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## SIGNS OF A TRADE REVIVAL

### Canadian Northern Review of Trade Conditions in Canada.

Toronto, June 11.—That trade in Canada has passed the period of greatest depression and already exhibits signs of a sound revival in many lines, appears to be the opinion of the majority of representative business men throughout the Dominion who have contributed their views to a comprehensive survey of conditions which has just been completed by the C. N. R. Less than ten per cent. of those responding, confess to a gloomy outlook; more than ninety per cent. numbering more than two thousand, report themselves as optimistic as far as the immediate future is concerned. Practically all are agreed that trade conditions will rapidly return to normal after the restoration of peace. A large number are convinced that if the harvest of 1915 is up to expectation, domestic business will be satisfactory in all the provinces.

In the survey, all classes of enterprise as refined by the last Dominion Census are reported upon. The provinces have furnished the latest information regarding the 1915 production of the agricultural, mining, fishing and lumbering industries. Country towns and villages as well as the large commercial and industrial centres have been covered, and officials of the C. N. R. are inclined to accept the views reported as frank statements of present trade and its future prospects.

The reports indicate that business in the Dominion, as a whole, is from 15 to 20 per cent. below the normal of one year ago. Exactly two-thirds of the informants report a volume of trade as good, or better, than it was last autumn, while 12.03 per cent. state they can not compare present business and last autumn business because trade is always brisker with them at one season than during the other. Apparently trade in the Maritime Provinces is affected least. In the Prairie Provinces it is not nearly as brisk as it was last year, but optimism is reviving under the influence of excellent crop prospects. Business in Quebec is low, but apparently improving and in Ontario it is gradually returning to normal condition.

Broadly considered, the reports show that business in the towns and villages located in well-settled, fertile agricultural districts is practically normal. Decline in all lines report that collections in such centres are generally normal, and that activities have not been curtailed to any extent. The chief falling off has been in the large industrial centres. When reduction in staff were made by manufacturers and by business houses last autumn, retailers were forced to curtail credits to customers thrown out of work and in turn wholesalers were obliged to scrutinize carefully all the credits extended to retailers. The people generally continued to purchase necessary lines of food-stuffs and essentials in other branches of trade as well, but dealers discovered that goods not falling within that classification were in danger of becoming dead-stock upon their shelves however, as Canadians arrived at a better understanding of actual conditions, a certain amount of confidence returned, and retail sales were gradually extended to take in the usual lines of goods. The distribution of orders for war materials also exerted a favorable influence where it brought about a renewal of employment in several of the industries in the large cities, and trade credits relaxed to a proportionate extent. Collections, despite the altered conditions, appear to have continued fairly good in the large centres, and seem to be steadily improving.

The strong position in which the farmers of the Dominion were placed, with the exception of those in the drought-stricken areas in the southern portions of the Prairie provinces, as a result of the marketing at excellent prices of their farm produce—particularly grains and cheese—has worked out apparently to the advantage of the groups of manufacturers whose products are distributed, wholly or in part, in the agricultural districts. It is clearly shown that purchases by the farmers have contributed very largely to the maintenance of output in many lines. They have continued buying their regular supplies and necessary farm implements; and they have also been devoting a portion of their surplus fund to the improvement of their farm properties. When the call came to extend, wherever possible, the acreage of important cereals, they, apparently, exhibited no hesitation in making the necessary outlays for additional facilities. Meanwhile they seem to have proceeded with building plans and makers of, and dealers in, cement, paints, varnishes, and building materials of various descriptions, do not hesitate to pay tribute to the manner in which the farmer has stimulated their marketings and helped to take up the shrinkage in business.

The farmer seems to have been in the market for automobiles of a popular price on a scale greater than ever before.

