



IT IS AT

**J. BLACH & SONS,**  
**ONE PRICE CASH CLOTHIERS,**  
**1912-FIRST AVENUE-1914**



**The Great Manufacturers' Stock**  
**Of Fine TAILOR-MADE CLOTHING for MEN, BOYS and**  
**CHILDREN. Good, Desirable Clothing at Retail**  
**for Less Than Manufacturers' Prices.**

**This Tells How We Sell It.**

MEN'S BLACK ENFIELD WORSTED SUITS, well made and a good serviceable suit. Manufacturer's price \$3.50. Our price.....	<b>\$2.45</b>
An assortment of MEN'S SACK SUITS, single and double-breasted Tweeds, black, all wool Cheviots and Meltons. Manufacturer's price, \$8.00. Our price.....	<b>\$4.85</b>
MEN'S SUITS, sack or frock, double or single-breasted, extra long or medium length, in clay diagonal Worsteds and Cheviots, neat mixture suits, suitable for any wear. Regular \$10.00 Suits. Our price.....	<b>\$6.40</b>
MEN'S SACK SUITS in Cassimeres, Cheviots, dressed and undressed Worsteds, solid colors, neat checks, pin stripes and all the newest shades. There is not a suit in this lot that is sold for less than \$13.00 to \$15.00. Our price.....	<b>\$8.95</b>
MEN'S SUITS, cut in the height of fashion, all the latest patterns and any material you want, in single or double-breasted Sacks and Cutaway Frock Suits. In fit and finish they cannot be duplicated by any merchant tailor for less than from \$20.00 to \$25.00. Manufacturer's price, \$13.50. Our price.....	<b>\$9.85</b>
MEN'S IMPORTED CASSIMERES, dressed and unfinished Worsteds, Vicunas, etc., in all cuts of Sacks and Frocks. Among this vast assortment is to be found the most serviceable of business suits, and also those for dress wear. Manufacturer's price, \$16.50. Our price.....	<b>\$11.45</b>
MEN'S SUITS, such as only the high art clothiers can produce. The patterns are all of the latest productions for dress and business wear. In style, fit, finish and workmanship they are far superior to the average tailor-made garments, and sell everywhere at \$20.00 to \$25.00. Our price during this sale.....	<b>\$14.85</b>
<b>BOYS' SUITS.</b>	
BOYS' KNEE SUITS, \$1.50 Suits, For.....	<b>95c</b>
\$2.50 BLACK OR GRAY KNEE SUITS for.....	<b>\$1.65</b>
\$3.50 and \$4.00 BOYS' KNEE SUITS, Solid colors and neat mixtures, For.....	<b>\$2.45</b>

**THIS TELLS HOW WE BOUGHT IT.**

*M. & L. S. Fechheimer & Co.,  
 Clothing and Woolens,  
 Nos. 321 and 323 Race St.  
 Dictated by D. K. Cincinnati, Oct. 17, '95.*

Mess. J. Blach & Sons,  
 Birmingham, Alabama.

Gentlemen:—

We are pleased to hear, through your father, that you have had, and are having, an exceedingly good fall business. We are more interested in this inasmuch as we are just now wanting somebody to whom we can dispose of the balance of our Fall and Winter stock.

You are well aware that "bottom" on Woolens was reached some months ago, and that there have been considerable advances on many lines of goods. We anticipated a good fall business and prepared for it, but now, with the season, for us practically over, and though what we have are all new, choice things—in fact, some of them still in the hands of the tailors—we prefer to maintain our reputation for showing each season an entirely new line of goods; therefore it is that we are anxious to dispose of what we have left, and are ready to do it at exact cost, or some less, if need be. We come to you giving you the first opportunity, for the reason that, as with the wants of two such stores as yours at Birmingham and Nashville, you are not likely to scruple at the size of lots, some of which run as many as 100 and more of a kind.

Sincerely this is an opportunity for you, and as we mean it to apply to our entire line, we would urge you to send not only your buyer of men's suits and overcoats, but also your department buyers of men's pants, youths', boys' and children's suits, overcoats and pants.

Yours truly,  
*M. & L. S. Fechheimer & Co.*

**This Tells How We Sell It.**

Men's all wool black Cheviots, Hair Lines, Pin Stripes and Check Cassimeres and Corduroy Pants. They are regular \$3.00 and \$3.50 Pants. We are selling them now at.....	<b>\$1.73</b>
The cream of the market in MEN'S PANTS; something that is new and nobby and perfect in fit. We can suit the most fastidious. They are equal to tailor-made garments, and the regular price is \$5.00. They go now at.....	<b>\$3.45</b>
MEN'S OVERCOATS; light, medium and heavy weight; all colors and lengths. Regular \$10.00 Coats. Go in this sale at.....	<b>\$4.85</b>
If you are exposed to the cold weather to any great extent, we have the finest thing on earth for you. A Storm Overcoat in brown Chinchilla. Manufacturer's price, \$10.00. Our price.....	<b>\$6.40</b>
Men's all wool Irish Frieze Kersey and Melton Overcoats. If you never got a bargain in your life, here is the chance. We have them in all colors and sizes. The regular quotation on these coats is \$12.00. Our's only.....	<b>\$8.95</b>
Latest style MEN'S OVERCOATS, in all lengths. We have them to suit both tall and short men in black, Meltons, Kerseys, Patent Beavers, Chinchillas, etc. They are elegantly made and trimmed, and are well worth \$15.00 to \$18.00 of anybody's money. Our price.....	<b>\$9.85</b>
MEN'S BLACK OR BLUE MACKINTOSHES. Such as are sold in the city for \$6.00. Our price.....	<b>\$3.45</b>
<b>FURNISHING GOODS.</b>	
Men's white unlaundried Shirts, well made, linen bosom, continuous back and sleeve band. They retail all over the city at 35c. Our price is.....	<b>23c</b>
Men's Laundered Negligee Shirts; regular sizes. The standar price of this Shirt is 50c, but during this sale they go at.....	<b>39c</b>
Men's Heavy Shirts or Drawers, in natural wool or camel's hair colors. They retail all over the city at 35c, but we are selling them at.....	<b>23c</b>
Men's Shirts or Drawers, warm and comfortable. You will pay twice the money for same goods elsewhere. Our price.....	<b>39c</b>
You have probably seen and read a great deal about Tan Derby Ribbed Shirts or Drawers that are being displayed at 75c. Don't be firm-flamed. We are selling the same thing for.....	<b>49c</b>

In finer grades of Underwear we are displaying the most complete line in the city.

This is unquestionably the largest amount of merchandise ever bought by any retailer, and we name prices on fine, desirable garments that have no competition. The season is rapidly advancing and we will not carry any of it into the next season. We own the goods at prices less than manufacturer's cost, and will sell them lower than other clothiers can buy them.

**CALL and EXAMINE the QUALITIES and GET OUR PRICES.**

Our pleasing salesmen are always ready to show goods, and if you want to make your dollars reach further than elsewhere, don't miss our sale.



**J. BLACH & SONS,**  
**One Price Cash Clothiers,**  
**1912-First Avenue-1914**

