

# PACIFIC UNION RECORDER

"Then They that Feared the Lord Spake Often One to Another"

Vol. 11

Mountain View, Cal., February 1, 1912

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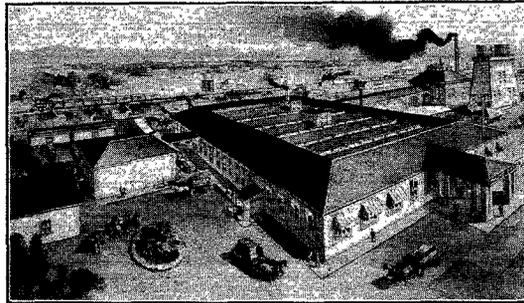
## Annual Meeting of the Pacific Press Publishing Association

### Synopsis of Proceedings

The eighth annual meeting of the Pacific Press Publishing Association was held according to appointment at the office of the association at Mountain View, California, Monday, January 22, 1912. An unusually large number were in attendance, among the number being Elder G. A. Irwin, president of the Pacific Union Conference; Elder E. W. Farnsworth, president of the California Conference; Elder E. E. Andross, president of the Southern California Conference; Elder J. H. Behrens, president of the Central California Conference; Elder C. L. Taggart, president of the Northern California-Nevada Conference; Elder H. G. Thurston, president of the Arizona Conference; L. M. Bowen, manager of the St. Helena Sanitarium; W. V. Sample, manager of the Canadian office of the Pacific Press Publishing Association; Prof. C. W. Irwin, president of the Pacific Union College; Prof. I. C. Coleord, principal of the Lodi Normal Institute; Elder W. C. White, Elder J. O. Corliss, and other prominent men.

After the usual preliminary exercises the president presented his annual address, calling special attention to the marked care of our heavenly Father over the institution and its employees, and setting forth in a very clear and concise manner the object of the association and the God-given principles for which it stands. The president's address will be found on page 3 of this paper.

The treasurer's report showed that not only had faithful work been done to increase the volume of business, but earnest and continual efforts had been put forth to economize and reduce the cost of production. The volume of business in 1910 amounted to \$388,000; the volume of business in 1911 amounting to over \$397,000, a gain in the volume of business of over \$9,000, and all, too, on denominational work exclusively. The



interest-bearing debt showed a marked reduction. At the present time the assets, including real estate, plant and equipment, and supplies at Mountain View, California; Kansas City, Missouri; Portland, Oregon; Calgary, Alberta, Canada, amount to \$296,903.67. The liabilities amount to \$155,426.40, leaving the present worth of the association January 1, 1912, \$141,477.27. Reports show that since the reorganization of the association almost \$16,000 had been raised, through appeals issued in the papers published by the corporation, as donations

to the mission fields. In addition to the above, \$9,344.43 has been donated direct or set aside by the association for mission interests.

The association has recently purchased a lot and erected an office and storehouse in Calgary, Alberta, Canada, and has also purchased a lot in Kansas City, Missouri, on which they have decided to erect a new office building.

The general manager, C. H. Jones, presented his report, showing in detail the working of the various departments, calling special attention to the number of books printed, the new publications, the circulation of our papers, and the great interest taken in our publishing work both at home and in the field. A detailed report is found on pages 4 to 6 of this paper.

H. H. Hall, manager of the book department, presented an interesting report of the field work, etc., which will be found on pages

6 and 7.

Reports were also presented from each of the three branch offices. These will be found on following pages.

### Resolutions Adopted

#### RESOLUTION OF GRATITUDE

Whereas, "His divine power hath given unto us *all things that pertain unto life and godliness*, through the *knowledge* of Him that hath called us to glory . . . virtue," and service; and

Whereas, The Lord has for faithful, loyal service in the work to which He

has called us, and for which this institution stands, verified His promise to us: "Blessed shalt thou be in the city, and blessed shalt thou be in the field. . . . Blessed shall be thy basket and thy store. Blessed shalt thou be when thou comest in, and blessed shalt thou be when thou goest out;" therefore,

1. *Resolved*, That for life, health, all blessings, both spiritual and temporal; the privilege of laboring for Him and with Him; the loyal band of collaborators who are in the open field, going from home to home, laden with books and periodicals containing God's message to the world, set with gems of saving truth for this hour; we hereby tender gratitude to our heavenly Father, and with renewed faith in the divine Christ and His soon coming, pledge our continued loyalty.

#### IMPROVEMENTS

2. *Resolved*, That we approve of the action of the Board of Directors in providing additional room to meet the growing demands of our business:

(a) In building a stock-room in which to store bound books, etc.;

(b) In providing additional editorial and proof-reading rooms;

(c) In enlarging the signature store-room.

3. *Resolved*, That we approve of the building of another fire-proof vault for the purpose of storing cuts, valuable drawings, plates, and other valuable material.

#### CANADIAN BRANCH

4. *Resolved*, That we approve of the sale of the unoccupied portion of the lot on which our warehouse stands in Calgary, Alberta, Canada, for the sum of \$3,075.

#### INGATHERING CAMPAIGN

5. *Resolved*, That we hereby request the General Conference Committee that when they select a periodical for use in the Harvest Ingathering campaign next autumn, they consider favorably the *Signs of the Times*.

#### "SIGNS OF THE TIMES"

6. *Resolved*, That we approve of the continuance of the plan of issuing the *Signs of the Times* in series of twenty-five numbers, covering the main features of the message in each half-year series; and we urge our churches and people generally to subscribe individually for themselves and for others, and to take clubs of the paper for our ministers' use in evangel-

istic effort, and to send to neighbors, friends, relatives, and others whom they may be able to reach.

#### "SIGNS OF THE TIMES MAGAZINE"

*Whereas*, It is evident from the constant increase in the sales of periodicals handled by agents that this work has hardly as yet been touched, and has before it great possibilities of development; and

*Whereas*, Thousands of people in the world are ready to receive the truths contained in these magazines; and

*Whereas*, The *Signs of the Times Monthly* is filled with a message that these people need, prepared in a way especially to attract their attention, and lead them into the light, at the same time giving opportunity to our people to do self-supporting work through its sales; therefore,

7. *Resolved*, That we encourage our conference tract societies to continue their greatest endeavors to secure agents, wherever they can be procured, for the *Signs Monthly*, and that our people generally be invited to engage in the work of selling this periodical.

8. *Resolved*, That to distinguish more clearly and readily between the two periodicals, the *Signs of the Times* issued weekly be known as heretofore as the *Signs of the Times*, and that the name of the monthly be changed from the *Signs of the Times Monthly* to the *Signs of the Times Magazine*.

#### "OUR LITTLE FRIEND"

*Whereas*, The salvation, and hence the religious instruction, and the binding to this message of our children, is of paramount importance; and

*Whereas*, It is of great importance that we teach our children to labor for others, and to effect this we should welcome every agency which could aid us; therefore,

9. *Resolved*, That we urgently request all children and lovers of children to place *Our Little Friend* in every Sabbath-keeping family that has children, and in as many homes on the outside as possible.