The reports indicate a keener perception by all classes of the importance of the position which agriculture occupies in the business life of Canada. There is evidence of a disposition to lean upon the crops of 1915, and to qualify expressions of optimism regarding the future with the remark that "the crop is the determining factor." According to the special reports sent in by the various departments of agriculture, prospects of a good yield on a largely increased acreage are bright throughout the Dominion. With the incentive of prevailing high prices, farmers have devoted more time and care to cultivation, and generally appear to have used this year, seed of higher germinating quality than ever before; it seems to be safe to assume that if only an average crop per acre is harvested, the total output will be larger than in any year since the growing of grain was commenced in the western provinces. The acreage in British Columbia is said to have been more than doubled in the three prairie provinces it averages twenty-two per cent.; no percentages are supplied by the Department in Ontario, but the acreage is reported to have been increased materially. A similar condition obtains in the maritime provinces. In Quebec the normal acreage is indicated.

The collapse of the building trades is shown to have been the cause of a substantial reduction in the volume of sales of Canadian lumber and throughout the reports there is abundant expression to the belief that the domestic market cannot permanently improve until construction becomes general again in the principal centres. The export trade, however, appears to be standing the strain splendidly and the chief worry seems to be in connection with the availability of ships to carry the forest products of British Columbia, the Maritime provinces and Quebec, abroad. Ontario exports chiefly to the United States. There appears to be an excellent demand in Great Britain for Canadian deals, due in part to the closing of the Baltic ports, and the Canadian eastern provinces are expected to be benefited accordingly. Where British Columbia exporters of lumber formerly depended to a certain extent upon the Antipodean market, they are now attempting to develop markets in the Old Country and in the West Indies and American Atlantic Coast via the Panama Canal, and reports indicate that success is attending their efforts.

Practically all of the wood-working plants which are large operators in lumber in Canada are operating at a reduced speed. Furniture and piano manufacturers report a trade as below normal, although it seems to be improving. Makers of woodenware are in much the same position. Sash and door firms, and manufacturers of building material confess to a depressed state of trade in which they are placed. Business with these is away off where dependence is largely upon building operations in the large centres; in the country conditions are much better. The shipping of munitions of war manufactured in this country is stimulating the business of makers of packing cases. On the whole, however, there appears to be scant hope of a revival in the wood-working industry until after the crop is harvested and a revival in earnest until the war is over. When that time comes all the wood-working plants expect to regain quickly their former position of activity.

The probability is that the value of the mineral production in Canada this year will not be as great as it was in 1914, when it totalled \$128,475,499, a decrease of \$17,159,313 or 11.8 per cent. from that of 1913, the record year. The world-wide depression in trade during 1914 would probably have been the means of reducing the output of minerals in Canada even if war had not been declared. Hostilities have had the effect of stimulating the production and marketings of nickel however, and it is expected that the mines of Sudbury district from which, come the bulk of the world's supply will show greater activity this year than any other year in their history. They have accelerated the production of lead. The production of coal appears to be proceeding almost as usual, although the large companies report a shortage of ships to carry the products. Even while operating under that handicap, shipments from Nova Scotia the largest producer of coal of any of the provinces to points on the St. Lawrence River, notably Montreal, show a considerable improvement in March over that month in 1914. A bunkering business possibly larger than in a similar period in any previous year is also reported from Halifax.

It is evident from the reports submitted to the C. N. R. that the large manufacturing plants which in normal times produce machinery, locomotives, engines, boilers, structural steel and so on, were adversely affected when war was declared and that they have been called away from regular work and are now engaged in manufacturing munitions of war for the armies of Great Britain and her allies. In some cases the entire plant has been turned over to this new work, while in others the equipment is installed in part. It is stated that orders for munitions of war from Great Britain alone, amounting in value to \$156,000,000 have already been given in Canada. Although the effects are not yet fully felt because the output is but 10,000 shells a day, there is scarcely any doubt that in a month it will be 50,000 a day and that employment will be normal or abnormal in the plants engaged upon these Government contracts. Orders have been distributed throughout the entire country and their influence ought to be felt in all provinces of the Dominion. The four western provinces have been awarded contracts to the value of \$5,000,000, those in the Maritime Provinces \$20,000,000 and the remainder with a total value of \$31,000,000 have been distributed among the numerous plants in Ontario and Quebec. Manufacturers of iron and steel products seem confident that business with them will commence to regain its normal character when peace and the expected movement of immigrants to this country, restore the building trades to their wonted state of activity.

