CHRISTMAS GREETING TO

ESS THAN TWO WEEKS will be Christmas, a day on which most families come together, a time when the want of a musical instrument is felt as it will not be again any time during the year. While many are just at present securing their instruments to be delivered at Christmas. yet many more must feel the need of buying one now. We propose to do all in our power, from a musical standpoint, toward bringing sunshine and happiness into your homes. You can have it as easily as not. On a piano or organ it means a reasonable payment down and the balance on monthly payments. Even if the parents think they do not need one for themselves, they should consider the children. To them it means whether there is music in the house or not; it means a source of recreation and refinement that nothing else can replace. There cannot be any question about this. Do not say you cannot afford one. There are few families in Pennsylvania that cannot afford a musical instrument of some sort

NOW COMPARE OUR PRICES.

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A \$450 Gildemeester & Kroeger Upright Piano, \$225 like new; good tone and action; now..... A \$400 McFhail Upright, walnut case; fine tone and action; now...... \$250 A \$350 Pease Upright, walnut case; good as new; now \$225 A \$350 Smith & Barnes Upright, mahogany case; A \$450 Krell Upright, rosewood case (new) \$300 A \$350 Royal Upright, walnut case, good as new, A \$300 Willard Upright, walnut finish; good con-

A \$400 James & Holmstrom, fancy mahogany \$275 A Square for \$35, one for \$50, and another for \$75. Notice the Hardman in our window. It was a bargain at the price we first named, \$350; but today it can be bought for

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Who wants to settle the piano question once for all, not only for his family but for the grandchildren as well, we unhesitatingly recommend the

As the instrument combining all the essential qualities of the ideal piano. Notice what people say who have "No Axe to Grind:"

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St. Joseph's Academy, Emmitteburg, Md., Oct. 20, 1841, Mr. Charles M. Scieff.

Lear Sir: We have been using the Sited Pianos for more than thirty years, and it is with pleasure we testify our satisfaction as to durability, tickness of tone, etc. We have eight of these instruments in constant use, besides two grands that are still in excellent condition after twenty years' a rvice.

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St. John's Asylum, Utica, N. Y., Feb. 19, 1895. Utien, N. V., 1995, 195, 1957, Mr. Charles M. Stieff,

Having used your pianes personally for zome time past, I can speak from experience of their fine qualities. It gives me much pleasure to say that in the four years of almost continued use the upright has lost none of its heautiful quality of tone or elasticity of action. I am note and mere pleased with it the more I use, it.

G. W. CHAPWICK. it. G. W. CHADWICK,
Director of New England Conservatory of Music.

Peabody Institute,
Conservatory of Music,
Baltimore, Oct. 5, 1803,
Mr. Charles M. Stieff,
It gives me great pleasure to testify to the
excellence of the Stieff Piano, Material, tone,
and touch are such as are only found in high
grade instruments. The responsibility and reliability of the firm are known over the whole
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It gives me great pleasure to recommend the Stieff Plane, as an instrument most satisfactory in every particular, not only for instrumental rouse, but I have found its sattaining qualities admirable as an accompaniment for the voice.

Voirs sincerely, 1147-ALBERTINE MMF. RICARDO DE DIAZ-ALBERTINA

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HERE ELECTION OF THE CONTROL OF THE

Louisa's Evening Out

ing room from the kitchen communicated three raps. "Louis-a! Louis-a!" The girl in the kitchen who ironed a single handkerchief, made a grimace at the wall and gave no other answer. The sound came of a chair being pushed back, the movement of shirts. A knock at the door of the

"Louisa-I mean Louise." "What's broken now?"

klichen.

"Didn't you hear me call?" "I 'eard a row of some kind," said the girl, placing the iron near to her round cheek to test its warmth. "I called Louisa as plainly

"If you want me," said the girl, "call

ma by me proper name." "D'ye know it's Wednesday even-Her mistress thought it better to avoid repetition of an old debatethe girl's real name was Louisa, but the new form, borrowed from a bonnet-

case, had ellipped the girl's fancy and she had adopted it.
"I do not know its Wednesday evenin t, ma'am."

