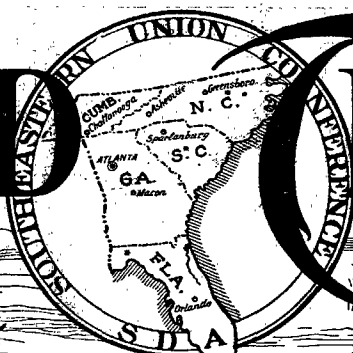


FIELD CANVASSING



GLAD TIDINGS OF GOOD THINGS

VOL. 4

GRAYSVILLE, TENNESSEE. MAR., 19. 1912

NO. 12

Southeastern Union Conference Directory

Office Address, 169 Bryan St.,
Atlanta, Georgia.
President, C. B. Stephenson, Alpha-
retta, Georgia.
Secretary and Treasurer, W. H. Wil-
liams, Office address.
Educational Secretary, H. M. Hiatt,
Office address.
Missionary Agent, V. O. Cole,
Graysville, Tennessee.
Medical Secretary, A. L. Gregory,
Graysville, Tenn.
Y. P. M. V. and Missionary Secre-
tary, H. M. Hiatt, Office Address.

Fault Finding

Nothing is so easy
As to criticize,
Looking on a neighbor's work
With unfriendly eyes.
Nothing is so easy,
With unruffled mien,
To dissect a masterpiece—
Book or printed scene—
And tear down those idols
Which the soul exalt:—
Oh, yes! "Any savage
Can find fault."

Nothing is so easy
As to find a blot
On a place where other men
Might discern it not;
Nothing is so easy
As to drag down men
Who are making dreams come true
With chisel, brush, and pen;
Who would seek to help us
To the skies to vault.
Oh, yes! "Any savage
Can find fault."

—Selected.

Strictly Business

It is a perplexing question for our tract societies to know how to deal with canvassers in the field so as to be considerate and liberal with them and yet keep them from running up a big account until they have created a debt that is impossible for them to pay.

Our tract society secretaries are generally given to understand by the conference committee that agents are not to be permitted to run into debt. Often, members of the committee, as well as others, express themselves very decidedly, stating that there is no need of allowing an agent to run up a large account, and that, if they were in the office, they are very sure they would hold very rigidly to a cash policy. A little experience in actual dealing with the situation would open their eyes, I am sure.

In the first place the majority of people use a smaller proportion of real business method in the canvassing work than they would in almost any other line. Why this is so is hard to say. Some enter the canvassing work from a real conviction of duty in the matter; and some who are out of work and out of money, think they will sell some books in order to pay their expenses, thinking possibly, also, that by so doing they will be helping the cause. Very few recognize the fact that the canvassing work is something that must be studied and learned; that it requires a thorough preparation; otherwise failure is almost certain. Too many think of the canvassing work as a sort of a last resort; something anybody can do; something that can be thrown down and picked up at any

time, and still be a success. This idea has led so many to make a miserable failure of the book work, bringing a reproach upon it, and discouraging those who would make a success from entering it.

The canvasser, after he has learned his canvass thoroughly and secured his preparation, should make up his mind, upon entering the field, that he will deal with the tract society in a business-like way. Religion and Christianity do not mean slackness and disorder. A Christian should be noted for accuracy and a square business deal.

If when the canvasser enters the work, he is short of money, it would be business-like for him to go to some one who has means and secure a loan of fifty or a hundred dollars on interest, and then by strict economy, endeavor to pay it back as soon as possible.

Sometimes a person is very anxious to enter the work, but is not able to borrow any money on interest. He is not able to advance any money with his orders to the tract society. In such cases arrangements are sometimes made to furnish the books on condition that, as fast as books are delivered, their cost be laid aside and forwarded to the tract society with the next order; and, if enough books have not been delivered to pay for the first order, an inventoried list of all books on hand be sent with the money; so that the secretary may know that the money he receives, together with the books which the agent has on hand would square his account up to date. If the agent does his business with the office in this way, the secretary will not hesitate to send in the second order cheer-

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fully and promptly.

The facts are, however, that very few agents do this. They run short of money, and, possibly not realizing it, they appropriate money that really does not belong to them and use it for themselves. Then when they come to send in their second order, a part of the money that they should have on hand with which to pay for the first one is gone. They send what they have, asking the secretary to please ship them their order and promising the whole amount due at the time of their next delivery. The secretary is considerate and complies with their request. They repeat the same thing, and when the third order is sent in, they are considerably behind with the account. Still, they urge the secretary to ship them the books, frequently mentioning details that arouse the sympathy of the secretary. Perhaps at this point the secretary consults the president of the conference, and they consider the case. It looks bad. They hardly know what to do. They do not want to be hard on any one, nor do they wish to do any thing that would cause any one to give up the canvassing work. They take a desperate chance, hoping that, possibly, if the man is given another opportunity he will be able to get on his feet again and go on with the work successfully. Again, his order is filled, he repeats his previous experiences, and by this time he has an account of from one to two hundred dollars or more. Then he gives up the work, and in many cases, the tract society has to charge his indebtedness to the lost account.