Wholesale hardware men, manufacturers of plumbers' supplies and retailers handling hardware appear to be agreed that their decrease in business from last year may be accounted for by the collapse in the building trades. But they add also that manufacturers with businesses not specially active, are not inclined to purchase supplies of hardware in quantities in excess of immediate requirements. It is expected that good crops throughout the country will partially revive the building trades and to a proportionate extent will increase the sales of their goods and their outlook accordingly is not at all gloomy.

In automobiles there appears to be an undiminished domestic demand for machines of a popular price, but in the case of the more expensive makes that condition does not prevail. Foreign goods appear to be out of favor and makers of Canadian cars, accordingly, are generally optimistic regarding the future. The farmer as a class seems to have been in the market since last autumn to a greater extent than was formerly the case, and war orders have been a considerable factor. Makers of enamel ware, report business as directly affected by a lack of building and manufacturers of enameled household utensils, are inclined to agree that the demand in their lines at present is for cheaper goods, indicating a general desire on the part of housewives to economize. But their trade appears to be improving.

In the fisheries industry, the catch promises to be quite up to the average volume of other years. The closing of the German markets appear to have adversely affected some of the exporters on the Atlantic coast, but it seems that the deficit from that cause is expected to be offset by larger shipments to the Old Country. The North Sea fishing fleets have been reduced by the Admiralty requisitioning a large number of trawlers to facilitate naval operations. With the possible exception of the canned lobsters trade, the market upon which the east coast fishermen rely chiefly, the United States, Latin countries of Europe, South America and the West Indies have not been seriously affected. Preparations are being made for a larger peck than last year of canned salmon in British Columbia and a home and foreign demand sufficiently strong as to absorb the supplies is reported from the west coast dealers. The catch and the marketings of the inland fisheries are apparently almost normal. A certain anxiety is evidenced from both coasts about the availability of ships to carry the products abroad, but that difficulty will likely be overcome as the need arises. For the last fiscal year, the total marketed value of the products of the fisheries was \$33,207,746. Of this total the sea fisheries contributed \$29,472,811, and the inland \$3,734,937. A total of 71,776 were employed in the fishing operations and 26,893 were engaged in the canneries, fish-houses, etc. on shore. Of course these workers were employed only during the fishing season.

The distribution of food products throughout the country appears to have proceeded normally, with the possible exception of luxuries and canned goods; however, dealers say that the decrease in the latter which followed down of railway construction camps and the slackening in the demand from the Western Provinces, has been the effect to a certain extent by the demand for military requirements. It is apparent that while purchases of sugar by the people throughout Canada have been somewhat erratic, the total business is about equal to that of last year, and production is proceeding steadily. Sales in the ordinary staples give no signs of curtailment, although prices have advanced in many lines.

Manufacturers of drugs, chemicals, and patent medicines unanimously report a decrease in profits in their business. The volume of trade appears to be standing up fairly well, but they state that the increase in cost of raw material and the impossibility of securing further supplies from Germany have increased their manufacturing costs and their difficulties generally. It is maintained that the increases made in the selling prices do not compensate them for the enhanced costs of production, this appears to be particularly true of patent medicine manufacturers.

