S. N. Wood & Co.

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A maker's loss your gain

WE secured two thousand beautiful silk suits for a mere fraction of their cost—a most peculiar circumstance, all in your favor—which enables us to announce this sale. The very suits and gowns that are most in demand at a price that barely covers the cost of the material from which they are made.

Two Thousand Silk Suits

Worth $32.50, $35.00, $37.50 and $40.00

$21.75

The Suits are in the newest French Eton models — elaborately trimmed and richly embellished. The Demi-Costumes are made with Louis XI sleeves and gimp of rich lace. The illustrations accurately portray a few of the many styles included in this great purchase.

The Colors Champagnes and leather shades, boiled onion, willow and pearl grays; six shades of blue, sea green, heliotrope and black.

The Values These Suits are made of Regatta rustling Taffetas and soft Chiffon high grade Taffetas. They're exquisitely lined with satin—the trimmings are all of the highest order and the values are exactly as represented.

The Making J. Spiro & Brother have the reputation of making the finest silk suits in the country. Their garments are famous for their exquisite lines and perfection of detail. The suits that we place in this sale in every way reflect great credit to the maker.

The Story of This Purchase

J. Spiro & Brother are known to New York trade as the cleverest silk suit makers in that city. Their orders are booked away ahead and are generally in excess of their output—so popular and so well liked are their styles and their qualities.

The backward season in the East compelled one of Pittsburg's largest retailers to countermand his order for silk suits. Our Mr. Benjamin Wood happened to be on the ground and closed them out at a mere fraction of the cost of making.

J. Spiro & Brother took their loss and sold us these much wanted suits at a price which enables us to make an offering to you which, under ordinary circumstances, would be simply impossible. Here are the suits and demi-costumes most in demand at this season of the year—the latest styles—the prettiest designs—the richest colorings—fresh from America's great fashion center at a price that does not cover the cost of production. The sale starts tomorrow morning at both stores—Oakland and San Francisco.

No Charge for Alterations **$21.75** *At Both Stores*

S·N·WOOD & CO·

SAN FRANCISCO
Fillmore and Ellis Sts.

OAKLAND
Eleventh and Washington Sts.

We illustrate ten styles—there are many more just as pretty—just as full of dash

These illustrations are sketched from life and accurately portray the garments on sale