

# 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, OCTOBER 10, 1899.

## AND WE?

HE paid in blood the price of sin;  
And we? — what have our love-gifts been  
To prove we even try to win  
A single heart for him?

Heaven's realm of angels he forsook,  
And all life's joy; death's portion took.  
Can we forego the world to look  
A single hour toward him?

He marked a pathway, fair and sweet,  
Where we may tread with earnest feet,  
The legends of his love repeat,  
Step daily nearer him.

Have we, permitted so to tread,  
Following his footsteps on ahead,  
Clasped yet some feeble hand and led  
Another heart toward him?

— *George Kingle in Christian Work.*

## THE DIGNITY OF THE CANVASSING WORK.

THE Lord is urging the youth to take up the "precious ministry" of disseminating the sacred literature of the third angel's message. The command is not an arbitrary one; it is founded upon eternal principles. The Master desires that this work be laid hold of for other reasons than simply to enlighten those who purchase our books and papers. If this labor is performed in the spirit of Christ, a rich benefit accrues to the one who sells, as well as to the one who buys. Here is an important feature of the canvassing work, and one which is generally lost sight of.

By many the canvassing work is regarded as something hard, unpleasant, requiring an inferior, and even an undesirable, order of talent. It is frequently looked upon as being something from which refined and sensitive dispositions should naturally shrink, and to which the more delicate items of humanity should

never be asked to adapt themselves. How often is it said, sometimes aloud, still oftener inaudibly, "I'll do anything but canvass."

The natural feelings of the canvasser are that he is alone; that there is no conference to support him, no tithe fund from which he can draw a salary, whether his work bear fruit or not. If he makes a failure, he knows that it will be apparent to all, and that he must shoulder the entire blame, be it little or great. He feels that if he were simply a member of the official staff of some publishing house, a teacher in one of the denominational schools, or a physician in a sanitarium, and if things went wrong, and the institution did not accomplish its God-given work, that the censure and disgrace would be distributed among several, and that his own responsibility would not stand out in such bold relief as where he works alone, endeavoring to sell the denominational books. These are all very natural feelings.

Nevertheless these feelings, and a host more of their sort which may come into the mind, are well worthy of study; nor is time thrown away in determining the source of their origin.

I know of no course of discipline and development better qualified to fit young men and women for successful business life in connection with our institutions than the canvassing field. The highest powers of the being, as far as being *independent of men*, and at the same time *dependent on God*, are brought into action. It is a blessing to the canvasser that he has no conference behind him, and no tithe fund from which to draw his support. Humanly speaking, he is alone.

This in itself drives him near to his Saviour. The human heart seeks comfort and support, man turns to man, and when there is no finite arm on which to lean, then it is that the strength of God is implored. To learn this lesson, to cultivate this habit at the beginning of life's work, is to accomplish something of immense importance. Now dependence upon God is

the highest, holiest, truest kind of self-independence. It is the only real self-reliance. No man who does not thoroughly depend upon God can be really self-reliant. He can never know what genuine self-reliance is. In the time of a crisis he will begin to fear whether he is right or not, and his self-reliance will leave him.

The canvasser is to a great extent his own master. He must set himself to work. He must plan his own work, and use his judgment concerning times, people, and places. To learn to do this well and successfully, is to learn to be a good manager of larger business interests and of other men. The man who is not successful at the art of setting himself to work, and of planning his own work, will never be successful at setting others to work, and at planning their tasks for them. He may be able, in the boorish use of the term, to "boss," but a manager in deed and in truth, he is not. The power to set themselves to work judiciously, and economically to plan and conduct their own work, is sadly lacking in the great majority of the youth at the present time. Competent under-managers, as well as qualified chief managers, are difficult to find for our institutions at the present time. The reason is because there is so little genuine Christian independence and religious self-reliance.

A very large part of all business and professional success is dependent upon the canvassing power of the man. Not long ago a prominent official of one of the largest business corporations in the country came into my office. His visit involved the winning or losing of many hundred dollars to the institution whose business interests are to some extent intrusted to my care. I had to canvass that man, to persuade his mind that it would be to the interests of his company to do that which I desired them to do. This "canvassing principle" is one frequently called into action in business life. The physician must persuade the mind of his patient; the teacher must win or persuade the minds of the students before him; and so on in all lines of life.

