

The Indicator.

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

VOL. VI.

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No. 18.

THE THEORY OF CANVASSING.

BEFORE commencing to canvass in a place we should decide the date of the delivery. In the cities I would recommend to deliver the books as soon as possible after taking the order. The same day if they can take it, and we can deliver it; on the same principle that Constantine allowed the agriculturalists to work on Sunday. It may be the only time they will have the money, or they may go away or die. This need not hinder the canvassing. In the cities we cannot work as many hours as in the country, and so we can go in the evening or early in the morning and deliver a book. First find out when they will have the money. A great many city people spend their money as soon as they get it, so we must be there when they receive it. Don't be afraid of prejudice.

In the country we must find out when the people get returns from the creamery, cheese factory, etc. Do everything in this line to accommodate the people. Short deliveries in the country do not pay. We can't afford to run every few days to deliver a book. Better canvass one, two, or even three months. When you get within, say three weeks, of your delivery, then change and set a new delivery, and keep on canvassing right up to the delivery, for a new delivery.

While canvassing remember this point, that an order well taken is half delivered. Don't take many conditional orders; it is a waste of time, and time is money. Sometimes the people will say, "Suppose I don't have the money when you come with the book?" Now impress it upon their mind, that you expect they will be ready, and that if they are not going to be ready you do not want to take their order. "I shall bring the book and expect of course that you will be ready." Some agents are afraid they will not get the order if they are positive. The most successful canvassers we have

had have talked plain to the people about this. We are not canvassing for fun. I have known canvassers to take their orders so loosely that they have lost from twenty-five to fifty per cent. I attempted to deliver books for one agent, and it seemed that I brought away as many books as I took into the field. So be careful in making any bargains to make them sure, so you can depend on them. It always leaves a better impression with the people too. "Why that agent did splendid: he delivered all his books, or nearly all." "That agent is coming with our book in a few days, and you know he said he expected we would have the money for it, so we must get it." Or, "That agent is coming with our book in a few days; but he is kind of an easy fellow, without much snap, and he said it would be all right if we did not have the money, so I guess we will not bother about it."

J. R. CALKINS.

Field Reports.

AMONG THE CHURCHES AND SCATTERED ONES.

IN answer to urgent requests from the Pulaski church I was with Elder Cobb at their quarterly meeting. He will report concerning these meetings in another column. Sunday afternoon I went to Union Square, and in the evening spoke in the school-house, which was crowded with attentive listeners.

Tuesday I went to Adams Center, and spent the afternoon in visiting among the members of the church. All seemed to be of good courage. I found Sister Spencer very low and suffering severely with cancer. We tried to speak words of encouragement; but her suffering and weak condition made it difficult for either to say much. Soon this dear sister will be beyond the power of disease. In the evening we held a meeting in the church, which was quite well attended.

Wednesday forenoon Elder Cobb met me at DeKalb Junction to take me to his home at Hermon. Before leaving the Junction, however, we visited Sister Carrie Gibbons, who accepted the truth there fourteen years ago, while Elder H. E. Robinson and I were there with the tent. About ten years had passed since I last visited this sister. Much of this time she has been all alone in living out the truth, and has passed through severe trials; but the Lord has sustained her, and it was a pleasure to meet her again and find her face still toward Him.

We started to visit Sister Carrie Todd and Sister Rounds at DePeyster, who accepted the truth while Brethren M. C. and F. M. Wilcox and myself had the tent at DePeyster Corners, fifteen years ago; but when we reached the Oswegatchie River we found it so high that it was impassable, and, though very reluctantly, we were obliged to return. We drove back to the village of Hermon, and had a short visit with Sister Lamson. In this village I began my public work for God in the ministry. Words do not express the emotions of my heart as I lived over again those experiences long passed. Some have closed their earthly career, some have severed their connection with God's solemn message, and few are left to hold up the light, who so gladly received it back there. But still the cause moves on in its triumphant march. New ones are enlisting to hold up the standard of truth. Though the light seems in one place almost extinguished, it "arises and shines" in another place, and so the people are being warned.

Wednesday night I spent with Elder Cobb and his family near Hermon. Thursday forenoon we started with his horse and carriage for Dickinson Center, a distance of over forty miles. We stopped near Nicholville, and spent the night with Brother Jenkins and family. Our visit was a very pleasant and profitable one. Friday we came to Dickinson Center and began meetings. Elder Cobb will give a report of the work here.

