

SUPPLEMENT TO REVIEW and HERALD

Matt. 9:37, 38: "Then saith he unto his disciples, The harvest truly is plenteous, but the laborers are few; pray ye therefore the Lord of the harvest, that he will send forth laborers into his harvest."

BATTLE CREEK, MICH., TUESDAY, JULY 5, 1898.

KEEP YOUR GRIP ON THE BEST THINGS.

Don't lose Courage, spirit brave;
Carry it with you to the grave.

Don't lose Time in vain distress;
Work, not worry, brings success!

Don't lose Hope! Who lets her stray,
Goes forlornly all the way.

Don't lose Patience, come what will!
Patience oftentimes outruns skill.

Don't lose Gladness! Every hour
Blooms for you some happy flower.

Though be foiled your dearest plan,
Don't lose Faith in God and man.

— Selected.

THE CANVASSING WORK IN BATTLE CREEK COLLEGE.

THINKING that the readers of the SUPPLEMENT might be interested to know something of what has been accomplished in the Canvassing Department of the Battle Creek (Mich.) College during the past year, and what the plans are for the coming year, I take this opportunity of saying a few words in regard to this important branch of missionary work.

As this was the first attempt on the part of any of our colleges to introduce canvassing as a regular course of study, it was somewhat of an experiment, and there were many things to be learned. However, as the Lord had given such plain instruction in regard to this branch of the work and the good that can be done by the intelligent, God-fearing, truth-loving canvasser who does all in his power to save souls, it seemed but fitting and proper to those in charge that

arrangements be made for those desiring to enter this branch of the work.

The plan followed during the year was to make a careful study of the book for which the individual expected to work, chapter by chapter, bringing in all the scriptures and testimonies having a direct bearing on the subject under consideration. There were two classes carried on throughout the entire year, the one making a careful study of "Daniel and the Revelation," and the other analyzing the subject-matter of "Great controversy." Later on a third class was made up of those among the students who desired to work for "Coming King." During the year upward of sixty students were enrolled in the three classes, and all manifested a deep interest in their work. The many good letters received from the workers since they have reached their respective fields of labor, show a marked appreciation of the benefits they derived from a course in this new department of the College.

The number of laborers entering this line of missionary work, as a result of the effort put forth, is seventy, including five members of the College faculty, and some others who have since gone to foreign fields. Calls are coming in from every direction for help to get our literature into the hands of the people, and here is a blessed opportunity for many to enter the Lord's great vineyard, and work for souls.

To give an idea of the plans for the canvassing department of the Battle Creek College the coming year, we insert the following from the new calendar:—

CANVASSERS' DEPARTMENT.

During the past year the College has had connected with it a practical canvasser, and the results have been very satisfactory.

PRACTICAL CANVASSING.

During the winter quarter over six hundred books were sold and seventy orders for periodicals taken in Battle Creek, by students of the canvassing class, this being a part of their class work.

CANVASSERS AS MISSIONARIES.

Several canvassers have been prepared and sent to far-off fields. A number of our students who have received training in this class will go forth as self-supporting missionaries.

The Board of Trustees and Faculty are making arrangements in co-operation with conference presidents whereby a limited number of young men and women who are willing to become self-sustaining missionaries, may receive special terms during the coming school year. If any of our young people feel impressed by the Spirit of God to take up labor in this way and desire an education to fit themselves so to do, we will be glad to correspond with them. In each case high-class references must be furnished.

IMPORTANCE OF CANVASSING WORK.

"If there is one work more important than another, it is that of getting our publications before the public, thus leading them to search the Scriptures. Missionary work—introducing our publications into families, conversing and praying with them—is certainly a good work, and one which will educate men and women to do pastoral labor. Very much more efficient work can be done in the canvassing field than has been accomplished. The canvasser should not rest satisfied unless he is constantly improving, and should not be content with a set form of words. He should cultivate thoughtful, care-taking habits of industry and discretion, and have self-culture and polished manners. He should not be selected from the floating element of society, nor from among men and women who are good for nothing else, and have made a success in nothing; but from those who have good address, tact, keen foresight, and ability. As much care and wisdom must be used in selecting canvassers as in selecting men for the ministry. The canvasser must be a true missionary, seeking to save *lost souls*." He should be a thorough business man as well as a good Christian.

QUALIFICATIONS OF GOOD CANVASSERS.

This department will embrace a thorough study of the fundamental truths of Christianity. The student will be expected to study the times in which we live, the simple principles of grammar, physiology, and hygiene, letter-writing, penmanship, the use of the voice, *and have a most thorough knowledge of the book which he designs to sell*. The technical part of this work will be in charge of one who has practical experience in the field.

We earnestly hope that similar plans for a greater dissemination of our denominational literature may soon be in practical operation in connection with all our schools.

E. P. BOGGS, *Gen. Agent, Dist. 3.*

THE consciousness of duty performed gives us music at midnight.—*George Herbert.*

It is when you come close to a man in conversation that you discover what his real abilities are.—*Samuel Johnson.*

A SUCCESSFUL CANVASSER AT SIXTY-SEVEN.

PORTLAND, Mo., June 12, 1898.

REVIEW AND HERALD: Your kind letter received some time ago. I have been very busy delivering books, and I am glad to report good success. Out of seventy-five orders I only lost three, and I sold the books to persons who did not subscribe. I have forty-five yet to deliver for my June orders, and have one hundred and twenty-two orders for the 25th of July. I lost five weeks on account of sickness. The weather has been remarkably unfavorable for canvassing in the country. I travel under very unfavorable circumstances.

While away from home, and having such good success, I felt so greatly encouraged that I transgressed the laws of nature, and have suffered the penalty. I had a spell of malarial fever and neuralgia in the head. I feel quite weak yet, but the good Lord gave me strength to deliver my books on time, and best of all, *the people, as a general thing, are deeply impressed with the truth*. I find them much dissatisfied with the practise and doctrine of the popular churches, many of them hungering and thirsting for the truth. I have had many invitations to visit them and give them additional light.

HE CANVASSED FOR YEARS.

"The Coming King" is the best book we have to pave the way for a further investigation of the truth. I have been canvassing for our books for twenty years, but I never handled a work that so deeply impresses the minds of the honest at heart. Old people have shed tears while hearing the solemn truths for our times. Some have urged me to have our preachers come to give them more light. I am now working with that object in view, but soon expect to resume the canvassing work.

The weather has been very wet and cool. The prospect for the corn crop is very poor. Wheat is fine on the river bottom, and for some distance inland. *I expect to take orders in the wheat belt.*

HIS FAVORITE BOOKS.

I have taken about half as many orders for "Steps to Christ" as for "The Coming King." In order to get people to take the two books, I have sold them for \$1.50, giving the subscribers ten cents of my profits, and I believe that in this way, I have sold many more books than I otherwise would. I can not think of dropping "Steps to Christ," as it is *such a precious little volume*.

I expect to continue in the work as long as the good Lord gives me physical strength and endurance. I am a little past sixty-seven, and begin to feel the effects of declining years.

Yours in the love of the truth,
A. J. SCOTT.

This same brother has also sent in many orders for the *Youth's Instructor*, Bibles, etc. If every Seventh-day Adventist manifested the same active interest in our publications that this brother shows, what might we not expect?