'And aren't you going out?" 'As soon as ever I can cast off the bonds of slavery," replied the girl with Want anything in?"

I don't think so," said her young mistress, thoughtfully: "we've got she walked on, affecting not to hear ergs. You'll be keeping him waiting, won't you?" she added, with a touch of inquisitiveness. "Let him wait," said Louisa. "Does 'en good to stand on the hob for a

while. Can I borrow your umbrella, 'Don't get it wet, mind," warned her

Louise tripped upstairs aproned and capped, taking out pins as she went: ter minutes later she came down with every sign of domestic service absent and appareled for public promenade, one white cotton glove on; she took a hairpin and with this, at the foot of the stairs, buttoned her boots From a decorated drainpipe in the corno she took the umbrella, and then swishing through the kitchen, inspected very seriously her face in the small mirror before escaping monotony two brief hours. She tried a tired kind of smile with half-closed eyelids that

She called to her mistress as she went out an adieu. "I'm off ma'am," and her mistress replied: "Right you are-don't be late in, mind." A minute later Louise was walking out on the tavred pathway, the sacriet poppies in her hat dancing to the rhythm of her geft. One or two other domestics nod-deft their caps from windows, and she bowed politely, shaking out her white

seemed to please her, and, snatching up a clothes brush, gave the last ar-

fashion. At the end of the road she looked around cautiousty, There he was, standing near the chemist's; some error in stage management had placed lifted. him in the light that came through the bloated green bottle, and this gave no

real help to his personal appearance A good young man, but dult; cometimes very dull; his conversation in- dear friend." sisted on ambling along a well-beaten track from which nothing ever diverted First, the weather of the evening compared with the weather of this

time last year; next the slackness in right 'and." the building trade and difficulties encountered by his master in raising money; then his views in regard to English generals and what would have been done early in the war if they had taken the precaution of asking him; lastly the reprehensible behavior of the lady to whom he was once almost engaged. The order of these subjects never varied.

"I'll give him the slip for once," said Louise: "he won't be none the wiser." She turned and walked briskly south, passing shops where attendants standing bareheaded and in aprons recognized her and begged chaffingly that she would take them with her; she repiled that she was not going to the less of restraint in her manner, "I cemetery or she would have been shall on with me things and start. pleased to accede to their request. Detecting satire in this, they called after her, but having no further reply ready them. A 'bus came along, and it occurred to her that it would be rather a sporting act to have a two-penny This would also impress the young shoomen with an idea that she had friends living at an aristocratic

> "Reg pardon, miss," said a youth who, following her, stepped on the hem of her skirts as she went up to an out-

"It's granted." she said handsomely. They took seats on either side of the gangway and glancing at him she saw that he was of about her own age; he was smoking a cigarette and wore another over his ear.

"I can always catch a train," he said facetiously, "when I don't want to." "Skirts are a great nuisance," she re-

look odd without 'em, though."

"Depends," said Louise modestly. "D'you go in for cycling, may I ask?"
"To tell the truth," said Louise, with frankness, "I don't. My idea is there's nothing beats a 'orse, unless it's the lockey that rides it."

"You like horseflesh?" "Oh," said Louise, with a tired smile that had been rehearsed. "I revel in it. Put me on the back of a fine thoroughbred, and a 'igh 'edge or a broad ditch in front of me, and—" "Done any hunting lately?" asked the

youth with increased respect.
"Not this summer," she confessed. "We've been traveling so much.

1 is -" The conflictor came up, cryinc. "A'l force, if you place," Louise, cluted by his own conversation, stood all the other to, made a dab at the back of her destination? Cress, "Where's my pocket gone to, I

"I got plenty of coppers," said the ger down together."

discounts, "I want change for allver," general a glass of temonade at an ex-the eroduced a shiller and the timable-looking confectioner's sh and returned it with his straw hat up- as they walked being it appeared that

"How's that, umpire?"