A. E. PLACE.

WATERTOWN, ADAMS CENTER, AND MANNSVILLE.

We began meetings in Watertown April 1, and continued them each evening, beside other

meetings on Sabbath and Sunday, until April 10. A good interest was manifested on the part of our people from the first, and the last few evenings there was a good representation from those not of our faith, and on the part of some we have reason to believe lasting impressions were made. Our meetings were held at the home of Brother John Brigham, and the house was well filled. This church has labored under discouraging circumstances from almost the first of its existence. The church has been very small, being reduced by apostasy and death until the organization was practically run out. Some have, however, moved into the city from other places, so that a Sabbath-school and meetings have been kept up.

On our return from Mannsville Monday evening, we held a meeting for the purpose of reorganizing the society at which several united with the church by letter, and one upon baptism, thus increasing the number from ten to twenty-one, and a full corps of officers were elected. Brother A. E. Tuttle was chosen elder; Brother Harvey Hall, deacon; Rose Hall, clerk; Owen Green, treasurer; Libbie Millington, librarian.

The friends begin to talk of the advisability of trying to build a house of worship, and while we have made no effort to raise money for that purpose, several expressed themselves as being desirous of aiding in the enterprise, and with the present outlook it seems as though if an effort could be made there in the near future it might be accomplished. It was decided to start a fund, and make a systematic effort to lay aside some means for that purpose when the proper time shall come.

At Adams Center we held three meetings on Sabbath and Sunday. April 11, 12, and the ordinances of the Lord's house were celebrated. The Lord came near and we felt a good measure of his spirit. Union and harmony seemed to prevail.

Friday evening, April 17, we began meetings with the Mannsville church, and continued over Sabbath and Sunday with a good attendance considering the condition of the roads, etc.

We trust that our visit with these churches may be of lasting benefit. We feel to rejoice for the good spirit that seems to prevail. The Adams Center and Mannsville churches are

The Canvassing Work.

Report for the Week Ending April 24.

Post-office.	County.	Agent.	Hrs.	Days.	Ords.	Value.	Miscel.	Del.	Val.
Bible Readings.									
Ballston,	Saratoga,	Wm. Seewald,	22	3	6	\$14.00	\$2.85		
Watertown,	Jefferson,	M. V. Brigham,	39	5	8	14.50		6	\$14.50
Rome,	Oneida,	F. G. McAlister,					5.00		
Great Controversy.									
Olean,	Cattaraugus,	Mrs. A. Vincent,						10	24.50
Miscellaneous sales,						7.85			
Totals,		4 Canvassers,	61	8	14	\$36.35	\$7.85	16	\$39.00

among the oldest in the State, and we have enjoyed the visit with these old soldiers of the cross. May the Lord grant them grace to be faithful unto the end.

H. L. BRISTOL.

ALDEN AND DARIEN.

I CAME to Alden April 7, and have preached thirteen sermons. The interest has been good though the attendance has been very small. The brethren have paid all the attention to the meetings that was possible under the circumstances. The Seventh-day Baptists have attended the meetings some. I told them that I thought the seventh-day people ought, above all things, to be friendly, and try to hold up the truth as it is in Jesus. We have ordered quite a number of tracts, and expect to do all we can to help the people to come to the Savior, that they may have life.

Sunday, April 12, we held the quarterly meeting of the Lancaster church at Brother Boyer's, four miles north-east of Alden. Although there were only a few present, we had a very profitable meeting. One was added to the church, and there are others who will unite soon. The church meets at Alden, it being the most convenient for all. The church should be removed to Alden and become the Alden church. I think there can be a strong church built up here. There are those who have not taken much interest for sometime, who are now striving to help in the work. It seemed good to us to see Brother William Lucas and family with us last Sabbath. We hope to have their help in the Sabbath-school after this.

Last Sabbath I visited the brethren at Darien,

after our services at Alden. I found some good souls here who are striving hard; they feel quite lonely, but of good cheer. The Savior came near and we were encouraged. May the Lord bless his people and help them in their earnest work. Brethren, pray for us.

GEO. M. ELLIS.

