

WALL PAPER AND DECORATIONS.

THE LATE MR. F. S. FOSTER.

THE death of Mr. Francis Stuart Foster, of the firm of The Watson, Foster Co., wall paper manufacturers, Montreal, which occurred at his late residence, 904 Dorchester street, Montreal, on Sunday, January 6, 1901, deprived Canada's business community of one of its most respected members and cut short one of the most promising business careers that could be prophesied for a young man.

Although he had acquired a leadership in his line of business, Mr. Foster had not had an exceedingly long experience, being born somewhat over 41 years ago in Kingston. He received his education in the "Limestone City," attending the High School there, previous to the family's removal to Montreal.

It was in 1880 that Mr. Foster first became connected with the wall paper business, entering the firm of Watson & McArthur, which had just been formed, as bookkeeper. Four years later Mr. McArthur withdrew, and the business was carried on by John C. Watson & Co. In 1891 Mr. Foster really entered into partnership in the firm, but not till 1894 did his name appear in the firm's style. In 1897 the business was formed into a joint stock company and the trading title has since been The Watson, Foster Co. Limited.

Mr. Foster's special duties belonged to the manufacturing part of the establishment, and he had acquired a thorough knowledge of the practical side of the business. In fact, to his ingenuity and enterprise is largely due the excellence which Canadian wall paper manufacturers have learned to give to their products since they started to learn their business in 1880, on the adoption of the National Policy. Canadian merchants long found difficulty in selling the domestic made wall decoration, but, thanks to the zeal and perseverance of such pioneers in the industry as Mr. Foster, we are now not only supplying our own trade, but entering into the export business as well.

Mr. Foster's influence extended into the office also, where his grasp of financial questions and his business ability of no mean order were valued very highly. Honesty and integrity were equally predominant with enterprise in his make up. An example of his high principle, which he never would allow to be published, was shown one time, when, about eight months after he had made a settlement with an

insurance company upon some losses the firm had sustained through fire, he found a mistake had been made in the valuation of some factory apparatus, and his firm sent the insurance company a cheque for \$800. Acting upon such principles as actuated them in this case, he and his partners builded even better than they knew, and their business expanded to enormous proportions.

As a man, few business figures were held in respect equal to that enjoyed by Mr. Foster. Although he was very attentive to his private business, he had for some years been a member of the Montreal Board of Trade. He was a Governor of the Montreal General Hospital and a warden of Christ

Church Cathedral. His personality was affable, yet always impressive.

Mr. Foster had been away from business two years and eight months, seeking a recovery of health in different climes, but it was only during the last two months of his life he was seriously ill. He leaves a family of a widow and three children who, needless to say, have the warmest sympathy of his hosts of business friends.

The funeral service, rendered in the Cathedral in full chorus, was very impressive. The chief mourners were the two young sons of the deceased; Mr. W. Foster, brother, Mr. W. I. Gear, brother-in-law, Messrs. Hugh Watson and D. S. Boxer, partners of the deceased, and Wm. Cooper. Among the others present were: Sir M. W. Tait, Messrs. Alfred Griffin, George Creak, Capt. Riley, H. Adams, E. A. Barton, J. H. Hutchison, M. Fitzgibbon, David Smith, R. J. Notan, Lieut. Col. Butler, C. Richards, H. Ryan, George Howard, J. Fraser, C. P. Greaves, R. K. Howland, C. C. Howland, H. H. Howland. There was a large number of floral tributes sent by the immediate relatives of the deceased, and from Mr. and Mrs. W. B. Foster, Mr. and Mrs. Hugh Watson, G. Howland, Son & Co., Madame M. J. A. Prendergast, Cadieux & Derome, Colin McArthur, and Miss McArthur, the office and travelling staff.

VALUABLE SAMPLE BOOK OF WALL PAPER.

The Watson, Foster Co., Limited, Montreal, have again issued a pocket sample-book and price list combined of the leading ingrain hangings, with friezes and ceilings to match, which they carry in stock.

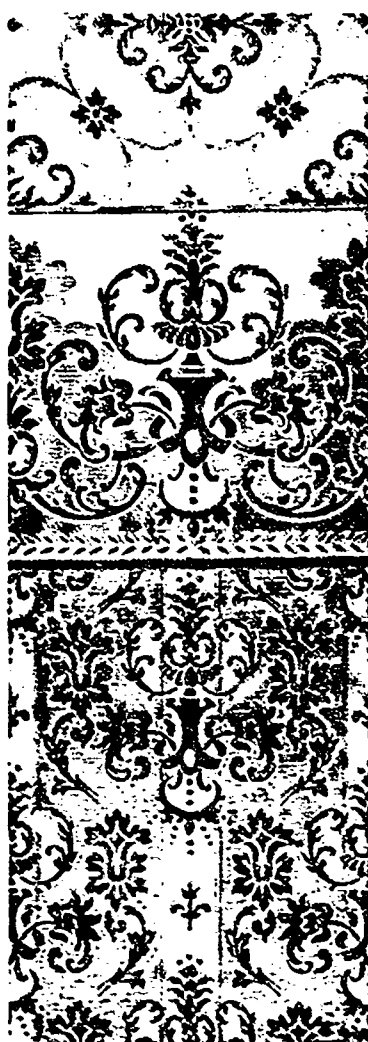
This is possibly the handiest and most valuable addition to the wall paper dealers' sample book department issued by any manufacturer. Dealers from all over the Dominion and United States spoke so highly in praise of its usefulness last season that The Watson, Foster Co., Limited, have decided to perpetuate it.

The book contains 25 popular colorings, on the back of each sample is printed the lettering of the ingrain, the price grade, and the numbers of the friezes and ceilings which match the different colorings. At the back of the book will be found half-tone illustrations of the friezes and ceilings. Price list accompanies each book.

Any dealer who has not yet received this ingrain sample-book should write to The Watson, Foster Co., Limited, Montreal, and it will be supplied immediately on application.

STAUNTONS' INGRAINS.

Stauntons' the wall paper people, report great success during the last month in selling their popular ingrain combinations. It is a very superior line in points of the artistic in design and colorings, and is bound to be popular with the people when the season opens. It is only one of the many just such good sellers as the Stauntons, Limited, have in their 1901 line. The company are working hard on orders, and are making big shipments every day now, and expect very soon to have all orders completed, so that the trade will have an early Spring start.



No. 967.—The Watson, Foster Co., Limited.

A fine pattern in The Watson, Foster Co.'s line of this season, suitable for halls and interiors requiring generous treatment. The softened background gives a depth to the design, producing, especially in forest greens and Imperial reds, most effective results.