

# The Indicator.

“ARISE, SHINE ; FOR THY LIGHT IS COME, AND THE GLORY OF THE LORD IS RISEN UPON THEE.”

VOL. VI.

ROME, N. Y., MARCH 25, 1896.

No. 13.

## MY HOPE.

BY EMMA L. PARDON.

Oft when the world is cruel and unjust,  
When sorrow fills my weary sin-sick soul,  
I think of One  
(Who came to send sweet peace to supercede  
The bitter anguish of a great despair,)  
The Father's Son.

Oft when the friends I love and cherish most,  
To whom my longing heart would eager turn  
For word of love,  
Turn coldly from me, or with laugh and jest  
Assail me ; then I seek with reverence  
Help from above.

Oft when the devil with malicious smile,  
Points out to me my weakness, and would thus  
My heart ensnare,  
I raise my cry to Him who for me died,  
To Him, my blessed Hope, my glorious King ;  
Then flees despair.

Oft when the griefs of others touch my heart,  
And I seem powerless to give them aid,  
Or gain them rest,  
I carry them in prayer to my dear Hope,  
Assured that in His wisdom and His love,  
He knoweth best.

Oft when temptation, sorrow, passion, pain  
Come flooding o'er you like a river dark,  
Have you this Hope ?

If not, dear friend, confide in Jesus now,  
Enter His light, and in sins dark domain,  
No longer grope.

## THE THEORY OF CANVASSING.

AFTER making the road map, and the home is secured, then we are ready for work. It is well to take an umbrella in the country, and in the spring and fall a pair of rubbers. We are starting out now to work five days each week, and from ten to thirteen hours each day, according to our ability to talk.

Now the question is, “Whom shall we canvass?” Answer, “Every one.” One of our cassers visited the hay field as a load of hay was going to the barn. On the load were two

men. He could not go up to show them the book, so he told them he would throw up the prospectus, and requested them to examine it, at the same time talking with them and explaining the best he could from the ground as they looked over the book. He soon had an order. Canvassers have taken orders as men have been digging ditches, riding with them along the road, while they were milking, working in the field, and in fact in all sorts of places. They have canvassed the ladies while they were working over the wash-tub, washing dishes, etc. We have all sorts of experiences ; but the rule is never to get discouraged.

I called at a house one day, and the lady opened the door about six inches, and asked what was wanted. I said I would like to step in and speak with her a few minutes. “What about?” “I want to talk with you about the Bible.” “All right, come in.” I went in, and then told her I was working for the New York Tract Society, and they had sent me out with a fine work that was designed to help in studying the Bible. I then canvassed her, and shortly took her order for a library binding, and also for a \$12.00 family Bible.

I think it is best to canvass persons when there are not more than one or two present, if possible. Where there are several together, if one is unfavorable it is apt to influence the rest; but not always. The first thing is to gain a hearing. Be friendly. “I am instructed to show this work to every one. After looking at the book, if you decide that you do not want it, it will be all right. You need not take it.”

In giving an exhibition, study your customer, and his surroundings. Give it clearly and forcibly, with expression, and without argument. Control your book. Hold it so the customer can see it. Always point as you talk. always read what is to be read, instead of repeating from memory. Don't lean on anything. Brace up. Don't make the canvass tiresome ;

ten minutes is long enough generally. Speak fast. Don't think about getting the order; exhibit the book. Forget all about taking an order; create a desire.

J. R. CALKINS.

## Field Reports.

### NATURAL BRIDGE.

SABBATH and Sunday, March 21, 22, I spent with Elder Bristol at Natural Bridge. The snow was very deep and the roads in a bad condition; but it did not keep the people from the meetings. Some came a distance of about six miles. I spoke four times. The attendance and interest were good.

Several times I have planned to visit this company since the tent work closed; but circumstances have hindered. I was pleased to find some good souls here who have espoused the truth for this time. Elder Bristol states that there are about eighteen now keeping the Sabbath at, and in the vicinity of Natural Bridge. Some have taken a stand under adverse circumstances; but the Lord is blessing them, and we trust, fitting them for usefulness. Brother Bristol's work there during the winter has had much to do towards establishing the work. Some are already talking of building a church in the spring.

At the close of our Sunday night meeting, we called for others who had decided to accept the truth and go forward with God's work, to stand. Three responded, evidently with gladness. The Lord was near to us, and our hearts were made glad. This makes the company twenty-one in number. Others are quite deeply interested, and we hope to see the good work still further developed.