#### APPEALS FOR MISSIONS

*Whereas*, A goodly sum of money has been raised for various missions through the *Signs of the Times* and *Our Little Friend* during the past; therefore,

10. *Resolved*, That we approve of this work, and recommend its continuance in all our periodicals.

#### RELIGIOUS LIBERTY

*Whereas*, Each year witnesses new forces entering the field for "civic righteousness," including Sunday laws; and

*Whereas*, There is a gathering together of these forces which, consciously or unconsciously to the promoters, works against religious liberty and the gospel of Christ; and

*Whereas*, The National Reform Association is just planning a two years' campaign upon the Pacific Coast in behalf of "Christian citizenship;" and the Sunday law forces of this State have declared their purpose to petition for a Sunday law under the plan of the "initiative," from the people, this present year, hoping that the additional female vote will favor it; therefore,

11. *Resolved*, That there be issued a carefully planned five or six weeks' Religious Liberty Series of the *Signs of the Times*, in May and June, at the close of the present six months' series, and that it be given as wide a circulation as possible, especially upon the Pacific Coast; and further *Resolved*, That we pledge ourselves to do all in our power to cooperate with our various coast conferences.

#### PACIFIC PRESS DONATIONS

*Whereas*, There is such a great demand for the extension of gospel truth in the great Oriental field; and

*Whereas*, We are anxious to do all we can to extend to the millions in these heathen lands a knowledge of the divine Redeemer; therefore,

12. *Resolved*, That we purchase with one tenth of our net profits suitable machinery and equipment for use in our printing-offices in these densely populated fields.

#### EDUCATIONAL

*Whereas*, It is not alone instruction, but self-evident logic, that those employed in our publishing houses, preparing and sending forth the truth for the salvation of souls, should be devoted, consecrated, intelligent, and progressive people, anxious to improve in service for God rather than to find a pleasant place for support; therefore,

13. *Resolved*, (a) That even greater care be used in selecting and securing such a force of employees;

(b) That the best educational facilities be employed in connection with the institution consistent with our work, and plans for the improvement of our em-

ployees, thus lifting the standard higher.

#### INDUCEMENT FOR EARNEST EFFORT

14. *Resolved*, That we invite the Pacific Union Conference to unite with the Pacific Press Publishing Association in paying the fare to our annual bookmen's convention, of such canvassers as during the year sell and pay for \$1,200 worth of our publications, in the Pacific Union Conference.

The articles of incorporation and by-laws were amended to provide for a board of seven directors, with an additional advisory board of nine members, the personnel of which is as follows:

H. W. Cottrell; C. H. Jones; H. G. Childs; M. C. Wilcox; H. H. Hall; A. O. Tait; B. M. Shull; G. A. Irwin, president Pacific Union Conference, S. D. A.; R. A. Underwood, president Northern Union Conference, S. D. A.; E. T. Russell, president Central Union Conference, S. D. A.; C. W. Flaiz, president North Pacific Union Conference, S. D. A.; H. S. Shaw, president Canadian Union Conference, S. D. A.; E. E. Andross, president Southern California Conference, S. D. A.; E. W. Farnsworth, president California Conference, S. D. A.; C. L. Taggart, president Northern California-Nevada Conference, S. D. A.; J. H. Behrens, president Central California Conference, S. D. A.

The following organization was effected at the first meeting of the newly elected Board of Directors:

President, H. W. Cottrell;  
Vice-President and General Manager, C. H. Jones;  
Secretary and Treasurer, H. G. Childs;  
Auditor, J. J. Ireland;  
Manager Book Department, H. H. Hall;  
Manager Periodical Department, G. C. Hoskin;  
Manager Kansas City Branch, Jas. Cochran;  
Manager Portland Branch, J. F. Beatty;  
Manager Canadian Branch, W. V. Sample;  
Editor *Signs of the Times* weekly, M. C. Wilcox; Associate Editors, A. O. Tait; L. A. Reed;  
Editor *Signs of the Times Magazine*, L. A. Reed; Associate Editors, M. C. Wilcox, A. O. Tait;  
Editor *Our Little Friend*, Miss K. B. Wilcox; Associate Editor, Mrs. Vesta J. Farnsworth;  
Publishing Committee, H. H. Hall, M.

C. Wilcox; H. W. Cottrell, E. W. Farnsworth, A. O. Tait, L. A. Reed, C. H. Jones, J. O. Corliss, H. G. Childs, J. R. Ferren, F. H. Gage, G. C. Hoskin.

H. G. Childs,  
*Secretary.*

#### President's Address

To the members of the Pacific Press Publishing Association:

That the watchful care of our ever-loving Father has been over us during the year, is evidenced by the numberless blessings both spiritual and temporal enjoyed by all.

We are met this morning in the eighth annual session of our membership association. We are here in the interest of one common cause, that of a common Father — our Father. We, His children, members of this publishing association, at the legally appointed hour of ten o'clock this date, are *individually laden* with equal corporation responsibility.

We are here according to the requirement of the law of the State of California, that we, as *individual* members of said association, may *know* its financial standing for which *each is held by law equally responsible*; to choose directors to manage the work of the plant during the forthcoming year; to lay *plans* to guide the men we may choose as directors in the extension of the *world work* for which the Pacific Press stands.

That *purpose* for which this *institution* stands is the greatest *thing* in the world to-day. It stands for the world-wide proclamation of God's Spirit-filled gospel message in its final and thrilling setting as penned in Rev. 14:6-14. The message sets forth clearly the individual duty of every man. When the purpose for which this institution exists is accomplished, our Redeemer — the crowned King — will usher Himself into the presence of every one; then Christians will greet Him face to face.

The Pacific Press, with its associated forces in the field, is one of the greatest factors on earth, in the hand of our Father, in bearing on to eternal victory the *greatest work* in the world — the threefold message of character and Sabbath reform.

Otherwise stated, the Pacific Press

stands for and promulgates the *eternal* principles of Christian religious liberty; that all rights are gifts of God; that there should be no invasion of the individual rights; that every man has the right to choose his religion, or to choose no religion, as he may elect for himself; that no man, or number of men, however great officially, or however great the majority, has the right, even under the "initiative," to select for the individual his religion.

At this point permit me to call attention to the fact that there is now in vogue in the fair State of California a well-organized scheme, in Christian garb, under guise of legal "*initiative*" on the part of the people, demanding a Sunday law, and thus trenching upon individual *rights* — invading the realm of conscience. These *invasions* of God-given rights should be evidences to us that there should be this year a strong presentation of the principles of religious liberty through our periodicals and in the open field throughout the State.

Financial prosperity has attended our work during the year. The volume of business during the year 1911 exceeds that of 1910 by \$9,000. The total retail business for the year, including books, papers, tracts, etc., was approximately \$400,000.

By way of reform in business principles, we have for the past two years made practical the plan of remitting checks to note holders for interest when due, unless otherwise directed. This plan has proved to be a good advertisement to us from a business view-point, and very satisfactory to all concerned.

