

LITTLE TALKS

By THE WANT AD MAN

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No. 6

O H, yes, I'd like to sell that old piano. We haven't any use for it, and it does take up a lot of room."

"Well, there are lots of people who would be willing to buy it if they knew it was for sale. Why don't you write a little ad. and put it in the paper?"

"Me write an ad.? Why, I don't know how. I wouldn't know how to begin."

"The above conversation is purely and wholly imaginative. Yet I believe it has a counterpart in real life, right in this city, many times a year."

"I claim that the right sort of a Want Ad. will sell that old piano, or anything else that is salable. And the right sort of Want Ad. isn't at all hard to 'get up.' You say in print just about what you'd say to a prospective purchaser face to face. You might say it this way:

OUR OLD SQUARE PIANO TAKES UP room that we have other use for, so we'll sell it quite cheap. It's a Steinway in good order, with fine tone. Come, see it, and make an offer. Mrs. X., Advertiser office.

"Now, there isn't anything very wonderful about that ad., is there? No mystery, no clap-trap. Just a plain statement of what you have for sale, why and where."

"That is all there is to Want Ad. advertising—except that the ad. be inserted in a good newspaper. Then it is practically certain to get results."

The Want-Ad Man

LIVE STOCK AND PRODUCE MARKETS

LIVE STOCK

CHICAGO, Sept. 22.—Cattle—Receipts, 22,000; market steady to shade up. Steers, \$10.10 to \$12.25; Texas steers, \$7.50 to \$9.10; stockers and feeders, \$5.40 to \$8.10; cows and heifers, \$2.70 to \$8.75; calves, \$8.50 to \$11.75. Hogs—Receipts, 18,000; market steady. Heavy, \$7.50 to \$9.25; light, \$6.50 to \$8.25; mixed, \$7.50 to \$9.25. Sheep—Receipts, 23,000; market weak to shade up. Native, \$3.75 to \$4.80; western, \$2.90 to \$4.80; yearlings, \$4.85 to \$5.80; lambs, natives, \$5.80 to \$7.50; foreign, \$4.50 to \$6.50. Butter—Receipts, 1,400; sheep and lamb, 2,000; hogs, 1,100. Wet weather caused a dull trade, but prices of the best cattle had an upward tendency, while hogs were lower. Prime beefs, \$6.35 to \$9.50 per cwt; medium, \$4.10 to \$5.40 per lb; common, \$2.40 to \$4.50; butts, small, \$2.40 to \$3.40; calves, \$2.40 to \$3.40; sheep, about 4c; lambs, 6 1/2c to 6 3/4c; hogs, 19c.

DAIRY

LONDON, Ont., Sept. 20.—Offerings on the London Dairyman's Exchange today were: Avonbank, 325 colored, Sept. 1-18; West Nissouri, 150 colored, Sept. 1-15; 475 boxes offered; no sales; bidding from 13c to 13 1/2c. TORONTO, Sept. 20.—Eggs—Case lots of new-laid, 24c to 28c per dozen; fresh, 24c to 26c; seconds, 17c to 18c. BUTTER—Receipts, 21c to 22c; inferior, 18c to 20c; creamery, 26c to 27c for rolls, and 24c to 25c for solids. Cheese—New cheese is quoted at 14 1/2c to 14 3/4c for large and 15c for twins. WATERTOWN, N. Y., Sept. 20.—Cheese—Sales, 4,885 boxes at 15 1/2c to 16c; 330 on private terms. BELLEVILLE, Sept. 20.—Two thousand white cheese offered; 750 sold at 13 1/2c; 700 at 13-18c, 200 at 13; balance refused, 180.

HAY

TORONTO, Sept. 20.—Baled hay—The market is unchanged, with supplies only moderate. No. 1 hay is quoted at \$13.50, No. 2 at \$12.50, No. 3 at \$11.50, and mixed at \$11. Baled straw—\$8.50 to \$9.50, on track at Toronto.

BEANS

TORONTO, Sept. 20.—Beans—Hand-picked are quoted at \$2.25 to \$2.35 per bu; primes, \$1.75 to \$2.25.

HONEY

TORONTO, Sept. 20.—Honey—Extracted, in tins, quoted at 11c to 11 1/2c per lb for No. 1; combs, \$3.25 to \$3.25 per dozen for No. 1, and \$2.75 for No. 2.

POTATOES

TORONTO, Sept. 20.—Potatoes—The market is quiet; immediate delivery, 70c to 75c per bag, and future delivery, 55c per bag, on track.

