

Kaufmann's Department Store, Records, 1868-2003

Rauh Jewish Archives

Historical Society of Western Pennsylvania MSS #371

15 boxes (boxes 1-15): 7.50 linear feet

Historical Sketch of Kaufmann's Department Store (1871-)

Kaufmann's Department Store was founded in 1871 in Birmingham (Pittsburgh's South Side) and was initially named J. Kaufmann & Brother, after Jacob (1849-1905) and Isaac (1851-1921) Kaufmann, two German-Jewish immigrant brothers. The business was originally a merchant-tailoring establishment located at 1916 Carson Street. Jacob was the first of four brothers to come to the United States. Isaac arrived in America in 1869, one year after Jacob. In addition to the tailoring, a small stock of men's ready-to-wear clothes was carried. Their small business recorded a successful \$21,585 after the first year. In 1872, Morris (1858-1917), then fourteen years old, followed his older brothers, and, in 1876, sixteen-year-old Henry (1860-1955) came. They were the sons of cattle dealer Abraham Kaufmann (1819-1896) and his wife Sarah Wolf Kaufmann (1820-1879). For a more detailed genealogical sketch of the Kaufmann family, please see the Kaufmann and Wolf families papers, MFF/MFQ #0295.

A series of moves was soon to follow. In 1872, the Kaufmann brothers moved their store to 1932 Carson Street. About 1875, a branch or second shop was opened on 141 Federal Street in Allegheny City (Pittsburgh's North Side). In 1877-1878, they moved to downtown Pittsburgh to 83 Smithfield Street and Diamond Street (now Forbes Avenue) and closed the North Side and South Side shops. The four-story building was also identified as "Kaufmann's Cheapest Corner." According to the Pittsburgh city directory, during the years of 1880-1883, their address was then 83, 85, and 87 or 83 to 87 Smithfield. It was also during this time, 1880-1881, as a result of the increased involvement and commitment of both Morris and Henry, that the business was now being identified as J. Kaufmann and Brothers. Through these series of moves and acquisitions of land and buildings, J. Kaufmann and Brothers continued to grow and in many cases double its store size.

As the business flourished, other physical innovations were made. In 1882, a grand staircase and electric chandeliers were installed. A hydraulic elevator was installed by 1885. Kaufmann's was one of the first buildings in the city to have electric lights installed in front of a store. In 1885, construction began on a new store at Fifth Avenue and Smithfield, and, in 1886, the "Grand Depot" opened. Kaufmann's had now occupied an entire city block along Smithfield and between Fifth and Diamond. The store was then known and advertised as both the "Grand Depot" and J. Kaufmann and Brothers. The building had a tower at the corner of Fifth and Smithfield, topped by a statue of the Goddess of Liberty holding aloft a flaming torch lighted by natural gas. By 1888, the store was advertised as "The Big Store" and began to carry women's clothing, housewares, and shoes. Since 1871, the store had been exclusively a men's store.

The Kaufmann brothers' business practices were revolutionary at the time. They printed the price of merchandise on cards that accompanied each item. "Fair dealings, one price to all", "sell to others as you would buy for yourself", and "good merchants make small profits and many sales" were their standards that created the foundation for success.

Around this time as well, on the corner of Fifth and Smithfield of the "Grand Depot" building, a free-standing, four-faced clock was installed which was said to have had a sign that read "Meet Me Under The Clock." A few years later in 1898 architect Charles Bickel completed the first section of the present Kaufmann's Department Store at Forbes Avenue and Smithfield. In 1913, Janssen & Abbott completed the construction of the addition to this building at Fifth and Smithfield. During the demolition of the "Grand Depot" building, the original four-faced clock was removed. A new clock was not included in the renovation plans. Shortly, after public outcry, a giant bronze electric clock, which was built into the building itself, was installed. 1913 was also the year that the store was incorporated and thus became Kaufmann's Department Store, Inc. But the business was more commonly referred to as "The Big Store", Kaufmann's Department Store, or Kaufmann's.