With careful and economical management on the part of directors, and the continuation of the prosperity of the last two years, the near future will roll back for this institution its "*reproach*" — that incubus — debt; then sing its financial jubilee song. The "*reproach*" shows evidence of decay, as will be seen from the treasurer's report, in that it is crumbling; and I hope under God it will soon be banished into utter oblivion, that henceforth the *entire net gain* of the plant may be *invested* in the publishing work for the extension of gospel truth in those fields beyond, where the *millions* of people are groping their way in midnight heathen darkness; and to this end we labor on.

H. W. Cottrell.

## General Manager's Report

Dear Brethren and Sisters,  
Members of the Pacific Press Publishing Association,  
Friends and Fellow Workers:

We take pleasure in presenting to you at this time a brief statement of the workings of this association during the fiscal year ending December 31, 1911. We will call attention to only a few of the main points, leaving departmental managers to fill in the details.

My report could be summed up in the brief statement that the past year has been not only *one* of the most prosperous, but *the* most prosperous year in the history of the institution, both as to volume of business and financial gain. Therefore we have every reason to be devoutly grateful to our heavenly Father for His prospering hand that has been with us, and we trust that this evidence of His love may lead us to renewed consecration to His service.

### Finances

Not only has faithful work been done to increase the volume of business, but earnest and continued efforts have been put forth to economize and reduce the cost of production. 1910 was the banner year up to that date, the volume of business amounting to \$388,000. But this year (1911) runs over \$397,000, a gain in the volume of business of over \$9,000, and all, too, on denominational work exclusively. Not one job of commercial printing has been taken into the office since the fire which destroyed our factory five years ago. The interest-bearing debt has been reduced this year over \$5,000.

At the present time our assets, including real estate, plant, equipment and supplies, at Mountain View, California; Kansas City, Missouri; Portland, Oregon; and Calgary, Alberta, Canada, amount to \$296,903.67. The liabilities amount to \$155,426.40, leaving our present worth \$141,477.27.

Over fifty car-loads of paper, binding material, etc., were used in the printing and manufacture of books, tracts, and periodicals last year — averaging more than one car-load a week, and costing \$68,764.00. This exceeds the amount purchased during 1910 by nearly \$13,000.

During the year all bills were paid promptly, thus strengthening our credit and saving over \$1,000 in cash discounts.

## Book Department

Ever since the fire in 1906, the book department has shown a steady gain in volume of business, and this year it amounts to \$285,000, including the sales at our branch offices.

We attribute this steady gain to more thorough organization, a better corps of trained workers, and a higher standard of attainment. The canvassing work is no longer looked down upon and discredited, but has come to be considered one of the highest and most important callings a person can engage in. At the present time we have a general agent in every union conference, and a State agent in nearly all the local conferences in our territory, and a good corps of earnest, consecrated canvassers working under these leaders.

Several bookmen's conventions have been held during the past year; one at College Place, Washington, one at Loma Linda, California, one at College View, Nebraska, one at Mexico City, Mexico, and another is soon to be held in the Western Canadian Union.

Thus far these conventions have been well attended, and the very practical and spiritual instruction given has been an inspiration to all. The outlook for the coming year is very encouraging.

In addition to our regular periodicals, we have printed and bound books and tracts as follows:

- 132,450 volumes cloth and leather bound books under various titles.
- 600,850 Bible Students' Library tracts under various titles.
- 655,000 Apples of Gold Library tracts under various titles.
- 75,000 Spanish tracts under various titles.
- 188,574 Sabbath-School Lesson Quarters.

During the year, 154 tons of bound books and tracts were shipped out to various parts of the field from our office here in Mountain View.

### New Publications

The following new books have been published during the past year:

- Acts of the Apostles
- Great Controversy (revised)
- Last-Day Tokens (revised)
- Steps to Christ, Spanish (revised and illustrated)

### Wholesalers

In harmony with the recommendation

of the General Conference, we have now turned over all our retail business to the tract societies, and the Pacific Press acts simply as a wholesale house. In this we go so far as to credit the tract societies at the close of each month with all cash orders that may have been received by us from their respective territories. This plan is serving to strengthen the bond of union existing between the publishing house and tract societies, and we believe will eventually greatly increase our business. It certainly will if conference officers take steps to properly organize and equip the tract societies in harmony with the recommendations of the General Conference.

### Foreign Publications

At the Autumn Council of the General Conference Committee held in Washington, D. C., October 24 to November 1, 1911, it was recommended that all subscription books in the German, Danish-Norwegian, and Swedish languages selling in the cloth binding at \$2.50 or more, retail, be published by the Pacific Press, and that all smaller books in these languages be published by the International Publishing Association. Both houses have approved of this recommendation and the necessary transfers have already been made, thus settling in a very satisfactory manner quite a perplexing problem.

Other recommendations concerning the matter of church missionary work, scholarships, royalty, etc., were adopted at this council and will be brought before you for your consideration at the proper time.

### The "Signs of the Times" Weekly

Fifty numbers of the *Signs of the Times* weekly were printed during the year, with an average circulation (exclusive of the Harvest Ingathering Number) of 21,414, or a total of 1,070,700. This shows an increase over 1910 of 184,825 copies. Reduced to pages it makes 17,131,200 pages, or 24,000 books the size of "Great Controversy," counting page for page; but it takes three pages of "Great Controversy" to make as much reading-matter as one page of the *Signs*.

### Ingathering Missions "Signs"

550,000 copies of the Harvest Ingathering Number of the *Signs of the Times* weekly were printed, and nearly all have been sent out on orders from the various

conferences. These were printed for the General Conference at cost, and are not included in the figures above given concerning the regular weekly numbers.

In addition to the editing and printing of this Missions Number, much of the promotion work was carried on by our periodical department, thus adding materially to the work in that department.

Notwithstanding the close margin on which the work was done, and the extra burden of looking after details, we trust we may have the privilege of doing the same work again this year. This 550,000 Mission *Signs* was a double number (32 pages). 550,000 multiplied by 32 equals 17,600,000 pages, or 25,000 books the size of "Great Controversy," counting page for page.

#### "Signs of the Times Monthly"

The average circulation of the *Signs of the Times Monthly* was 31,768 copies, or a total circulation for the twelve months of 381,216, a gain of 42,133 copies over 1910. This would equal 26,000 books the size of "Great Controversy," counting page for page.

Letters are constantly being received at this office from persons who have accepted the truth through the reading of these journals, or have become deeply interested in the message they proclaim. Here is one which we give as a sample of many:

"Signs of the Times,"

"Mountain View, California.

"Dear Sirs:

"Enclosed you will find an order amounting to \$15.00 to be used in the most needy field.

"Accept my thanks for the booklet containing the Bible Band Schedule.

"Will say that two of us have been reading according to schedule for the last two years, and another has joined us lately.

"We are also keeping the Sabbath, as well as one or two others. Others acknowledge that our position is sound, but do not seem to care about taking a stand.

"I bought a *Signs Monthly* from a lady about two years ago, but outside of that, I have never knowingly met a Seventh-day Adventist. Later, a gentleman who believed in, but did not keep the Sabbath, handed me a few *Signs* weeklies, and of course I subscribed later.

"What I would like to ask is why we

have been so neglected here. Is it on account of the scarcity of laborers, or is it lack of funds? If the latter, I would be only too pleased to support a worker until a foothold could be obtained. . . .

