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KAUFMAN'S—First Floor.

Kaufman's November Sale of Manufacturers Surplus Stocks

Starts To-morrow (Friday). Store Opens at 8 O'clock. Closes 5.30 P. M.

Extra Special
WOMEN'S AND MISSES' RAINCOATS
 Values to \$5.00
 Manufacturers' Sale Price, . . . **\$2.95**
 Made of an excellent quality English Rep material. Heavily rubberized, buttons to the neck, cut full length, choice of black, tan and grey. All sizes from 16 to 44.

\$75,000 Worth of This Season's Newest, Freshest and Best Merchandise Bought For Spot Cash. Goes On Sale At Less Than Makers' Actual Cost

The Biggest Sale of Women's and Misses' Suits, Coats and Dresses This City Has Ever Known
 The Surplus Stocks of New York and Philadelphia's Best Makers Are Here for You

→ AT ACTUALLY LESS THAN MAKERS' COST ←



Over 900 of This Season's Newest and Best Suits in This Big Sale

Women's and Misses' \$15 Suits \$9 Manufacturers' Sale Price	Women's and Misses' \$18 Suits \$12 Manufacturers' Sale Price
Women's and Misses' \$22.50 Extra Size Suit \$14.50 Manufacturers' Sale Price	Women's and Misses' \$25 Suits \$18.00 Manufacturers' Sale Price
Women's & Misses' \$35 to \$40 Suits \$24.75 Manufacturers' Sale Price	Women's & Misses' \$22.50 Suits \$14.50 Manufacturers' Sale Price

Assorted colors and styles, all sizes. Newest styles, all colors and all sizes.

Suits made and tailored the best. Choice of black, navy and brown. Sizes 37 to 53. A big assortment to choose from— all colors and sizes.



Over 1000 of This Season's Newest and Best Coats In This Sale

Women's and Misses' Sport Coats \$2.95 Values to \$7.50 Manufacturers' Sale Price	Women's and Misses' Winter Coats \$4.95 Values to \$6.00 Manufacturers' Sale Price
Women's and Misses' Winter Coats \$9.50 Values to \$14.00 Manufacturers' Sale Price	Women's and Misses' Winter Coats \$14.50 Values to \$20.00 Manufacturers' Sale Price
Women's and Misses' Winter Coats \$12.00 Values to \$18.00 Manufacturers' Sale Price	Women's and Misses' Winter Coats \$18.00 Values to \$25.00 Manufacturers' Sale Price

Assorted colors and all sizes. All the new materials—all styles and all sizes. Handsome coats in all colors and sizes.

200 Stunning Silk Dresses Actually worth to \$7.50. Manufacturers' Sale Price, **\$2.95**

These dresses are made of best quality Susquehanna Silk Poplin—absolutely new. Fresh, snip and span, right up to the mark, both in style and quality. The colors are black, navy, Copenhagen, brown, green and all the newest shades. All sizes for women and misses in the lot.

SPECIAL
 Women's Dress Skirts
 Made of all wool mixtures in the new Fall models; worth \$2.50. Manufacturers' Surplus **\$1.29**
 Stock Sale price,

SPECIAL
 Girls' Winter Coats
 Made of all wool materials, assorted colors; sizes 2 to 14 years; worth \$3.00 to \$3.50. Manufacturers' Surplus **\$1.89**
 price,

SPECIAL
 Women's Bath Robes
 50 Women's Beason Cloth Bath Robes, assorted colors, large collar and cords, all sizes; worth \$2.50. Manufacturers' Surplus **\$1.29**
 Stock Sale price,

SPECIAL
 Women's Gowns
 200 Women's good quality Muslin Gowns, cut full, nicely made, embroidery or lace trimmed, all sizes; worth 75c. Manufacturers' Surplus **45c**
 Stock Sale price,

SPECIAL
 Women's Petticoats
 150 Messaline and Jersey Top Silk Petticoats, cut full, all the newest fall shades; worth \$2.00. Manufacturers' Surplus **95c**
 price,

SPECIAL
 Children's Hosiery
 300 pair of Boys' and Girls' Fast Black Ribbed Hose, seamless, all sizes; worth 10c. Manufacturers' Surplus **5c**
 Stock Sale price,

SPECIAL
 Women's Petticoats
 150 Women's Good Quality of Muslin Petticoats, cut full, embroidered ruffles; worth 50c. Manufacturers' Surplus **25c**
 price,