Generally speaking a marked decrease is shown in sales throughout the entire range of liquors and beverages. Distillers and brewers report a smaller output and an outlook that is none to promising to their point of view. The action taken in different parts of the country for the curtailment of the traffic, and particularly the movement of the Saskatchewan Government for the control of the sales from shops and the abolition of the bars in that province, seems to have had the effect of dampening the optimism in this business. The people

of Alberta are to decide the provincial prohibition question in July. Prices to the public have risen on account of higher excise and duties. The movement in Saskatchewan appears to have adversely affected some of the manufacturers of some brands of cigars in Quebec, the elimination of the bar trade being apparently responsible. There appears to have been a distinct falling off in the sales of tobacco cigars and cigarettes in the latter province, particularly in cheap goods, and it is said there that the departure of so many young men to Europe has adversely affected the trade. In the Maritime Provinces, however, distributors seem to be satisfied with the marketing of their goods, in Ontario a considerable decrease is recorded in nearly all lines and in the Prairie Provinces as already indicated, the trade is below normal. This may be accounted for by an increase in the cost to the public, although manufacturers maintain that the difference is not of the same ratio as to the increase in the cost of manufacture.

The leather goods business is also somewhat abnormal in character. Tanners and those manufacturing leathers have been suffering from the loss of Great Britain and her allies, report a larger business than they have hitherto enjoyed. Costs of stock have advanced materially. Boot and shoe manufacturers are inclined to the opinion that the total business is less

### Former Resident

### Killed Down South

A telegram was received in the city this morning, announcing that Fred Link, a former Bellevillean had been killed at Durham, North Carolina on the night of Wednesday, June 9th. Deceased was superintendent of construction at Seaboard Railway. He was a brother-in-law of Mrs. J. A. Goodsell of this city. No particulars of his death were received and it is possible that the body may be brought here for interment.

### Grand Jury's

### Presentment

The Grand Jury at the general sessions this morning presented its report to Judge Deroche. The jury expressed its gratitude to the county judge, the sheriff and the crown prosecutor for their courtesy and explanations. The jury had visited the Ontario School for the Deaf where Coughlin superintendent, received and conducted them on a tour of inspection of the new and old buildings. The report spoke in the highest terms of the work of the staff and of the improvements recently made in accommodations. Special mention was made of the class which is going up for first form high school examination this year. At the jail the grand jurors found 34 inmates of whom 32 are men. Everything is neat and sanitary reflecting credit on Mr. Tom. Ketcheson and Mr. R. Colling.

At the County House of Refuge, there are 93 inmates, 59 males and 34 females, all of whom are happy under the care of Mr. and Mrs. Wilson. The Children's Shelter was visited. There are 22 inmates. Excellent work is being done in spite of lack of accommodation and the jurors recommended that liberal grants be made to Hastings, Trenton and Belleville towards the new county shelter.

Judge Deroche said in reply that he was delighted to be surrounded with officials who were conscientious in the discharge of their duty. Hastings county is fortunate in its officials who desire to keep the administration of justice on the highest plane possible. The judge commented on the remarkable work being done at the School for the Deaf.

It is an excellent thing to have the jury visit institutions, for they are not only interested in what they themselves see, but they interest others in the work of these organizations. He thanked the grand jury for their expedition in the performance of their duties. The jury was then discharged.

### CANADIAN

### NATIONAL

### EXHIBITION

The Canadian National Exhibition which will be held from August 28th to September 13th will mark a great epoch in the history of the Patriotic service. This year is essentially a patriotic year, and every event that marks its progress must breathe the spirit of Patriotism and Imperialism.

When the smoke of battle is passed away and the great guns have ceased belching forth their messages of death, and the wave of peace has settled on the surface of the world, when other years and other times have changed the strong spirit of national hatred to National understanding, the year 1915 will still be engraved upon the memories of the people of the world.

As this year is destined to become historical, so every event connected with it must also be historical. For many years one of the greatest institutions of the country has been the Canadian National Exhibition, when people from every part of the Dominion and from the United States spend two weeks of enjoyment, of enlightenment and amusement in one of the finest beauty spots in Canada.