A new era began with Edgar J. Kaufmann (1885-1955), son of one of the original founders, Morris Kaufmann. At the age of twenty-five, he became very active in the business. He graduated from Yale University and his prior work experience included Marshall Fields in Chicago, the Galleries LaFayette in Paris, and the Karstadt Department Stores in Hamburg. At Kaufmann's, he worked in every department, and, in 1920, he was named president. Called the "Merchant Prince", he had two offices, one large and modern designed by Frank Lloyd Wright, and the other a former monastery taproom brought from Europe.

Under Edgar J. Kaufmann, Kaufmann's continued to develop substantially. The store obtained a more sophisticated image due to his appreciation, understanding, and devotion to art, fashion, and technology. In 1920, he built the North Side warehouse and installed 66 escalators. In 1926, he organized the "International Exposition of Arts and Industries", which consisted of almost 100 foreign exhibits and displays storewide. This would be the beginning of such events and promotions held at the store. In the mid 1920s, he established foreign buying offices in 27 cities abroad. On March 28, 1928, he made the first direct trans-Atlantic telephone call from Pittsburgh to Paris. Kaufmann's initiated and became the first store to engage in scientific product testing by establishing a relationship with Carnegie Institute of Technology, now Carnegie Mellon University, in order to provide its customers with the best quality merchandise.

In 1930 Kaufmann's opened its new and refurnished first floor and Arcade at the cost of more than \$2,500,000. Architects were sent to Europe, and ideas were gathered from all over retail worlds and from artists' studios. Edgar J. Kaufmann commissioned Boardman Robinson (1876-1952) to do a series of mural paintings that instantly became an important part of the first floor. Entitled "Art in Industry", the series of ten murals depicted the history of commerce. Remodeling and redecoration included sleek black

glass columns, diagonal aisles, fixtures of pale avodire wood from Africa, and "white" bronze metal work in the balconies.

On October 1, 1946, Kaufmann's joined the May Company, which was also the year of its 75th Diamond Jubilee Anniversary Celebration. Store promotions such as the first television show to be staged in Pittsburgh, an Employees' Hobby Fair, and an International Rose Show with 15,000 roses and 4,000 orchids were exhibited on the Eleventh Floor. Service employees wore 1871 era costumes, reminiscent of the days when Kaufmann's was founded, all through the month of June.

During the 1950s, Kaufmann's expanded their downtown location even though it was already the largest department store in the Tri-State district. Kaufmann's purchased the 19-story Frick Annex Building and the Carnegie-Illinois Building on Fifth Avenue. The Annex was redesigned to hold the service departments and the Fifth Avenue Carnegie-Illinois Building was razed to erect the new annex expansion building, which was completed in 1955. It was built so that the floors connected in unbroken levels with the main store. A parking garage was also constructed. Installing a single unit air conditioning system and new elevators in 1951 were projects that continued to improve the stores image and reputation on a local and national level.

Kaufmann's continued to expand; but instead of moving from downtown and/or adding on to the current building(s), it looked into the suburbs. During the late 1950s, Kaufmann's began to plan for branch store or division expansion. The first independent freestanding department store was opened in Monroeville PA on March 6, 1961 and had a total floor space of 200,500 square feet. On August 3, 1965, the Mt. Lebanon PA store was opened to the public. Kaufmann's third store opened in the North Hills of Pittsburgh on April 19, 1966, and contained 180,000 square feet. The grand opening for the Steubenville OH store was April 1974. This store was the first branch store to be built in a shopping center and the first outside of Pennsylvania. Erie PA opened in 1975 in the Mill Creek Mall, and Greensburg PA officially opened on September 14, 1976. Building, consolidations, and mergers with other stores, during the late 1970s through the early 21st century in Pennsylvania, Ohio, New York, and West Virginia, continued to increase the number of Kaufmann's Department Stores. The early to mid 1980s represented the beginning of the emphasis on mall locations. As of 2003, the downtown Pittsburgh store has remained Kaufmann's flagship store and part of The May Department Stores Company, with 16 stores in PA, 21 in OH, 14 in NY, and 1 in WV, bearing the Kaufmann's name.