MANITOBA.

BRANDON, MANITOBA, June 2, 1898.

REVIEW AND HERALD: I have no doubt you are all interested in the progress of the canvassing work. I am pleased to say that all those who are taking a firm hold of the work here are of good courage, and are meeting with fair success. The prospects are excellent for a good season's work, and we once more send forth an invitation to any of the brethren who are interested in this field, to come over and help us.

We have a very large field here, but our workers are scarce. However, we hope to see others raised up in our midst, who will take hold of the work, and be instrumental in spreading the printed page.

There are a great many people in this country who are interested in the present truth, and some are taking hold from time to time. We praise God for all these blessings, and we trust that the latter rain will be poured out upon us in copious showers, and that we shall finally reap the reward of the faithful.

Your brother in love and truth,
GEORGE W. SOWLER.

THE WISCONSIN CAMP-MEETING.

THE Sparta camp-meeting was a season of encouragement and blessing to all who attended with the desire to draw nearer to the Lord. With all other branches, the canvassing work received the attention it deserved. We were pleased to have Brother E. P. Boggs with us, and his active labors in behalf of the canvassing work were much appreciated. One meeting a day was held with the canvassers, at which there was a large attendance of many who are interested in the work, as well as of those who went into the field at the close of the meeting. Professors Sutherland

and Magan and Mrs. S. M. I. Henry took part in some of these canvassers' meetings, and spoke words of encouragement to those taking up the work. Many excellent thoughts were presented, which were gladly received and will be profited by. The fact that the canvassing work is a missionary work was especially emphasized, and it was shown how a canvasser can faithfully hold up Christ, and leave an influence for good wherever he goes.

About thirty canvassers went into the field from the camp-ground full of courage, and we feel certain that the abundant blessing of the Lord will attend their efforts in placing the truth of God in the hands of the people. We feel encouraged at the present outlook of the work in Wisconsin. We feel that with the number of agents now in this field, filled with the courage they manifest, we will be able to do a mighty work for the Lord this season. We rejoice that we are able to offer words of encouragement to all; and our determination is to press on in the good work, so that the record of this year may surpass any record of the past, and that, as the result of our labors, we may meet with the redeemed around the throne of God. The sentiments of my heart may best be expressed in the following beautiful words of Whittier:—

"Ours the seed-time; God alone
Beholds the end of what is sown;
Beyond our vision, weak and dim,
The harvest time is hid with him."

P. R. ALBRECHT.

AN INTERESTING LETTER.

DEAR MARY AND JOHN: I will drop you a few lines to let you know how I am getting along in the canvassing work. It is the grandest work in the Adventist cause. It seems to me that it goes far ahead of the ministry, for you can get into almost every house, and if you can not sell them books, you can tell them that the Lord is coming; and how I have enjoyed that! I must tell you some of my experiences; but I could tell you so much better than I can write.

The first week I took sixteen dollars' worth of orders, the next week fourteen dollars' worth, and the third, my orders amounted to \$24.25; and O, such blessings as I have received, talking to the people! Several persons this last week kept me as much as three hours explaining the Bible. This takes time, but my motive is to spread the truth, so if I can not sell them a book and they are anxious to learn more

of God's word, I am glad that I can tell them about it. How true the Lord is to his promises. You remember he has promised his Spirit to guide us into all truth. So he does, and since I started out, the Lord has not only given me knowledge, but utterance also, and he has helped me to meet the people. It has been of great value to me to know this text: "Greater is he that is in you, than he that is in the world." If we start out with this text, we do not need to fear any one. The other day I met a Catholic lady, also a Protestant lady living with her, and they were anxious to ask many different questions, so I talked with them about two hours and read the Bible to them, and they said the Adventist doctrine was the most reasonable they had ever heard. The Catholic lady said, like Agrippa to Paul, "Will you make an Adventist of me?" They begged of me to come and tell them more.

If you knew how grand the work was, you would not remain at home another day. Do not wait for debts; the Lord can give such success that you can as easily get out of debt in the canvassing work as in the business you now follow. If you would go out where the Lord leads, you would make a success, for remember, "Greater is he that is in you, than he that is in the world." Also remember that we have the greatest truth on earth. It is so grand I can not begin to give my experience on paper. If you do not believe it, just step out and try it. Dear Mary, get "The Coming King," and take some smaller books for helps. "Daniel and the Revelation," and "The Coming King," are just the books for to-day. We are in the time of the latter rain, and the people are searching for truth. Let us be faithful in giving it to them when the Lord has been so good as to give it to us. Adieu.—From "a new, enthusiastic lady canvasser," in the *Welcome Visitor*, June 9, 1898.

MONTANA AND "THE COMING KING."

I AM working on "The Coming King" at odd times when I have a little leisure, and find it a fine seller. I have two canvassers out with "The Coming King," and will start another young man also with the same book. The young man I speak of has just accepted the truth, and wants to enter the canvassing work.

The boys have been scattering out to their respective fields of labor, and have hardly got started yet; but I look for good work here this year.

Butte, Mont.

R. W. YEOMAN.

CHEER YOUR FELLOW MAN.

If you should see a fellow man with trouble's flag unfurled,
An' lookin' like he did n't have a friend in all the world,
Go up an' slap him on the back, an' holler, "How d' you do?"
An' grasp his hand so warm he 'll know he has a friend in you;
Then ax him what's a hurtin' him, an' laugh his cares away,
An' tell him that the darkest night is just before the day.
Don't talk graveyard palaver, but say it right out loud
That God will sprinkle sunshine in the trail of every cloud.

—James Whitcomb Riley.

CANVASSING CLASSES IN DISTRICT 6.

IN HEALDSBURG COLLEGE.

A CANVASSING class was held in connection with the closing three weeks of the College at Healdsburg, Cal. It was not large; but each member evinced a determination to prepare himself for practical work, and we trust their future reports will testify to the thoroughness of these efforts.

"The Story of Redemption" was the book studied, and we were surprised and pleased with the beautiful way in which the author brings out the basic principles of present truth. New thoughts were brought prominently before us, and even those who found it necessary to enter other lines of work expressed themselves as being interested and benefited.

H. H. HALL.

THE MONTANA INSTITUTE.

The institute was held at Butte, beginning May 1, and continuing four weeks. As Brother Morrison was sick at that time, I was called from District 5 to assist in this institute. The attendance was not large; but the interest was good.

We held one session a day, beginning at 8:45 A. M., and closing at 1 P. M. The whole class studied "Great Controversy," and also learned the printed canvass, and could give a good intelligent canvass at the close of the institute. The books "The Story of Redemption" and "The Coming King" were studied thoroughly, and canvasses learned for them, so that each book could be handled well.

As some were already posted in "Daniel and the Revelation," "Bible Readings," and "Patriarchs and Prophets," we thought best to use the books we did,

and thus they would be prepared to handle a variety of books in the State.

I was pleased to see the class take hold and study hard, and they were well prepared to enter the field when the institute closed.

The afternoons were devoted to study and practical work. Many copies of "Arming of the Nations" and *Signs* were sold. One hundred copies of the *Signs* had been ordered, and it was queried what to do with them, in the little time that could be given to them; so three sisters tried selling them to the business men at five cents each. The plan was successful, and the papers were all sold in a few hours, and the sisters were pleased with the work; so much so that they will continue to use one hundred copies during the summer, in connection with their other work.