If it is seen that an agent is going behind and using tract society money for personal expenses, and the danger of this course is pointed out to him, he is very likely to feel hurt. He feels that he is not receiving due consideration and that the tract society is crowding him. Viewing it from any standpoint that you wish, for an agent to get into debt with the tract society, is bad business. It places a burden on the man; it takes the pleasure out of his work; it puts him at a disadvantage; and it loads the tract society with heavy accounts on which it receives no interest, and possibly a large amount of some of these accounts will have to be forgiven.

For one, I am anxious to see the

canvassers' work built up, and wish that many more would enlist in it. It is a splendid work, and the Testimonies exalt its importance. But I believe that all who enter it should do so with a suitable preparation, intending to be business-like, expecting to keep their accounts square, believing that the Master is a good pay-master, and he has said that "the laborer is worthy of his hire."

H. C. HARTWELL.

Atlantic Union Gleaner.

To the One Thousand Dollar Colporters of the South- eastern Union

I SUPPOSE that all the readers of FIELD TIDINGS are acquainted with the proposition made by some of the local conferences of the Union to pay the traveling expenses to the next General Conference of all who will sell \$1000.00 worth of books during 1912 and pay in cash for same, provided the meeting is held at no greater distance than Nashville, Tenn., and if held at a farther distance, that they would agree to pay \$25.00 in fare to those who wish to attend.

After the local conferences made this proposition, the Southern Publishing Association was written to, and asked if they would pay the board of these colporters while at the General Conference meeting, I quote the following from Brother Hook in reply to this question:

"I presented the question of board for canvassers at the General Conference, to our board in session last eve. After giving it careful consideration it was voted that we allow \$8.40 to every canvasser who complies with the \$1000.00 proposition and pays in cash for his books. This \$8.40 will be in reality three weeks board or two meals per day at 20 cts. each.

We trust our action in this matter will meet with the approval of the brethren in your Union and will be the means of creating an enthusiasm among your workers, and as a result, not only more books may be sold but a large number of our canvassers be privileged to attend the General Conference."

The above propositions certainly show strong loyalty to this depart-

ment of the work on the part of the Publishing House and Conference. I feel that a grand opportunity is before the colporters in the local conferences of this Union, as they not only have the privilege of putting in a good year, working for perishing souls, and getting their usual discount on books sold, but also have an opportunity of winning their way to the most important meeting perhaps, in the history of our people.

Let us work and pray, and pray and work that 1912 be the banner year for the work in this part of the Lord's great harvest field where it is that the work will close first.

V. O. COLE.

Message of Comfort

How our hearts are cheered as we read of the progress of the message in all the world. Everywhere hearts are longing for comfort.

The Advent Message is a message of comfort; it is true it calls for self-denial and strikes down every idol of the carnal heart. It leads us to give up wicked ways and to break off evil habits, to surrender our hearts to God, which bring true comfort, great joy, and glorious victory. It leads us to give our gold and silver, to consecrate our sons and daughters, and give ourselves to the service of God.

From whence comes this power that exerts this mighty influence in the world and on our hearts? I hear you say—from heaven. Yes this work is of God, and we are nearing the end. Hearts are longing for consolation and help. Are we bearing the message of comfort to them?

G. W. WELLS.

Florida Items

ELDERS Parmele and Bird are holding a series of meetings at Port Orange with a good interest. At the close of these meetings Elder Bird and Brother Allen Walker will conduct a tent effort at Cocoa.

By recommendation of the Union Conference Elder L. T. Cristler has been invited to make Georgia his field of labor. Elder and Mrs. Cristler moved to Atlanta, Georgia, last week.

FIELD TIDINGS

Our Mission school teachers write encouragingly of their work. Sister Annie Butler of Punta Gorda, says "I am glad to report the conversion of four of my pupils who were baptized by Elder J. W. Manns.

One of the teachers of the Jacksonville mission school writes that it is encouraging to visit the patrons of the school, and find so many interested in the truth. One has accepted the Sabbath thru the efforts made with the children in school.

