


## HANAN

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skin. Brown Kidskin, Black and Tan Norwegian Grain and in Combination Leathers, with welted
soles, Ieather Cuban heels and French heels. 1318 Chestnut Street

## S H O E S

## STEINWAY $\triangle$ PIANOS

## Value or Price?

Everybody who knows anything of music or the music trade, knows that Steinway musical quality and mechanical perfection, as well as full money value. With no hope of competition in these essential. of the best piano, and with intense competition in their own class, some pianoattaching to their product prices as hish or higher than Steinway prices. The object of this inflation is to attract the very few who always buy the highest-priced thing; to permit variable discounts neces. sary to the individual sale; to provide for big allowance on old pianos, and to who recommend the inferior pianos. Steinways are sold at one price.
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 Overcoats Reduced!When we say finest we mean Worombo and Germania Mon-tagnacs--the richest kind of Overcoats that would make ideal Christmas Gifts! As well as the best quality plaid back Ulsters in our stocks.

## At the head of the list are the superb Worombe Montagnar

 Reduced from $\$ 80$ to \$68Another group of Germania
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REDUCED FROM $\$ 60$ and $\$ 65$ to $\$ 48$ REDUCED FROM $\$ 50$ and $\$ 55$ to $\$ 38$ There are three other groups
of plaid back Overcoats and Overcoats in double heavy textures that would be mighty fine
$\$ 30 \& \$ 30$ Overcoats reduced to $\$ 24.50$ $\$ 35 \& \$ 10$ Overcoats reduced to $\$ 30.00$ $\$ 10 \& \$ 15$ Overcoats reduced to $\$ 35^{.00}$
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