in which the real estate profession has a right to share as well as a duty to contribute, and whereas, the profession of real estate men has many and serious problems to solve and the solution of which can best be accomplished through organization and united effort:

Coast Interest Uppermost.

Whereas, The Pacific coast has an honorable reputation to maintain and a serious mission of correcting falsehood and error as to existing conditions within our territory in order to make a convincing appeal on basis of strict truth and integrity to the thousands who will in future years find their homes among us.

Whereas, In the past practices have grown up here and elsewhere which undermine the confidence of the public in the real estate profession, realizing that such practices must be eliminated and the unworthy individual be exposed, expelled and punished when the public good demands such action:

Whereas, There is need for a real campaign of education both as regards the public in its relation and duties to the real estate man, and also on the part of the profession of brokers in their position of trust and responsibility to the public:

Numerous Questions Loom.

Whereas there are numerous economic questions and measures of great economic importance to the Pacific coast and in which the profession has the greatest interest, and as a consequence should act with definite aims, directed by central organization:

And whereas the time appears appropriate and advantageous to effect permanent organization:

Be it resolved,

That such organization now declare itself as being in favor of perfecting an organization of real estate boards or local organizations of real estate men throughout Oregon, southwestern and eastern Washington and Idaho.

That such organization be made along the lines of action and policy adopted by the National Association of Real Estate Exchanges, and contemplating affiliation with such national association.

Temporary Officers Named.
Following the reports of the committee, which was unanimously adopted on motion of Frank McGrath, F. E. Taylor was chosen temporary president and Paul Cowgill temporary secretary. The committee will submit its report late today.

President Taylor appointed the following committee on resolutions which will report tomorrow:

W. C. Beck, Molalla, chairman; E. B. MacNaughton, Portland; J. E. Carter, Montesano, Wash.; Edwin Snow, Boise, Idaho; H. G. Whiteside, Eugene, Or.

The regular program of the day includes addresses by Dean Vincent of Portland on "Real Estate Ethics," which was received with much applause during its reading.

J. J. Daly, president of the Title & Trust company, followed with a discussion of "Farm Land As An Investment." R. H. Strong made an address on "The Management of Estates."

At the close of the morning session the Centralia delegation announced that it, too, was seeking the honor of the next meeting place, and that thus far it had met with good success in its make convincing appeal on basis of strict truth and integrity to the thousands who will in future years find their homes among us.

The following telegram of congratulation was received from John J. Elliott, president of the Realty board of Seattle, and read to the delegates: "Seattle Real Estate association sends greetings to the real estate men assembled in Portland and congratulates Portland Realty board upon successful conference and the men through whose efforts and energy such conference was made possible. We know that much good will result and that in the years to come closer relationship will be evident because of such a gathering."

From T. Wrenate of Astoria the following telegram was received with an apology for not being able to be in Portland at this time: "That all the people of Oregon stand together and cooperate to establish new industries, regain our lost shipping business on the Columbia river, and with a depth of 49 feet on the bar at low tide, which we now have, and with terminal rates and the embargo at Astoria, we can double the population of Portland and the state of Oregon in the years of normal times."

The following out-of-town delegates registered this morning:

H. M. Martin, W. A. Borkar and W. H. Sykes of Roseburg, Or.; N. N. Blumensadt, Rainier, Or.; John Hay, Pasadena, Cal.; A. R. England and E. M. Hield, Hillsboro, Or.; A. W. Merrifield, Vancouver, Wash.; M. J. Lee, Canby, Or.; John H. Scott, Salem, Or.; F. W. Warren, Warrenton, Or.; E. H. Lee, Goldendale, Wash.; C. M. Good, Forest Grove, Or.; Roy I. Frederick, Mansfield, Wash.; William Kitchen, Corvallis, Or.; George Y. Moody, Washington, Wash.; R. B. McCully, E. J. Berger, Eugene, Or.; A. C. Everson, Tillamook, Or.

Land Measure Attacked.
The program for the latter part of the afternoon included an attack on the "Land and Loan" measure by A. L. Veazie. Among the other speakers were H. G. Beckwith on "Subdivisions," E. B. MacNaughton on "Appraisals," George B. Sellers on "Benefits of Arbitration," O. W. Taylor on "The Relation of Smaller Towns to Cities," and L. W. Cronan on "Listing Agreements and Commissions."

Tonight will occur the banquet and plates for 550 will be laid. The toastmaster will be Leo Friede. The speakers and their subjects will include: "Benefits of State Highways to Real Estate Men," by Frank Branch Riley, secretary-counsel Clackamas Title company, Portland, Or.