All started out full of courage and hope, and I expect to see them successful in their work. Brother Yeoman, their State agent, will assist the different ones in getting started, going out with them, and then working with some book himself, as he is a good, successful canvasser. In this way he will not only be a source of encouragement and help to the canvassers, but he will also be a financial help to the Conference, and thus a profitable employee.

From what I could see and learn, I consider Montana an excellent field to canvass in, and if all will work hard and faithfully, a large work will be done this year.

I formed many pleasant acquaintances there, and now have a deep interest in that field, and shall enjoy reading their State paper.

S. C. OSBORNE, *Gen. Agent, Dist. 5.*

IN MICHIGAN.

MT. PLEASANT, MICH., June 6, 1898.

REVIEW AND HERALD: I thought I would let you know how we are getting along. Since coming to this place, we have sold about twenty dollars' worth of books apiece, none of us putting in full time.

We have quite a few Catholics, Disciples, and Christian Scientists to meet here. Everything is moving along nicely, however, and we are both of good courage in the Lord. How are all the canvassers getting along?

Hoping to hear from you soon, I remain,

Yours in the work,

W. W. QUANTOCK.

OHIO.

CLEVELAND, O., June 20, 1898.

REVIEW AND HERALD: In reading the SUPPLEMENT TO THE REVIEW AND HERALD from time to time, I have been much interested in the reports from different places where the canvassing work has been carried on.

In the sale of our publications, the Lord's blessing has rested most richly on our company of workers located near and around Cleveland. Though some of our workers have left us, the Lord has had others ready to fill up the gaps left in the ranks. All are of good courage in the Lord, and full of vim to carry on his work.

Brother E. H. Harnden and myself have been in this branch of the work for about a year, but never during this time have we experienced so much of the Lord's blessing as this past spring. Sometimes the people whom we have canvassed, and who gave us a negative answer at first, when we were gone, would follow us down the road a half mile or more, and, all out of breath from hallooing and running, would give an order. Once a lady sent her son after the writer a half mile to give an order. Other cases might be mentioned, but this is enough to show the deep interest that may be aroused in behalf of our books.

Not only were we richly blessed in taking orders, but even more so in delivering. One day while delivering, I sold twelve dollars' worth of books extra. Out of one hundred and thirty-eight dollars' worth of orders, I thus delivered one hundred and fifty dollars' worth of books. All the other agents here have had good success, and we all praise God for his success; for it is his. Truly the Lord verifies his promises to his children. "Trust ye in the Lord forever, for in the Lord Jehovah is everlasting strength."

Yours for Christ,

H. I. PETTIS.

FROM A KANSAS CANVASSER.

ONE lady who lived in a sod house wanted the book, but first wanted her husband to see it, so she got in the buggy with me and went to the field, about one-half mile away. After showing the book to her husband he said, "I don't want any such books as that; I am no Christian." I told him these books were for him as much as for any Christian, and that the Lord wanted him to read them. He then laughed and said,

"That is so. Well, wife, what do you think? Do we want the book?" She replied that she would like to have the book for him; that it would make a better man of him. He signed for the book, and I went on my way rejoicing. I could relate many similar experiences, but will close.—*Fred Sproul, in Kansas Worker.*

ANOTHER GOOD REPORT.

I SEND enclosed the order for this month's delivery. You see we had only two weeks to work for it. I have set the delivery for "Daniel and Revelation" for September 20, as people here have to depend on the fruit crop to a great extent to get money.

One lady said she was just waiting for some one to come with these books, said she had never heard an Adventist sermon. She says that she does not believe in Sunday-keeping, but she wanted "The Coming King," that she might see what we believe on the sleep of the dead, and our Saviour's second coming. Another whole family I found living in the back woods, who have never attended many meetings of any kind, showed considerable opposition at first, but now are all interested. They ordered "The Coming King," and wish one of our workers would stop there and hold meetings in their neighborhood.

I praise the Lord for a part in this work, for it will not be long that we can work. People are taking decisive stands for or against the truth. They are just waiting for some one to come and bring them this message. O that our people could realize the depth of meaning in the word that has been sent to us! "If there is one work more important than another it is that of getting our publications before the people;" and we are told again that God will work through humble instruments to carry this message.

"Fear not, for I am with thee."

"I will never leave thee nor forsake thee."

"Underneath are the everlasting arms."

"The angel of the Lord encampeth round about them that fear him, and delivereth them."

"Ask of me, and I shall give thee the heathen for thine inheritance, and the uttermost parts of the earth for thy possession."

What precious promises these are for the faithful, God-fearing canvasser! Let us keep on working and seeking, and also praising the Lord.

Yours in the love of the truth,

Ionia, Mich.

JAMES C. RICE.

SPIRITUALISM GAINING GROUND.

THERE was a time when spiritualism was regarded by the public in its true light—as a deception of the devil, pure and simple. But it is not so now, for thousands of the very ones who so looked upon it have since become ardent and enthusiastic advocates of it. And why not? What is the difference in fact between the leading principle of spiritualism and the popular idea of the immortality of the soul? Only last week, in Indianapolis, Rev. Joseph Milburn, pastor of the Second Presbyterian church of that city, according to newspaper reports, "greatly surprised his congregation by affirming what was construed to be a belief in spiritualism." He defends his position by saying that there "is nothing repugnant to the truth in the belief that a mother who had tenderly watched over a child in life might not communicate with him after death; and inasmuch as angels ministered unto Christ after the temptation, it does not appear improbable that the spirits of those departed should be in touch with loved ones remaining on earth."

At the great Spiritualist Jubilee held in Rochester, N. Y., the first of the month, it was declared that spiritualism had gained such ground, and was so generally recognized as a science, that "the schools of the future will be compelled to teach our truths. We shall have chairs in universities."

Spiritualism will play a most important part in the closing up of this work, and this is one of the mediums through which Satan will, if possible, "deceive the very elect."

There is an excellent opportunity to become conversant with spiritualism as its nature is revealed in the word,—to learn what it is and what it is not,—and that is through reading one of the latest, most complete, and most readable books, "Modern Spiritualism," by U. Smith. It contains 150 pages, is illustrated with original drawings, and gives in a nutshell the truth on the subject from the Bible standpoint. In dainty cloth binding, 50 cents. In view of the widespread interest in the subject, this is an excellent book for our canvassers to circulate among the people.

Address your State Tract Society for terms and territory.

"THE canvasser should carry with him books and pamphlets and tracts to give away to those who can not buy books from him. In this way the truth can be introduced into many homes."

PERSONAL EXPERIENCES IN PARKERSBURG,
W. VA.

FOR many years I have sought the Father that I might know in what capacity I could best serve my Lord. For twelve years these thoughts came and went, and in the summer of 1892 I did some canvassing for the *American Sentinel* with colporteur work.