By recommendation of the Union Conference Elder J. W. Manns was invited to make Georgia his field of labor. Accordingly Brother Manns after visiting the churches in our conference has moved to Georgia. He will be greatly missed by his people for whom he has labored several years in this conference.

To fill the vacancy made by the removal of Elder J. W. Manns to Georgia, Elder M. C. Strachan has been invited to make Florida his field of labor. He is now with us and engaged in the work.

Elder C. V. Achenbach and wife are spending a few days with the church in Gainesville. The meetings are well attended. Since our last campmeeting, Bro. W. K. Achenbach has been laboring in Gainesville, and several new ones have accepted the truth. From Gainesville Brother C. V. Achenbach will go to Brooker and spend a few days with the church there.

One sister recently sent some beautiful shell draperies to the sanitarium and wrote as follow: "If you are to have any draperies of any kind made for the new sanitarium, I will be glad to make them free of cost." The draperies as well as the offer, are greatly appreciated. Are there not others who would be glad to help furnish the new sanitarium building?

Progress on the new building is encouraging and satisfactory. The masons have reached the second story windows. The roof is finished, and the cornice is ready for the painters. Inside, the sub-floors are laid and the partitions are in place.

The large number of patients that are treated daily in the bath-rooms puts their capacity to the utmost test; in fact they are inadequate to

the requirements constantly laid upon them. At the present time every room in the main building and in all the cottages is occupied, and several rooms in the cottages across the railroad are made to do service to patients who might otherwise be among those turned away. It is a cause of gratitude that these rooms can be had just now for patients and helpers. Without these the volume of work done in the sanitarium would be greatly diminished. Yet it is a poor policy and not at all

profitable. The money being paid out for rent at present rates would pay interest on a fund large enough to build rooms of our own sufficient to double the number of our patients.

The nurses' training classes are doing well. It is felt that the Lord has especially helped in bringing together so many promising young people as are now here in training. The goodness of the Lord is daily seen in the moral and physical reforms that are being witnessed in

(Continued on page 4)

Canvassing Report

Southeastern Union Conference

(week ending Mar. 2)

Name,	Book,	Hrs.,	Ords.,	Value,	Helps,	Total,	Del.
CUMBERLAND							
John Wright	PPF	43	26	38.00	.18	38.80	
Walter Kirkham	PPF	35					96.00
W. B. Parkins	PPF	35	25	40.00		40.00	
J. D. Finley	PPF	48	31	48.00	2.00	50.00	
Fred Chapman	CK	47	42	37.30	6.55	43.55	1.25
R. E. Hicks	CK	39	13	22.50	10.59	33.09	.50
Mrs. J. D. Finley	PPF	15	19	29.50		29.50	
Pansey Sorrels	PPF	24	13	20.00	3.75	23.75	1.25
J. W. Purvis	PPF	36	9	16.00	16.23	32.23	
GEORGIA							
L. D. Wright	PPG	34	11	19.00	1.50	20.50	
J. M. Lewis	PPF	15	15	31.00		31.00	
J. D. Andrews	PPF	38	12	20.50	1.00	21.50	
R. O. Terry	GC BFL	38	30	73.00	2.19	75.10	
W. A. Smith	Papers			8.00		8.00	
SOUTH CAROLINA							
W. S. Weaks	CK	59	50	80.50		80.50	
G. F. Turner	GC	31	27	75.00	1.25	76.25	11.00
C. H. Holland	CK	47	31	49.50	8.50	58.00	16.25
Harry Parks	CK	38	29	43.50	1.25	44.75	
G. B. Case	CK	41	12	19.00	6.50	25.50	8.50
Effie Parks	CK	21	8	12.00	1.50	13.50	1.50
Summary							
Cumberland	Total	322	178	251.00	39.92	300.92	99.00
Georgia	Total	125	68	151.50	4.60	156.10	
South Carolina	Total	237	157	279.50	19.00	298.50	37.25
Grand Total		684	403	682.00	63.52	755.52	136.25

Report of the Colporter Work in the Southeastern Union Conference During the Month of February, 1912

Conference	Agents	Hours	Orders	Value Orders	Deliveries.
North Carolina	10	1522	1059	\$1838.50	\$244.15
Cumberland	11	1235	443	1148.81	26.20
Florida	13	513	340	650.50	441.75
South Carolina	8	566	292	439.50	169.37
Georgia	8	223	94	139.45	116.50
Total	50	4059	2228	\$4216.76	\$997.97
Magazine Work					
North Carolina	5	205	660		66.00
Cumberland	1	77	300		30.00
South Carolina	2	7	100		10.00
Total	8	289	1060		\$106.00

FIELD TIDINGS

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*Published Weekly By The
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Of Seventh-day Adventists
GRAYSVILLE, TENNESSEE*

Subscription Price 25 cents a year

T. D. Rowe, Editor

Entered as second class matter Feb. 16, 1910, at the Post-office at Graysville, Tenn. under the Act of March 3, 1879.