Scope and Content

The Kaufmann's Department Store records are housed in fifteen archival boxes and are arranged in three series. Series have been designated for Kaufmann's Department Store (Downtown, Pittsburgh, PA); miscellaneous; and other department stores. The records contain advertising pieces, anniversary material, catalogs, correspondence, historical information, ledgers, newspaper clippings, pamphlets, postcards, receipts, and other

sundry items. The material provides insight into the business and non-business aspects of Kaufmann's Department Store and into the Kaufmann family as well.

Series I: Kaufmann's Department Store (Downtown, Pittsburgh, PA) (1868-2003)

The Kaufmann's Department Store series records are housed in fourteen archival boxes, arranged in eleven subseries with individual folder titles arranged alphabetically, and is by far the largest series. Subseries have been arranged alphabetically by topic and designated for administrative and business; advertising; annex expansion; anniversary; catalogs; departments; employees; events and promotions; history; Kaufmann's Department Store division expansion; and Kaufmann family. All but two subseries, catalogs and history, overlap with the MSP or photograph collection. The material in many instances, when it was first received, contained both manuscript and photographs within individual folders. These two types of material have now been separated for storage purposes. When researching Kaufmann's be sure to examine the *Storagram* (Kaufmann's newsletter published by and for Kaufmann employees) and the finding aids for the photograph collection MSP #371, oversized photograph collection MSR #371, and oversized manuscript collection MSO #371, and, for related material by subject and/or date because much of this material was used to write and publish the *Storagram*.

The administrative and business subseries contains material that is pertinent to the upper administration or executive staff. An exception to this would be when looking for information on those positions that were occupied by a Kaufmann family member. Information can be garnered here, as well as under the advertising, history, and Kaufmann family subseries. For example, receipts, as well as the city directory entries and newspaper clippings document that Kaufmann's at one time sold groceries and had a pharmacy. As already noted there is often an overlap in material and content across the collection(s), series, and subseries.

The advertising subseries contains marketing material that promoted, exemplified, and created Kaufmann's image. In some instances, the newspaper clippings contain biographical and historical information. This subseries provides insight into previous fashion(s) as well as into the prices of some of their merchandise.

The annex expansion subseries encompasses material that surrounded the most recent addition and expansion to the downtown location during 1951-1955. Many photographs exist within the MSP for this construction project from beginning to end.

The anniversary subseries is not inclusive for all of the anniversary celebrations but provides insight into the type of activities and events that typically occurred during the anniversary, June, or "the month of roses." Photographs pertaining to particular anniversaries can be found in the MSP under both the anniversary subseries and within the events and promotions subseries under window displays.

The catalogs subseries is not inclusive for all of the years of business nor is it inclusive for all of the types of merchandise that Kaufmann's has carried. But it allows one to

examine selectively previous fashions and the prices of some of the merchandise they carried. A 1912 *Auto Supplies* catalog documents that Kaufmann's did at one time carry automobile parts and accessories.

Neither the departments and employees subseries is inclusive for all of the cumulative years of business nor do they represent each and every department, employee, or employees' job/job title. This is evident by examination of the list of departments and by noting, through the annual reports and through the general and inclusive histories, how many employees Kaufmann's did employ throughout the years. But it does provide insight into some of the departments, employees, and groups, besides those in administration and/or those from the Kaufmann family. One such group within the company was the stand-by-club. It was for those employees attaining twenty years of service and onward. Edgar J. Kaufmann was a member along with his three uncles and father, Morris, who were the founding fathers of the business. Edgar and his wife, Liliane (1889-1952), often attended and proceeded over the annual events of the stand-by-club. A photograph within the MSP also denotes that Kaufmann's had a hardware department during the early 1940s.

The events and promotions subseries consists of materials related to events that helped market products and assisted in creating, promoting, and sustaining Kaufmann's image. A few of these events were not their own but were probably examined to obtain ideas. Edgar J. Kaufmann initiated this ongoing tactic with the advent of "The International Exposition of Arts and Industries" in 1926. This subseries may not be comprehensive, but it does provide material on those programs that were the most publicized and heralded. "Art in Industry" or better known as the Boardman Robinson murals, is one example.