"Hoping I am not taking too much of your valuable time, I am

"Yours respectfully."

As before stated, this is only a sample of letters that are coming to us right along. We trust that earnest and continued efforts will be put forth to increase the circulation of these truth-filled periodicals, for they certainly do bring people into the truth, as hundreds could testify.

#### "Our Little Friend"

The average circulation of *Our Little Friend* during the past year was 13,623, or a total for the fifty-one numbers of 694,795 copies, about 67,000 copies less than last year. We wish that plans might be devised to greatly increase the circulation of this most worthy child's paper.

#### Photo-Engraving Department

This department, as well as all others, has had a good run of work during the past year, demanding extra help and considerable overtime. The volume of business increased from \$1,862.13 in 1910, to \$3,616.47 in 1911.

#### Boarding-House

Our boarding-house is run for the special accommodation of our employees. Meals are served on the cafeteria plan, and this gives general satisfaction. On account of serving some dishes below cost, there was a slight loss last year, but we think it is now on a paying basis.

#### Improvements

In harmony with the resolution adopted at our last annual meeting, a stock-room for bound books, 32x66 feet, has been erected adjoining the main building on the west, and now forming a part of same. Two editorial rooms and a proof-reading room have also been added to the east of the main building, and the old signature shed enlarged to nearly double its former capacity. These additions were made in order to meet the demands of our rapidly growing business.

We still need a building for a carpenter shop and box factory to take the place of the fire-trap now being used for this purpose.

#### Donations

The following machinery, etc., has

been donated to help equip our printing-offices in China and Korea:

#### FOR CHINA

1 Ostrander Seymour Daniels planer, complete, with outfit to run from line shaft.

1 Ostrander Seymour jig saw and drill combined and complete, to run from line shaft.

#### FOR KOREA

1 33-inch Advance hand and power paper cutter.

1 No. 7 Boston wire stitcher, to run by power.

1 No. 0 Hickok standing press.

1 extra knife for paper cutter.

20 spools of wire for wire stitcher.

1 fire-proof safe; inside measurement, 48x28½ inches, 17 inches deep, weight about 4,500 pounds.

The cost of this machinery, including clearance charges, etc., amounted to \$1,843.12.

Letters have been received from our brethren in China and Korea, acknowledging the receipt of this machinery and expressing gratitude and hearty appreciation of the gift.

In addition to the foregoing we have donated books, etc., to other missionary enterprises to the amount of \$1,185.35, making a total donation of \$2,528.47. This does not include the \$2,192.81 which has been raised through appeals appearing in the columns of the *Signs of the Times* and distributed to needy fields.

#### Branch Offices

♦ Three branch offices are operated by this association; one at Kansas City, Missouri, in charge of Brother James Cochran; one in Portland, Oregon, in charge of Brother J. F. Beatty; and one in Calgary, Alberta, Canada, in charge of Brother W. V. Sample.

Reports from the managers of these offices will be given at this meeting, hence it will not be necessary for me to go into details. Suffice it to say that they are all in a prosperous condition and show an increase in the volume of business and a substantial net gain for the year.

In harmony with the resolution adopted at our last annual meeting, a lot 85x127 feet has been purchased in Kansas City on which to erect a warehouse. This lot is located at the corner of Thirteenth Street and Euclid Avenue, and cost \$4,500.00. Plans are now being drawn for a warehouse, which we hope to build this year.

We have sold the unoccupied portion of the lot on which our warehouse stands in Calgary for \$3,075.00. The original cost of the entire lot was only \$1,050.00, thus giving us a profit of over \$2,000.00, and leaving us the portion on which our warehouse stands. This sale was consummated just at the close of the year, hence the transaction does not appear in this year's business.

#### Spiritual Interests

We are aware of the fact that all satisfactory growth, prosperity, and success center in spiritual things, and we are glad to be able to report that nearly all connected with the office are earnest, devoted Christians. During the week of prayer special services were held in the various departments, and it was a season of great spiritual revival, every person expressing himself as desiring to renew his consecration to God or to give his heart to Him.

The office was closed one day during the Harvest Ingathering campaign and nearly all the employees went out to solicit funds, and many reported rich experiences.

#### Recommendations

We suggest the following items for your special consideration at this meeting:

1. The advisability of asking the General Conference Committee to again select the *Signs of the Times* as the medium to be used in the Harvest Ingathering campaign next autumn.

2. Giving consideration to the earnest appeals from our brethren in India, China, and other Oriental fields for more machinery for their printing-offices.

3. Considering the recommendations adopted at the last session of the General Conference Committee concerning the matter of home missionary work, royalty, etc.

4. Urging conference officials to organize and equip their tract societies in harmony with the recommendation of the General Conference, in order that they may be able to handle the business which has been turned over to them by the publishing houses promptly and accurately, and also to do aggressive work as occasion demands.

5. The erection of a warehouse in Kansas City, Missouri.

6. The advisability of purchasing a lot and erecting a warehouse in Portland, Oregon.

7. Providing for a warehouse to be used as a box factory, carpenter shop, and storeroom.

8. The erection of another fire-proof vault.

9. The advisability of issuing a special series of the *Signs of the Times* weekly on the subject of Religious Liberty, to cover a period of five or six weeks, beginning immediately at the close of the present series.

In submitting this report to the members of this association we desire to express our gratitude to God for His fostering care and the wonderful prosperity that has attended the work during the past year. It is truly marvelous, and to Him be all the glory.

We also feel thankful for the union and harmony that has prevailed throughout the various departments and the hearty coöperation of all in trying to carry out the plans and purposes of the institution. And especially do we feel grateful to conference officers and our brethren and sisters throughout the field for the interest they have taken in the circulation of our literature, and also to our splendid corps of earnest, devoted canvassers, who have done so much to help bring about this satisfactory showing. May the coming year be one of still greater prosperity is the prayer of

Your humble servant,

C. H. Jones,  
General Manager.

#### Book Department

Brother H. H. Hall, who had just returned from the College View convention, had no written report, but gave instance after instance showing that our publications are exerting a mighty influence throughout the field.

He referred to a single copy of "Prophecies of Jesus" which had been instrumental in bringing four ladies into the truth; to four persons in one conference who had been led to accept the message, through the reading of "Great Controversy;" and to a man to whom "Bible Readings" was sold last fall, and who on his death-bed told his wife to be sure to write that canvasser and tell him that he died a Seventh-day Adventist. In another conference six persons have been brought into the truth through the instrumentality of the *Signs of the Times Monthly*. And in still another conference four persons have

taken their stand through reading a copy of "Great Controversy."

He quoted a statement made by C. G. Bellah, general agent of the Central Union Conference, at the recent College View convention. This was, "In all my experience in the book work I have never seen the results I have witnessed the past year."

Further marvelous experiences attending our book work during the year were given.

One young man, after obtaining the order of four Dunkard ministers for "Heralds of the Morning," was asked by the minister in charge of that district to order a hundred copies of the book, he promising to help him dispose of them at their annual meeting. This was done, and the books were sold.

W. L. Manfull, West Canadian union agent, had spent nine weeks in the field for "Daniel and the Revelation," and had taken an order at every other exhibition, amounting in all to \$1,500.

