



SOUTHERN UNION WORKER



"The Lord thy God is with thee whithersoever thou goest." Joshua 1:9

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No. 5

ONWARD, EVER ONWARD

Yer a "little while," O toiling one,
And the busy whirl of life is done.
Just a little while the seed to sow
From which a bounteous crop may grow.

With steady, tireless, noiseless chime,
Life's wheels roll on to the end of time;
And whether we will, to go or stay,
We are speeding on to the judgment day.

Then haste to scatter the precious seed,—
The Lord will water as it has need.
Heed the prophet's cry, "Step fast, step fast,"
So soon will the sowing time be past.

Neath the burning sun, through the blinding heat,
O'er the sands that scorch your weary feet,
Press on till the blessed task is done,
Till the work has closed, and the Lord has come.

CARRIE K. BUTCHER.

THE BOOKMEN'S CONVENTION

FOURTH meeting of the Bookmen's Convention, Jan. 16, 1912, was called to order by the chairman.

No. 9 was the first topic considered, the subject being, "The Results Obtained Through the Circulation of Our Literature," by C. D. Wolff, Eld. E. L. Maxwell, and Sister Mamie Moore.

Brother Wolff read the following statement from Volume 9 of the Testimonies:—

"A great work must be done in a very short time, and every Christian is to act a part in sustaining this work."

This work is not only a work of saving souls, but it is a warning work. As Noah's work in his day condemned the world, so our literature is condemning those who do not accept its teaching.

Elder Maxwell said that those who are most actively engaged in the work are most faithful in the paying of tithe. The circulation of our literature is the very best help a minister can have. Isaiah 52:7, "How beautiful upon the mountains are the feet of him that bringeth good tidings," was applied by him to the canvasser.

Sister Moore emphasized the fact that our literature makes people happy. It also breaks down prejudice. She related many touching incidents of people who have become interested and accepted the truth through the reading of our literature. One traveling man obtained a copy of the *Watchman* and afterward wrote in for the next number and the subscription price. He also ordered a book. But had it not been for the *Watchman*, the truth would not have gotten into this home as it has. Another lady has purchased six

copies of "Daniel and the Revelation" for her friends. Sister Moore said: "When we sell a book we do not know whether the one we sell it to will get any good out of it or not; but some one will. We do not always see results, but we are to sow beside all waters and the Lord will bring results."

Brother Keate reported several families who had become interested through reading the books "Bible Footlights" and "Past, Present, and Future," sold them by one of our colporteurs. They are now keeping the Sabbath, have given up the use of pork and tobacco, and are anxious that some one shall visit and preach the message to them.

Eld. K. C. Russell related the following: "A canvasser sold a book to a certain person, but he did not have much interest in it, and so gave it to a neighbor. Several families read it, accepted the truth, and were formed into a church, and that church is now the best tithe-paying church in the conference where it is. The canvasser who sold the book finally lost courage and retired from the field, having never seen any results from his labors. He afterward attended a camp-meeting and there heard about this church and learned that he was the canvasser who sold the book. He had not known the result until that day."

Eld. W. S. Lowry said, "A lady in Ohio sent a copy of Family Bible Teacher to a lady in Mississippi. She read it, became interested in it, and saw advertised 'Daniel and the Revelation.' She sent to the Publishing House for a copy, and afterward sent for a copy of 'Controversy.' Soon she, with her family, was keeping the Sabbath. Since that time that family has paid into the treasury \$8,000 tithes and several hundred dollars of offerings."

Eld. W. T. Knox related the following incident: "A canvasser went to a door, but the lady who answered his knock said she did not have time to look at his book. He said, 'I will give you ten cents for five minutes of your time,' and was so persistent that she finally looked at the book, became interested, and bought a copy. This lady is the daughter of Harrison Gray Otis and is now an active member of the Los Angeles church."

At this point the meeting adjourned.