The history subseries provides a general and inclusive history of Kaufmann's including such attributes as to the air conditioning, escalators, first floor, two clocks, in-store Carnegie library branch, and in-store hospital.

The Kaufmann's Department Store division expansion subseries is, again, not inclusive for every store that bears the Kaufmann's name. But it does provide material on those first independent suburban stores as well as on some of the consolidations and mergers that occurred that resulted in the increased number of Kaufmann's Department Stores.

The Kaufmann Family subseries includes mainly biographical material on those family members listed. There is a limited amount of information on and photographs of Fallingwater and Edgar's downtown office also designed by Frank Lloyd Wright. Additional material on the founding brothers, Edgar, Liliane, I.D. Wolf, and other Kaufmann family members, can be found within the administrative and business, and history subseries. Further information and photographs can also be obtained within our other holdings such as in the Kaufmann and Wolf papers, MFF #0295 and MFQ #0295; Irene Kaufmann Settlement records, MSS #0078; Edgar J. Kaufmann Charitable Foundation records, MSS #154; and Corinne Azen Krause papers and photographs, MSS #113 and MSP #113.

Series II: Miscellaneous (1938-1986)

The miscellaneous series records are housed in one-half of one archival box with individual folder titles arranged alphabetically. The material may or may not relate directly to Kaufmann's Department Store or any other department stores, but rather to peripherally related topics as to the John A. Brashear Memorial Museum and Edgar's civic projects.

Series III: Other Department Stores (1913-2003)

The series III records are housed in one-half of one archival box with individual folder titles arranged alphabetically. The material represents department stores other than Kaufmann's, both locally and nationally, that the store collected for various reasons, some of which are as follows. The Kaufmann & Baer Co. was started in response to "upset" cousins within the Kaufmann family. Kaufmann & Baer Co. was bought-out by Gimbels, and Gimbels remained a local competitor of Kaufmann's. Kaufmann's joined The May Department Stores Company in 1946 and is still a component of that company. The other department stores not mentioned by name, in many cases is, represented by material that was used for reference and/or to compare and to see what the other department stores were doing. This is apparent when examining some of the material within the administration and business, advertising, anniversary, events and promotions, and history subseries. It is also evident in some of the books that were separated to the printed collection.

Provenance: These items came in four accessions:

Acc#	2002.0158	Gift of Kaufmann's Department Store
	1998.0025	Gift of Kaufmann's Department Store
	1995.0337	Gift of Dean Six
		Collection formerly known as MFF #2074

Restrictions: none

Separations:

To the Annual Report Collection:

Kaufmann Department Stores, Inc., 1913-1927

The May Department Stores Company, 1965-1966, 1969-1984, 1986-1995

The May Department Stores Company Foundation, 1994, 1999-2000

To the Audio Collection:

.05 linear feet, one folder, arranged as MSC #371

Audiocassette tape: "Merchant Princes of Pittsburgh: The Great Department Stores" by the Historical Society of Western Pennsylvania, 1997

45 RPM record (2)

“Bring it Back to Pittsburgh” and “The Halloween Song”
by The Four Downs, 1979

“Sea Cruise” and “Time After Time” by Frankie Ford, nd

To the Museum Division:

81st Anniversary pin (Bee pin with pink ribbon: “take a bee line to
Kaufmann’s”), 1952

81st Anniversary booklet, 1952

Gold bee pin with no label or ribbon, 81st Anniversary, 1952

82nd Anniversary pin (hot-air balloon with basket, “High June”), 1953

83rd Anniversary pin and tie clip (“BRAVO”), 1954

85th Anniversary pin (name tag with pink/red ribbon), 1956

Employee button, Stand-by-club, “Over 20 years of service”, nd

To the Oversize Manuscript Collection:

1.05 linear feet, one oversize box and folder, arranged and catalogued as
MSO #371

To the Photograph Collection:

5.0 linear feet, ten boxes, of photographs, arranged and catalogued as
MSP #371

To the Oversize Photograph Collection:

