

Our Cloak Department requires twice as many sales-people as are employed by any other house in this city.

KAUFMANN'S

Remember, unlike other houses, we never disappoint a customer, but invariably show every garment exactly as advertised.

LATEST STYLES SOLD FOR LESS THAN THE VALUE OF THE MATERIAL

When price and profit cease to be a matter of consideration, and the selling—the immediate selling of the goods is the sole aim and object, then is the accepted time to buy. This state of affairs now exists in our Cloak Parlors, which are crowded and jammed with thousands upon thousands of new and novel styles, comprising not only our regular stock, but an immense quantity of garments bought expressly for the opening of our new addition, which should have taken place on October 25. But our contractor has broken his agreement. Our additional new building is still far from being finished, and as a consequence we find ourselves with a stock entirely too large to be shown and displayed in our present department. Besides, many of the garments were made expressly for our November trade, and, if not sold during this month, will be almost dead capital to us. Under the circumstances we have cut down the prices deeply—many of the prettiest and finest styles being marked down to half original prices. Read carefully every word and offer in this announcement, and then come in and convince yourself.



AT \$3.75

Ladies' Black, Navy and Tan Box Coats, welt seams, notch collar, flap pockets; actual value \$6.50.

AT \$10

Ladies' Fine Black Diagonal Box Coats, 34 inches long, half satin lined; actual value, \$19.

AT \$20

Ladies' Extra Fine Tan, Navy and Black English Kersey Box Coats, fully lined with fine satin, 36 inches long; 2-inch strap seams; actual value \$35.



AT \$8.50

Ladies' Black, Navy and Tan Cheviot Russian Coats, edged all around with seal fur, 36 inches long; actual value \$14.

AT \$14.50

Ladies' Fine Scotch Mixed Russian Coats, Watteau back, belt to go either over or under Watteau, edged all around with Persian fur; actual value, \$25.

AT \$22

Ladies' Finest Kersey Russian Coats, trimmed with wide Hercules braid and edged with real martin fur, 40 inches long; actual value, \$40.



AT \$14.85 FINE QUALITY SEAL PLUSH REEFERS, Full Shawl Collar of Real Astrakhan or Canadian Seal, fur bead ornaments, lined throughout; actual value \$27.

AT \$10.00 CELEBRATED LESTER SEAL PLUSH JACKETS.

Plush lining; actual value \$17.

AT \$15.00 CELEBRATED WALKER SEAL PLUSH SACQUES.

Fine satin lined, seal ornaments, chamois pockets, length 40 inches; Actual value \$27.



AT \$9.50 CANADIAN SEAL CAPES, 18 inches long, good quality satin lining; Actual value \$15.

AT \$18 BEST QUALITY ELECTRIC SEAL CAPES, 20 inches long, finest lining and perfect finish; Actual value \$30.

AT \$38 GENUINE MINK CAPES, Of superior quality, dark color, full length, perfect fit, finish and make; actual value \$65.

AT \$22 REAL MONKEY FUR CAPES, With Seal Collar, very fine quality, full length; actual value \$37.



AT 49c

Ladies' Elegant Flannel Waists, in striped or mixed patterns, plaited front and back; actual value, 98c.

AT 98c

Ladies' Mixed Diagonal and French Cloth Waists, knife pleated front and back, newest patterns; actual value, \$1.50.

AT \$1.98

Ladies' Fine Cashmere Serge and French Flannel Waists, in all colors, jabot front; actual value, \$2.50.

AT \$5.98

Ladies' Rich and Exquisite Figured, Plaited and Changeable Silk Waists, all new colors, sizes 32 to 42; actual value, \$10.

FOR MISSES AND CHILDREN.

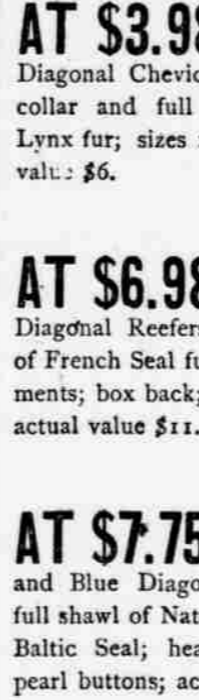


AT \$3.98 Misses' Reefer Jacket, with Watteau back, made of fine All-Wool Scotch Mixed Cloth; notch collar; sizes 12 to 18; actual value \$6.00.

AT \$2.98 Misses' elegant All-wool Diagonal Cheviot Reefers, in black, blue or tan; sizes 12 to 18; actual value \$5.

AT \$4.98 Misses' very fine Russian Jackets, made of All-Wool Scotch goods; full back; leather belt; 32 inches long; sizes 12 to 18; actual value \$8.

AT \$7.50 Misses' fine imported Blue, Black or Tan Beaver, Scotch Mixed or Cheviot Jackets; notch collar, pearl button; double Watteau pleat back; sizes 12 to 18; actual value \$14.



AT \$3.98 Misses' Tan, Blue and Black Diagonal Cheviot Reefers, notch collar and full shawl of French Lynx fur; sizes 14 to 18, actual value \$6.

AT \$6.98 Misses' All-Wool English Diagonal Reefers, with full shawl of French Seal fur and head ornaments; box back; sizes 14 to 16; actual value \$11.

AT \$7.75 Misses' very fine Tan, Black and Blue Diagonal Jackets, with full shawl of Natural Opossum or Baltic Seal; head ornaments or pearl buttons; actual value \$12.



AT \$2.49 Children's elegant Gretchen Coats, made of fancy Scotch mixed materials, with deep Military Cape; sizes 4 to 14; actual value \$5.