PULASKI AND DICKINSON CENTER.

ACCORDING to appointment, Elder Place and I met with the Pulaski church April 18, 19. I was very much gratified to meet with the dear brethren and sisters of this church. Nineteen years ago I served as tent-master while the truth of God was being given to the people of this place, and I have not met with them from that time until the present meeting.

The attendance was very good both Sabbath and Sunday. The Sabbath meeting was excellent, nearly all taking part in the social service. The Pulaski Sabbath-school is in a prosperous condition, and a live interest is manifested. Some very important matters were considered at this meeting pertaining to the interest of the church, and conclusions were reached which brought much of the blessing of God to both church and individuals. Sunday was a day well spent. The celebration of the ordinances and the ordination of the elder and deacon took place in the afternoon. The dear Savior came very near in all of our counsel and services for which we bless his name. The presence, labor, and counsel of Elder Place was highly appreciated by all.

After a busy week Elder Place and I reached Dickinson Center April 24, having reached Brother Jenkins' the previous evening. The

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A. E. PLACE, President.
W. A. WILCOX, Secretary and Treasurer.
J. R. CALKINS, State Agent.

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time was spent in a very profitable manner until Friday evening, when we came together for meeting. The church house was well filled with attentive listeners, and a very deep interest seemed to be manifested. Our Sabbath meeting was most excellent; Elder Place gave us meat in due season from the word of God, after which the ordinances were celebrated. The Sabbath meeting was well attended, sixty-five being present. The Sabbath-school here is a live one, and all are working together for its success.

We were glad to meet Brother and Sister Lawrence from West Bangor at this meeting. In the evening we held another meeting with good results. Two meetings were held Sunday. Much of the rich blessing of God was felt in the afternoon; hearts were made tender, and the Lord came very near as Elder Place spoke to us the word of life. In the evening the good work went on, the house was well filled, and at the close of the service a call was made for any who desired to begin to serve the Lord, and our hearts were made glad as we saw one of the leading merchants of the town give his heart to the Lord. A call was made to come, to those who wished to unite with the church, who had been living in view of this for some time in the past. Three noble souls came forward and united with the church. The dear

brother who started anew this evening also came forward and kneeled as we asked for God's richest blessing to rest down upon them, and upon this people.

Thus closed our meetings here which have been profitable indeed, and we can only say, "Praise the Lord, O my soul, and all that is within me, bless His holy name."

S. M. COBB.

NOTICE.

As AN accommodation to certain ones we hereby again offer Eureka Health Flour at \$4.50 per bbl. F. O. B., at Lockport, N. Y. Many have ordered, you can till May 1.

With Health Foods we can ship Lemons, 14 cts. doz., Oranges, 20 cts. doz., Prunes, 9 cts. lb., Cleaned Currants, 8 and 10 cts. pkg., Sultana Raisins, 12 cts. pkg., Seeded Raisins, 5 and 12 cts. pkg., Cal. Muscatels, 4 and 6 cts., Dates, 5 cts. lb., Figs, 10 cts. lb., Bromose, 60 cts. lb., Nut Butter, 30 cts. lb. Send for new price list. Address N. Y. Health Food Co., Oxford, N. Y.

—Conference cash received April 9–29: Rome, \$19.11; Monticello, \$9.50; Wellsville, \$37.10; Randolph, \$46.66; Jeddo, \$15.38; Black Creek, \$18.00; Middle Grove, \$2.00; Watertown, \$6.00; Lincklaen Center, \$24.00; Jamestown, \$1.57; Pierrepont, \$4.32; Olean, \$32.54; Brookfield, \$7.40; Steamburg, \$4.20; Buffalo, \$19.15; Newfane, \$9.86; Middletown, \$18.40; Mannsville, \$15.99; Auburn, \$25.00; Individuals, \$91.95.

Items.

Try to do to others as ye would have them do to you, and do not be discouraged if they fail sometimes. It is much better that they should fail in obeying the greatest rule laid down by our Savior than that you should.—*Charles Dickens.*

Make yourself as useful to the church as you can; but remember your usefulness is destroyed when you act as if the church could not exist without you. The church was born before you, and will live after you are dead.—*Er.*

True contentment depends not on what we have. A tub was large enough for Diogenes; but a world was too small for Alexander.—*Sel.*