1.0 linear feet, one oversize box, arranged and catalogued as
MSR #371

To the Printed and Serial Collection:

Arkay News Centennial Edition The Rite-Kumler Co., 1953

The Bulletin Index: Pittsburgh's Weekly Newsmagazine, July 31, 1941

Gas Appliance Dealer: vol. V, no. 5, May 1942

Holiday: “Pittsburgh, The city that quick-changed from unbelievable
ugliness to shining beauty in less than half a generation.”

by Herbert Kubly, March 1959

If you think you know Pittsburgh, by Greater Pittsburgh Office of
Promotion, 1992

Kaufmann's Christmas (coloring book), nd

Kaufmann's Christmas Greetings, 1913

Kaufmann's Christmas Stories for Boys and Girls, c1910-1915

Kaufmann's Fifth Avenue Pittsburgh, 1931

*Kaufmann's Sketch Book of Great Inventors, Written by Pittsburg Boys
and Girls* (2), c1904

Kaufmann's Sunday School Greeting, 1897, 1902, 1903, 1906(3),
1908(2), 1912(2), 1916(2)

KilKenny Design Workshops Limited, 1965-1966

*Land of Desire, Merchants, Power, and the Rise of a New American
Culture*, by William Leach, 1993

Marshall Field & Company: The Store Book: views and facts of the retail Store of Marshall Field & Co., visitors edition, 1933
Pittsburgh Magazine, May 1996
Restaurateur of Western Pennsylvania, March 1994
Retail and Romance: 1841-1926 Diamond Jubilee Edition for Jordan Marsh Company, by Julia Houston Railey, 1926
Storagram, 1920-1922, 1924-1929, 1935, 1937-2002
(An additional set of the *Storagram* has been retained within this archival collection (MSS#371) and they are located in box 16.)
Stores, 1956
Town & Country: Special Issue – Pittsburgh Bi-Centennial, March 1959
The Workman, June 3, 1886

Processor: Records have been arranged and inventory written by Robert Stakeley, February 14, 2003.

Container List:

Series I: Kaufmann's Department Store (Downtown, Pittsburgh, PA) (1868-2003)

Subseries 1: Administrative and Business

Box 1	Folder 1	Administrative consolidation of Kaufmann's and Filene's	2002
	Folder 2	Christmas and New Year greetings	1943, 1956, nd
	Folder 3	Copyright registration	1926
	Folder 4	Department store strike	1953-1955
	Folder 5	Employee orientation slide show	c1980
	Folder 6	Executive personnel	1956-1972
	Folder 7	<i>Labor Relations Handbook for Managers</i>	1974
		Ledgers	
	Volume 1	"Investment Land Co. #2"	1925-1938
	Volume 2	"Investment Land Company Minutes Book Volume I"	1913-1925
Box 2	Volume 3	"Kaufmann Dept. Stores, Inc. #3"	1933-1939
	Volume 4	"Kaufmann Department Stores Inc. Merger 1938 Vol. 2"	1938
Box 3	Volume 5	"Kaufmann's Studios"	1927-1938
	Volume 6	"Private Record No. 2 Kaufmann Brothers"	1893-1914
	Volume 7	Untitled Personal?	1901-1938
		Presidents	
Box 4	Folder 1	General	1975-2000
	Folder 2	Samuel J. Sugerman	1951-1958
	Folder 3	Seventh War Loan award	1945
	Folder 4	Statements and receipts	1889-1949
	Folder 5	Stocks and Bonds	1913-1986
	Folder 6	<i>Welcome to Kaufmann's</i>	nd