After a recess of ten minutes the convention was re-opened, and seated on the platform were the following named canvassers who had earned their way to the convention by selling \$1,000 worth or more of books, or had put in forty hours per week for forty weeks:—

C. H. McColreay, Mississippi, Virgil Smith, Mississippi, Gerhard Jorgenson, Louisiana, Joseph S. Moore, Tennessee, Mamie Moore, Tennessee, C. E. Morphew, Tennessee, H. E. Beck, Kentucky, Benjamin Griffiths, Alabama, M. L. Ivory, Alabama, and I. W. Peevy, Alabama. A vacant chair was placed on the platform for Sr. Emily Billups, who had expected to be present at the convention, but failed to come.

Many of the brethren felt that this was the best meeting of the convention. The Publishing House closed down for two

hours so as to give the entire office force an opportunity to hear the stirring testimonies of these faithful field workers. It was an inspiration to all concerned, and there was hardly a dry eye in the house as these faithful ones recited their experiences during the past year. Many of the brethren gave testimony that it was the best meeting they had ever attended. We believe it will mean much to the work as a whole, for there is now a better understanding between the workers in the office and the workers in the field.

Believing that our people will be deeply interested in these canvassers' reports, we give them below in the language of the workers themselves.

C. H. MCCOLREY, *Mississippi*.

It gives me pleasure to get up and testify for the Lord. He has been wonderfully good to me the past year. I go at this work differently, perhaps, from most of the canvassers in the field, and I know I have the easiest time; therefore I am sorry for the others. I travel in a wagon, or ride in the saddle, all the time. I have spent 1,700 hours this year in the saddle; so you see I don't get tired in my feet. I also have advantage in my delivery. I have a slicker to protect my books and myself in time of rain, a good home to come back to every night, and everything arranged nicely. There is another advantage. I have a chance to stop in a neighborhood. I spent 1,700 hours in one county, and I have n't gotten half through with my territory. So you see I have the advantage of stopping in a neighborhood a week, or two weeks among the people, going to church and Sunday-school with them, and seeing who is interested. I can thus put in more time with those who want it.

As Brother Miller says, it is the easiest thing in the world to sell a book; for if you find some one who doesn't want it, you can keep going and you will find some one who does.

To show you how the Lord does work: Early this spring I wanted to get away from my territory, but the State agent didn't want me to. It was a temptation to go any way; but this time I stuck to my post, and I saw results. Some would not have had the opportunity to get the message if I had not stayed. After my delivery the State agent compromised the matter, and reluctantly gave me permission to leave. I got down in the new field assigned to me, but never gave a man a canvass at all. I simply turned around and got back into the worst corner of my old territory, and I saw results from it. I know that the Lord has been blessing. In speaking of answer to prayer, I had a little experience. I have a nice outfit and I believe I am proud of it. I have a nice team of ponies and a nice wagon. I also have a good house to sit in,—my saddle, for which I paid \$35. It was about time for my delivery and I had my books in a big box and was ready to start delivering; but there was a man who had been sick and I went and had a two days' visit with him, and when I got back I found my saddle was gone. I went to the Lord in prayer and told him I needed that saddle and if he wanted me to have it, all right; but if he didn't, I could borrow another or buy one. I asked if it was his will, that I should get that saddle back. Sabbath morning I found my saddle was back. You see it was a direct answer to prayer. Some sweet day the work will all be over.

VIRGIL SMITH, *Mississippi*.

Brethren and sisters, I am certainly glad to be before you this morning. I was here last year, and it is a great pleasure to be back this year. I certainly thank the Southern Publishing Association and those who have been instrumental in my coming.

I left last year not thinking that I would be able to come back, as I had to move to another territory. I finally found

a little place for a home, and I think it was about the first of March before I could get out into the field. I had a mind to work, but I could only put in four days in the week. Sunday I help my wife wash, do up my correspondence, fix up things and go out into the field. I work until Thursday night and then I must be home Friday to get ready for the Sabbath. In that way I have put in 1,330 hours this year. I took \$1,279 worth of orders and delivered \$1,006.25 worth of books. That is the reason I am here before you. In doing this I have had many wonderful experiences. I consider it a miraculous experience to take an order and deliver a book, but by His help I can do it. I have sold to teachers, preachers, doctors, lawyers, and all classes of people, and have heard from different ones who have bought the books; but have never heard one say that they did not like the book. The State agent who was with me for a little time can tell you of the influence I have left.