The following note from F. L. Limerick, field agent in South Missouri, was read:

When I got off the train the other day at Caruthersville, the platform was crowded with people. As I was elbowing my way through the crowd, I heard two men talking about the Bible. I drew my prospectus, and after begging their pardon for interrupting them, I quickly called their attention to "Bible Readings." One of the men was a minister. I sold him a morocco binding. While I was making out his guarantee, a doctor who was also waiting for his train asked for the privilege of looking at my prospectus. I sold the doctor and a business man who was with him a morocco binding each. It was all over in five minutes. They were whirled away on a fast train, while I walked on up-town, thinking of the story of Philip and the eunuch. Depot platforms and deserts are about equal when it comes to territory.

Reference was made to the bookmen's convention in Mexico City last November, at which nine were in attendance, and at the close of which four of the workers took a ton and a half of "Patriarchs and Prophets" and went to Yucatan for a four months' campaign. These young men have been having wonderful success. A letter was read from H. A. Robinson, who went from the same convention to Cuba. He had taken orders for \$207 worth of books his second week, and delivered nearly every one. He obtained orders for \$101 worth in a single government building.

Twenty-four hundred copies of "Coming King," Spanish, have been shipped to J. L. Brown, Barcelona, Spain, during the last three months. Fourteen hundred copies of these had to go by mail in order to meet the demands of Brother Brown and his associates.

From China comes word that a colporteur working for another mission had been beheaded because of his activities, yet our workers have not been molested, and they are selling on an average 35,000 copies of the Chinese paper monthly.

Three charts showing the tract sales, the foreign business, and the total book department sales were then presented, as follows:

**Tract Sales**

1906	\$ 7,652.44
1907	9,119.86
1908	11,013.56
1909	11,925.76
1910	13,698.32
1911	13,969.94

**Foreign Business**

1907	4,753.50
1908	15,992.60
1909	27,219.25
1910	67,801.70
1911	48,959.15

**Total Sales**

1902	76,322.06
1903	95,429.94
1904	97,197.11
1905	103,055.29
1906	148,464.84
1907	211,503.95
1908	256,247.00
1909	271,524.73
1910	304,953.34
1911	286,754.88

From the foregoing, it would appear that the foreign business, also the total sales, were declining, but this is accounted for by some especially heavy orders for foreign books received in the latter part of 1910 which were for 1911 business. Every indication is that this foreign work will continually increase. The fact is, the actual sales in foreign fields supplied by us were considerably larger during 1911 than 1910.

The prospects for 1912 are bright. There are more permanent canvassers in the field than we have had in years. The canvassing bands in our various schools have over four hundred members. Each of our five union conferences has an efficient union agent, and in addition we have twenty-four field agents giving their entire time to the book work. Three strong conventions have been held, at which nearly every one of these men has been in attendance. We hope for an in-

crease in sales over 1911 of not less than forty thousand dollars.

**The "Signs of the Times"**

The *Signs of the Times* in the year past has received many evidences of the Lord's blessing to individual souls. Many more communications have been received from those not of our faith who have been blessed by it, some of whom have been brought into the truth, and others of whom are earnestly studying as to whether these things are so, than have come to us in past years.

The present plan of setting forth the practical message in the six-month series, is, we believe, that which will enable our people to take hold of the paper as a missionary agency much better than ever before. It can be taken in clubs for each half year, and thus be of less expense to those who subscribe, and it will enable the reader to get a fairly good knowledge of the message during this time. The series plan presents a clear, definite outline of present truth; and we believe that more and more, when our people come to understand this, it will be seen that it is one of the least expensive and most effectual agencies in the field.

This present series closes in April. We have five or six weeks left before the next series will begin, planning, as we are, to furnish two in each year, having the series begin and close with the current year. In the interval between these two series, it has seemed to us that we have a decided duty to perform, especially for the work upon the Pacific Coast, and doubtless the same things will apply elsewhere. California has now adopted what is called in political circles the initiative, the referendum, and the recall, by which laws, instead of having their origin in the legislature, shall be originated by the people, who take the initiative in this; and the plan of the Sunday law people is to appeal no longer to the legislature for Sunday legislation, but appeal to the people themselves. This will give us one of the greatest opportunities that we have ever had of educating the people of the world regarding religious liberty principles, and the *Signs of the Times* wishes most earnestly to cooperate with all our brethren in this way.

Following that will come another six-month series, not definitely planned, but we can assure our readers that it will cover the great themes of the message,

and especially the latest developments manifest in the great movements which are now agitating the world everywhere. The paper will be so full of the truth that those who read it will not only read the truth in the paper, but will see it standing out written large in the passing events of the world.

M. C. Wilcox,  
Editor, "Signs of the Times."

**Report of the Kansas City Branch**

To the members of the Pacific Press Publishing Association:

Considering the very adverse circumstances under which we have had to labor the past year, we have had a profitable twelve months' business.

During the year 1910 a large portion of the Northern Union Conference was severely affected by drought, and again the past year most of this union, as well as the Central Union, suffered greatly from the heat and drought.

The prospects for an immense business in both of these unions was very flattering during the early part of 1911. The conferences were quite well manned with field agents, and successful institutes were conducted in the various conferences and most of the schools; and had the season been normal, doubtless our sales would have been greatly enhanced. The sales for the year amounted to \$76,257.76, with a net profit of \$1,080.58. By calling in additional help during the summer months—our busy season—we have been able to carry on our work with an office force of three.

**Bookmen's Convention**

A successful convention where the union bookmen throughout the Pacific Press territory, the conference field agents, tract society and missionary secretaries, were brought together, has just been held at College View, Nebraska. A well-defined policy for carrying on our work has been enacted. Some of the conferences in the Central Union that have been rather poorly manned and consequently hindered in aggressive missionary operations, have changed field agents. This we trust will work for the betterment of conditions in the conferences affected.

In the early winter, canvassing bands were organized in nearly all the schools in both the Central and Northern Union conferences. The interest in the schools is much better than a year ago. This is

especially true at Union College, our largest denominational training-school, and also the Clinton German Seminary. The band at Union College numbers upwards of seventy.

#### A. New Building

In October, 1910, when Brethren Hall and Childs made a visit to the Kansas City office, the question of purchasing property and erecting a warehouse and offices came up. It was later definitely decided to buy the beautiful corner at 13th Street and Euclid Avenue. We secured title to this property in June, 1911. This tract is 85 feet deep with a frontage on Euclid Avenue of 127 feet. It is contemplated to use 37 feet for our building, and later sell 90 feet. We trust that before the busy season of 1912 comes on we can have the new building erected, and be permanently located.

The work throughout the territory of the Kansas City branch seems to be quite well organized; and unless something unforeseen happens, the year 1912 should be a prosperous one. To this end we ask the prayers of the members of our association.

Respectfully,

Jas. Cochran,  
Manager.