Subseries 2: Advertising

	Advertising pieces	
Folder 7	"J. Kaufmann & Bro's"	c1885
Folder 8	Kaufmann's Grand Depot	c1885, nd
Folder 9	Kaufmann's	c1900-1927
Folder 10	Envelopes (empty)	nd
Folder 11	"Foster's Hook Gloves"	1898
Folder 12	Hats and millinery	1904-1943
Folder 13	<i>Kaufmann's Illustrated Almanac for 1882</i>	1882
Folder 14	Men's Overcoats	1927
Folder 15	Miscellaneous	2002
	Newspaper clippings	
Folder 16	1880s	
Folder 17	1890s	
Folder 18	1900-1908	
Folder 19	1913-1918	
Folder 20	1926-1927	
Folder 21	1930-1935	
Folder 22	1945-1949	
Folder 23	1950	
Folder 24	1952-1954	
Folder 25	1955	
Folder 26	1956	
Box 5 Folder 1	1957	
Folder 2	1958	
Folder 3	1961	
Folder 4	1962	
Folder 5	1965	
Folder 6	1966-1969	
Folder 7	1970-1989	
Folder 8	1990-1998	
Box 6 Folder 1	Postcards	1905-1919
Folder 2	Charles E. Yost Advertising Agency	1955

Subseries 3: Annex expansion

Folder 3	Engineering and decorating	1951-1955
Folder 4	General information	1951-1955
Folder 5	Open house	c1955
Folder 6	Operating	1951-1955

Subseries 4: Anniversary

Folder 7-8	50 th (I, II)	1921, 1943
Folder 9	57 th	1928
Folder 10	62 nd	1933
Folder 11	70 th	1941

	Folder 12	72 nd	1943
	Folder 13	73 rd	1944
	Folder 14-17	75 th (I – IV))	1946
Box 7	Folder 1	77 th	1948
	Folder 2	81 st	1952
	Folder 3	82 nd	1953
	Folder 4	83 rd	1954
	Folder 5	89 th	1960
	Folder 6	125 th	1996

Subseries 5: Catalogs

		Anniversary	
	Folder 7	78 th – 84 th	1949-1955
	Folder 8	85 th – 89 th	1956-1960
	Folder 9	<i>Auto Supplies</i>	1912
	Folder 10	Clothing	c1885
	Folder 11	Dyrlund Ltd., furniture (Denmark)	1963
	Folder 12	<i>Everything for Back to School</i>	c1962
	Folder 13	<i>Fashion Focus Spring '91</i>	1991
	Folder 14	<i>Kaufmann Brothers: General Merchandise</i>	1895-1896
	Folder 15	<i>Kaufmann's Fashion Review</i>	1884-1885
	Folder 16	<i>Kaufmann's: for everything under the tree (3)</i>	1954-1961
	Folder 17	<i>Kaufmann's Illustrated Fashion Journal</i>	1884
	Folder 18	Sale	2002-2003
	Folder 19	<i>Sale Beds and Bedding</i>	nd
	Folder 20	<i>Style Book</i>	1917
	Folder 21	<i>Toy Time</i>	1961

Subseries 6: Departments

Box 8	Folder 1	Benefits office	nd
	Folder 2	Camera – 2 nd floor	nd
	Folder 3	Credit Division	1995
	Folder 4	Furniture, 10 th floor	1953
	Folder 5	Kaufmann's History Archives	1995, 2000
	Folder 6	Kaufmann's Media Center	1992-2000
	Folder 7	Kaufmann's Stamp & Coin Dept.	1953
	Folder 8	List of departments	nd, 1961
	Folder 9	Publicity	1960-1963
	Folder 10	Restaurants: "Kaufmann's Restaurant Group: One of Pittsburgh's Oldest and Best –Kept Secrets" by Don Dombrosky	1994
	Folder 11	Telephone directory	c1985
	Folder 12	Telephone and home shopping service	c1955
	Folder 13	Warehouses	nd, 1999

Subseries 7: Employees

Folder 14	Kaufmann's Cavaliers Kaufmann's Employees' Beneficial and Protective Association (K.E.B.&P.)	1941
Folder 15	By-Laws	1943, 1947
Folder 16	Receipts and information	1960-1964
Folder 17	Second Annual Reception and Ball	1905
Folder 18	Kaufmann's Women's Club	1919-1920
Folder 19	Carole S. Mazzotta	1995-2000
Folder 20	Policies, rules, and procedures	c1920s-1979
Folder 21	<i>Report on the Second Annual Actuarial Valuation of the Retirement Plan for Employees of Kaufmann Department Stores</i>	1959
Folder 22	Stand-by Club	1935-1979
Folder 23	Lilyon J. Weingarten	2000