A. E. PLACE.

### EAST GALWAY.

FEB. 21, I came to Middle Grove and held three meetings with the church. and Sunday I went to East Galway and began meetings in a hall, paying fifty cents per service, and have continued them until the present date, holding thirty meetings. The attendance has been large from first to last, and the interest seemed to be genuine. I have found plenty of good homes

among the people, more than I could occupy; and the expense of the meetings has been fully met by the collections, and my stay has been very pleasant indeed. Sister Beavens from Ballston has been up twice, staying over a week at one visit. Her assistance in the singing has been a great help to the meetings.

As a result of these meetings the church has been greatly encouraged, and five more have taken a stand to keep the commandments of God. May the Lord bless the work in this part of the field. I now go home for a little time, after an absence of nearly four months.

D. A. BALL.

### APPOINTMENTS.

If the laborers can so arrange, and the weather permits, quarterly meetings will be held as follows:

Elder C. O. Taylor, Dickinson Center, Norfolk, and Buck's Bridge.

Elder H. H. Wilcox, Gouverneur, South Russell, and Pierpont.

Elder D. A. Ball, Ellicottville.

Elder S. M. Cobb, Newfane, Fulton, and Pulaski.

Elder F. Peabody, Nunda, (other appointments will appear next week).

Brother W. W. Wheeler will meet with the Monticello and Middletown churches if his work will permit.

Elder G. M. Ellis, Buffalo.

Brother J. P. Lorenz, Ebenezer.

Elder A. E. Place, Albany.

Where only one church is named for a laborer, other appointments may be made next week if circumstances permit.

Let each laborer look over his appointments, and arrange the time and order in which he will visit the several churches assigned him, and write to the elders of the churches as soon as consistent, and send dates to the INDICATOR.

It will be seen that several appointments are made this quarter, and still others will be made. This is done for two reasons; first, because this is a time when the laborers cannot do much in the field, unless in places where an interest is already developed; and, second, because next quarter we expect all will be pressing the tent work, and we want our churches to make up their minds not to expect help then, unless it

# The Canvassing Work.

Report for the Week Ending Mar. 20.

Post-office.	County.	Agent.	Hrs.	Days.	Ords.	Value.	Miscel.	Del.	Val.
Bible Readings.									
Nunda,	Livingston,	F. A. Evans,	30	5	5	15.25	.50		
Ballston,	Saratoga,	Wm. Seewald,	28	4	7	15.50	3.25		
Buffalo,	Erie,	Chas. H. Harris,	13	3	3	6.00			
Syracuse,	Onondaga,	J. S. Delano,	1	1	1	2.00			
Great Controversy.									
Olean,	Cattaraugus,	Mrs. A. Vincent,	21	4	7	18.75	2.75		
Patriarchs and Prophets.									
Rochester,	Monroe,	M. A. Millington,	24	4	4	8.00	.50	34	74.25
Miscellaneous sales.						7.00			
Totals,			6	Canvassers,	117	21	27	\$72.50	\$7.00 34 74.25

be something special. Therefore we hope all will try to make the most of this quarterly meeting period, and that the Lord will especially bless the laborers and each of you as brethren and sisters, and thus much good be accomplished. There are many things to encourage us, and so let it be a season of thanksgiving, and let us take hold of the promises of God by faith that we may all have a profitable season in the church this summer.

If there are churches not mentioned in the above appointments that feel in special need of help this quarter, please let me know as soon as consistent, and it may be possible to give you help.

I had hoped to visit several of the churches this quarter myself; but I have just received word from the General Conference Committee to go to Albany at once in the interests of religious liberty, and as I cannot tell how long I may be held there, I do not feel at liberty to make further appointments for myself.

A. E. PLACE.

## ANSWER TO A MISSIONARY LETTER.

DEAR SIR: Your letter of Feb. 9, in regard to sending me the *Signs of the Times* was duly received; but not duly answered, I am sorry to say. I thought I would get spare time to answer it before now, also to answer other letters that need answering; but some how various things have kept me so busy that the spare time did not come as soon as I expected.

You was right in thinking I would be inter-

ested in reading the *Signs of the Times*. I think it is doing a good work in a great and good cause. After I read them I get others to read them by giving them away. I have just been reading number 5 which treats largely upon the Sabbath. I would like a few numbers of it to distribute, or send to certain individuals that I think would be willing if not desirous to read them.

