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IT'S A SALE BRINGING FORTH THE MOST
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unprecedented in the History of Salt Lake Retailing.

We know that those who attend this Sale will buy a
year's supply.

THE MARKET AND THE MINES

A Salt Lake professional man, some years ago, having accumulated a few thousands dollars, purchased a lot on East First South street and erected a neat house thereon. By close buying and the exercise of a discriminating taste he furnished the residence attractively at small cost. The total outlay was about \$10,000. The owner had hardly moved in when he entertained a mine operator with a newly acquired Nevada fortune. The miner wanted a home in Salt Lake and the establishment of his host coincided exactly with his conception of extreme luxury. He asked the professional man to name a price. The latter did not fancy the idea of moving immediately and mentioned what he thought would be a prohibitive figure—\$15,000. To his surprise the Nevadan promptly wrote out a check for the full amount and took the house. The transaction was an inspiration to the Salt Laker. His profession has since been a side issue and his real occupation has been the building and furnishing of homes. He and his family have moved many times in the last five years, but every removal has been equivalent to his annual professional income.

Strikingly similar to the methods of our professional man is the business policy of Mr. Jesse Knight of Provo. He ascertained long ago that rich companies do not like the risk and annoyance of developing mining prospects, be they never so promising, but are willing to pay generously for the trouble involved in raising the prospects to the status of mines. He found it so with his famous Humbug claim. It was scorned as a prospect, but gained a ready market as a mine. History is repeating itself in the case of the Colorado property. It was even less than a prospect when Mr. Knight took hold of it and now, after some very inexpensive development, is likely to be sold on a \$3,000,000 basis. Moreover the buyers are said to be willing to take the Tintic smelter off Mr. Knight's hands at the same time. The latter feature of the deal probably appeals to Mr. Knight more forcibly than the offer for Colorado. The management of the new smelter and the marketing of its product has been a great worry and, in addition, smelters a la mode have become of problematic value since the demonstration of Edward Pink's process at Garfield.

The established smelting companies are not blind to the possibility that another year or two may relegate their present smelting equipment to the junk heap and if they pay Mr. Knight's price for the Tintic plant there will be a reason—possibly two reasons. One reason may be, that they hope to make enough out of the Colorado mine to pay for the smelter, and the other may be found in the long time ore-treating contracts that will go with the control of the smelting company.

Important as it is to Utah the inside facts concerning the Colorado option have not been made public. Even the identity of the optionee is in doubt. In Provo, under the drippings of the sanctuary, the United States Smelting, Refining & Mining company is said to be the probable buyer. Well informed persons in Salt Lake insist that the International, or Cole-Ryan-Amalgamated, smelting company has the call on the option. If the business methods of Mr. Knight were less puritanical it might be suspected that he had both on the string and was playing each against the other.

In this connection brief notice may be given to the ever-recurrent report that the Cole-Ryan interests will not rest content until they have a firm grip on the copper trade in all its branches. It has occurred to some of our thinking machines that the much-advertised war between the American Smelting & Refining company and the Inter-

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