"What the Northwest Can Do to Help Herself Commercially," by Edgar H. Sensenich, cashier Northwestern National Bank, Portland, Or.

"Value and Necessity of Cooperation for Real Estate Men," by W. W. Cotton, counsel O-W. R. & N. company, Portland, Or.

"Opportunities of the Pacific Northwest," by Tom Richardson, former

manager of the Commercial club and Oregon Development company.

Theatre Is Visited.
The ladies of the party were taken to Pantanes theatre last night. Tonight they will be given a dinner at the Hazelwood at 6 o'clock to be followed by a theatre party at the Heilig theatre.

The program for tomorrow includes the final reports of committees, the five minute speech contest for the silver cup trophy, the election of officers and appointment of permanent committees.

The entertainment will end with the ride on the Columbia river highway to Multnomah Falls. L. W. Cronan and E. N. Wheeler, who are in charge of the event, have lined up 150 automobiles to accommodate the crowd.

Catholic Teachers' Institute Starts

State Superintendent of Schools, Churchill, Dr. DeBusk, John O'Hara and Archbishop Christie Speak.

The institute for the Catholic teachers of the western Oregon diocese, opened yesterday at Cathedral hall. Many men, prominent in school and religious circles will address the assemblage.

State Superintendent of Schools Churchill talked to the institute yesterday on "Rural Schools." He said that people would not stay on the farm until good rural schools were established.

"People will not keep their children in the country and rob them of an education when they can move to town and give them school benefits," said Mr. Churchill.

Other speakers were Dr. B. E. DeBusk and John O'Hara of the University of Oregon and Archbishop Christie. Dr. DeBusk talked on "The Backward Child" and Mr. O'Hara described the economic conditions that he says are responsible for the European war. Archbishop Christie addressed the institute on the importance of religious education and standardized schools.

Dr. Edward A. Pace, instructor of philosophy and psychology at the Catholic University of America, opened his series of religious and educational lectures at the institute this morning.

Hurt By Motorcycle.
C. O. Abbott, 1028 Mallory avenue, was struck by a motorcycle ridden by C. O. Stewart, 815 Amherst street, while crossing the intersection of Union avenue and Alberta street about 9 o'clock last night and was badly bruised.

The suits in this twice-a-year clearance sale not only reflect the fashion of the day, but the patterns and fabrics belong to the durable class.

Unfinished worsteds and serges.

Good shape holders and require less pressing than other fabrics.

Worth-while savings on every suit.

Also some rare bargains in all departments, including timely offerings in the boys' section.

OUR JULY SALE MIRRORS THE FASHIONS

It's a reflection on a man's judgment when he ignores an opportunity to save a dollar.—Silas Slocum.

The suits in this twice-a-year clearance sale not only reflect the fashion of the day, but the patterns and fabrics belong to the durable class.

Unfinished worsteds and serges.

Good shape holders and require less pressing than other fabrics.

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Lion Clothing Co.
Morrison at Fourth

Visit the Art Needle Section and see the Exhibition of Finished Pieces Entered in Our Great Contest

Hundreds of these handsome finished pieces are now arranged in the department on the Fifth Floor and in the Windows.

Prizes have been allotted to the most successful contestants; the judges being Miss Florence Knowlton, Mrs. E. H. Sibbald, Mrs. Helen Harter and Miss Bertha Martin.

The public is cordially invited to view this exhibit the first of its kind ever held in Portland.

—Fifth Floor

Sipman Wolfe & Co.
Merchandise of Merit Only

Pictorial Review Patterns Sold Here Exclusively



Tomorrow—Over 500 Newest House Dresses At \$1.19—\$1.69—\$2.39

—Dozens of the newest models—dresses so beautifully made and of such splendid materials that they will do duty for afternoon wear as well as for morning.

—Made of gingham, lawn, percales in striped patterns, checks, plain colors and figured designs. Some with waists made with vestees of white lawn, others with collars of pique, or trimmings of pipings and fancy collars and cuffs. In every size from 18 to 46.

Crepe Aprons Special \$1.39—Apron Dresses 79c

—The aprons of crepe sell regularly to \$1.98. In Empire style, of white crepe in dotted, flowered and attractive border designs. Also double service crepe aprons in flowered designs.

—Those at 79c are of gingham or percale in slip-over-the-head styles, elastic waist style—and utility styles.

