

greatly in increasing the amount of domestic minerals used in our manufacturing industries.

The greatest bulk of imported minerals comes to this country from the United States. The American producers and jobbers have standardized their product and established grades with trade names, which they have brought to the attention of the consumers in this country by persistent and systematic advertising and efficient selling methods. Their goods have been tried and become known to the manufacturers, who, when satisfied with the results, have been loth to experiment further.

A great many manufacturers know little concerning some of the raw materials which they use, the selection of which is frequently left to the judgment of the supply firm with which they deal, or else is based on an original trial shipment. It is very seldom that specifications are used in purchasing. The orders are made to read "same as last shipment," or "suitable for *such and such a purpose*."

Since the organization of the Mines Branch, numerous inquiries have been received with regard to the demand for non-metallic minerals; the uses to which they are applied; and the requirements of consumers with regard to purity and physical properties. In many cases, these inquiries were difficult to answer, owing to the lack of an intimate knowledge of the Canadian market and its requirements. In order that such data might be available I was commissioned to visit the manufacturers throughout the Dominion, with instructions to obtain from them as much information as possible regarding the non-metallic minerals used by them; the quantity of each consumed per year; the price delivered; and the source of supply, whether domestic, or imported.

An effort was made to visit *all* manufacturers using minerals, for the purpose of collecting this information. Unfortunately, a number of firms were unavoidably missed in the canvass. These were requested by letter to furnish the information sought, and although many complied, quite a large proportion failed to respond, even to repeated appeals. On this account, and because of the fact that a number of manufacturers, personally visited, refused to furnish data, especially regarding prices,