In the canvassing work there is a varied field in which to develop many phases of latent talent. Minds are to be met and studied, and the power to win acquired to the finest and greatest extent.

The canvasser must per force live within his means. This fits him to manage an institution, and run it within its means. How often has the Spirit of Prophecy spoken concerning the wrong done to God by ministers, when they take year by year more tithe from the treasury than they bring in. The majority of these men, however, have never had a training in the canvassing field, and they do not take note of the

fact that they are accomplishing so very little. But the success or lack of success of the canvasser is apparent to him all the time.

It is because God is anxious that men and women in the rough school of experience may acquire these talents, attributes, and qualities, that he urges them to enter the canvassing work.

PROF. P. T. MAGAN.

#### THE STATE AGENT'S FRIEND.

It is part of the State agent's business to find material for canvassing agents and develop it. Our schools are all giving attention to the education of canvassers, but much of the best material will not find the way to the school unless gathered from the masses of those who would not dream of being canvassers unless called out by circumstances thrown around them to stir up their latent, unconscious talent for that kind of work. The wide-awake State agent or other tract society officer, will always be on the lookout for such material and for the opportunity to call it to the front.

Such an opportunity as the "World's Harvest" issue of the *Signs of the Times* affords, is so well adapted to this purpose that the issue of such a paper would seem to be expedient for this work alone. The experience of the few who have seen the value of such efforts as incentives to dormant canvassing talent, and have to some extent utilized them, is sufficient to demonstrate their utility.

The urgency of the message we bear ought to impel us to every proper expedient, and to the use of every advantage in every proper expedient, for calling into service those who will take our literature to the homes of the people. Too many are apt to see but one point of advantage in any given enterprise. For instance, too many see in such a special issue of the *Signs* only a good scheme to help pay the expense of publishing the paper; therefore their efforts to circulate it are confined to their personal interest in that special purpose. But, while that of itself is a good thing, it is by no means all, or even the greatest consideration.

The primary and ultimate object is to get the present truth before the people in a form that will attract their attention, in order to secure their interest, and the salvation of some. Rom. 11:14; 1 Cor. 9:22. To this end it is essential that all the brethren be given an opportunity to do something, and this special issue of the *Signs* gives such opportunity to many who may not see their chance in any other direction.

Furthermore, it is essential that those who have

talent—yet undeveloped and even unrecognized—for carrying the truth to the homes of the people, have something to call them out and make them known, that they may be further prepared and set to work. This World's Harvest number of the *Signs* gives the golden opportunity to the State agent to secure a harvest of canvassing material. Hence it may well be called the State agent's friend, and logically calls for his earnest attention. Will not all tract society officers, both State and local, help the State agents to secure all the benefits possible from this special issue of the *Signs*? It will not only bring him canvassers, but the mission of the paper every week is to open the way for his books. W. N. GLENN.

### AN EXPERIENCE.

#### *Review and Herald.*

DEAR BRETHREN: I think "Steps to Christ" a very good help for canvassers, and am glad that it has been put in paper covers. I am not canvassing just now, but hope to be soon, for my heart is in the work.

In regard to "Steps to Christ" will say that I have never met a person that has read the book but has considered it the best book he ever read. One lady bought four from me at different times. She said it was so plain, and the language so beautiful, that the author must walk with Christ.

I have been selling "Patriarchs and Prophets," and have sold over 400 copies. One lady said she would give me just five minutes to "speak my little song," and get out. I told her all right, took out my watch, put it on the table, and told her I would like to have her undivided attention for that length of time. At the close of the five minutes I said, "Which binding shall I bring you?" She chose a library binding, and when I called three weeks later to deliver the book she had borrowed a copy from a man across the street who had given me a very cold shoulder because I was an Adventist. He had had the book for years but would not read it because it was published by the Adventists. But the lady had read it through twice in the three weeks, and was waiting for me to come so that she could read it again. She said it was the best book outside of the Bible that she had ever read. G. E. CASE.

WANTED AT ONCE, the names of all our young people who have read the following books: "Looking unto Jesus," "Steps to Christ," "Mount of Blessing," "Christ Our Saviour," "The Coming King," "Heralds of the Morning," and "Making Home Happy." Also those who have NOT read them. Send us your name, and we will explain how you may obtain one or all of the above-named books.

REVIEW AND HERALD PUB. CO.,  
BATTLE CREEK, MICH.