AT \$4.00 Children's and Misses' Gretchen Coats, made of fine tan or blue All-Wool Diagonal Cheviot or Scotch Mixed Cloth; deep Military Cape, full or divided; actual value \$7.

AT \$5.00 Children's very fine and handsome Gretchen Coats, made of Imported Plain Cloths or Fancy Scotch Mixtures, with Military Cape, Watteau back or Russian style; sizes 4 to 14; actual value \$9.



AT \$7.50 Children's fancy Imported Gretchen Coats, with divided high shoulder Cape and Watteau pleat in back; made of finest fancy mixed Cheviots; actual value \$13.

AT \$9.00 Children's extra fine Scotch Mixed Coats, with Grecian back and front; full sleeve; fancy braided cuff, belt and front; sizes 4 to 14; actual value \$14.

AT \$9.75 Misses' very fine fancy Mixed Newmarkets, made plain or with triple Military Cape; sizes 14 to 18; actual value \$15.



AT \$1.98 Children's Walking Coats of fine tan and gray eiderdown, neat cape, angora fur trimming to match; actual value, \$3.50.

AT \$3.39 Children's Magnificent Walking Coats, made of imported spotted camel's hair cloths with velvet collars and cuffs, trimmed with angora fur; sizes 2 to 6; actual value \$8.

AT \$5 Children's Imported, Striped or Figured Eiderdown or Scotch Plaid Walking Coats, trimmed with velvet or fur, in all colors; sizes 2 to 6; actual value \$8.



AT \$1.89 Children's Fine All-Wool Flannel Dresses, in tan, blue or cardinal, got up in fancy style, suspender or bodice effects, skirt and waist trimmed with Russian braid; sizes 4 to 14; actual value, \$4.

AT \$4 Children's Fashionable Dresses, made of fine cashmeres, serges, Scotch mixtures and ladies' cloth, trimmed with velvet, ribbon, silk or braid; sizes 4 to 14 actual value, \$7.

AT \$9.50 Misses' two-piece Russian Suits, in very fine brown or blue materials, trimmed with genuine French Lynx fur and silk braid, full sleeves, lined throughout; sizes 14 to 18; actual value, \$15.

Grand Millinery Reduction Sale.

All our exquisite Parisian Pattern Hats (the finest ever shown in Pittsburgh) will go for about half price.

\$20 Pattern Hats for \$10.
\$25 Pattern Hats for \$12.50.
\$30 Pattern Hats for \$15.

Our own trimmed hats, which, in point of general art and taste, rank foremost in Pittsburgh, will go at wondrously low prices.

\$3.95 for your choice from 150 beautifully trimmed hats worth \$7.

\$4.95 for your choice from 200 very handsomely trimmed hats worth \$8.75.

1,500 trimmed Sailor Hats at 75c.
1,000 trimmed Alpine Hats at 75c.



Children's Trimmed Hats at prices which scarcely pay for the bare hat. Here are a few samples:

\$1.95 for Children's beautifully trimmed Hats; reduced from \$4.

\$2.95 for Children's richly-trimmed Hats; reduced from \$5.50.

UNTRIMMED HATS.

The prices of these have suffered with the rest—50c on the dollar being the rule all the way through.

\$3 ones reduced to \$1.50.
\$2.50 ones reduced to \$1.25
\$2 ones reduced to \$1.
\$1.50 ones reduced to 75c.
\$1 ones reduced to 50c.

AT \$1.98:

Ladies' pretty and stylish Box Plaited Suits; actual value \$4.

AT \$3.98:

Ladies' Tailor-Made Black and Navy Camel's Hair Suits, with bell skirt and tight-fitting waist; actual value \$7.

AT \$9.50:

Ladies' Navy Broadcloth Russian style Suits, trimmed all around waist and skirt with wide Hercules braid; actual value \$17.00.

AT \$14.75:

Ladies' Extra Fine Tailor-Made Suits, fur-trimmed Suits, silk-front Suits, Eton effect Suits, etc.; actual value from \$25 to \$30 per Suit.



AT \$5.00:

Ladies' Fine Cloth Capes, fully 42 inches long, rolling collar, Watteau back; actual value \$10.

AT \$6.00

Ladies' Very Fine Cloth Capes; 42 inches long; full embroidered around neck, in front and down the Watteau back; actual value \$11.

AT \$10.00

Ladies' Extra Fine Diagonal or Cheviot Cloth Capes; plain or embroidered, with Ribbon, Braid or Cord Trimming; light or heavy-weight materials; 6 styles to choose from; actual value \$18.



AT \$4.75

Ladies' elegant Watteau Coats, with strap; Reefer front and notch collar; made of fine Scotch mixtures; actual value \$8.50.

AT \$10

Ladies' very fine and fashionable Watteau Coats, strap across Watteau back; full Bishop sleeve; 34 inches long; made of black, navy or tan Whipcords; actual value \$18.

AT \$18

Ladies' finest Imported English Basket Cloths; 34 inches long; double Watteau back; silk-lined Bishop sleeve; actual value \$32.



AT \$14

Ladies' fine Scotch Mixtures Triple Cape Coats, 40 inches long; very stylish; actual value \$25.

AT \$15

Ladies' elegant tan, brown, navy and black English Kersey Triple Cape Coat; actual value \$27.

AT \$15

Ladies' fashionable Triple Cape Newmarkets, made of first-class navy and black Cheviots; actual value \$26.



YOUR MONEY GLADLY REFUNDED FOR ANY GARMENT ON WHICH WE DON'T SAVE YOU AT LEAST 25 PER CENT.

KAUFMANN'S

WRITE FOR CATALOGUE.
MAILED FREE.
FIFTH AVE.
—AND—
SMITHFIELD ST.

KAUFMANN'S