"A lady or a chap?" he asked. Louise, calling on her powers of inven-"They used to call him Buller's

"That accounts for a lot," remarked the youth, jealously,

home in a month or two. What there is left of him, that is. He lost I don't know how many limbs one way and "I don't hold with war," he said,

"Seems to me it entails a lot of 'ardship and very little to show for "You don't belong to military fam'ly, perhaps?"
"Do you?"

"Not acquainted with the Ninetyfifth, I suppose?" 'The youth replied that he could not say that he was, and Louise nodded her head significantly, as though to intimate that in view of his state of ignorance it was useless to pursue the conversation on these lines. To restore self-respect he presently found a cigar in his weistcoat pocket, and, striking a match with his straw hat acting as a protection from the wind, blew a cloud with an appearance of extreme enjoyment until an old lady behind him complained of the scent, asking her whether something could not be done to prevent soap factories from being nuisance, upon which the youth hrew his cigar away, saying across

the gangway to Louise that it did not seem to matter how much you paid for smokes, you never could rely "An uncle of mine," she said remin-cently, "Sir Alfred-but I'd better not mention the name-he always got his cigars from a place in Russia."

"No," she said, "that wasn't exactly the name. What he gave for them I shsouldn't like to tell you for fear you wouldn't believe it." "My guy nor never pays less than

"Your guy'por?" ' "I'm in the city," he said, apologeti-

"I used to know somebody in the city," she remarked thoughtfully, "called 'Obson. Very likely you know "Shortish chap?"

About me own height." "That's what I mean." A long pause ere Louise decided to resume the conversation. "He had a bank in-I forget the

name of the street. Are you manag-

"I am," be remarked grinty, "when all the others are away. Is this our

"It's mine, at any rate," "Oh, well," said the years, "we'll They had a very pleasant small

"Thank you," she remarked with a round by the shops, and when he suryouth, charlied by this reproof, sub- besitated very coyly and, teching up I've into inclunchaty until a rudden and down the road, expressed fear lest HE WALL dividing the din- | grip at the back in the most approved | pull up of the 'bus horses sent her um-" any of her friends should see her debrella down from her lip. He collect inn this wild and pleblag taing. All it, dusted it carefully with his sle ve, the rame, she are pied the off r, and the beverage had improved her orttorical powers, for six rattled on "I should have been sorry if it had with great vigor, speaking insinly of uset with an accident," said Louise, hi relatives, at iof whom appeared to precisely. "It was a gift from a very be distinguished in the arts or in one of the two services. It was only on beginning a reference to an aunt who "He went away to South Africa quite | bad been an admiral that she checked at the beginning of it," explained herself, and this gave her companion his chance. He spoke importantly of prospects and of the luxury of his home; he had some idea, it seeme l of engaging a valet to save himself the trouble of looking after his nu-

"Judging from his last letters he'll be merous suits of clothes; he disliked first-class carriages, but the world would not allow one to ride third. "I turn up here," he said, as they reached the corner of a quiet row of villas, "and then branch off. I trust

we shall have the mutual pleasure of meeting again, miss." * A bareheaded girl stopped near and watched the "I'm staying with friends," said

Louise. "But I daresay I shall be about the same place."

"Next Wednesday evening?"
"That'll suit me," she said. He lifted his straw hat, and was going off, when the bareheaded girl recognized

"Mother sent me to look for you, Bob," she said, "and mother says are you going to clean the boots tonight, or ain't you?" A clock struck 10 and Louise ran

Arriving at her house, she lifted the knocker high and let it drop to give one definite, resounding knock. "Next Wednesday evening, indeed!" she echoed sarcastically. "I fancy I see myself. Jest shows you, though,

what 'umbugs men are."

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