

Daily Democrat

Wm. H. HORNIBROOK
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BUSINESS MATTER.

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 Semi-Weekly
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 At end of year \$1.50
 Established in 1885.

THURSDAY, AUG. 2, 1917.

PLAYING THE EXPORT GAME

We're mastering the export game at last. We have always sold goods abroad with an awkwardness and inefficiency that irritated foreign purchasers, limited our markets and made our salesmen the laughing stock of the more expert British, German and French exporters. But since the war began, with its immense opening of opportunities, we have waked up.

We have taken foreign markets seriously. Bright young men have gone into the export business as a special profession, studying foreign languages, geography, politics, trade conditions and everything else important to know in order to deal with foreign peoples on equal terms. Our manufacturers always had the best goods in the world, but they had never known how to sell and deliver them. Now they know.

They have been notably successful in the difficult Latin-American markets. Our exports to Central and South America have increased accordingly, at a rate not explainable merely by abnormal wartime demands. Charles J. Pizar, former vice consul in Buenos Aires, pays this tribute to the men who are making these trade conquests:

"Our manufacturers are adapting their methods to South American requirements. They are more careful of their shipping methods. They are more particular about sending a shipment as the consignee wants it sent. There has been much improvement, too, in the type of men dealing with South American buyers. Our commercial men used to be commission men lacking in tact, with little inclination to conform American ways of doing business to those of South America, in order to promote trade along legitimate and permanent lines. In these days, however, the American commercial man is better fitted for the work he has to do."

"This goes a long way toward breaking down the barriers of suspicion. It helps to make our huge increase of Latin-American trade permanent, and it promotes amicable relations between the United States and Latin-America."

KAISER BILL—FIGHTER

Exchange
 Der Kaiser call der Crown Prince in Und say to him "Mein Son,"
 I tink ve go and lick der vorlt,
 Dot gils us lots of fun.
 Der Crown Prince says "Perhaps ve can't"

Der Kaiser schlapps der table,
 Und say, "If I would lick der vorlt,
 By Gott, mein sone, I'm able."
 "Der Frenchmen, vot is dem to us?
 I crush dem mit mein tumb,
 In yoost vun week in Paris streets,
 You hear mein Dutchers' drum."
 "In spite of treaties I vill show
 Der Belgians who I am;
 I'm yoost like Teddy Roosevelt, kic,
 "I come right back from Paris quick
 Und tackle him der czar;
 I bet he says tam suddenly,
 "Vot fighting men you are."
 "Und little George of England, too,
 I turn him on mein knee,
 Und spank him till he cries out loud:
 "Ach, Kaiser, pardon me."
 "I take from him his fighting ships
 Und turn dem into yunk;
 I make him dip his flags to mein,
 Ven all his ships is sunk."
 "Und if der Yankees give sass,
 I go right over dere,
 Und tear der tam country up—
 I vill, mein Gott, I swear."
 "Der yellow Japs, dat talk so big—
 I gife dose fellows hell;
 I make dem tink der planet Mars
 On top of dem is fell,
 "Vy you don't know me yet, mein boy
 You never seen me fight;
 But dat's de almighty ting,
 In which I take delight."

CITY NEWS

On Long Trip—

G. H. Hamm, a real estate agent, Cressard, North Dakota, arrived here yesterday after a long motor trip which carried him from his home in North Dakota through the Middle Western and southern states and will visit for a week or ten days at the home of his cousin, Geo. Richards. He is well impressed with this section of the Willamette Valley.

Attended Assembly Meeting—

Among the Albany people who are attending the Baptist Young People's assembly at Salem are the following: Rev. G. H. Young, pastor of the church here, and Mrs. Young. Among those who attended were Mrs. A. C. Baker, Miss Florence Kallston, Miss Clara McLain, Miss Irene Gilchrist and the Misses Mabel and Ruth Clausen.

Many Will Attend Lecture—

A large number of local business men are expected to attend the lecture at the library this evening under the auspices of the Retail Merchants Association and Commercial Club. W. H. Farley will lecture on the subject "Troubles of the Merchant and How to Stop Them."

MARKET REPORT

The prices given in the local quotations are those asked by the wholesaler for the retailer for fruit and vegetables. All other prices are those paid the producer. List corrected daily.

LOCAL

Wheat \$1.75
 Oats, new 60c
 Bran 35c
 Hay, cheat \$18.00
 Hay, vetch \$20.00
 Hay, Timothy \$20.00
 Clover \$16.00
 Flour, hard wheat \$12.00
 Sugar \$8.53
 Flour, valley \$10.40

Butter

Butterfat 42c-44c
 Creamery Butter 44c
 Country butter, trad. 32c-35c
 Eggs and Poultry
 Eggs, cash 33c
 Eggs, trade 34c
 Hens, per pound 11c-13c
 Roosters 7c
 Broilers 14c-15c
 Springs 14c
 Ducks 11c
 Ducklings 12c
 Geese 7c

Pork, Veal and Mutton

Hogs \$12.00-14.75
 Cows 41c-51c
 Steers 50c
 Veal 7c-8c
 Bulls 4c-5c
 Ewes 50c
 Lambs 91c-11c
 Yearling sheep 8c-9c

PORTLAND MARKET

Portland, July 30, 1917.
 Club, \$2.14
 Red Russian, \$2.14
 Bluestem, \$2.20
 Fortyfold, \$2.18
 Oats, white No. 1 feed, \$45
 Barley, feed \$42.50
 Potatoes, \$275
 Hogs, best live, \$15.30-15.50
 Prime steers, \$7.50-8.50
 Fancy cows, \$6.50-6.75
 Calves, \$7-9
 Sheep, valley yearlings, \$8-8.50
 Spring lambs, \$10.25-11.50
 Butter, city creamery, 43c
 Butterfat, 42c
 Eggs, selected ex. 34-1-2c
 Hens, 16c
 Broilers, 18-20c
 Wool, '16, valley cotswool, best 65c-68c

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Capital and surplus - \$90,000

J. W. Cusick & Co. Bankers

Albany, Oregon



SPEED IN BASEBALL.