Subseries 8: Events and Promotions

Folder 24	"45 th Annual Convention of the International Apple Association"	1940
Folder 25	"Art Deco – A Break with Tradition" "Art in Industry": Boardman Robinson murals	1978-1979
Box 9 Folder 1	Correspondence	1930-1979
Folder 2	Description cards	nd
Folder 3	General information	c1930-1998
Folder 4	Mural sketches	nd
Folder 5	Postcards	1938
Folder 6	Prints Unveiling	nd
Folder 7	Guest list - Bound copies (4)	1930
Folder 8	Guest list - Original (1)	1930
Folder 9	Program	1930
Box 10 Folder 1	"The Best of Both Worlds"	1968
Folder 2	"Carnegie Steel Company's Industrial Bronzes: Safety Trophies of Carnegie Steel Company"	c1930
Folder 3	"Celebration" – Fashion show benefit	1974-1975
Folder 4	Costume and fashion ideas	nd
Folder 5	"Fashionlogue"	1983
Folder 6	"Fiesta Del Sol"	1964
Folder 7	"House-on-the-Roof" model home	1957-1961
Folder 8-11	"The International Exposition of Arts and Industries" (I - IV)	1926-1930
Box 11 Folder 1	"Le Grand Tour"	1965-1966
Folder 2	"McCall's Goes Dutch" promotion	1964-1968
Folder 3	"Papillion", the dog	1951
Folder 4	"Peaks of Progress"	1940-1965
Folder 5	"Pittsburgh in Progress"	1946

Folder 6	“Quality Through Science”	1934-1935
Folder 7	“Sales courtesy and interest campaign rally”	1921
Folder 8	“Salud, Mexico!”	1965-1968
Folder 9	“The Mary E. Schenley Collection”	nd
Folder 10	“Sharing Kaufmann’s Past”	c1998
Folder 11	“Eleanor Reamer Smith Publicity”, Paris	1947-1948
Folder 12	“This is the Army-‘58”	1958
<u>Subseries 9: History</u>		
Folder 13	Air conditioning	c1950
Folder 14	Charge accounts	1932
Folder 15	Clock(s)	1940-1989
Box 12 Folder 1	Escalators	1981
Folder 2	First-floor	nd, 1930-1998
Folder 3	“Firsts”	1924-1929
Folder 4-5	General and inclusive (I, II)	c1925-2002
Folder 6	“Merchant Princes of Pittsburgh: The Great Department Stores” by the Historical Society of Western Pennsylvania	1997
Folder 7	Miscellaneous	1900-1983
Folder 8	Paintings and Art work in store	1948-1957
Folder 9	Parking garage	1954-1955
Folder 10	<i>Pertinent facts About Kaufmann’s Department Store The market it Serves Its Role as a member Of The May Department Store Chain</i>	1965-1966
Folder 11	Pittsburgh city directory entries	1868-1956
Folder 12	Plan of Reorganization	1938
	Storagram	
	Articles	
Box 13 Folder 1	Annex expansion	c1955
Folder 2	Brides Shop	1947
Folder 3	Carnegie Library branch	nd
Folder 4	Foreign offices	1921-1959
Folder 5	Hospital on 10 th floor	nd
Folder 6	June Anniversaries	c1950
Folder 7	Kaufmann Department Store history	1949-1966
Folder 8	Other department’s	nd
Folder 9	“Personnel Changes”	1966-1973
Folder 10	Retail Training Program	c1950
Folder 11	Store policy	c1950
Folder 12	Warehouses	nd
Folder 13	Correspondence - 57 th Anniversary	1927-1928
	Printing costs and specifications	
Folder 14	1927-1928	
Folder 15	1967-1973	

