

THE BOOMER AND THE GRUMBLER.

THERE are two classes of merchants and by merchants is meant all who are engaged in mercantile pursuits, manufacturer, jobber, and retailer who represent extreme types, both of which do harm, but one more than the other.

The Boomer is a man who is always doing a huge business, laying large plans, building towering air castles, and disturbing things generally. He cannot do much harm, because people know him by sight, and his splurging speeches have no very great effect, but in some cases he succeeds in loading the wholesale or retail markets with unsaleable goods, and financial dam-

a manufacturer, the wholesalers cannot handle his goods properly, and to him they are a miserable set. If he is a wholesaler, he will go around with a funereal smile on his face and tell everybody that the country is going to the dogs, that business is entirely ruined by the tariff and would be worse if free trade were in vogue; that Canadian manufacturers are worse than useless, and that there isn't a decent piece of goods turned out from a Canadian mill. A man who goes around with such talk as this should be drummed out of the community, for misery is as contagious as joy, hope and enthusiasm. Moreover, it makes matters a hundredfold worse to have a few such men in the mercantile ranks, because they seriously retard the wheels of com-



CALDECOTT, BURTON & SPENCE'S FOOTBALL TEAM, 1891-92.
CHAMPIONS TORONTO DRY GOODS LEAGUE.

age is done. Often he is a shark who is working up a joint stock company for his own advantage, but such a man is a boomer by calm, malicious forethought, while the one mentioned before is more natural and his faults are unintentional.

But turning to the other side, the extreme type is the Grumbler--that wrinkle-browed, irritable, dyspeptic individual whom everyone wishes to avoid, but who is always cropping up to jar one's happy feelings and hopeful plans. With him the weather is always so unsuitable that business is being ruined. He cannot find a decent clerk or workman whom he can trust to properly carry out a piece of work which he wants done. If he is

merc. They throw cold water on the warm anticipations of new manufacturers, or of young and enterprising business men who desire to start out on new lines. What this country needs at present is a whole hearted enthusiasm which will maintain the fact that, tariff or no tariff, Canadian woollen, cotton and other manufacturing industries can be and will be developed; that Canadian wholesale dry goods merchants can sell goods as cheaply and do it as efficiently as the men who frequent Canadian markets from foreign countries; and that Canadian retail merchants are capable of handling all meritorious goods which are placed in their way.