SPECIAL
 Women's Silk Hosiery
 200 pairs of Women's Pure Thread Silk Hosiery in black and colors, high spliced, double heel, sole and toe; worth up to \$1.00 a pair. Manufacturers' Surplus **69c**
 price,

SPECIAL
 Handkerchiefs
 300 Women's and Children's white sheer lawn Handkerchiefs, hemstitched; worth 5c. Manufacturers' Surplus **2 1/2c**
 price,

SPECIAL
 Women's Corsets
 New Fall shapes with four hose supporters, all sizes 18 to 30; worth 75c. Manufacturers' Surplus **43c**
 Sale price,

SPECIAL
 Middy Blouses
 150 Girls' Middie Blouses, made of best quality twilled mulling, assorted models, all sizes 8 to 20; worth to \$1.25. Manufacturers' Surplus **69c**
 price,

SPECIAL
 Girls' Coats
 100 Girls' Curly Bear Skin Coats, in assorted sizes, from 1 to 4 years; worth \$2.00. Manufacturers' Surplus **\$1.00**
 price,

THE BIGGEST KIND OF A SALE OF → MILLINERY

Hundreds of Trimmed and Untrimmed Hats at the Lowest Prices Ever Quoted



New Trimmed Hats Real \$1.00 Values \$2.90 Velvet Hats, trimmed either with ostrich bands or pompons. Rich new styles.	Handsome Untrimmed Velvet Hats Values to \$1.25 59c All styles and all colors.
New Trimmed Hats Real \$5.00 Values \$3.90 Good Quality Velvet Hats—trimmed with Ostrich Bands, Pompons or Wings. A big assortment to choose from.	Fine Quality Untrimmed Velvet Hats Values to \$1.75 89c Medium, large and small shapes and all colors.
New Trimmed Hats Real \$7.50 Values, \$4.90 Fine Velvet Hats trimmed with Aigrettes, Pompons, Wings and Buckles—only one of a kind and large selection to choose from.	New Untrimmed Hats Values to \$2.50, \$1.49 Choice of Fine Velvets or Hatter's Plush in every new shape and all colors.
All of Our Trimmed Hats Are Made in Our Own Workrooms by Expert Trimmers and Makers.	

Remember We Trim Hats FREE OF CHARGE

Kaufman's Is the Store For Plush Coats

The Rich Lustrous Plush Coats—all cut in the newest styles—some with belts—some full loose back—some with fur collars—some with fur collars and fur around bottom. A big variety of styles and all colors.

\$20.00 Plush Coats for \$15.95	\$32.50 Plush Coats for \$24.75
\$25.00 Plush Coats for \$19.75	\$37.50 Plush Coats for \$29.50

2000 Newest Waists and Blouses

All At Less Than Manufacturers' Cost
WOMEN'S NEWEST WAISTS 39c
 Worth to \$1.00 Manufacturers Surplus Stock Sale Price

500 Women's White and Colored Shirt Waists, long sleeves, made of organdie, voiles and gingham, lace or embroidery trimmed. Sizes 36 to 46. Many elegant designs in these fresh stocks of well-made and dainty waists.

Women's Newest Waists Worth to \$1.50. Manufacturers' Sale Price, . . . 93c	Women's Newest Blouses Worth to \$4.00. Manufacturers' Sale Price, . . . \$2.93
Women's Newest Blouses Worth to \$3.00. Manufacturers' Sale Price, . . . \$1.93	Women's Newest Blouses Worth to \$7.50. Manufacturers' Sale Price, . . . \$4.89

Manufacturers' Surplus Stock of Girls' Dresses

Girls' Wash Dresses Made of fast colors, plaid gingham, sizes 6 to 14; worth to 75c. Manufacturers' Surplus Stock Sale, 43c	Girls' New Fall Corduroy Dresses Assorted colors, nicely made, sizes 8 to 14; worth \$4. Manufacturers' Surplus Stock Sale, \$2.45
Girls' Newest Fall Wash Dresses Made of gingham, percales and galatea cloth, nicely made and trimmed; worth to \$1.50. Manufacturers' Surplus Stock Sale, 93c	Girls' Wool Serge Dresses In all the up-to-date models, combination trimmed, sizes 6 to 14; worth to \$4.00. Manufacturers' Surplus Stock Sale, \$2.89
Girls' Wash Dresses Newest Fall models of plaid gingham, nicely trimmed and made; worth to \$3.00. Manufacturers' Surplus Stock Sale, \$1.95	Girls' All-Wool Serge Dresses Beautiful models, combination trimmed, sizes 8 to 14. Manufacturers' Surplus Stock Sale, \$3.89
	Girls' All-Wool Serge Dresses In every new model that is made; combination trimmed, best workmanship; worth to \$7.50. Manufacturers' Surplus Stock Sale, \$4.89

