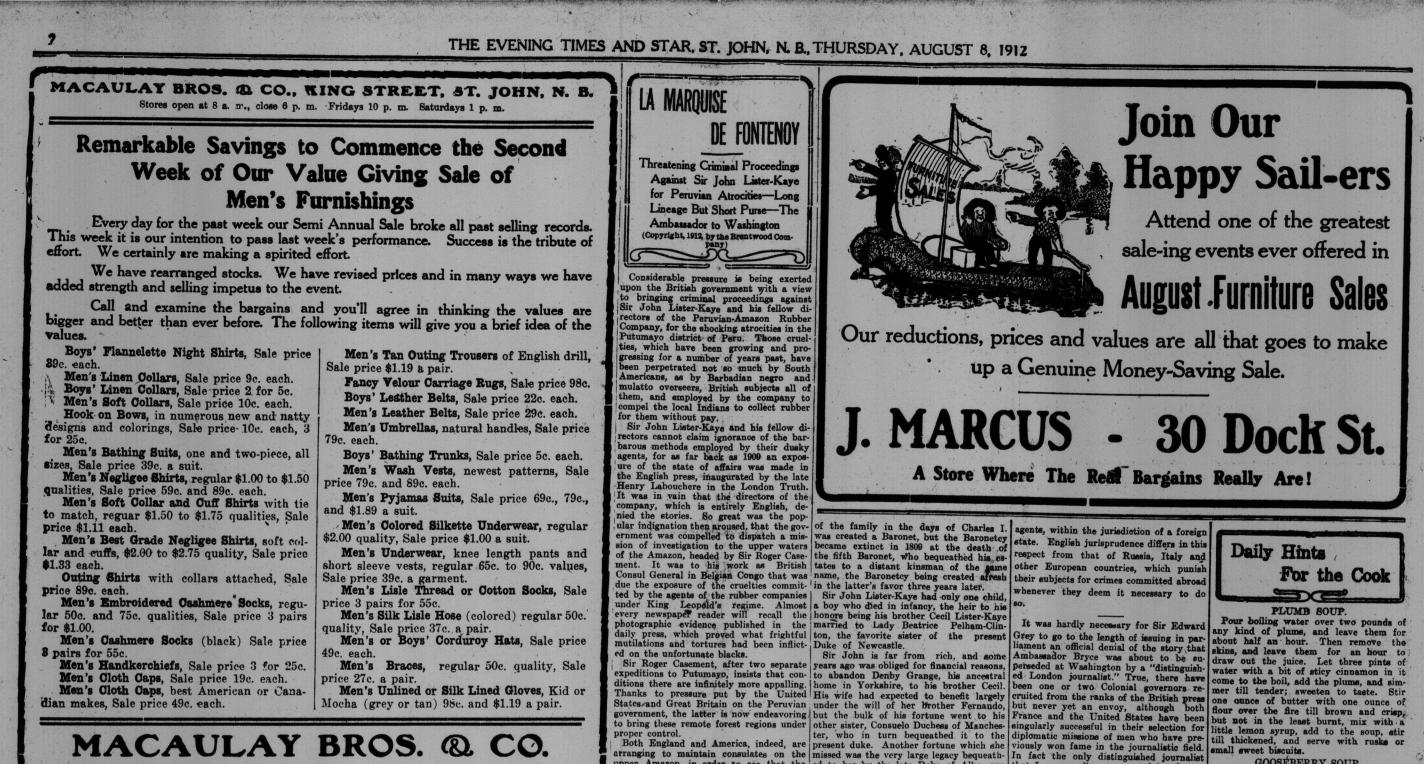
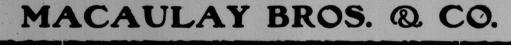
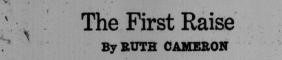
## MC 2035 POOR DOCUMENT







667 ELL me what a man does with his first raise,' 'a successful financier. used to say to me, "and I will tell you if he has any chance of becom-ing a rich man."

The other day I happened to be present at the family councils of a certain young couple when the husband announced that he had just received a raise of ten dollars a month

The little wife, who is on enthusiastic young person, clapped her hands like shild and cried, "Oh Frederick, then we can have that nice apartment we wanted.