One garment from each group illustrated above.

20 Big Notion Sales For Wednesday

- | | |
|--|-----|
| 15c Dress Shields | 8c |
| 25c Elastic Sanitary Belts | 15c |
| 10c Pearl Buttons, all sizes, a dozen | 5c |
| 5c O. N. T. Spool Cotton, black and white, dozen | 55c |
| 10c Heminway Sp. Lk. Silk, dz. | 90c |
| 5c Basting Cotton, 500 yards, doz. 40c, each | 4c |
| 50c Sanitary Aprons | 23c |
| 10c White Twill Tape, all sizes, bolt | 5c |
| 5c Middy Laces, white and colors, 2 for | 5c |
| 15c India Tape, 6 bundles | 10c |
| 12c Safety Pin books, 24 pins assorted in book | 8c |
| 3c Colman Hook and Eyes, all sizes, a dozen | 1c |
| 25c Hose Supporters, odds and ends, pair | 10c |
| 25c English Bundle Tape, 12 assorted sizes | 15c |
| 10c Dress Snaps, all sizes, 3 cards for | 25c |
| 10c German Silver and Steel Thimbles | 5c |
| 5c Heavy Aluminum Thimbles | 2c |
| 5c Silk Hair Nets, 12 in pkg. | 15c |
| 10c Shell Hair Pins, 12 in a box for | 8c |
| 20c Box Dressmakers' Pins | 12c |
- First Floor

An Exceptional Clearance Of 45 of This Season's Newest SUITS

Selling From \$32.50 to \$42.50 —Of pongee, taffeta, gabardine and serge. In a broken line of sizes, but all sizes are represented in the assortment.

At the Exceptional Price \$20.00

No Exchanges, No Approvals, No Credits. —Third Floor

Beauty Parlors on the Mezzanine Floor

Sipman Wolfe & Co.
Merchandise of Merit Only

Modart Front Laced Corsets
The best front lace corset made, sold here exclusively. —4th Floor

Economy Basement Store

"WHERE YOU SPEND THE LEAST AND GET THE MOST FOR IT"

Live Wednesday Sales Condensed Into Few Words

Children's \$1.35 Sweaters 98c

—They're splendid even at \$1.35 —warm and fine, in navy, cardinal, cadet, rose, gray. Sizes 2 to 5 years.

Girls' \$2.00 Sweaters \$1.59

—For girls 6 to 12 years. Extra quality, in rose, cardinal, Copen, Oxford and navy.

Women's new V-cut elastic Summer Vests 18c
Women's white sheer gauze lisle Hose . . . 17c
50c to 65c Rompers, attractive styles . . . 39c
25c Children's Clothes Stretchers . . . 12c
85c Women's House Dresses, very special 69c
36-Inch Fine Curtain Scrims, yard . . . 14c
Full double-size Camping Blankets . . . \$1.59
To \$1.50 Untrim'd Hemp Hats, clean-up 48c
Odds and ends of Handkerchiefs, each . . . 3c
25c Quality 4-inch fancy Dresden Ribbon 15c

We KNOW You Cannot Buy These Items Anywhere at OUR PRICES

25c Imported Juvenile Suiting, Plain and Stripes 15c
25c Madras Shirts (Man's Shirt Requires 3 Yards) 18c
35c Heavy Terry Bath Towels 19x38, Absorbent, 25c

Extra Large Size Aprons 50c

—And you'll wonder how we can sell them for so little—plain and figured percales, light and dark colors—in styles that can be used for dresses.

New Shipment Boys' Wash Suits 50c

—The popular Middy and Billy Boy suits, in percale and linen, all newest colors and combinations. All sizes 3 to 7 years.

Just Half Price Girls' Gowns 50c

They Were \$1.00 —You never saw better gowns for \$1.00, either—crepes and muslins in prettily trimmed styles, sizes 12 to 14 years.

Special 25c Hot Lunch in Basement

Packard
and other prominent automobile engineers favor motor oils from Western crude.

Exposition juries at San Francisco and San Diego gave highest competitive awards to Zerolene—an oil from Western crude.

Zerolene is the best oil for your motor because scientifically refined from selected California crude—**asphalt-base.**

Government experts tell us that oils correctly refined from asphalt-base crude "distill without decomposition" do not break up and

lose their lubricating value under cylinder heat] and are "much better adapted to motor cylinders, as far as their carbon-forming proclivities are concerned, than are paraffine-base Pennsylvania oils"

When you empty the crankcase refill with Zerolene.