### DISTRICT CONFERENCE, DISTRICT NO. 6.

#### *Extracts from Minutes of Business Meetings.*

A CONFERENCE for District No. 6, called by the President of the General Conference, was held in Oakland, Cal., Aug. 27 to Sept. 3, 1899. There were present, Geo. A. Irwin, president of General Conference; Geo. W. Reaser, president of Upper Columbia Conference; H. W. Decker, president of North Pacific Conference; W. T. Knox, president of California Conference; J. M. Willoughby, superintendent of Utah Mission Field; S. N. Haskell, J. O. Corliss, N. C. McClure, H. A. St. John, and other official and prominent members of the district.

Among other important questions considered, the subject of giving the *Signs of the Times* a wide circulation received special attention.

The attention of the council was called,

First, To the fact, that the *Signs* was established in the providence of God, and designated by him as our "pioneer" paper.

Second, To the improvement made in the paper during the last year.

Third, To the special "World's Harvest" number soon to be issued.

J. O. Corliss spoke of the encouraging results of using the *Signs* as a pioneer in the establishment of our work in Australia, especially in the formation and organization of the large church in the city of Melbourne.

Elder Irwin feared that the energy absorbed in pushing of special issues of the *Signs* was detrimental to the sale of the most important books published by our people, naming "Thoughts on Daniel and the Revelation," and "The Great Controversy."

Elder Haskell thought the great lack was in the absence of the true missionary spirit.

M. C. Wilcox stated that our churches were dying for lack of work, and that there should be a hundred workers where we now have one, and expressed the thought that the energy devoted to the special numbers and large circulation of the *Signs*, instead of being detrimental to the sale of our books, rather augmented their sale.

W. B. White, president of the Montana conference, cited some special cases which had come under his personal observation, of individuals who had gotten a practical education for the work of selling our books by first engaging in the work of selling the *Signs*.

N. C. McClure did not consider the publication of special issues of the *Signs* detrimental to the sale of our books, nor injurious to the circulation of regular numbers of the *Signs*.

C. N. Martin did not consider the special issues of the *Signs* opposed to the successful circulation of each number.

Prof. E. S. Ballenger was highly in favor of special issues, giving the experience of members in Boise, Idaho, to emphasize his conviction.

H. W. Decker, president of the North Pacific confer-

ence, spoke of the necessity of those occupying positions of responsibility, furnishing employment to all willing workers in our various fields. He thought the *Signs* a good medium to furnish such employment, and at the same time to educate the people for other lines of canvassing work. The work on the *Signs* had done this in his conference.

G. W. Reaser, president of the Upper Columbia conference, stated that in his conference term subscriptions had increased about 500 per cent as a result of the effort put forth on the paper.

W. J. Burden spoke of taking what seemed to be very unpromising material, and of such persons developing into excellent workers by beginning to work with the *Signs*.

#### REPORT OF COMMITTEE.

The committee appointed to suggest plans and methods for the advancement of the cause of God in General Conference District No. 6, submitted the following:—

Inasmuch as many of our people have fallen into a condition of coldness and selfish indifference, which condition is due largely to inactivity in missionary operations, and whereas our experience with the Quarter-Centennial number of the *Signs of the Times* has demonstrated that many who have been hitherto inactive, thinking they have no part to act in the work, have become active workers in securing subscriptions for periodicals, selling small books, and entering the field as regular canvassers for subscription books; therefore,

*Resolved*, That we advise our conferences to take hold of the forthcoming World's Harvest number of the *Signs of the Times* with the same earnestness as was manifested in handling the Quarter-Centennial number, and that in addition to making it a means of spreading the light, we make it also a means of organizing and educating the rank and file of our churches along the lines of becoming active workers in securing subscriptions for our periodicals, selling small books, and becoming regular canvassers for subscription books.

In regard to the matter of organization for the circulation of special editions of the *Signs of the Times*: we recommend,

That in each conference and church immediate steps be taken to organize thoroughly for the work of selling the World's Harvest number of the *Signs*, using as helps to the organization, conference papers, and personal correspondence on the part of presidents and secretaries, with all churches through the elders and clerks, and with isolated Sabbath-keepers.

That all territory in our conferences be permanently districted, and placed as missionary fields under the supervision of churches and individuals.