A short time ago I sent the *American Sentinel* and the *Signs of the Times* to a minister in Arkansas; but have not heard from him since. I want to send him some more such reading, if when I hear from him, he is pleased with what I did send. Could you get and send me a few copies of the *Signs of the Times* of Jan. 30, 1896?

Accept thanks for sending me the paper. I knew not who was sending it until I received your letter.

Yours respectfully,

SPECIAL.

UNTIL April 1, 1896, anyone can buy one barrel of Eureka Health Flour, F. O. B. cars at mill, for \$4.50 cash. Regular price \$6.00 per bbl. In ten lb. sacks if you prefer. Flour is upward in price, and we will not sell but one barrel to any one person at \$4.50. Address N. Y. Health Food Co., Oxford, N. Y.

—BEGINNING with the first Sabbath in April the Syracuse Sabbath-school will commence at 9.30 instead of 10.30 o'clock as heretofore.

# The Indicator.

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Officers of the New York Tract Society,

A. E. PLACE, President.

W. A. WILCOX, Secretary and Treasurer.

J. R. CALKINS, State Agent.

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## WANTED.

I WOULD like clean copies of *Review*, *Signs*, *Sentinel*, tracts and pamphlets for missionary work. All postage should be prepaid. Address Wm. Fenner, 6 Bundy Ave., Auburn, N. Y.

I would here say that if all our brethren and sisters that take the above papers can forward them to me as soon as they are through reading them, they would be a help in sowing the seed of truth in the dark corners of the earth. They may be the means of enlightening some soul in the love of our Lord and Savior Jesus Christ, and thus prepare them for a home in the kingdom of heaven.

I would also say here, that for the last two years I have through your kindness and love for the good of souls, scattered 13,650 pages of present truth, besides about 1524 *Reviews*, *Signs*, *Sentinels*, etc., and in connection with this work have made some fifty visits among those not of our faith, hoping that through the instrumentality of God's word I have been able to enlighten the pathway of some poor souls, and help them to walk in the light of present truth, teaching us that denying ungodliness and worldly lusts, we should live soberly, righteously, and godly, in the present world, looking for that blessed hope, and the glorious appear-

ing of the great God, and our Savior Jesus Christ, who gave himself for us that he might redeem us from iniquity and purify unto himself a peculiar people, zealous of good works. Titus 2 : 12-14.

WM. FENNER.

DEAR READERS OF THE INDICATOR : As I read this little paper from week to week, and learn so much of the good work that is being done in different parts of the State, and the courage that is manifested therein by the workers, it is cheering to my soul, and I often ask myself the question, why am I not doing more for this great and closing work. I realize that the dear Lord is doing much for me, and has led me in the truth, and now I want to be where he would have me. I want to be wholly His that I may win the crown of righteousness with you all. O let us be of good courage for a little while longer, and then we can live with Christ ; this is a glorious thought to me. It is my prayer that I may grow in divine wisdom. Pray for me.

M. A. VROMAN.

## NOTICE.

\$1.50 worth of seeds and bulbs for 65 cents. 25 cents will buy 1 package, each of beets, cabbage, celery, carrots, cucumber, lettuce, parsnip, onion, pepper, radish, and tomato. 25 cents will buy 1 ounce choice mixed sweet peas (15 colors) 1 package best pansy seed. 2 named gladioli, May and Maria lemoine. Very beautiful. 25 cents will buy 12 varieties of gladioli. A few samples were on exhibition at camp-meeting. Or the whole of this collection sent postpaid for 65 cents. Address W. C. Eaton, Jeddo, N. Y.

—The leaflet, "Protestantism, True or False," No. 19 of the Religious Liberty Library, is a valuable number. It is worthy of careful study, and a wide circulation. Price 4 cents. Send your orders to Rome, N. Y.

WANTED.—Two men to do general farm and mill work. Good wages paid for good men. Address C. B. Kysor, East Leon, N. Y.

## Obituary Notices.

WILCOX.—Died in Rensselaer Falls, N. Y., March 12, 1896, of pneumonia, my wife Elira Wilcox, aged 74 years, 26 days. She was a great sufferer the last six days of her life ; but she is at rest now. She had firm faith that she should live again, and come forth in the first resurrection to die no more. Words of comfort by Elder Barter (Methodist).

H. H. WILCOX.