Mr. and Mrs. Gilbert Sharpe and Mr. and Mrs. Baker of Belleville motored to Tweed and were guests of Mr. and Mrs. Geo. McCallum on Sunday.—Tweed News.

Mr. P. J. M. Anderson is prosecuting and Mr. W. Carnew is defending the accused.

### Military Notes

Mr. W. E. Schuster has made a most thoughtful and appropriate gift to the seven Belleville officers who are members of or attached to the 39th battalion. The gift is a tabloid safety first kit to each of the officers, containing medicines, bandages, scissors etc. These outfits are very valuable and are absolutely necessary on the battlefield. Each outfit is in a very compact small case and is manufactured by Burroughs, Wellcome and Co. of London, England. They are on exhibition at Doyle's drug store.

Despatches from Ottawa state that 35,000 more men will be recruited at once to go to the firing line in France. This force will be composed of 27 regiments of infantry and six batteries of artillery to be recruited from all parts of Canada. With the formation of this new force the number of men raised for active service by Canada will total upwards of 150,000.

In the new contingent there will be four new Highland regiments, one recruited from Vancouver, Victoria and Winnipeg, a second from Ontario and two Highland regiments from Quebec and the Maritime Provinces.

Two regiments will be allotted to eastern Ontario, which comprises the district from Kingston to Ottawa.

One of the new batteries will be raised in Eastern Ontario and Quebec.

Recruiting officers have been and are being appointed all over Canada in organizing centres. These will act continuously from corps to corps, and there will be no cessation to recruiting. Men will be enlisted for overseas service without being attached to any one unit in the meantime. During the summer months the men will be sent to the various training camps every week, and will then be allotted to their respective corps.

Meantime the Militia Department is giving every opportunity to officers desirous of attaching themselves to these corps to send in their applications to the district or divisional officers for a course to further qualify them, whether holding previous qualification or not, for these corps; thus no officer will be in a position to state that he has been overlooked. In the meantime temporary commissions in the Canadian militia will be granted to eligible men not already attached.

There is an opinion prevalent that Belleville may be the centre of mobilization for one of the two new battalions about to be organized in this division, after the departure of the 39th.

Major D. Barragar left this morning for Kingston to take part in the instruction of the soldiers in camp there. Lieut. A. D. Thrasher of Queen Alexandra School is taking his place at Q.M.S. and Mr. H. Vernon Clark is supplying at Q.A.S.

There will be a battalion parade of the 39th tomorrow morning at 9.30, to Ponton's field. There will be a commanding officers' parade at two o'clock for the presentation and review ceremonies.

A number of recruits of the Fifteenth Regiment left today for Barriefield in command of Lieut. McCargar.

### Firemen Receive Check

Chief Brown of the Fire Department is the recipient on behalf of the firemen of a handsome cheque from Mr. C. M. Stork of the Bank of Commerce for their work in connection with the recent fire on Campbell street.

### Reception

Mrs. (Rev.) W. G. Clarke, Church St., was tendered a social courtesy yesterday afternoon, when Mrs. Sherman pleasantly entertained at a reception of twenty ladies at her home on John St., as Mrs. Clarke expects soon to leave for her new home in Bowmanville. Mrs. T. J. Kintz of Tiffin, Ohio, a niece of Mrs. J. O. Herby, was an out-of-town guest. A delicious six o'clock tea was served.

### Sentence Has

### Been Suspended

The jury last evening, brought in a verdict of guilty against a boy named Michael Donovan, charged with converting to his own use a purse lost near the upper bridge. He was given his liberty under one year's suspended sentence.

### Grand Lodge Meets

### Here in 1916

The Grand Lodge of Prentice Boys of Canada will meet in Belleville for its annual meeting in 1916. Past Grand Masters R. H. Ketcheson, C. O. Brickman and James Warhan returned yesterday afternoon from Grand Lodge in St. Johns, New Brunswick. They report having had an excellent time.