Cooking Oil Notice

COOKING OIL direct from refinery Pure, healthful, delicious. Bbl. (50 gallons), 58 cents a gallon; one-half bbl. (31 gallons), 59 cents a gallon; five gallon can, \$3.25; 10 gallons, \$6.25; 8 one-gallon cans, \$6.00. Cash with order. Lookout Cooking Oil Co., Chattanooga, Tenn.

Florida Items

(continued from third page)

both helpers and patients. It is truly gratifying to see the harmony that exists among the workers and the sympathy and confidence that are daily shown by the patients. It is good to co-work with God.

Five Years Ago

FIVE years ago the first Temperance number of the *Instructor* was published. It was issued as an experiment. It was a plain, modest number, but it had a timely message, one due the world, and one the Lord wanted given, therefore his blessing accompanied its circulation. Each succeeding number increased in circulation, until last year 340,000 copies were placed in the homes of the people. 500,000 is the edition for 1912. Who wants to share in the blessing accompanying this entering-wedge messenger this year?

North Carolina

ELDER E. L. SANFORD who was recommended to labor in Asheville is already on the ground and is planning to take up house to house work, using the *Family Bible Teacher*.

The Asheville Sabbath-school has ordered fifty copies of the Temper-

ance number of the *Instructor*. They are to sell them giving all the proceeds to missions. Cannot others do likewise, thus helping to raise our offerings in the Sabbath-school?

Success will follow the faithful worker in this cause. I have just received the report of our canvassers for the month of February and I find by comparison that their sales are nearly as large as for January and February of last year. Let us thank God for this splendid record and pray that these loyal workers may be led on to greater accomplishments each succeeding month and new recruits enter the field.

G. W. WELLS.

South Carolina

MR. and Mrs. J. L. Wagner have moved from Columbia to their farm near Hickory N. C.

Miss Bertha Bartholomew spent last week in Columbia selling the *Watchman*. She returned to Campobello Friday.

Brother C. G. Manns from Georgia is our new colored worker. He spent last Sabbath with the Spartanburg No. 2 church.

Elder W. H. Armstrong was a welcome visitor at the Spartanburg church last Sabbath. He and Mrs. Armstrong are spending a few days at Bro. Rahn's near Woodruff.

The storm at Charlestown has prevented as good an attendance at the meeting as the workers hoped for. Some seem interested and the way is opening for Bible studies in the home.

Brother A. H. Evers is working in Greenville. He has placed copies of "American State Papers" in the hands of a number of prominent men among them being Ex governor Ansel.

Mrs. R. M. Carter and Miss Florence Putnam are having excellent success selling the *Watchman* being obliged to order extra magazines to cover their territory. They spent Sabbath in Anderson.

Following are some of the subjects that will be discussed during the Missionary Volunteer Convention at Spartanburg, April 13 and 14:

Early history of our people's work.

A model missionary volunteer meeting.

Lines of work for our young people.

The standard of attainment.

How our young people may help foreign missions.

ELIZA WARNER.

Newbern, North Carolina

JOSHUA Simmons was thrown out of his job at the Lumber Mills here for staying away from work on (Saturday) Sabbath, Feb. 24. He joyfully took the spoiling of his goods (loss of his job) and went away rejoicing, resolving for God to live, or for God die. As most all the laboring men here depend upon the mills for work, to lose a job in them means generally the breaking up of the home circle, or moving away from the place for employment.

The circumstance is deplorable, and shows an alarming disregard for the rights of conscience, and the profound truth that this message must be given quickly in the industrial centers ere the way will be closed up for ever. This brother had at one time opposed the truth but his minister the "Bible Footlights", faithfully labored nightly until he was soundly converted to the truth. Also some faithful brethren working on the same job greatly encouraged him to be true to his God. He kept his first Sabbath with the church Feb. 24 and is seeking membership among us.

PAGE SHEPARD.

Awake

THE "Papal Syllabus of Errors," condemning eighty modern principles of human freedom, and many other valuable "documents" in this number, make it a powerful Protestant searchlight on Rome's aims in America. Please circulate it throughout your community.

Rome fears the "Protestant Magazine" because it is different from other anti-Roman periodicals. As Rev. H., of Detroit, Mich., writes: "we find very few papers that attack the doctrine of the Roman Church as you do. To strike at their heathenish doctrine is to strike at the root of this foreign growth."