What an Infield Double Play Means in Time and Action.

Making first base, though more dramatic to watch, is an uneventful expedition compared with the trip to second. It takes a fast man to negotiate the journey in 3.35 seconds. No thrown ball goes over 300 feet, and if a batted ball travels beyond the safe limits of a single throw it must be relayed by the fielders. While you are watching the outfielder scamper after the ball the relay line is being swiftly formed in the infield. There could be no such quick and accurate fielding of deep outfield hits if the outfielder taking the ball did not know that behind him was ranged his line of relays ready to take the ball the instant he could turn and throw it.

To make a double play in the infield the shortstop, for example, must field a ball that has been batted about 125 feet. He passes the ball from ten to twenty-five feet to the second baseman, who must then throw it ninety feet to first. All this while the batter is running ninety feet, a trick that, as we have seen, it takes a snappy runner to turn in 3.35 seconds. It's a close call and a case of utilizing the fraction of a second, but with sharp fielding the margin is all on the side of the fielders. The double play is the menace ever threatening the runner on first.

Eastburn Bros. THE GROCERS

Headquarters for berries and fruits of all kinds.

Royal Ann, Bing and Kentish Cherries are at their best, better secure what you need for canning at once, the price is right and may go higher.

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The Government needs Farmers as well as fighters. Two million three hundred acres of Oregon and California railroad company grant lands Title reverted in United States. To be opened for homesteads and sale. Containing some of the best land left in the United States. Large copy-righted map, showing land by sections and description of soil, climate, rainfall, elevations, temperature, etc., by counties. Postpaid One Dollar. Grant lands Locating Co., Box 610, Portland, Oregon. J-23-O-1



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IRON, IRON, IRON

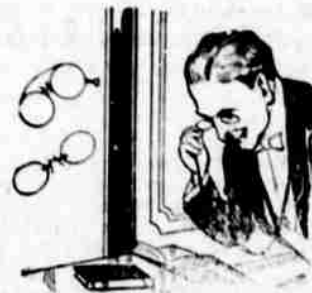
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H. F. MERRILL
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 Special attention given to care of property belonging to non-residents. Room No. 1, second floor, First Savings Bank building, Albany, Oregon.

FOR SALE

FOR SALE—One 2500 gallon tank, \$30.00; one Deering Binder truck, \$15.00; one No. 9 Birdsell Clover huller, almost new, \$95.00. C. R. Widmer, R. 4, Home phone 2538. A-1-14

FOR SALE—Good Jersey cow with 6-weeks-old heifer calf. J. H. Bickman, 138 W. First street. A-1-3*

FOR SALE—Or part exchange, 25 acres, improved, Ten-room house, well built, furnished. Also team, \$500. Mrs. W. J. Burden, Seio, Oregon. R. 2, Box 39. A-1-3*

FOR SALE—Improved stock farm, 865 acres Linn county, at \$18 per acre. Address Geo. W. Wright, lawyer, Albany, Oregon. J-28-A-4*

FOR SALE—6 good work horses and harness. Al Hannegan, care Pincus Hop Ranch, Home phone 6851. A-1-3*

FOR SALE—Two general stores, good location doing good business. Also ranches and city property. Call on or write R. A. Scott, Seio, Ore. J-14-A-14*

FOR SALE—One three-compartment Caloric Fireless Cooker, complete with aluminum utensils and cook book. 128 West Second St. Bell phone 443-J. J-28-A-4

FOR SALE—Fresh cows on easy terms. H. Bryant. D46f

FOR SALE OR EXCHANGE—A 10 million timber claim in Douglas county for city property or good farm land. Home 1143. H46f

FOR RENT

FOR RENT—Store building on First street, at low rental. Apply to eGo. Wright, lawyer, city. J-28-A-4*

FOR RENT—Warehouse 40x114 ft. Corner Ferry and Water streets. All railways and steamboat transportation. Fish & Hodges. J-21-f

WANTED.

HEMSTITCHING—10c a yard. Sue Breckenridge, 333 Second St. Bell Phone 452-R.

WORK WANTED—Will go out or take work home. Lace curtains a specialty. 25c per pair. Bell 596-J, or 323 E. 2nd. 446f

GIRL WANTED—For general housework. P. A. Young, 430 W. 6th street. A-1-3*

CHERRIES—Late Duke Cherries for sale. J. G. Gibson, Home phone 9054. J-31-A-7*

HELP WANTED—Female—An intelligent person may earn \$100 monthly corresponding for newspapers; \$40 to \$50 monthly in spare time; experience unnecessary; no canvassing; subjects suggested. Send for particulars. National Press Bureau, Room 4388, Buffalo, N. Y. M-21-N-21

WANTED—Woman wants washing to do at home. Will go away to work on Saturdays. For information call Home phone 1266. n131f

HELP WANTED—Male—An intelligent person may earn \$100 monthly corresponding for newspapers; \$40 to \$50 monthly in spare time; experience unnecessary; no canvassing; subjects suggested. Send for particulars. National Press Bureau, Room 4388, Buffalo, N. Y. M-21-N-21

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