That a competent individual be chosen in each conference by the conference committee to direct and take the oversight of this important work, whose duty it shall be, by visiting and correspondence, to give instruction to workers, and to effect thorough organization in all churches and companies, and in conjunction with conference officers, endeavor to enlist every Seventh-day Adventist in this work of disseminating truth.

#### ORGANIZATION.

In order that the World's Harvest number of the *Signs*

of the *Times* may have the circulation which its importance demands, it will be necessary to have the most thorough organization throughout the entire field.

It is impossible to lay down definite rules to be followed in every case. But we offer the following suggestions which may be helpful to some:—

1. Call a meeting of the church and lay the whole plan before them, calling special attention to what the Lord has said in regard to the circulation of our pioneer paper, and the fact that all can have a part in this work, including women and children.

2. Explain the nature of this World's Harvest issue, calling attention to the different articles it will contain, and the importance of giving this number a wide circulation.

3. Take the names of all who are willing to engage in this work.

4. Appoint a leader, and this person should be one who feels a burden for the work and has faith in its success, be he the elder, deacon, Sabbath-school superintendent, or a lay member. Of course, this person should be one who has the confidence of the people, and time and ability to organize and instruct workers.

5. The leader should carefully divide the territory to be canvassed, and assign to each worker just what he will promise to canvass thoroughly. Some will be able to cover more ground than others. Every business house, office, and store should be visited, as well as the homes of the people. Great care should be exercised in assigning territory with reference to those adapted to meet the different classes. It has been found that women have been very successful in canvassing business men, saloon-keepers, etc., but in going to saloons we suggest that two women go together.

6. As soon as the plan has been fully explained to the church then ascertain how many copies of the special edition each person will become responsible for. The retail price is 10 cents per copy; 5 to 20 copies, 5 cents per copy; 25 copies and over, 4 cents per copy. Remember it is to be a double number, 36 pages, with beautiful original cover design in color.

7. It is expected that a special effort will be put forth by all to give this World's Harvest number a wide circulation; but from those who take part in this work, it is hoped that workers will be found who will be willing to continue to canvass for the regular edition of the paper. Indeed, one of the objects in view in issuing this special number, is to train workers to enter the field for the purpose of obtaining subscriptions for our periodicals, and also to develop consecrated individuals who will become permanent canvassers for our subscription books. It is believed that after seeing it, and reading it, yearly subscriptions can be obtained quite easily.

8. In many of our conferences there are large cities with but few, if any, Sabbath-keepers. These should not be neglected. In fact, the strong effort should be put forth in all these great centers. It will, therefore, be necessary to take workers from some of the stronger churches and send them to these destitute fields. We suggest that in every church where there are workers to spare, they correspond at once with the conference officers, so that there may be proper distribution of labor.

9. We should continually bear in mind that this is the Lord's work. The *Signs* was established in his providence, termed our "Pioneer" paper, and his fostering care has been over it all the way along. The publishers feel that they have had special help from the Lord in preparing this special edition, and we confidently believe he will also help and bless those who engage in its sale. Let us all take God into partnership with us and make him the leader and head of the firm.

We suggest that workers meet together as often as possible, to seek the Lord for wisdom and counsel in regard to the work.

We wish to impress upon all the importance of following up the work diligently, or much will be lost.

The publishers hope to have papers ready to ship the 1st of November. Send in your orders early.

Order through your State tract society.

If orders are sent direct to the publishers, they must be accompanied by the cash.

For further information, circulars, special *Signs* canvass, etc., address your State tract society, or the publishers.

H. W. DECKER,	} Committee.
W. T. KNOX,	
G. W. REASER,	
W. B. WHITE,	
J. M. WILLOUGHBY.	

The above report was fully discussed. Many interesting experiences and incidents were related. When put to vote, the report was unanimously adopted.

GEO. A. IRWIN, Chairman.

GEO. W. REASER, Secretary.

The foregoing resolutions and plans of organization and operation are, we consider, right to the point; they are practical, and we recommend them to the careful consideration of all our conferences.

It might be of interest to state that the number of copies of the Quarter-Centennial *Signs* taken by the conferences in District No. 6 was approximately as follows:—

California Conference . . . . .	40,000	copies
North Pacific Conference . . . . .	30,000	"
Upper Columbia Conference . . . . .	20,000	"

Elder Knox and Elder Decker stated that they thought their conferences would do as well or better with the World's Harvest number.