As I did not see much, if any, interest shown, of course I was well-nigh discouraged with my first adventure. Yet it stirred within me a longing to do more; I loved the truth of God's word. The more I read Luke 9:62, the more I sought a work to do. Then I did not know much about Christian Help work. The excellent little book "Christ our Saviour" came to my notice. I spent a few afternoons each week in soliciting for it, in the combined offer with the *Signs*, selling thirty-five books with about half as many copies of the *Signs*. As winter came on, household duties demanded my time indoors. I contented myself with placing varied literature before all whom I chanced to meet. The continuous longing to place truth before others was always first in my mind; accordingly, we decided to keep boarders attending a college near by. Many were the pleasant talks had with ladies and gentlemen thus, besides their seeing fresh periodicals, tracts, etc., in their rooms at intervals. To say that they have not learned of the Bible Sabbath, with kindred truths, lived out in an unostentatious way, would be doing violence to the profession. Missionary letters have also been sent, as well as periodicals, to persons. Last winter and spring opportunity was afforded me to again scatter words of gospel truth. Only afternoons of certain days were thus used. The judgment alone will reveal all these silent messengers have done. "Steps to Christ" and "Mount of Blessing," with the *Signs*, have been scattered in a number of houses. I am diligent in the work, and feel sad that not *more* will receive these messengers of warning for the last great day. My interest never ceases, even though often I am met with repulses. Visits with people of different classes at times fill my soul with rejoicing. Frequent remarks are made as follows: "We need more Bible truth;" "Our church has lost much of the old-time religion;" "There's our church, almost ready to fall down over their heads, and there's not enough interest among the members even to *repair* it!" "I'm investigating this Sabbath question, and am *anxious* to accept light as fast as it comes to me."

One woman whom I recently met, after I had sold

her "Steps to Christ" and the *Signs* for one year, said, "I believe the good Lord directed you here, for I've just prayed that he would show me a gleam of light *out of the darkness* I'm groping in. *I must raise my children right*, so I'll buy for their sakes." Bible readings have thus been needed, and well received.

What could more refresh and comfort a soul than such experiences? Visiting the sick, the dying, jails, ministering to destitute families (made so by the curse of liquor), distributing tracts, clothing, food, etc., one's time is happily employed. I can not but praise the name of Him who has so surely directed me where I'm needed.

I can not do enough for my Master, his work must be first, last, always, before any other. Here is true happiness: If you feel despondent, sad, or otherwise, put on your armor (God's sure promises in his word). Open your mouth, the Lord will fill it; go work for some soul less favored than yourself, and find the panacea for your ills! Think of the famine of the word of God so surely spoken of—the plagues soon to fall upon a godless world of sinners. Christian men and women, if you are not *dead*, arise! Do not remain recreant to duty. Even though we invite the persecution Paul speaks of, let it come; we shall miss heaven if we do not get it. People are *starving* for food, why not give of God's storehouse? Let us have our garments spotless.

MRS. O'D. FLETCHER.

915 Prospect Hill, Parkersburg, W. Va.

A BEGINNER'S EXPERIENCE.

AFTER having spent a few moments in asking God's blessing and help, to be guided to those who were searching for truth and light, I began my work of canvassing. At the first house I called at, I met an old lady who eighteen years ago had taken treatment at the Battle Creek Sanitarium; she had many praises for the institution and the people connected with it, and asked in what the Seventh-day Adventists differed from the Seventh-day Baptists. This gave me an opportunity to speak of present truth; and she was much interested in what I had to say. I promised to send her some reading matter, for which she thanked me, and said as I left, "You are doing a good work, may God bless you."

At the next house a lady came to the door who was evidently not inclined to be friendly toward agents. She said she thought there was no one in the house

who would be interested in what I had ; but after a few moments' talk, she invited me in, and called her daughter, who appeared very much annoyed when she learned I was a book agent. But I began to canvass her, and before I had turned a half-dozen pages, she said to her mother, "Just come over here and see what a wonderful book this is." As I turned to each subject, they asked many questions, and seemed much interested. When I was about to go, the mother said to me, "A few years ago some one sent me some papers that were published in Battle Creek ; and they were the most wonderful papers I ever read. I have been a Bible student all my life ; but when I read those papers, I thought I did not know anything. They contained new ideas I had never heard before, and every article gave references to the Bible to prove everything. There was a continued piece in there about the "Destruction of the Wicked,"—then turning to her daughter she said,—"and what do you think ! They gave about three hundred texts from the Bible to prove it all ; and I looked them all up, for I could not believe it, as I had been taught that the wicked suffered in hell as long as the righteous rejoiced in heaven ; but I had to believe differently after reading those pieces. Then I had an argument with a friend who lived in Colorado, and I cut those pieces out to send to him, and every time I cut one it cut a piece from my heart ; but he never received them, and in moving, the papers were lost ; but I would be willing to give five dollars now if I could get those pieces again. O, they were splendid papers ! I think the name was REVIEW AND HERALD.

When I told her I would send her the same thing in tract form, also some more of those papers, she was delighted, and said both she and her daughter would read them. They thanked me for spending the time with them, said they were glad to have met me, and had learned much from our talk together. So ended my work for the forenoon.

In the afternoon I met a lady who had just returned from the South, where she had been for her health. She at first had no time to give me ; but as I spoke of my work, she became interested, and invited me in, and I found it difficult to leave after spending two hours with her. After canvassing her, she asked me questions I was not prepared to answer ; but as she appeared to have so much confidence in what I said, I felt I must answer her, and trusted in the Lord for help, which I know was given. She was very much interested in the Christian Help work, and expressed a desire to have a part in that work, as she was tired of the useless life she had been leading. She asked

for some reading-matter, which I agreed to send her, and the next day, meeting her in a store, she stopped me and asked several questions that surprised me, as she is much older than I. But the answer seemed perfectly satisfactory, and I felt to praise God for the light and understanding that the entrance of his Word gives.

MRS. ITALINE CHRISTIE.

A FORMER COLLEGE STUDENT.

MT. PLEASANT, MICH., June 28, 1898.

REVIEW AND HERALD : I have been making my delivery for the last two days. This was only a small delivery, but took two days, because it was scattered over quite a large territory. I still have two more deliveries to make, the first in August, just before camp-meeting, and the next in October, just before school opens.

I am canvassing for "The Coming King," using Bibles for helps. I consider that I have done fairly well, considering the fact that I had no knowledge of this line of work previous to entering Battle Creek College. What I learned in the canvassing class while there has helped me wonderfully in my work in the field this summer. I hope that this class may be continued next year, that others as well as myself, may gain a better knowledge of the third angel's message, so that they may be better prepared to go out into the harvest field.

What we need is less of self and more of Christ. We are not to trust for success to what we can do, but to what Christ can and will do through our efforts.

We came here the 24th of May, and the Lord has blessed us in carrying our publications to the people. Week before last I did not take many orders. Last week, however, I did somewhat better. One day I took no orders whatever ; but I did not get discouraged, and secured three orders the next day, and the day after I took orders to the amount of \$16.50. So if we go out putting our trust in God, he will do for us what we can not do for ourselves.

Do you hear from Brother Patterson, Jewell, and the rest of the company that went down south ? How is Professor Neff and his company getting along in the work ? *

Your brother in Christ,

Box 714.

LEAMON COHOON.

* Brother J. P. Neff is now working in Kentucky. We have just received an order to send him more than four hundred books for his work in that field.

SELL OUR PUBLICATIONS AT TENT-MEETINGS.