SUGAR

TORONTO, Sept. 20.—Trade was quiet at unchanged prices. Sugars are quoted in Toronto, wholesale, as follows: Extra, 100-lb bags, \$4.60; No. 1, \$4.50; No. 2, \$4.40; No. 3, \$4.30; No. 4, \$4.20; No. 5, \$4.10; No. 6, \$4.00; No. 7, \$3.90; No. 8, \$3.80; No. 9, \$3.70; No. 10, \$3.60; No. 11, \$3.50; No. 12, \$3.40; No. 13, \$3.30; No. 14, \$3.20; No. 15, \$3.10; No. 16, \$3.00; No. 17, \$2.90; No. 18, \$2.80; No. 19, \$2.70; No. 20, \$2.60; No. 21, \$2.50; No. 22, \$2.40; No. 23, \$2.30; No. 24, \$2.20; No. 25, \$2.10; No. 26, \$2.00; No. 27, \$1.90; No. 28, \$1.80; No. 29, \$1.70; No. 30, \$1.60; No. 31, \$1.50; No. 32, \$1.40; No. 33, \$1.30; No. 34, \$1.20; No. 35, \$1.10; No. 36, \$1.00; No. 37, \$0.90; No. 38, \$0.80; No. 39, \$0.70; No. 40, \$0.60; No. 41, \$0.50; No. 42, \$0.40; No. 43, \$0.30; No. 44, \$0.20; No. 45, \$0.10; No. 46, \$0.00; No. 47, \$0.00; No. 48, \$0.00; No. 49, \$0.00; No. 50, \$0.00; No. 51, \$0.00; No. 52, \$0.00; No. 53, \$0.00; No. 54, \$0.00; No. 55, \$0.00; No. 56, \$0.00; No. 57, \$0.00; No. 58, \$0.00; 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No. 593, \$0.00; No. 594, \$0.00; No. 595, \$0.00; No. 596, \$0.00; No. 597, \$0.00; No. 598, \$0.00; No. 599, \$0.00; No. 600, \$0.00; No. 601, \$0.00; No. 602, \$0.00; No. 603, \$0.00; No. 604, \$0.00; No. 605, \$0.00; No. 606, \$0.00; No. 607, \$0.00; No. 608, \$0.00; No. 609, \$0.00; No. 610, \$0.00; No. 611, \$0.00; No. 612, \$0.00; No. 613, \$0.00; No. 614, \$0.00; No. 615, \$0.00; No. 616, \$0.00; No. 617, \$0.00; No. 618, \$0.00; No. 619, \$0.00; No. 620, \$0.00; No. 621, \$0.00; No. 622, \$0.00; No. 623, \$0.00; No. 624, \$0.00; No. 625, \$0.00; No. 626, \$0.00; No. 627, \$0.00; No. 628, \$0.00; No. 629, \$0.00; No. 630, \$0.00; No. 631, \$0.00; No. 632, \$0.00; No. 633, \$0.00; No. 634, \$0.00; No. 635, \$0.00; No. 636, \$0.00; No. 637, \$0.00; No. 638, \$0.00; No. 639, \$0.00; No. 640, \$0.00; No. 641, \$0.00; No. 642, \$0.00; No. 643, \$0.00; No. 644, \$0.00; No. 645, \$0.00; No. 646, \$0.00; No. 647, \$0.00; No. 648, \$0.00; No. 649, \$0.00; No. 650, \$0.00; No. 651, \$0.00; No. 652, \$0.00; No. 653, \$0.00; No. 654, \$0.00; No. 655, \$0.00; No. 656, \$0.00; No. 657, \$0.00; No. 658, \$0.00; No. 659, \$0.00; No. 660, \$0.00; No. 661, \$0.00; No. 662, \$0.00; No. 663, \$0.00; No. 664, \$0.00; No. 665, \$0.00; No. 666, \$0.00; No. 667, \$0.00; No. 668, \$0.00; No. 669, \$0.00; No. 670, \$0.00; No. 671, \$0.00; No. 672, \$0.00; No. 673, \$0.00; No. 674, \$0.00; No. 675, \$0.00; No. 676, \$0.00; No. 677, \$0.00; No. 678, \$0.00; No. 679, \$0.00; No. 680, \$0.00; No. 681, \$0.00; No. 682, \$0.00; No. 683, \$0.00; No. 684, \$0.00; No. 685, \$0.00; No. 686, \$0.00; No. 687, \$0.00; No. 688, \$0.00; No. 689, \$0.00; No. 690, \$0.00; No. 691, \$0.00; No. 692, \$0.00; No. 693, \$0.00; No. 694, \$0.00; No. 695, \$0.00; No. 696, \$0.00; No. 697, \$0.00; No. 698, \$0.00; No. 699, \$0.00; No. 700, \$0.00; No. 701, \$0.00; No. 702, \$0.00; No. 703, \$0.00; No. 704, \$0.00; No. 705, \$0.00; No. 706, \$0.00; No. 707, \$0.00; No. 708, \$0.00; No. 709, \$0.00; No. 710, \$0.00; No. 711, \$0.00; No. 712, \$0.00; No. 713, \$0.00; No. 714, \$0.00; No. 715, \$0.00; No. 716, \$0.00; No. 717, \$0.00; No. 718, \$0.00; No. 719, \$0.00; No. 720, \$0.00; No. 721, \$0.00; No. 722, \$0.00; No. 723, \$0.00; No. 724, \$0.00; No. 725, \$0.00; No. 726, \$0.00; No. 727, \$0.00; No. 728, \$0.00; No. 729, \$0.00; No. 730, \$0.00; No. 731, \$0.00; No. 732, \$0.00; No. 733, \$0.00; No. 734, \$0.00; No. 735, \$0.00; No. 736, \$0.00; No. 737, \$0.00; No. 738, \$0.00; No. 739, \$0.00; No. 740, \$0.00; No. 741, \$0.00; No. 742, \$0.00; No. 743, \$0.00; No. 744, \$0.00; No. 745, \$0.00; No. 746, \$0.00; No. 747, \$0.00; No. 748, \$0.00; No. 749, \$0.00; No. 750, \$0.00; No. 751, \$0.00; No. 752, \$0.00; No. 753, \$0.00; No. 754, \$0.00; No. 755, \$0.00; No. 756, \$0.00; No. 757, \$0.00; No. 758, \$0.00; No. 759, \$0.00; No. 760, \$0.00; No. 761, \$0.00; No. 762, \$0.00; No. 763, \$0.00; No. 764, \$0.