Now if our sister conferences in the East will do as well according to church membership and population, we shall circulate two million copies of the World's Harvest number.

Will you not, dear brethren, use your influence to help bring about this much-to-be-desired result?

Take hold of the work at once. Put in operation the foregoing plans and suggestions, and you will be astonished at the results.

SIGNS OF THE TIMES,  
Oakland, Cal.

DO WE LOVE HIM?

THE motive that should inspire every missionary effort is love for Jesus. The question that the Saviour asked Peter when he revealed himself to the disciples where they had gone fishing, was, "Simon Peter, lovest thou me?" And each time that Peter replied that he did, the Saviour added, "Feed my sheep." By this the Saviour would teach him and us that our love for him should be manifested in loving service for those he gave his life to save. This truth is plainly stated by the beloved disciple John: "Every one that loveth him that begat loveth him also that is begotten of him." And again he says, "And this commandment we have from him, that he who loveth God loveth his brother also." Now there is great danger that we begin to say, as did the lawyer, "Who is my brother?" Let us not make his mistake by comforting ourselves with the thought that all we need to concern ourselves about is being saved ourselves, and perhaps our own families. To all such the Saviour's reply is applicable. Read Luke 10: 25-37. Christ identified himself with the whole human family. He took part of the flesh and blood of the whole human race; and each man and woman is a straying sheep of his fold; and he is saying to every one that professes to love him, "Feed my sheep." If we are converted, as Peter was, we will devote all our powers to this work. Peter had some days before this declared that although all men should forsake him, yet he would not; but when things began to look serious concerning the work of the Lord, he fled, and finally denied his Lord just at a time when the lambs of Christ's fold needed to be fed and strengthened to pass through a bitter trial. And if we are not converted and do not arouse ourselves from our sleepy condition, and begin to "feed the flock of God," we will, in a little way from this, find our own profession amounts to nothing. The Saviour is saying to every one, "Show me your love by seeking out my lambs and feeding them." "This is my commandment, that ye love one another, as I have loved you." He laid down his life for us, and the apostle tells us that "we ought also to lay down our lives for the brethren." Does any one dare say that he is not responsible for the souls that are perishing all around him for the bread of life? My brethren, would we know what God thinks about those who are indifferent, and doing little or nothing to save his fellow man? Hear what he says by his servant: "How many churches are tended like sick lambs by those who ought to be searching for the lost sheep! And all the time millions upon millions of

souls are perishing. Divine love has been stirred to its unfathomable depths for the sake of men, and angels marvel to behold in the recipients of so great love a mere surface gratitude. Heaven stands indignant at the neglect shown to the souls of men. Would we know how Christ regards it? How would a father and mother feel did they know their child, lost in the cold and snow, had been passed by and left to perish by those who might have saved it? Would they not be terribly grieved, wildly indignant? Would they not denounce those murderers with wrath hot as their tears, intense as their love? The sufferings of every man are the sufferings of God's child. And those who reach out no helping hand to their perishing fellow beings, provoke his righteous anger. This is the wrath of the Lamb. To those who claim fellowship with Christ, and yet have been indifferent to the needs of their fellow men, he will declare in the great judgment day, 'I know ye not whence ye are; depart from me, all ye workers of iniquity.'—"*The Desire of Ages*," p. 825.

With these plain statements before us from the self-sacrificing Redeemer, as to the fate of those deceived ones who are selfishly trying to get through to the kingdom without making an effort to bring some one else with them, how dare we "settle upon our lees" in such a time as this, when his wrath is so soon to be poured out, and when it is so plainly stated that this is the thing that stirs up his wrath.

There are thousands of souls who desire to know what truth is. And there are scores of persons who could co-operate with the Saviour in dispelling the gloom that surrounds them. Are you not one of them he could use, my brother?

The Lord has moved upon the minds of his servants to write books and pamphlets that he desires these souls to have, and he is saying with a pleading voice to you and me, "Take them to them for me. These souls are the purchase of my blood. They are my bleeding lambs, forsaken by false shepherds, and are perishing for the spiritual food I have given you so abundantly. If you love me, help me save my erring child."

Shall we heed his voice, or shall we listen to the voice of the enemy, speaking through our selfishness, and begin saying, "I have bought a yoke of oxen, or a piece of land, or married a wife, therefore I can not go." Do not, I beg of you, make that mistake.