#### Report of the Portland Branch

The closed record of another year shows that some earnest and faithful work has been done in the territory of the Portland branch. One by one the precious truth-filled volumes, such as "Patriarchs and Prophets," "Great Controversy," "Daniel and the Revelation," "Bible Readings," "Heralds of the Morning," "Practical Guide," etc., are dropping into the homes of the people, until our workers sometimes find as many as four or five of our books in the homes they visit. Laden as they are with the Holy Spirit, they will surely carry conviction to the hearts of those who read them.

#### Total Sales by Conferences

Southern Idaho .....	\$ 2,178.45
Montana .....	4,802.57
Southern Oregon .....	6,720.56
Upper Columbia .....	8,597.71
Western Oregon .....	8,753.06
Western Washington .....	9,499.62

Grand total sales for year 1911 \$40,551.97

Our itemized sales statement, presented herewith, reveals some encouraging fea-

tures. While the statement as a whole discloses a loss of about \$100 as compared with the previous year, yet there are several lines that show a decided gain. A lively interest has been manifested in the "forty per cent" class of books, making a gain of over \$2,000 for this line. An increase of over \$1,000 in the sale of trade books, indicates that our people are supplying themselves better than before with the valuable publications of this class. In the sale of tracts also we note a most encouraging gain, amounting to over \$500. This means that many thousand more tracts were used than the previous year. We are glad to see these indications of a growing interest and revival in home missionary lines.

#### Financial

Our financial statement, submitted to the main office treasurer at the close of the year, shows a net gain of \$1,162.77. This amount is somewhat less than that reported last year, which may be accounted for, perhaps, by the increased net prices on some lines of publications, made by the main office to the branches. Our volume of business has been about the same as last year, and the operating expense somewhat less. Our additional room has been rented most of the year for \$25 per month, leaving only the small rental of \$15 per month for the branch.

#### The Field

The accomplishment of the year's work has not been without difficulties and perplexities. Each succeeding year seems to revive not only many of the old, but some new problems to wrestle with. Montana has been without either president or State agent for the past four months. Southern Idaho was without a State agent the best part of the year. Upper Columbia had no active president the last half of the year. Elder Nellis, president of Western Washington, has been incapacitated for about four months, and their State agent has had two quite long and serious spells of sickness. But determined efforts have been made to keep things lined up for action; and by the help of the Lord, a good work has been done in the circulation of our literature in the North Pacific Union. Brother Hall's visit during the camp-meeting season was much appreciated, and beneficial to the work in many ways.

#### The Office

During eight months of the year, the work of the office has been carried by the manager alone. Brother C. E. Olecott connected with us about June 1, and remained until near the first of October, when he accepted a call to act as secretary of the Western Oregon Missionary Society. His services were much appreciated during the busy season.

It has been our purpose to keep closely in touch with the field, that we might be better able to supply the needs. This has been accomplished, we believe, to a very gratifying degree. Further than this, it has been our aim to promote business, by furnishing reports and information, as well as by a number of personal visits to different parts of the field.

#### Prospective

While the last few months have been considered somewhat dull by the business world, and the presidential year before us not the most promising, we are viewing things from a different basis. With a great message to give, and a limited time in which to give it, we are expecting God to do great things. From this view-point, we believe that the year just opening before us presents even greater opportunities and possibilities than the one just closed. We are glad to note that the indications are that a larger number than ever before are getting ready to improve them.

Respectfully submitted,

J. F. Beatty,  
Manager.

#### Report of the Canadian Branch

To the members of the Pacific Press Publishing Association:

Dear Brethren and Sisters and Fellow Workers:

The time of another annual meeting being here, it becomes us to say a few words with reference to our financial statement presented, and to speak of a few incidents in our past year's work that may be of interest.

First, we wish to express our deep gratitude to our heavenly Father, whose blessing has attended the work, and whose helping hand has assisted the canvassers to sell books to both the rich and the poor, and to those suffering adversity in the loss of crops, etc., as well as those enjoying prosperity. He surely has gone before the consecrated worker

and prepared the hearts of the people.

This is strikingly illustrated in the experience of one of our Bohemian young men canvassers from the Lacombe Academy. He was having such phenomenal success that he began to question in his mind whether the people really understood his broken English—that they would have to pay for the books they were ordering, so he began the practise of telling each one that he or she would have to pay for the book ordered when he came around at the time of his delivery; yet the orders came just as fast as before. This agent took orders for over \$2,000 worth in ten weeks and two days, and followed this work with an A1 delivery.

Next we wish to express our appreciation of the efforts of the main office employees to supply Western Canada with books. They certainly have done nobly this year in both the manufacturing and shipping departments in remembering that we are a long way from the source of supply, and in giving our orders the best attention possible. Our field is a wide one from east to west; and although we are quite centrally located for a distributing center, many of our shipments had to be sent to points from 500 to 1,000 miles distant. Some agents who were the farthest away from us seemed to fall short the worst in keeping us informed ahead of their needs. But the despatch and energy with which the main office handled telegram orders at the critical moment, as it were, saved any serious disappointment. In fact, we have yet to hear of a single agent who was disappointed by not getting books on time, save one in Manitoba, where the railroad company held up a shipment at a junction for fifteen cents transfer charge. Of course when we heard of the difficulty we paid the fifteen cents, and a telegram started the shipment on its way at once.

Much credit is due the worthy secretaries in our field for the energetic way in which they have followed up their part of the work,—securing from the agents their orders at the earliest time possible, and in turn giving to us our shipping instructions. This helped out greatly in getting books to the agents on time, and saved us the expense of employing extra help during the rush season. If all the orders had been turned in to us at the time when they were expected to be

shipped, one man could not have done the work.

Considering the reverses which came to the Western Canadian farmer this year in the form of hail and early cold weather in many localities, we believe the Lord has blessed the book work in our field with a very successful year. As I took a journey a few days ago to the eastern end of our territory, and saw on the prairies many fields of grain still unharvested, because of the early cold weather which came and stopped operations in the harvest-field, I was led to wonder how it was possible to deliver books at all in such territory. It is surely the Lord's doing, and the fact is demonstrated again and again that by faith things which appear impossible to us are only easy with Him.

Our union agent reports sales for the year amounting to \$20,650.85, and a gain of \$6,692.70 over 1910. Our actual sales from the branch office to the tract societies in our field, including everything we handle, amounted to \$23,482.41 in retail value. Of this amount \$20,833.75 represent subscription book sales; \$240.30, forty per cent books; \$1,405.16, trade books; \$269.50, educational books; \$323.73, tracts; and \$409.97, Bibles.

For the year previous our sales amounted to \$14,684.28. Thus the increase in sales amounted to \$8,798.13, which gave us a gain on merchandise of \$700.65 more this year than last. Last year our net loss was \$243.04, and our statement this year shows a net gain of \$494.84. So our showing on the year's business is really \$737.88 better than last year.

The total running expense was \$187.05 more the past year than for the year previous. One new item alone would more than cover this increase,—that of our union agent's salary and expense.

An interesting item showing increase in business is the fact that we paid out \$349.05 more in customs, duties, and freight on incoming stock in 1911 than in 1910.

The item of rent on the debit side does not appear this year, but instead we have an item on the credit side. This, of course, is due to the fact that the Pacific Press owns its lot and building in Calgary this year.

