## SOME SENATE SPOTS

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Is Kaufmann's a clothing store? No, not an exclusive clothing store, but the store that sells more clothing than any other house in town. Some silly, old foggy clothiers have lately tried to persuade the Public to believe that because we also sell Drygoods, Wraps, Millinery, China, etc., ours isn't a clothing store. Well, be that as it may, the fact remains the majority of Pittsburg Gentlemen prefer to buy their Clothing from us. Why, bless our sleepy, "exclusive" friends, we actually sell more clothing in a day than they do in a week, and sell every garment for 25 to 33 per cent less than they do. And, yet, ours isn't a clothing house! Oh, my; "What fools these mortals be!

Time was when Kaufmann's was an exclusive clothing house. That was a quarter of a century ago. Since then the times have moved and we have moved with them. The once modest little clothing store has grown into a Mammoth General Merchandise Emporium. But that didn't impair our standing as clothiers. Indeed, quite the contrary is the fact. We're to-day further in the lead in Men's Apparel than ever before. We lead in qualities, quantities, styles and low prices. Clothing, now as ever, is the great stronghold of our business: Almost daily we enjoy the privilege of recording an increase of our clothing sales. What better proof need we cite of the continuous growth of our clothing business than the fact that even now, while we write, preparations are being made [and will be completed ere you read this] to add the entire second floor of our new addition on Fifth avenue to our already enormous clothing floor? Come in to-morrow and you will see what is undoubtedly the largest clothing salesroom not only in Pittsburg but in the United States. It covers an area of 200 feet on Fifth avenue by 126 féet on Smithfield street. This means 25,120 square feet devoted exclusively to Men's and Boys' Suits and Overcoats. Can any other local--or foreign-house make an equal showing?

But what is still more important is the fact that our largely-increased facilities make it possible for us to sell our reliable, time-honored make of clothing for less money than ever before. Compare our prices with those of other houses, and you will find that we save you from one-quarter to one-third the purchase price

Right now, owing to a combination of circumstances, we offer most extraordinary inducements to clothing buyers. The new addition to the clothing floor above referred to should have been completed six weeks ago. With this anticipation we went into the market and bought an unusually heavy stock. As a direct consequence we now find ourselves with about $\$ 100,000$ worth more clothing than we had at this time last year. This surplus stock must be got rid of at any cost. We shall hold the contractor of our building responsible for our loss, and in the meantime we shall-must double our sales by halving and quartering prices.

Take, for instance, the beautiful garments illustrated above. They represent the most ultra fashionable styles of the day. Five tables of singlebreasted overcoats, like the Dandy at the top, are ready for your selection at $\$ \mathbf{1 0}$. These garments are made of choice meltons, kerseys, chinchillas, cheviots and cassimeres, and the cheapest one of them is a bargain for $\$ 15$, while many are worth $\$ 16$ and $\$ 17$ each. Yet, we say to you: Come in, take your choice for $\$ 10$.

It's the same with the elegant double-breasted overcoat. Look at it. Isn't it a beauty? Six tables of them. Were intended to be retailed from $\$ 18$ to $\$ 20$, but TWELVE DOLLARS takes any one in the lot

And the jaunty perfect-fitting double-breasted suit. The illustration hardly does justice to the real goods---imported cassimeres, in silk mixtures and plain colors; Scotch cheviots in small checks, fancy mixtures and solid colors, also plain black. Other houses can't equal them for less thian $\$ 19$ to $\$ 20$, but we say to you: Take your choice for $\$ 12$

Finally, the nobby 3 -button cutaway sack suit--a general favorite. Nine tables of these. Are torth $\$ 15, \$ 16$ and $\$ 17$, but we will part with them for $\$ 10$. And so it is all the way through. Not only in Men's Clothing but in Boys' Clothing as well. Thus, for instance, $\$ 3$ will perform wonders at our store this week. $\$ 3$ will buy choice from 1,900 Boys' fine all-wool double-breasted suits, never sold for less than $\$ 5$. And, again, $\$ 3$ will buy your pick from 2,100 Boys' handsome, durable and stylish cape overcoats, ulsters and reefers which ordinarily could not be bought for less than $\$ 5$.

But call and see for yourself. We admit we are not an exclusive clothing house, but WE AR 4 Clothing Headquarters just the same.