"If there is one work more important than another, it is that of getting our publications before the public, thus leading them to search the Scriptures. Missionary work — introducing our publications into families, conversing and praying with and for them — is a good work, and one which will educate men and women to do pastoral labor.

Every true-hearted laborer of an experience of years can vouch for the truthfulness of the above statement. They will tell you that the publications that were circulated in connection with their tent efforts or other meetings did more to educate the public mind and establish them in the truth than any other agency aside from the Holy Spirit. The silent messengers would quietly tell their story, and refer the reader to the text of Scripture where the truth is found, and when they were reviled, they reviled not again. The reader was led to take his stand either for or against the irresistible truth.

It was the custom to have a prominent place in the tent where a full line of all our trade books, pamphlets, tracts, and periodicals were displayed. Along with these we would have Bibles and song-books for sale. A regular business was instituted to enlist the interest of every one in the investigation of the *present truth* we had to give them. These publications could be examined by the people at any time during the series of meetings.

Whenever a special topic was advertised to be presented from the desk, we would arrange a special sale of publications treating upon that subject, and so on until every subject was presented. Along with the books we would have leaflets for free distribution. In this way every family was supplied with our literature. The sales often amounted to more than the incidental expenses of the meetings.

What an excellent opportunity was here afforded to meet with the people at their homes, and do just what our text says, "conversing and praying with and for them."

When the people took their stand for the truth, they generally knew why they did it, and could give a reason to any man for the hope that was within them. It was this kind of labor that prepared this denomination to meet so successfully the attacks of those who have been clamoring for religious legislation.

Our publications will do the work if we will only get them before the people. There must be no letting go of this work. There are forces at work which

are rapidly developing that will startle us at no distant day, if we do not arouse and bestir ourselves. Our opponents are using our tactics. They are employing some of the prominent writers of the day to prepare literature that will please the ear, and thus educate the public mind to their way of thinking. If we are not careful, they will be all ready while we are not prepared for action.

Every tent-meeting should be a school. Every convert to our faith should be a laborer, and as one man put it, should be a "preacher." We need not think that we can fold our hands and be clear in the matter. There is work, earnest work, to be done. Our publications, "The silent messengers of truth, should be scattered like the leaves of autumn; our ministers should not make this work a form, and leave devotion and true piety out of the question."

L. A. HOOPES,
Sec. S. D. A. Gen. Conf.

CANVASSERS, ABIDE IN YOUR FIELD.**CO-OPERATION IN THE WORK.**

THERE is no one gift more essential to final success than perseverance. That person who finds out what is good, and then applies himself tenaciously on that line, can not fail. It is the person who spends his or her time in making a multitude of beginnings who never makes a complete success in anything. In fact, there is no chance for success to be attained while following such a course. The person who makes a blunder, and then fortifies at that point, will in time have a complete wall of strong defense, if he still persists in his line of business.

Why not apply these principles in the business of canvassing?

From a long and wide observation, the writer has fully decided that there is great need of more care being taken in the selection of canvassers, and that more thorough instruction should be given. Not only this, but there should be a complete co-operation among the canvassers and the certified laborers in the conference.

Why should not the canvasser have missionary credentials from the conference, and so be approved by the delegates at our annual meetings? Are there not as many reasons why the conference committee should advise with and give counsel to the canvasser, as that they counsel and advise with the Bible worker or the licentiate in his work?

As stated above, there should be co-operation between the canvasser and other laborers in the same conference. The force of this proposition will be seen when it is remembered that the canvasser has been regarded as the pioneer laborer in the field. To the canvasser has been entrusted the beginning work. And surely no conference would have the first work poorly done.

Neither does it seem reasonable that the conference would advise the opening up of a large amount of territory — more than can be properly worked. And just here the writer believes a mistake has been made in a great many places. Vast areas have been hurriedly canvassed for one book. The most attractive book has been selected and put into the hands of as many canvassers as could be persuaded to enter the whole field. Whole States, and almost the whole nation, has been worked in this way. Every person along the whole line, from the publishing houses to the canvassers in the field, has put on considerable pressure to have the matter go, and as a result, a good many books have been sold in this way.

This method of work is a very natural way from a business view of the subject. The question of finance has of a necessity figured quite largely in the general make-up and outcome of it all. While the large majority of those who have labored in this matter have not wanted the financial side to predominate, yet it has had a large place. Much good has resulted from this work; but there are some things about it which are not so good. And of these things something should be said.

The thing about it which is not good, is the ill-feeling which has arisen in many instances toward our people and the truths contained in the book.

In some places in our State (Wisconsin), where books have been sold, the field is much harder for the minister and the Bible worker who are now following in the same territory, than it is where the books have not been sold.

At first report it seemed that this could not be so. But it was so frequently reported that an investigation was instituted, and a few important things have been learned which should receive attention.

Some of these things are as follows: 1. As a rule, the canvassers did their work quite well, no especial complaint was alleged along this line. 2. The purchasers were interested enough to read the books which were sold, and so became stirred up over the especial doctrines which were emphasized in the books. 3. When they became interested in these particular features of the book, they wanted to see the canvasser again who

had sold them the book. But he had gone to another field to canvass, or had quit the work. And so the purchaser could not find the person who had first prevailed upon him to make the purchase, and who he naturally thought could explain the matter contained in the book. 4. After trying to see the canvasser again, and failing in this, the purchaser would next go to his minister with the questions which were bothering his mind, and ask the minister to help him to understand the perplexing problems. 5. The minister would do all he could to fill the mind of the questioner with opposition to the truth and to the people who are circulating it. He would usually succeed in turning the purchaser against the book and the truth.

This state of things especially prevails where books have been sold among the Scandinavians, and where matters have been left to take the course above described. In a number of instances the book has been burned by the advice of the minister or priest.

In some cases those who have burned books have been recanvassed by the same agent, and have purchased another book of a different kind, because the agent's word would still prevail above that of the priest who had given the bad advice to burn the book.

But in these instances, the agent has worked a territory so large that if he does undertake to recanvass it, his visits are so far apart in time that the enemy follows in his track, and does the mischief herein set forth.

WHAT SHOULD BE DONE?

From all this and much more that could be said on the same subject, is it not plain that where canvassing is done in conferences, there should be co-operation and counsel, and that agents should get such an experience in their work as will enable them to sell books *better*, and on a smaller territory? Should there not be some system or organized plan, and should not the agent be educated to represent a variety, or all, of our books prepared for canvassers? Should he not become so proficient in his calling that he can go over the same territory again and yet again, selling a variety of our literature? Could he not in this way become to his customers at least in quite a degree an exponent of the different books which he would sell? A field worked in this way by an approved canvasser would then be well prepared for the minister or the Bible worker.

Should the conferences take this matter up in some such way, they could then co-operate with the can-

vassing department in such a manner as to see that the same care is taken in the selection of our canvassers as is taken in the selection of our ministers.

The Lord has said that this should be done. Where lies the responsibility in carrying out the advice?

Are not our conferences and the offices of publication under as much obligation in the matter as the State agents and the canvassers?

It seems clear to the writer that here is a large question to be settled, and that the canvassers can not settle it alone.

WM. COVERT.

THE "SUPPLEMENT" STARTED HIM OUT AGAIN.