The mention of this brings to mind an interesting item. When we purchased the building site in Calgary, a corner lot was

secured, and the building placed on the back of it, facing on the side street, with the object in mind of at a later time disposing of the portion not required by the building. In November last the Lord opened the way for us to dispose of that portion—90 by 40 feet—for \$3,075. The first \$1,075 was paid down, another thousand will be paid in May next, and the remaining thousand in November. The piece of ground left and on which our building now stands is 40 by 45 feet. Not very much room; but the shipping side of the building being next to a 20 foot lane or alley enables us to get on with this small space.

Our Canadian field is a large and growing one. As stated before, the Lord is blessing the work. We need your prayers and hearty parental care during the new year the same as we have in the past. We believe the possibilities before our work in Western Canada are great, and we all wish so to relate ourselves to it and to one another that the Lord may continue to use us in its rapid advancement.

W. V. Sample,  
Manager.

### Simplicity

Simplicity is less dependent upon external things than we imagine. It can live in broadcloth or homespun; it can eat white bread or black. It is not outward, but inward. A certain openness of mind to learn the daily lessons of life; a certain willingness of heart to give and to receive that extra service, that gift beyond the strict measure of debt, which makes friendship possible; a certain clearness of spirit to perceive the best in things and people, to love it without fear and to cleave to it without mistrust; a peaceable sureness of affection and taste; a gentle straightforwardness of action; a kind sincerity of speech,—these are the marks of the simple life, which is within. I have seen it in a hut. I have seen it in a palace. And wherever it is found it is the best prize of the school of life, the badge of a scholar well-beloved of the Master.—*Henry Van Dyke.*

### Wanted

To correspond with any woman wishing to do kitchen work. No washing. Salary \$25 a month. Address Mrs. J. H. Miller, Fallon, Nevada.

## The Field

### SOUTHERN CALIFORNIA Los Angeles City Work

While the McNamara trial brought Los Angeles somewhat prominently before the world, it takes more than a great crime to make a great city. Los Angeles is rapidly becoming such a city. The picturesque tokens of her pueblo birth are swiftly being displaced by skyscrapers, and tourists are flocking here by thousands.

The Lord is calling upon His people to work the cities, and we have found that He will bless those who undertake this work. Eighteen months ago, the writer, with others, began tent meetings in South Los Angeles. During this time, our company has held four tent efforts, and preached to a congregation which must have averaged fully 225. Our total expense for five tent efforts was about \$1,950, and the donations for the same period were over \$2,000. As a result of eighteen months' work, this tent company is able to report one hundred new Sabbath-keepers baptized and added to the church. In addition to these, a number from the last effort are yet to be baptized. This brought about the organization of the eighth church in Los Angeles, with a present membership of 115.

Two months ago, this church began to build, and now have a neat structure in which they are holding services.

#### Methods of Work

Little need be said about our methods of work, as the same methods, no doubt, are followed by our brethren elsewhere in the States. What we depend upon largely for results is up-to-date advertising, regularly and faithfully done; sermons not too long, but right to the point; house-to-house visiting; the co-operation of our people; and last but not least, the drawing power of a clean tent, pleasantly arranged. All this, of course, would be barren of results without the blessing of the Lord, and to Him we ascribe all the glory. Surely the Lord has blessed us in our work, and we earnestly desire to be faithful to our trust to the end.

#### New Work

The conference has recently moved into new quarters in the heart of the city. From this center we hope to reach the whole city, and to this end will begin a series of meetings at once.

We earnestly ask the RECORDER family to pray for the work in this great city, and especially that the Lord may use us to His glory this winter in the salvation of souls.

J. W. McCord.

A. S. Booth.

January 14.

Brother J. W. McCord, of Los Angeles, after writing the foregoing article adds this encouragement:

"Meetings have begun in the new hall, with good results thus far. For the past twelve days our attendance has averaged 230. The donations and interest are both good. Thank the Lord."

### NORTHERN CALIFORNIA- NEVADA

#### Conference Items

Elder Fred Brink is now laboring at Thermalito.

Elder A. J. Osborne writes that he is kept busy holding cottage meetings at Modesto.

Brother W. A. Johnson writes that another school-teacher at Cedarville has begun keeping the Sabbath.

As the property where the office is now located has been sold, we will move, the first of the week, to 337 Lodi Avenue.

Miss Alice Brayshaw has a number of interested readers at Stockton, some of whom she hopes will embrace the truth.

There will be a missionary, Sabbath-school, and young people's convention at Woodland, Sabbath and Sunday, the 17th and 18th of February.

Sister Irene Griffith, our Bible worker at Sacramento, is having good success in her work. Several have accepted the message as a result of her labors.

On Sabbath, January 20, a large number gathered at the Turlock church and witnessed its dedication. All enjoyed the

interesting opening exercises, after which the clerk gave a short history of the rise and progress of this church body, showing what has been done in a few short years. The treasurer's report emphasized the fact that no debts stood against this property. It was a pleasure to have with us Elder G. A. Irwin, who addressed us, using for his text Joshua 4:6, "That this may be a sign among you, that when your children ask their fathers in time to come, saying, What mean ye by these stones?" President Taggart then offered the dedicatory prayer, and we all thanked God for this new sanctuary for His holy abiding Spirit.

Verah MacPherson.

January 26.

## Educational

#### Helps

Following is a list of addresses from which can be secured leaflets, mission, magazines, and books for use in missionary meetings in the church school:

1. American Baptist Home Mission Society, 312 Fourth Avenue, New York City.
2. American Board of Commissioners of Foreign Missions (Congregational), 14 Beacon Street, Boston, Mass.
3. Boards of Foreign and Home Missions of Presbyterian Church, 156 Fifth Avenue, New York City.
4. Board of Foreign Missions of the Reformed Church in America, 25 East 22d Street, New York City.
5. Missionary Society of Methodist Episcopal Church, 150 Fifth Avenue, New York City.

If any teacher wishes more addresses, it would be well for him to send to David C. Cook, Elgin, Illinois, for a three cent booklet entitled "Helps in Missionary Work." I think every teacher should have David C. Cook's catalogue. I find many excellent helps in it for my school work.

Send postal to each board for a catalogue, which is free. The leaflets, of which the names and prices are in each board's catalogue, are on lives of missionaries, their experiences in mission fields, descriptions of child life and home

life in all countries, etc. Prices are from one cent to ten or fifteen cents, each.  
Violet Pearl Stone.

## NORTHERN CALIFORNIA-NEVADA

### Lodi Normal Institute Items

The Junior band that meets with Mrs. W. P. Dayton is gathering papers to fill a box to send to San Quentin.

Three students are chosen each week as a news committee to occupy one chapel hour. One gives foreign news; another domestic; and the third, local. This has proved helpful and interesting.

Several of the rooms of our normal building are undergoing transformation. Curtains are being put up, plants placed, and pictures hung. The Bible room has fifty or more Bible pictures on the wall.

Every class room is occupied, and classes are held in the two offices now. Our new history note and map books combined are proving very interesting. These are used in connection with the large wall maps.

We have two German prayer bands. Three young ladies from the outside are attending and manifesting interest in the work. Letters are received from papers sent out, and nearly all ask to have the papers continued.