Do not begin to say, "One can not make a living at the canvassing work." Whose work is it, and who is backing it?—The One who has said, "The earth is mine and the fullness thereof." The One that

says, "All power is given unto me in heaven and in earth." He is the One that is saying, "Go work in my vineyard, and whatsoever is right, that will I give unto thee." To the child of faith, that question, then, is forever settled. It requires no argument or demonstration for them. His word to them is worth one hundred cents on the dollar.

O, it will be a terrible time for those who have neglected their heaven-appointed work, when the Saviour asks them the question, "Where are my sheep I gave you to feed?" They will then realize that they have been burying their talent (themselves), and the souls they might have saved (the usury the Lord requires) is lost to their Lord. May the Lord help us to sense our obligations to the souls who are perishing, before it is too late.

"And Jesus said unto them, Verily I say unto you, that ye which have followed me, in the regeneration when the Son of man shall sit on the throne of his glory, ye also shall sit upon twelve thrones, judging the twelve tribes of Israel. And every one that hath forsaken houses, or brethren, or sisters, or father, or mother, or wife, or children, or lands, for my name's sake, shall receive an hundredfold, and shall inherit everlasting life." Matt. 19:28, 29.

J. B. BLOSSER.

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#### THE WORK IN WISCONSIN.

THE Lord is wonderfully blessing our work. I have been attending our local camp-meetings, of which we had four, and the brethren quite generally responded to the invitation, "Come, work in my vineyard." Some have begun, while others are studying the books for which they expect to work as soon as they can arrange their home affairs.

At the camp-meeting at Clintonville, we sold many of our good books. I spoke on the importance of the canvassing work one afternoon, and the Lord gave evidence of his approval; for after the meeting, we sold, as fast as we could hand them out, forty-five copies of the tract "Home Missionary Work," and a number of our other publications, "Modern Spiritualism," "The Desire of Ages," etc.

At the close of this meeting I will visit the companies at Moon, Antigo, and other places, in the interest of the canvassing work. I am sure God's hand is in the work, and he will surely verify his promises to his children. The ministering brethren are taking an active part in assisting in building up this work.

JOHN V. MAAS.

CANVASSING REPORT FOR MONTH ENDING AUGUST 31, 1899.

	STATE.	No. Canvassers	No. Rept'ing.	Days.	Hours.	Orders Taken.	Value.	Miscel. Sales.	Total Value.	BOOKS DELIVERED.	
										No. of Books.	Value.
Dist. 1.	Atlantic.....										
	Maine.....	3	3		106	36	127 75	76 75	204 50		
	Maritime Prov.										
	New England..										
	New York.....										
	Pennsylvania..			64	326	1,029	451 30	76 00	527 30		238 35
	Quebec.....										
	Virginia.....										
No. 2.	Vermont.....										
	West Virginia..	3	3		99	29	37 00	18 00	55 00	8	10 00
	Alabama.....	6	4	45	257	176	215 50	66 25	281 75	10	29 15
	Cumb'land Mis.	9	9	51	171	192	241 50	41 75	283 25	97	177 65
	Florida.....	4	4	12	24	70	186 50	91 20	277 70	108	220 25
	Georgia.....	10	10	90	784	578	562 45	99 60	662 05	83	260 50
	Louisiana.....	3	1	4	3	3	4 25		4 25		
	Mississippi....	6	6	9	73	102	110 25	12 00	122 25	4	18 97
	N. Carolina....	4	2		24	30	34 75	17 40	52 15		
	S. Carolina....	3	3	17	332	116	134 50	20 95	155 45		34 55
Tenn. River...											
No. 3.	Illinois.....	13	13	66	407	176	229 50	55 00	284 50	215	284 55
	Indiana.....	27	25			431	1,190 70	79 75	1,270 45		
	Michigan.....	6	6	18	104	99	112 60	5 50	118 10		
	Ontario.....										
	Wisconsin.....	14	14	108	804	551	448 58	61 90	510 48		
No. 4.	Dakotas.....	11	11		1,101	362	485 50	57 46	542 96		
	Iowa.....	33			3,498	1,115	1,394 72	320 05	1,714 77	361	424 10
	Manitoba.....	8	8			230	538 00	125 55	663 55	45	152 35
	Minnesota.....	21	21	175	1,435	320	501 45	318 68	820 15		
	Nebraska*....	19	19		1,090	358	464 00	153 85	617 85		156 00
No. 5.	Arkansas.....										
	Oklahoma and Indian Ter. ...	19	19		2,055	809	1,689 50	126 50	1,816 00	208	440 75
	Kansas.....										
	Missouri.....										
	Texas.....	26	26		1,730	757	1,441 30	66 75	1,508 05	11	12 50
Colorado*....	17	17		351	198	399 50	63 20	462 70	104	184 50	
No. 6.	California*....	19	19	64	334	210	295 00	27 25	222 25		
	North Pacific..	14	14		511	201	396 50	93 15	489 65		
	Upper Col'bia..	7	7	83	1,017	387	1,062 88	23 90	1,186 78		
	Montana.....										
No. 8.	Australasia †...	45				2,042	8,924 33		8,924 33		
	Great Britain..										
	Denmark.....										
Misc.	Germany †.....	54	54	1,706	13,335	458	578 95	3,541 17	4,120 12	491	438 03
	South America..										
	Jamaica.....										
	Bahama.....										
	Brazil.....										
	Dist. 1.....	6	6	64	531	1,094	616 05	170 75	786 80	8	248 35
	Dist. 2.....	45	39	228	1,678	1,267	1,489 70	348 95	1,838 65	302	741 07
	Dist. 3.....	60	60	192	1,315	1,057	1,981 38	202 15	2,183 53	215	284 55
	Dist. 4.....	92	59	175	7,124	2,385	3,383 67	965 59	4,259 26	406	732 45
	Dist. 5.....	62	62		4,136	1,764	3,530 30	256 45	3,786 75	323	637 75
Dist. 6.....	40	40	147	1,863	798	1,754 38	144 30	1,898 68			
Dist. 7.....	45				2,042	8,924 33		8,924 33			
Dist. 8.....	54	54	1,706	13,335	458	578 95	3,541 17	4,120 12	491	438 03	
Miscellaneous..											
Totals.....	404	340	2,512	29,982	10,885	22,258 76	5,629 36	27,988 12	1745	3,082 20	