A SUCCESSFUL CANVASSER EVER SINCE.

THORPE, WIS., June 25, 1898.

REVIEW AND HERALD: Here are a few lines of my experience for the SUPPLEMENT. I know that the experiences of other canvassers did me much good, and do yet. It rejoices my heart to get the good news from all parts of the field. Last winter, as I was logging, the SUPPLEMENT came to me, with the good old REVIEW, and as I saw what others were enabled to do in the work, my heart was filled with a longing desire again to enter the Lord's work. I can say that THE SUPPLEMENT WAS THE MEANS OF STARTING ME OUT AGAIN. Praise the Lord for this little paper!

I am having some blessed experiences now in the Lord's work. I have canvassed about twenty days, and taken orders to the amount of \$110 in spite of the "hard times" cry. I praise the Lord for a part in the closing work of this message, and my prayer is that I may be more faithful, and reap the reward of the overcomer.

Remember the work in Clark County. Your brother in Christ.

R. H. PALMER.

"WITHOUT a living faith in Christ as a personal Saviour, it is impossible to make our influence felt in a skeptical world. If you would draw sinners out of the swift-running current, your own feet must not stand on slippery places. He who has his own heart imbued with the love of Jesus can feed the flock of God. He has a living experience, and can say with the apostle John, 'That which was from the beginning, which we have heard, which we have seen with our eyes, which we have looked upon, and our hands have handled, of the word of life; . . . that which we have seen and heard declare we unto you.'"

A WORD TO THE CANVASSERS.

THE *Evangelists Sendebud* is the name of the Danish-Norwegian paper published by our people and designed to be circulated among the thousands upon thousands of Norwegian and Danish people scattered all over this country, especially in the middle and northwestern States.

Now it may be that some of the readers of the REVIEW, and even our canvassers, do not know very much about the work for the foreign population of this country; but of this we are confident, that they all have an interest in it, and would like to see it prosper. This is right, and the Lord has promised to do great things for his people, and abundantly bless the work, when we take hold in earnest.

Various difficulties are in the way (not, however, that the people are less willing to buy than the English), and we have to work very hard to prosecute the work among the foreigners, but by the Lord's help the work with the paper has gone steadily forward. Besides our own people, we have some of our English brethren and sisters at work partly with our paper. From these, besides our Scandinavian workers, we receive some good letters freighted with a burden for the work. We quote from one received just a few days ago:—

"I still continue sending the papers to the settlement I spoke of, but have not yet been able to get there to do personal work; I have been busy nearer home, also attending camp-meeting. I could not help thinking that the Lord would be more pleased to have me work with the papers in that settlement than go to camp-meeting; but I went to the meeting. I took my papers with me, and on the way we stopped near a house, where Mr. Norton went to get some water. When he came back, he told me that the woman was a Norwegian. So of course I went to see her, and such a good visit! I gave her a paper. She said she could not subscribe just then. She made me promise to stop on the way back. I did so, and they were glad to see me. I gave her two papers, and her husband asked for my address, as he wanted her to have some reading in her own language; and these papers were such good ones. If you had seen us, you would have thought we were old friends. I shall soon write her. Am in hopes of getting some subscribers soon. I feel so thankful for the papers."

For lack of space we can not quote further from those that interest themselves in this work. But might it not be a good plan for our English canvassers

and others to take along with them some of our foreign papers, even if in a mixed settlement, and work with them? It is always easier to interest the people when you have something in their own language. Especially would this plan, it seems to us, recommend itself to those that work with *Signs of the Times*, and also our smaller publications.

We all admit that there is no respect of nationality with God, and that this glorious message the Lord has given us is to go to all nations; and while those of a certain nation feel a special interest in their own people, yet all are to work as opportunity affords, without the least discrimination, not regarding mere convenience, but in earnest, for the night soon comes when no man can work.

It seems to us that a well-conducted religious paper discussing, besides the general truths of Christianity, the questions of the day and current events, now so full of meaning for all people, is as good a medium for scattering the truth as can be had. A subscriber that gets a paper for a year and reads it, will at the end of that time, if a little studious, have a good knowledge of the truth for this time. That is certainly a good reason for helping this work onward. So let us do.

C. A. THORP.

FOUND OUT WHAT WAS THE TROUBLE.

COLON, MICH., June 24, 1898.

REVIEW AND HERALD: I have been wondering for some time why I did not meet with better success in canvassing. I have found out where the trouble is; and it has done me so much good that I want all my brethren and sisters who are canvassers to know the remedy.

I stopped with one of my old schoolmates overnight. While he was doing his chores I told him about "Daniel and the Revelation." He has a copy of "Bible Readings," and likes it, and while I was explaining "Daniel and the Revelation," all he would say was, "I see, that is explained in 'Bible Readings.'" At first I could not get him to order; but when he had milked four cows, it got so dark that he went to the house to get a lantern to finish up, and while he was gone, I kneeled down right there in the barn and told the Lord I must have his help. I was told that that was what I had been lacking for several weeks.

In the morning he told me that he was going after his horses, and for me to "go in and sell that Bible" to his wife. I did what I was told, and when he

came in, he asked his wife what she had concluded to do about the Bible. She said she was going to have one as soon as I could deliver it. I then turned to him and asked him what *he* was going to do. In reply he reached for the prospectus and put his name down for a full morocco copy of "Daniel and the Revelation."

The same day I sold two more copies of "Daniel and the Revelation," two of "The Coming King," and one of "Gospel Primer," besides obtaining an order for a three-dollar Bible of a lady who had bought "Daniel and the Revelation." In doing this I rode fifteen miles through a neighborhood of old friends, where every one wanted to visit.

I have been delivering all this week except one and one-half days; have driven over most of four townships, and have taken orders to the amount of \$52.50. Yesterday before three o'clock I sold books to the value of \$27.85, and only called on one person who had not ordered. I sold to the people to whom I was delivering.

A FEW DON'TS.

1. Don't go afoot when you can get a horse and buggy for one dollar a day.

2. Don't carry a dirty prospectus.

3. Don't stop showing your book after you have taken an order. Yesterday while delivering two books at one place, I also sold four more, amounting in all to \$11.85. I delivered most of them on the spot.

4. Don't give a long canvass, or one you have merely learned by rote. Go through your book backwards for a change.

5. Don't fail to keep your heart uplifted to the Saviour all the time.

6. Don't rob God and then expect a blessing. Pay your tithe.

Yours in the blessed hope,

F. B. JOHNSON.

Of all the gifts which God has given to man, none is more noble or a greater blessing than the gift of speech, if it is sanctified by the Holy Spirit. It is with the tongue we convince and persuade; with it we offer prayer and praise to God; and with it we convey rich thoughts of the Redeemer's love. By this work, the canvasser can scatter the seeds of truth, causing the light from the word of God to shine into many minds.

Not what I have, but what I do, is my kingdom.—*Carlyle*.

In all labor there is profit.—*Solomon*.

THE LAND OF "PRETTY SOON."

I know a land where the streets are paved
 With the things we meant to achieve;
 It is walled with the money we meant to have saved,
 And the pleasures for which we grieve;
 The kind word unspoken, the promise broken,
 And many a coveted boon
 Are stored away in that land somewhere —
 The land of "Pretty Soon."