That was just ten dollars a month more. I'll go around to

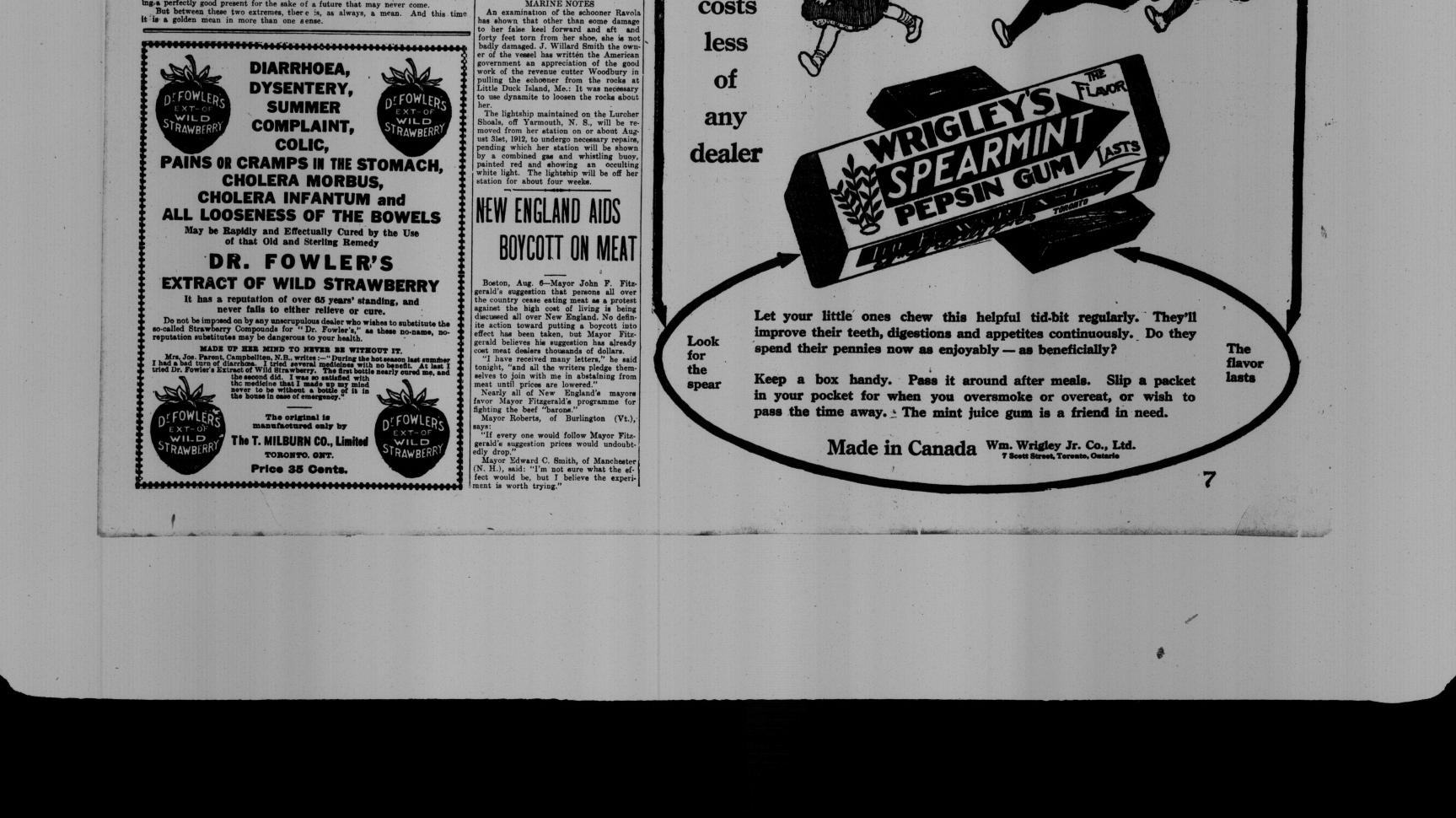
morrow, and see if it is still vacant. Oh, say we may." erick, who is the common sense of the partnership, looked a trifle dubious, but the enthusiastic little person was ready for him with a dozen advantages such as that the kitchen

vas cooler and more conveniently arranged, and that the a cance and go out on the river that they would be able to have a scance and go out on the river hot summer evenings. This last bit of diplomacy was a telling stroke, and before I left Frederick was evidently considerably more than half per-suaded. was so near the river that they would be able to have

Arederick was evidently considerably indre that har per suaded.
Now I have sometimes heard these same young people is bewail the fact that, although they realized the need of saving for a rainy day, they needed every cent of his salary to live on. Whether that was strictly true or not is an open question, but there is no question but that if they did live I on that up to the time of the raise, they could have continued to live on that or a very little more afterwards, and to now what does a raise mean to you young people who are receiving your first I advance in salary?
Does it mean the possession of some hitherto unattainable luxury?
Does it mean at least some increase in saving power?
A young business woman who in the past six years has worked up from ten to twenty dollars a week, told me she found it just as hard to save on twenty as she did on ten, and that altogether she had not save dover a hundred dollars. Undoubtedly that girl had regarded each raise as an enlargement of her spending power.

Another girl who has worked about the same time and never earned more than ighteen dollars a week, has saved nearly a thousand dollars. "Each time I was dvanced in salary," she said, "I saved half the raise. You see, I reckoned that if could live on eight dollars a week I could certainly live on nine even if my salary ad been raised to ten."

Now there are, to be sure, many people who can never enjoy the present be-cause they are always saving and scrimping to an unnecessary degree for the future. That, I think, is the very worst kind of extravagance, because it means wast-ing a perfectly good present for the sake of a future that may never come. But between these two extremes, there is, as always, a mean. And this time it is a golden mean in more than one sense.



Steamed-Strs, Catemo, Sanders, Port-land; Inishowen Head, Pickford, Dublin; Bratlands (Nor), Haroldsen, Brow Head

Montreal, Aug 7-Ard, str Montfort, London and Antwerp. Sailed-Str, Royal Edward, Bristol. Quebec, Aug 7-Ard, strs Ionian., Glas-gow; Lady of Gaspe, Gaspe; Manchester Commerce, Manchester.

FOREIGN PORTS. New York, Aug 7-Ard, schrs Jessie Hart 2nd, St John (N B); Herald, Camp-bellton (N B); Karmoe, Sherbrooke (N S); Margaret May Riley, Bridgewater (N

S). Vineyard Haven, Aug 7-Ard, schrs Wm Mason, St John (N B); Chas C Lister, do. New York, Aug 7-Sld, str Hafnia, Windsor (N S); schrs, Hattie H Barbour, St John (N B); Laura H Lupt, Campbell-ton (N B); Lavolta, Machiacport (Me).

MARINE NOTES

<text>