The children in the intermediate room are making raffia bags, and are certainly preparing an interesting collection. The boys in the carpenter shop are turning off a number of handy articles, and all will be sold for the benefit of the mission fund.

The young people have been loaning "Object Lessons" here in Lodi from our circulating library. This week we received a letter from a lady, saying the book had been loaned to a neighbor, who had gone and left the book with her. She had read it, and now asked if she might loan it to another neighbor who wanted it.

There was a call from some of the students recently to organize a foreign mission band in the Volunteer Society; therefore at the Friday evening meeting the

purpose of such a band was fully considered, and what it meant to take up such work. When the call was made for the names of those wishing to join such a band, forty-five responded. Miss Frances Fry was chosen as general leader, and Lottie Angell, secretary. The band was then divided into four smaller bands: the Asia band, the South America band, band for Spanish fields, and a general band. Each of these will select a leader and secretary, and take up a systematic study of the field chosen, with the biographies of early missionaries to these fields. These bands will meet separately each week during the month, except the last, when there will be a general meeting. We are looking for fruit from this organization.

### Industrial Work

Brother W. C. Baldwin has handed us the following items:

Our friends may be interested in some things the boys are doing along industrial lines. I will speak especially of their accomplishments with our poultry. In this department are boys who are making this an especial study from a scientific and practical view-point. We have not the elaborate equipment of some institutions, but have house room for 400 laying fowls, and brooder house room for 1,200 chicks to broiler size. The houses are all nearly full, with good, healthy stock in prime working and growing condition. Broilers nice and fat are now going to market, hatched and raised by our students. Our finest stock was reared by the boys.

Our very fancy Indian Runner ducks, that commenced laying this year at four and one half months old, were incubated and cared for by students. On these ducks we have taken twenty-six prizes on twenty-eight birds shown at Stockton; Modesto, and Fresno shows. No high priced fancier can present a better record, especially so in connection with the fact that these ducks began laying so young, and have kept it up. We exhibited five White Orpingtons at Modesto, and received first, second, and third cockerel, and the third and fourth pullet prizes in a big exhibit. Again this speaks exceptionally well for the success of the boys. From this very finest stock we are now selling eggs for hatching. With the close of the season we expect our poultry records to show a reasonable gain.

Our friends will be welcomed to our yards any afternoon except Sabbath. We enjoy visitors, and hope to have you say that you enjoy a few minutes at the "Normal."

Our gardens are growing rapidly, and we enjoy the beautiful warm January weather as do the plants. We expect a bountiful supply of early vegetables, all cared for by the boys.

We are entering a study of plant propagation by artificial heat, and on a small scale are equipping for the work. We expect to teach boys and girls how to do things in a simple, practical way, and not with all the modern conveniences. If they can make their own equipment they can use the modern devices.

Secretary Normal Faculty.

### Report of Convention at Armona

(Continued from page 12)

*World's Work* some extracts of what is being done in public schools along this line; and in her remarks following she made the statement that we are not giving a complete education unless we are emphasizing the physical as well as the spiritual and mental. The interest taken in this line of school work was evinced by the many questions that were asked.

As the time of year is drawing near when school programs are being planned, Brother Rich's remarks on this subject were very timely. Some thoughts gleaned from his talk are: "Programs are a good thing if not given too often." "There are two objects in programs: to develop speakers and to give instruction." "The best programs are those taken from the every-day lessons." Mrs. Robison also made some suggestions for helpful programs.

Brother Gonter's talk on school records and grades impressed upon each one the necessity of clear, accurate, and concise records from month to month and at the end of the year. If each one at the close of the year would leave a complete record, the incoming teacher would know just where to place each student; and avoid much difficulty.

We closed by singing "Praise God, from whom all blessings flow," and each one, hurrying away to his school, felt richly repaid for coming, and that many blessings and much encouragement had been received as a result of the day's convention.  
I. R. Abbott.

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THURSDAY, FEBRUARY 1, 1912

## CENTRAL CALIFORNIA

### Report of Teachers' Convention at Armona

Promptly at 10 A. M., January 21, all the teachers of this conference excepting one, gathered in the Armona Academy chapel. After an opening song, and prayer by Elder J. H. Behrens, Mrs. T. D. Robison made a few appropriate remarks concerning the needs of the teachers. Her plan for this convention was to bring help and encouragement to the work just now, when most needed, before all the difficult questions and problems of the year are in the past.

Several topics had been previously assigned for presentation and discussion. The first one considered was "The McClymonds and Jones Arithmetic." The writer gave a short paper on the advanced book, showing the author's plan and methods. Mrs. Morris discussed the elementary book. She also showed the author's plan of "action by the student" by demonstrating with a small class.

Following this paper, we were favored with a duet by the Misses Scoggins and Hitchcock, which was much appreciated.

Miss Louise Wood read a paper on "Morning Exercises" in the school. Many interesting plans were suggested, among which were: reciting texts on some chosen doctrinal point; current events given by the students; general topics by the teacher on such subjects as truthfulness, neatness, personal appearance, etc.; whole mornings spent in singing; and mornings spent in praise service. Of course all morning exercises would be incomplete without prayer.

Mrs. Nora Larimore demonstrated her primary language with a first grade class. The point emphasized most was correct

language. These six-year-old children have learned the proper use of "saw" and "seen," "did" and "done," and other similar verbs. They have also learned the proper use of the exclamation point, question mark, and other marks of punctuation. Osear Hansen favored us with a story illustrating the proper use of verbs. It ran something like this: "One time a good man was *beaten* by some thieves and left by the side of the road to die. A priest *came* by that way, and when he *saw* him, he *went* by on the other side. Then another man *came* by that way, and when he *saw* him, he *went* by on the other side. Then a Samaritan *came* by, and when he *saw*

the opinion of the teachers present that such a manual would be preferable to an entirely new text-book.

In Miss Brown's paper on the "World Plan" in geography, she showed the advantages of such a plan in teaching. An outline was given, consisting of eleven topics, each of which is to be studied in all its various phases for the entire world. The paper was discussed by Brother Gontor, Miss Wood, and others. Each teacher had provided himself with lunch, and the noon hour was spent in real school fashion, sandwiching in experiences between bites. The visiting teachers also took occasion to visit the vari-



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him, he took him home and cared for him."

This paper on primary language was discussed by Brother J. W. Rich, who made some interesting remarks on child training drawn from experiences with his own little girl.

The question of geography was next considered. Mrs. Robison read some extracts from the report of the educational convention at College View referring to the writing of a new text-book on geography. The advisability of a new text-book was discussed, also the plan of having a manual to supplement our present text-book, this manual to cover the missionary features of geography. It was

ous rooms and become acquainted with the academy.

The afternoon session was opened by singing "Faith Is the Victory." Prof. J. L. Jones offered prayer.

Mr. Clough presented the subject of "Horticulture." He showed how many spiritual lessons may be drawn from nature; also that the underlying principles of horticulture are divine laws, and that everything bows to these laws. A number of teachers gave reports of what is being done and of what is being planned in agricultural work in the different schools. Mrs. Robison read from the

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