Surplus Stock of HOUSE DRESSES
 150 Women's Chambray and Gingham House Dresses
 High neck and long sleeves, fast colors, fall models, worth to \$1.00. Manufacturers' Surplus **47c**
 Stock Sale,

Women's Gingham House Dresses
 All new Fall styles, nicely made and trimmed, all sizes 36 to 46; worth to \$1.50. Manufacturers' Surplus **95c**
 Stock Sale,

Manufacturers' Surplus Stock of Ostrich Feather Boas

OSTRICH FEATHER BOAS
 In black, white and fancy color silk tassels, worth \$1.50. Manufacturers' Surplus **95c**
 Stock Sale,

OSTRICH FEATHER BOAS
 Assorted colors, black and white, worth to \$2.50. Manufacturers' Surplus **\$1.59**
 Stock Sale,

OSTRICH FEATHER BOAS
 Worth to \$4.00. Manufacturers' Surplus **\$2.95**
 Stock Sale,

Read Announcement On Opposite Page

Surplus Stocks of Infants' Wear

Infants' Embroidered Flannel For long petticoats, for 98c to \$1.45	Infants' Long and Short Capes Nicely made and lined; worth \$2.50. Manufacturers' Surplus \$1.45 Stock Sale,
Infants' Corduroy Caps Assorted colors, all sizes; worth 35c. Manufacturers' Surplus 23c Stock Sale,	Infants' Wool Coat Sweaters White with blue and pink trimmed roll collar; worth \$1.50. Manufacturers' Surplus 95c Stock Sale,
Infants' Soft Sole Shoes Assorted colors, for 24c to 48c	Infants' Wool Coat Sweaters In white, assorted trimmed roll collars, 3 rows of stitching. Manufacturers' Surplus \$1.39 Sale,
Infants' White Wool Draw Leggings for 48c, 75c, 95c	Infants' Silk Interlined Caps at 24c, 48c, 98c, \$1.98
Infants' White Draw Leggings Worth 35c. Manufacturers' Surplus 23c Stock Sale,	Infants' Serge and Wool Sacques for 24c to \$1.98

Surplus Stock of Silk and Cotton Petticoats

Women's Satene Petticoats Black and colors, all sizes; worth 75c. Manufacturers' Surplus 39c Stock Sale,	Women's Peachbloom Fitted Tops Petticoats, regular and extra sizes in all the new fall shades; worth \$1.50. Manufacturers' Surplus 95c Stock Sale,
Women's Messaline and Taffeta Silk Petticoats Cut full, deep ruffle, all colors, fitted tops; worth to \$2.00. Manufacturers' Surplus \$1.95 Stock Sale,	Women's Taffeta, Messaline and Jersey Silk Petticoats Fitted top, new ruffle, cut full, all shades, worth to \$1.00. Manufacturers' Surplus \$2.85 Stock Sale,
Women's Taffeta and Jersey Silk Petticoats Fitted top, black and colors; worth \$6.00. Manufacturers' Surplus \$4.79 Stock Sale,	

KAUFMAN'S MARKET SQUARE "UNDERSELLING" STORE

More Enterprise
 "That landlady is certainly an enterprising fellow."
 "How now?"
 "He has installed outside roller towels that run the full length of a three-story hotel. Guests on every floor can lean out of the windows and wipe their hands."
 "But why have the towels outside?"
 "Oh, that's so the rain can wash 'em."—Kansas City Journal.

Both Deadly
 Young Wife (at table)—Dearie, what would you do if a horrid burglar surprised us now?"
 Hubby—"I'd make him eat this cake of yours or hit him with it."—New York Globe.

An Exception
 "Show me a woman who isn't always thinking of something to put on her back," said Gilay.
 "If my wife were here I'd point her out to you," replied Chubson.
 "Ha!"
 "She's been begging me for six weeks to buy her a pearl necklace."—Birmingham Age-Herald.

How Hot Top Hats Are
 Tests with thermometers have been made to show how unhygienic men's top hats are. A thermometer kept in a top hat showed an inside temperature of 90 degrees when the outer air stood at 77 degrees and of 108 degrees when the temperature rose at noon to 90 degrees. In the evening there was a temperature outside of 68 degrees and inside of 88 degrees.