Subseries 10: Kaufmann's Department Store division expansion

Box 14	Folder 1	Beaver Valley Mall –Beaver County PA	1987
	Folder 2	Braddock and McKeesport – potential property and expansion report	1951
	Folder 3	Carousel Mall - Syracuse NY	1990
	Folder 4	Charleston Town Center – Charleston, WV	1983
	Folder 5	to buy Denver Dry Goods Co.	1928
	Folder 6	Fort Steuben Mall – Steubenville, OH	1974
	Folder 7	Gimbels department store (Batus, Inc.) purchase	1986
	Folder 8	Greensburg, PA	1976
	Folder 9	Home Clearance Center - Parkway Center Mall (Pgh., PA)	1990
	Folder 10	Irondequoit Mall – Irondequoit, NY	1990, 2002
	Folder 11	Kaufmann's Distribution Center	1996, 2003
	Folder 12	Kaufmann's Store Locations	1991-2002
	Folder 13	McKnight Road (North Hills) – Pittsburgh, PA	1966
	Folder 14	Millcreek Mall – Erie, PA	1975
	Folder 15	Monroeville, PA	1960-1966
	Folder 16	Mt. Lebanon – Pittsburgh, PA	1961-1985
	Folder 17	Rochester, PA – Beaver County PA	1968
	Folder 18	Ross Park Mall – Pittsburgh, PA	1985
	Folder 19	Sibley's (Rochester, Syracuse, and Buffalo, NY) merger	1921, 1990
	Folder 20	Strouss (Youngstown, OH) merger	1986
	Folder 21	Viewmont Mall – Scranton, PA	1995-2002

Subseries 11: Kaufmann Family

		Edgar J. Kaufmann (1885-1955)	
	Folder 22	Biographical	c1925-2002
	Folder 23	with Albert Einstein - New York Times Photo Archives – <i>Live with History</i>	c1998
	Folder 24	Fallingwater	1964-2003
	Folder 25	Office (Pgh., PA)	c1995
	Folder 26	Edgar Kaufmann, jr. (1915-1989)	1989, 2002
	Folder 27	Henry Kaufmann (1860-1955)	1940, 1965
		Irene Kaufmann Settlement	
	Folder 28	The Art School – postcards	c1950
	Folder 29	“History and Statistics”	1939-1940
	Folder 30	Programs	nd
	Folder 31	Isaac Kaufmann (1851-1921)	1921
	Folder 32	Mrs. Morris Kaufmann (1861-1942) - Receipt from Tiffany & Co. for pearls	1928-1929
	Folder 33	Oliver M. Kaufmann (1898-1980)	1980
	Folder 34	Irwin D. Wolf (1894-1956)	1951-1956
	Folder 35	Mrs. Martha K. Wolf (1892-1962)	1962

Series II: Miscellaneous (1938-1986)

Box 15	Folder 1	John A. Brashear Memorial Museum	1958-1959
	Folder 2	<i>Historical Records Survey: A Nation-wide Project of Works Progress Administration, Division of Women's and Professional Projects.</i> By Works Progress Administration	1938
	Folder 3	"Probe": Dr. Albert E. Burke	1962-1963
	Folder 4	<i>Pulling Together</i> book	1986
	Folder 5	"Treatment script for presentation to Mr. I.D. Wolf and Frank Crane on contemplated motion picture "Your Pittsburgh""	nd

Series III: Other Department Stores (1913-2003)

		Federated Department Stores, Inc.	
	Folder 6	Macy's	1953, 2002
	Folder 7	Rich's Department Stores	1967, 2002
		Gimbels Department Store	
	Folder 8	<i>Gimbelite</i>	1957
	Folder 9	History	1955, 2002
	Folder 10	Kaufmann & Baer Co.	1913-1927
		The May Department Stores Company	
	Folder 11	David C. Farrell	1996-1998
	Folder 12	The Hecht Co.	nd, 1998
	Folder 13	History	1985-1990
	Folder 14	"The May Department Stores Company" by Morton D. May	1966
	Folder 15	Wanamaker Department Store	1968, 2003
	Folder 16	Target Corporation - Marshall Fields	nd, 2003
Box 16		Archival copies of the <i>Storagram</i> –a more complete set of these can be found in the Heinz History Center Library. Archival copies only.	