There are uncut jewels of possible fame
 Lying about in the dust,
 And many a noble and lofty aim
 Covered with mold and rust.
 And O, this place, while it seems so near,
 Is farther away than the moon;
 Though our purpose is fair, yet we never get there —
 To the land of "Pretty Soon."

The road that leads to that mystic land
 Is strewn with pitiful wrecks,
 And the ships that have sailed for its shining strand
 Bear skeletons on their decks.
 It is farther at noon than it was at dawn,
 And farther at night than at noon;
 O, let us beware of that land down there —
 The land of "Pretty Soon."

— Ella Wheeler Wilcox.

ENLIST NOW!

"Jesus calls for young men who will volunteer to carry the truth to the world. Men of spiritual stamina are wanted, men who are able to find work close at hand, because they are looking for it. The church needs new men to give energy to the ranks, men for the times, able to cope with its errors, men who will inspire with fresh zeal the flagging efforts of the few laborers, men whose hearts are warm with Christian love, and whose hands are eager to go about their Master's work."

SHOW YOUR COLORS.

THE Lord has blessed our efforts while canvassing for the *Signs* and "The Coming King." We realize by experience that the Lord will work with power when we will let him. We can only sow and trust him for the increase. If we do not take an order, yet we are sowing beside all waters by the power of the Spirit's influence if we trust continually.

Many ask me if "The Coming King" is an Adventist book. I promptly reply that it is, and that I am an Adventist myself. On one occasion only has it caused a failure in taking orders, while many have

ordered after asking the question. So I find it a good as well as a paying plan to stand by the message and let the Lord work.

I would enjoy relating some of my experience, but space forbids. All I can say is, The Lord is now working, for they have made void his law. I find that the way has been opened before me to carry the loud cry amid the darkest of Romanism, and I find many are all ready to come out of her to the light of religious liberty. Surely the Lord is working with power preparatory to his cutting short the work in righteousness. Now is the time the Lord will send all who go into the highways and hedges. Let all pray earnestly for the canvassers. More should now be ready to enter this important field.— Charles F. Keeling, in *Montana Bivouac*.

PENNSYLVANIA.

PENNSYLVANIA is noted for its coal mines and its iron industries, and in some parts of the State oil is found. In the past our canvassers have depended largely upon these three things for the sale of books; but now times have changed. Oil is bringing so low a price that the few who still engage in working at it make barely enough to sustain themselves. Many of the iron rolling mills are closed, and the miners are only working about two days in a week. So, with these things staring us in the face, it means something for a man with a family depending on him for support to leave his farm and enter the canvassing work, yet many are doing it, because they count working for Christ greater riches than the treasures of this world.

One way we have of surmounting these difficulties is to keep a lookout all over the State, and when business is bright in any one locality, we send the canvassers in at once to take advantage of it. By doing this, one of our canvassers recently took orders to the amount of \$207 in seventeen days. At another place, a brother took orders to the amount of \$72 in six days; and still another reports \$44.50 in three days.

In some farming communities we find it to our advantage to recanvass territory. The canvasser moves into a given territory, and goes over it with a different book about once a year or oftener. In such cases it is best to commence with "Christ Our Saviour," "The Story of Redemption," or "The Coming King," taking some larger book each time afterward.

Many of the canvassers in this State have been in

the work for years. One man left his position as puddler¹ in a rolling mill, ten years ago, where he was making \$4 a day, to enter the canvassing work. During these ten years he has never worked a day at anything else, has supported his family of seven, and is to-day one of our most successful workers. Some others have done nearly as well.

We are glad to see that some who left this good work, are planning to re-enter it. We now have thirty agents in the field, and expect by the grace of God to increase this number to thirty-five during the next month.

MORRIS LUKENS.

A GENTLEMAN in Ohio, ordering publications, says:—

I received the tracts I ordered, also some others you kindly sent me. Many thanks for the same. . . . When I was about seventeen years of age I became possessed of a feeling that I was called of God to preach his holy word; but I did not want to follow that vocation. I was raised on a farm, and studied music and taught singing-school; but that calling would not leave me, but became more vivid continually, until I made up my mind that I would not be a preacher, but would work at anything else. . . . I became convinced, long before I knew of any church observing the seventh-day Sabbath, that it was right, and when my church would tell me it did not make any difference, so we kept a seventh day, I would reason that God said, "But the seventh day is the Sabbath," and that if we could change the day, why not change *all* the commandments. I began studying their "Theological Compendium," "The Second coming of Christ," by S. M. Merrill, "The Millennial Dawn," "Christian Perfection," by Peck, and a great many other works; but I could not compromise the word of God even on one point. . . .

I wish I could tell you what I have experienced; but space will not permit. The time came that I could sleep only for a short time, and then it was to dream of preaching to an audience, or of seeing church congregations without a preacher and desiring me to fill the pulpit, . . . till I promised God at last that if he would lead me into the truth, and help me, I would obey him. Then I felt greatly relieved. In 1894 I married and went to farming and teaching music. My wife's brother bought a copy of "Bible Readings for the Home Circle" of an agent (this was in Jackson Co., West Virginia), and gave the book to my wife. I read the book, then studied it, and it agreed so well with my belief that I concluded to find out something more about the publishers and their doctrine. So I sent for the tracts I have ordered, and am satisfied after studying them that the Seventh-day Adventist doctrine is correct, and in accordance with the word of God. . . . I wish to unite with what I believe to be a church after the pattern which was laid out over eighteen hundred years ago.

¹ One who converts cast iron into wrought iron by the process of puddling.—*Webster*.

A BEGINNER.

RICHMOND, WIS., June 25, 1898.

REVIEW AND HERALD: I herewith send you a report of my first week's canvassing. I find the people quite nice here, as a rule; at least I have had no very rough treatment so far. Last Monday I worked six hours, made nine exhibitions, and took three orders. Tuesday I again took three orders, and Wednesday, the same number. Thursday I obtained six orders, and Friday, one. So you see that I am of good courage in the work. "The Coming King" is a good seller.

G. WARREN STILSON.

THERE are more difficulties in this work than in some other branches of business; but the lessons that will be learned, the tact and discipline that will be acquired, will fit you for other fields of usefulness, where you may minister to souls.

The watchful Christian is a working Christian, seeking zealously to purify his life and to do all in his power for the cause of God. As his love for his Redeemer increases, so also does his love for his fellow-creatures increase.

Ministers and people should engage in the circulation of books, pamphlets, and tracts, as never before. Sell where people are able and willing to purchase, and where they are not, give them the books.

Brother W. S. Wilson, who recently went to Barry County, Mich., reports twenty-six orders for "The Coming King" last week, amounting to \$36.50.

Brother Spies, of Pennsylvania, now canvassing in Kalamazoo, Mich., for "The Coming King" reports eight orders for six hours' work.

Excellent reports are coming to us from the North, South, East, and West. Brethren, now is the time to answer the call and enter the Lord's work.

A man who does not know how to learn from his mistakes turns the best schoolmaster out of his life.—*Henry Ward Beecher*.

Kind words produce their own image in men's souls; and a beautiful image it is. They soothe and quiet and comfort the hearer.—*Pascal*.

CANVASSING REPORT FOR MONTH ENDING MAY 31, 1898.

