

which is likely at any moment to arrest the progress of the mines under the control of the Gooderham-Blackstock syndicate. The smelter is at present receiving \$6.00 a ton on every ton of War Eagle and Centre Star ore treated, having a contract for 200,000 tons at that figure. The Canadian Pacific Railway Company offered a release from this contract on condition of the mines forming a new one for 600,000 tons at \$4.75 per ton. This would tie up the product of the mines for at least four years and the offer was refused. The mining companies preferred to complete their smaller obligation at a dead loss of \$1.25 a ton. However, negotiations were entered into for the purchase of the smelter outright and these are now in progress if they have not already been closed. War between the Canadian Pacific Railway and the Gooderham-Blackstock syndicate would attain Homeric proportions. Neither one of them can afford it and the province of British Columbia least of all. It would affect the Canadian Pacific Railway not so much from the magnitude of the interests directly involved as from the fact that the hostilities would be interpreted by many to mean that the Canadian Pacific Railway Company was not prepared to treat the mining industry of British Columbia fairly. It would affect the Gooderham-Blackstock interests because these, both at Moyie and Rossland, could not be released from dependence upon the Canadian Pacific system of transportation without enormous expense and fearful waste of resources. Upon the province as a whole such a strife would have a most prejudicial effect. Capital interested in mines dependent solely upon the Canadian Pacific Railway for transportation facilities would receive a severe shock, and the development of new districts be proportionately retarded. Fortunately, however, it does not seem likely that any serious friction will result over the transfer of the smelter at Trail.

Last month we drew attention to a pervasive peculiarity in the reference made to British Columbia by the English mining and financial press. Here is an extract from an article entitled "Canadian Copper."

"During the reign of high values the copper deposits of the various provinces of Canada have come in for the attention of capitalists as well as miners, and the first results are seen in a very encouraging increase in the output, especially on the part of British Columbia. But 8,000 tons in a year, though it compares well with the achievements of a few years ago, is very much below the country's capabilities, and it is to be hoped that more capital may become available for the opening up of localities which have not yet had a fair chance, and for further developments on those fields with which the industry is already identified. There can be no quarrelling with the recent achievements of British Columbia, which has come to furnish over 40 per cent. of the country's annual production, whereas six years ago it counted for next to nothing. But this province is a long way from having accomplished all of which it is capable, and in Rossland and Nelson are proved properties which only require a judicious expenditure for development to become important additions to the list of contributors. Other places are also coming in, while of late several deposits have been brought to light in the Boundary Creek neighbourhood—at Kamloops, in East Kootenay, and on Vancouver and adjacent islands. In regard to the last,

it is stated officially that "the mountains contiguous to Barclay and Clayoquot Sound and Sidney Inlet have been attracting much attention because of the discovery of copper-bearing ores, upon some of which work is now in progress. The ores are both massive deposits of, and rock heavily impregnated with, chalcopyrite and iron pyrites, carrying low values in silver and gold."

At the first blush this reference looks all right, thing the matter. We read it a third time to find out what it is. Copper is mostly recovered in British Columbia as a bye-product of gold, and it is certainly not the copper value of the ores which has led to an increase in the production. That is one thing. Then the junction of the Boundary country as at the same stage of production with Kamloops and East Kootenay, is an odd circumstance, and lastly the reference to proved mines in Rossland and Nelson awaiting development is not only peculiar as to the terms employed but also as to the places indicated.

The following letter addressed to the *London Mining Journal* is well worth reproducing:

Dear Sir,—If English manufacturers of mining and metallurgical machinery do not want to be beaten all over the world by Americans they must wake up. Shall I give you a few points. There are three methods of pushing their trade that Americans have used to advantage, as I know from experience: 1. Good illustrated catalogues sent post free and gratis to any one applying for them. 2. A good energetic traveller who speaks foreign languages, and so is not at the mercy of an interpreter. 3. Forcing, as a present, on some well-known mining company a good rock drill or other piece of machinery. With regard to No. 1, when out in Australia I was in want of some machinery and applied to a firm in Scotland for their catalogues of machinery. They wrote back asking what guarantee I had for being an orthodox buyer or in the profession. Being disgusted at their "canniness" I wrote to an American firm, who immediately sent out three volumes of their catalogues. Needless to say, the Scotchmen lost the order and the American got it. Fancy throwing away a chance of £500 for 6d.

With regard to No. 2, I have seen English travellers in South America dodging about the seaports among the English import houses, while the Spanish speaking Yankee is up in the interior at the mines, interviewing the managers, native and foreign.

No. 3 dodge is pretty good. The mine is always glad to get an up-to-date piece of machinery, and if they have further orders, it is a safe to say they will put them with the enterprising firm who sent them a good sample free. I know a mine which received a very excellent rock drill in this way, and his enterprising spirit of generosity was rewarded by a very substantial order. This policy is especially recommended to Scotch firms.

There is no doubt that illustrated catalogues are a very good form of advertising, and I beg to call the attention of English manufacturers to such splendid production as Messrs. Fraser and Chalmers, or Gates and Co., or the Colorado Ironworks, or E. P. Allis and Co., all of whose catalogues are well printed and sent gratis and post free to any address. What catalogues are published by English firms are usually only sent as a present with a