

and no domestic considerations should be allowed to intervene. A season of economy does no harm.

VII. The merchant may declare that much of what I say is so obvious, that he carries out all these rules now. Is that really so? The experience of most business men is exactly the reverse, and violation of some of these foundation principles of business is a common thing. It should be said, in conclusion, that Canadian business, during the past five years, up, indeed, to the beginning of the present year, has been carried on under exceptionally difficult circumstances. There has been a lack of expansion both in population and trade, and a severity of competition, which have tried the pluck and resources of the most experienced men. Better times have dawned. There is a spirit abroad which points to far more active trade. When a man is getting a good profit, and he finds the people around him in a more hopeful mood, he can more easily practise sound business principles, so, when he is struggling along with poor prospects ahead, it is hard to bear in mind all the sage advice that is poured into his ears.

M.O.

THE PIONEER WALL PAPER MAN.

It may be interesting to give a few facts regarding the pioneer of wall paper in the metropolis of the Dominion, viz., Colin McArthur, who has been a leading spirit in this branch of manufacture during the last forty years, and who, prior to his arrival in the city of Montreal, personally conducted the management of the large and well known firm of Wylie & Lochead, Whiteinch, Glasgow, with whom he commenced as a lad. The foreign business of this firm extended in large proportions, and particularly with Canada and the United States, which resulted in the partnership in 1879 of Colin McArthur with the late John C. Watson, wholesale crockery merchant, of Montreal, under the style of Watson & McArthur, for the manufacture of wall papers; a few years later he retired from the above firm and continued under the style of Colin McArthur & Co.

On THE DRY GOODS REVIEW's visit to their factory, which is situated at 1030 Notre Dame street, and commands a magnificent view of the shipping of the port of Montreal, the representative was cordially received, and shown the various processes of manufacture, with which most readers are already familiar. One is particularly impressed with the energy and foresight in anticipating the requirements of the different branches of manufacture.

We were also shown the large additional wing to the factory, just completed, and made necessary by their increasing business, which is not confined to Canada, but extends to South Africa, Australia, New Zealand, Tasmania, South America and the West Indies; we mention this fact particularly, feeling assured it will be interesting to most of our readers to find Canadian manufacturers competing, and successfully so, against the long established connection of the Old Country.

The sample-rooms are large, well lighted and very comfortable as well. The visitor was shown the results of the efforts, during the last year, to provide a line of wall paper calculated to surpass anything that may be shown to the wall paper trade this coming season. It is extremely difficult to describe the beauty of the combinations shown here, embracing all lines from the cheap to the most expensive. One should, however, particularize the beauty produced by their new system of blending, which must be seen to be appreciated; the long shades of the most unlooked-for colors are taken and blended in a manner that produces the most striking effect, making it difficult to believe that such artistic results can be produced by man's hand. This feature pervades the most of their range, and

reaches the height of perfection in their line of ingrain friezes. The most popular new shades have been selected as sidewalls, and in these tints, more especially the darker ones, the strong, masterly hand shown in the reconciling of such dark effects to the delicate tints of the ceilings, is remarkable. The visitor was satisfied the general expression of the trade upon these goods will be summed up in the word "perfection."

FEATURES OF NEW WALL PAPERS.

THE 1898-99 line of wall papers which The Watson, Foster Co. are now showing the trade, are so diversified in pattern and coloring that it is practically impossible to describe more than one or two leaders. In varnished gold, embossed papers, the designs and styles are beautiful, running in seven different patterns, each with half a dozen borders, and ceiling papers to match. No. 703, roses in green and gold surrounded by a rich green scroll on a light background, is one of the prettiest. No. 698 is striking also. On a cream ground are roses and pinks in natural colors, with ornamental bronze scrolls. Among the plain gold embossed papers No. 699 is one of the best. The pattern shows roses, lilacs and other smaller flowers in light colors set off by bronze ornaments, on a deep green background.

Ingrains in 20 different colors are a department in themselves. Nine, eighteen and twenty-one inch friezes with various patterns are designed to go with them. One blue ingrain has a wide border in yellow, green and bronze, with handsome ceiling paper to match.

In tapestries, white blanks and cheaper lines, they show an immense range in many colors and designs. No. 598, an inexpensive line, is very pretty. On a cream background appears a vase ornament, surrounded by a gold scroll.

To give their trade friends, who have not seen samples yet, an idea of what the season's range contains, The Watson, Foster Co. have issued a handsome folder, showing four of their best designs in original colors, including a hall combination, called "La Fontainebleau"; a corner of a Louis XVI. parlor, tapestry treatment for a dining-room, and a bedroom decorated with a special combination, to go with frescoed ceiling. As a specimen of good work, the book is worth keeping, and dealers who want it have only to drop the firm a post card, asking for one.

WHAT DEALERS APPRECIATE.

Advices from Watson, Foster & Co.'s travelers say that their 22½-inch tapestry and prest embossed goods are taking well. The 22½-inch denim stencils are also popular. Ingrains, with handsome 9, 18½ and 22½ inch friezes, meet with much favor from those of the trade who have seen them.

THE LATE MR. YOUNG.

Mr. George A. Young, formerly of Montreal, and a partner in The British American Dyeing Co., died recently at his residence in London, Eng. He came to Canada in 1847 to represent his uncle, a well-known cotton spinner, but later on resigned the agency to form a partnership with a Mr. Jeffries, under the style of Young & Jeffries, to carry on a retail dry goods business on Notre Dame street, Montreal. When the firm was dissolved he entered the employ of Thompson, Claxton & Co., and afterwards became a member of the firm. Mr. Young was also at one time a partner in the wholesale department of S. Carsley & Co. He held a financial interest in The British American Dyeing Co. for over twenty-two years.

The late gentleman was a well-known Methodist, and was prominently identified with the Royal Templars and various charitable organizations in Montreal.