	STATE.	No. Canvass'rs	No. Reporting.	Days.	Hours.	Orders Taken.	Value.	Miscel. Sales.	Total Value.	BOOKS DELIVERED.	
										No. of Books.	Value.
Dist. No. 1.	Atlantic.....				601	561	\$279 30	\$ 44 70	\$324 00		\$ 64 30
	Maine.....	4	4		160	141	71 40	18 00	89 40		
	Maritime Prov.										
	New England..										
	New York.....										
	Pennsylvania..	23	23		821	419	403 90	236 09	639 99	484	426 87
	Quebec.....										
No. 2.	Virginia.....	6	5	54	334	340	258 08	5 75	263 83	175	167 05
	Vermont.....	18	13		439	108	125 35	93 71	219 06	115	107 18
	West Virginia..										
	Alabama.....	8	8		528	153	154 95	25 70	180 65	78	80 50
	CumberlandMis	22	22		1,238	352	658 75	54 65	713 40	21	48 75
	Florida.....	6	6		383	129	135 75	40 00	175 75	92	120 00
	Georgia.....	4	4		260	63	88 75	7 40	96 15		
No. 3.	Louisiana.....	1	1		84	8	13 60	4 50	18 10	17	34 25
	Mississippi....	7	7		273	145	151 50	20 90	172 40	37	23 95
	North Carolina.	3	3		370	60	89 50	44 00	133 50	62	101 00
	South Carolina.	3	3		141	22	45 75	7 50	53 25	40	42 00
	Tennessee River	6	6	72	540	107	230 50	39 05	261 10	67	132 15
	Indiana.....				714	325	388 75	111 10	499 85	38	38 00
	Illinois.....										
No. 4.	Michigan.....	40	25	260	1,988	624	851 30	387 70	1,239 00	400	928 30
	Ohio.....	25	15	147	816	660	669 00	54 75	723 75	203	138 50
	Ontario.....										
	Wisconsin.....	20	20	145	1,307	339	421 25	107 07	528 32		
	Dakotas.....										
No. 5.	Iowa.....										
	Manitoba.....	3	3	31	200	87	278 00	8 00	286 00	5	14 50
	Minnesota.....										
	Nebraska.....	18			1,156	403	481 30	93 50	574 80	112	108 25
	Arkansas.....	3	3		136	113	72 15	11 00	83 15	72	34 90
No. 6.	Oklahoma and Indian Ter.										
	Kansas.....	28	25		1,951	985	1,135 95		1,135 95	542	516 95
	Missouri.....	20	18		1,322	361	538 45	218 25	756 70	68	191 40
	Texas.....										
No. 7.	Colorado.....										
	California.....										
	North Pacific..										
No. 8.	Upper Col'mbia	7	4	35	316	171	536 90	18 55	605 45	153	454 40
	Montana.....										
Miscel's	Australia.....										
	New Zealand...										
Miscel's	Great Britain..										
	Central Europe..										
	*Germany.....	51	51	874	6,860	112	132 61	1,458 07	1,590 68	133	125 30
	Norway.....										
	*Denmark.....			205	1,684	808	576 31	25 63	601 94		
Miscel's	Sweden.....										
	South Africa...										
	South America..										
	Jamaica.....										
Miscel's	Bahamas.....										
	Brazil.....										
Totals.....		321	269	1,823	24,622	7,596	\$8,839 05	\$3,135 57	\$11,966 17	2,864	\$3,893 50

* Report for April.

SELLING THE LARGE BOOKS.

OPINION OF AN EXPERIENCED CANVASSER.

A LETTER from one of our best book agents contains the following sound advice in regard to the sale of our larger books : —

An experience of almost ten years in the field has taught me that it is not best for our experienced workers to go out with the small books alone. There are few who can, take it one month after another, sell a sufficiently large number of our small books to make a respectable living, and stay in the field.

I have now been at work with the revised edition of "Daniel and the Revelation" for about one year. I feel assured that any consecrated, faithful worker can make a good living by selling that book. My work in this county is a sufficient proof of that fact. Allowing ten hours for one day's work, I have put in, since coming to Mitchell County (Kansas), twenty-eight days, and the value of my sales, including a few helps, has been \$387.75. I am satisfied that I could not have done this had I used only the small books. I would say, Always handle some one of our large books.

We feel that the writer of the foregoing letter has hit the nail right on the head. He has made a splendid success with "Daniel and the Revelation;" now who will step in and do likewise with "Great Controversy," "Patriarchs and Prophets," "History of the Sabbath" (price recently reduced), "Two Republics," and other large books of equal importance?

A. J. BOURDEAU.

 WAS IT A STREAK OF LUCK?

In a letter just received from one of our workers who had just begun canvassing in one of the counties of North Carolina, he says: "I commenced work here Wednesday, and in two days I have taken twenty-three orders, value, \$40, and sold four dollars' worth of 'helps.'"

Those who think the canvassing work does not pay will probably say that that was a streak of luck; but such is not the case, as is shown by his regular weekly reports, and if he can do as well as that, why not others? There is an abundance of other good territory right in the same State. In fact, there are only six workers in both North and South Carolina.

Are there not others who would like to take up the work there?

EXAMPLES demonstrate the possibility of success.

— Colton.

MISSOURI.

THE canvassing work is onward in the State of Missouri, as will be seen from these few lines just received from the brethren there:—

MEMPHIS, Mo., June 19, 1898.

REVIEW AND HERALD: We have arrived here at last, and have already made a fair start in the work. F. J. Wilker, F. G. Didrickson, and I are canvassing for "The Coming King," and my brother is canvassing for "Daniel and the Revelation."

We have done comparatively well, considering the weather; for it has been so rainy that we have had to work in the mud almost to the shoetops; but we are pushing the work all we can. The first week I was out, I took twenty-three orders. For a while it rained on the average about twice a day; but the weather has now improved. Have you heard from the others yet? We are all of the very best courage.

Yours in the work,

JACOB R. OSBORN.

 ONE LEAFLET—ITS EFFECT.

A GENTLEMAN in Ohio, who has lately received the light of truth, writes as follows:—

Since I last wrote you, I have been studying the "Fundamental Principles of Seventh-day Adventists" in connection with the word of God. I have found a small body of Seventh-day Adventists located at——. Myself and wife intend uniting with that church at our earliest convenience, which we hope to be on next Sabbath. I am very thankful that the Author of all good—he with whom there is no variableness, neither shadow of turning—has directed me into the truth, which I have sought for for fifteen years. I believed I was being taught a false doctrine, but I wanted to be able to answer the numerous reasons given by advocates of the false doctrine. I do not wonder that there are so many backsliders in the—— and other churches. After one is converted, how can he expect to follow Christ and the world too?

W. C. SISLEY, manager of the Review and Herald Publishing Co., has just returned to Battle Creek from a trip made to Atlanta, Ga., in the interests of our Southern branch. Brother I. A. Ford, formerly connected with the circulation department of the mother institution, has been asked to take charge of the branch office located in that city. Brother Sisley reports excellent prospects for the Southern work, and informs us that several new laborers have been located in that long-neglected field. Here is a grand opening for a score or more of good canvassers—generous and warm-hearted people, and plenty of uncanvassed territory.

A. J. B.