\* Two weeks.  
 † Two months.

## CANVASSERS' INSTITUTE.

THERE will be held an institute for the training of canvassers at Dallas, Tex., beginning January 12 and lasting three weeks. Those attending will need to bring bedding, as the canvassers will board themselves. In this way it will not cost more than \$1.25 per week for board. The house rent will be free. Each should bring along a copy of the book he desires to canvass for, if he has one, and any other subscription books on present truth for reference in class.

We expect to have as good help in the instruction as can be had; in fact, we will spare no effort to make it what the Lord would have it to be. We expect that all our old canvassers present will not only be helped themselves, but will be a help to those just starting in the work.

Instruction will also be given in general missionary work. Also a Bible study will form a valuable feature of the institute. Many of our people could attend, and receive training to do missionary work in their own neighborhoods.

All who come should notify us of their intentions by the 25th of December, so that sufficient room may be secured.

J. B. B.

## MONTANA.

H. L. SWINGLE writes from Montana:—

I am always glad to hear of the success of others, and especially those handling "The Desire of Ages," as that is the book I am selling. I took orders for and delivered this summer \$230 worth of "The Desire of Ages," and \$23 worth of "Christ Our Saviour." I sold a copy of "The Desire of Ages" last week, on the strength of "Steps to Christ" and its author, to a Swedish woman, who could with difficulty speak the English language. I have also had other experiences nearly like this. I never saw a better book for a poor canvasser to use to keep him up spiritually while going over the same thing all the time as "The Desire of Ages."

WE take the liberty of quoting the following extracts from a personal letter received from Elder A. G. Haughey, who is conducting a tent effort at Bainbridge, Ohio.

We have connected with our company of tent workers a young lady canvasser, who has been very successful in selling our books. This is her first experience in this line of work. In four and one-half days she secured twenty-five orders for our various publications. A suggestion to other tent companies.

In looking over the canvassing reports from this State for the months of May, June, and July, 1899, I find that our book sales amounted to \$2,831.

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## Missionary Instruction

Will also be given in the INSTRUCTOR from time to time in connection with articles from our workers in foreign fields, etc., etc.

## Beginning with the Issue of October 19, 1899,

There will be a series of articles on CHINA, by Erik Pilquist, a Swedish missionary who has spent nine years in that country, and is well acquainted with the people and their language and customs. In his first article he will describe—

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