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PRINCIPAL CONTENTS.

REASONS FOR OPTIMISM.

While there is a certain amount of slackening in business and a considerable degree of tightness in money matters, there is no real reason for pessimism on the part of our people. We admit that we have been over-speculating and in general have been travelling at a pretty fast pace for a young and growing country but at the same time, there is no reason for giving way to blank despair. Our country has just been blessed with the best crop in its history Our farmers are finding a ready market and good prices for all their commodities and, as the result of the year's crop, will be enriched by hundreds of millions of dollars Our manufacturing establishments are busy, with the exception of a few isolated cases Our railroads have passed through their period of diminished earnings and are again showing healthy increases over the figures of a year ago. Bank clearings, customs collections and building statistics are all in a reasonably healthy condition and, while no new records are being made, there is nothing to indicate that the country is on the downward grade.

The study of psychology reveals the fact that fear is contagious and that men in a crowd will act differently to what they do when by themselves. In other words, there is some peculiar influence which gets in its subtle work in a crowd. Apparently, Canada is suffering more from nervousness and the dread of what might happen than from actual conditions. Men on the "Street" meet and tell one another that money is tight, that times are hard, or that the country is going to the 'bow-wows' and the influence thus created spreads with surprising rapidity. If men were to adopt a different view point and talk cheerfully and optimistically, they would be surprised at the influence not only upon themselves but upon the business world in general. Success or failure is largely the result of our view point. It is as true of a business man as of a general, that he is already defeated who goes into a battle expecting defeat On the other hand, a man who conducts his business, or fights a battle, feeling sure that he will win, succeeds in ninety-nine cases out of a hundred.

A man was once asked what was the difference between a pessimist and an optimist and was told that a pessimist saw only the hole in a dough nut, while the optimist saw the doughnut itself. In Canada, we need a few more of the optimist class. There may be a few disturbing factors, but the "Men of the Northern Zone" are not