I was much impressed with what Brother Palmer said of the spirit the people manifested back in 1844. He said the people believed the Lord was coming, and they worked for it. I believe that. I am working for a home over there, and I want to see lots of people saved as the result of my efforts. If we believe the Lord is coming we ought to become so enthused to see people saved that these little troubles that come up will not amount to much. If the water gets up to your horse's sides, go right along and deliver your books any way. I have rode right through the water and delivered my books, and they were glad to get them. Those experiences draw us closer to the Lord. The strike came on and tied up \$200 worth of my books. But I praise the Lord that he did not allow the strike to hinder my work. I have learned to trust him, and have learned to know his voice, and to know that whenever that peace comes into my heart it is all right with him.

I want to tell you how I came to win out. Christmas day I went over my accounts. I keep a duplicate of all my reports. In running over them I found I had delivered \$977.40 worth of books. I thought it was just too bad to come so near and then fail. So wife and I took it to the Lord in prayer. She was very anxious that I should win out. So I fixed up my grip with a sufficient amount of books, and got everything ready, and early the next morning I took the train back to my territory which I had left. It was rainy, and when I got to the place where I was to stop, the ground was covered with water and the streets were covered. I didn't see very much prospect of getting out that day. The railroad track was covered with water, and I thought if I stayed there very long I could not get back home. I went back to the depot and when the train came along I went right back home. Then it cleared up and I said, "I have lost, and I must improve what little time I have." I went out and sold two books for cash and the next morning I took the train and got back to my field about noon Wednesday. Thursday night I took off my hat and waved it in the air and said, "I am ready to go to the convention."

GERHARD JORGENSEN, *Louisiana*.

Brother Jorgenson has put in 2,300 hours making an average of 44½ hours for every week in the year 1911, and he has left a good influence in the field.

I joined the church about ten years ago in Green Bay, Wis. The first thing I did was to get about 5,000 tracts, and give them out. Every Sunday I visited the people as I had opportunity, and gave them papers and tracts. Then a special number of the *Signs* came out. I took fifteen first but afterward took one hundred. I didn't have any courage to sell the papers until one day I met a little boy who had been canvassing four hours and had only sold one. I felt ashamed

that I had not even tried, and I told him if he would go with me that evening I would show him how to sell papers. I used to belong to the Salvation Army, and had sold the *War Cry*. I tried the first house and kept on, and sold at every house until I had sold about twenty-five. After that I used to be out every evening selling papers. The rest of the church members could not sell their papers, so they gave them to me, and I went out and sold them all. I thought I could not sell books, but I felt impressed to go out and try. About that time I attended a camp-meeting and heard Sister White talk to the people. She said that the angel goes before the canvassers and touches the hearts of the people. So I started out praying the Lord to help me, and he blessed me from the very start. The first man I met was an infidel. He didn't buy a book, but he said, "You make a good canvasser. Many of them come to canvass me but you are the first one who has touched my heart." I canvassed in Michigan until Christmas. When the weather became cold I took a trip to Florida and canvassed there two years selling over \$2,000 worth of books. Now they have a nice church of thirty or thirty-five members in the place that I canvassed. Then I went to New Orleans and have canvassed there and in Bogalusa two years. One man took about \$40 worth of books, and now he is keeping the Sabbath.

I am glad I am in the work of God. I never regret for a day that I have taken up this business. I had rather be a canvasser than President of the United States.

JOSEPH S. MOORE, *Tennessee*.

I feel to praise the Lord, brethren and sisters, that I have the privilege of standing before you to-day on this occasion. I praise him for the great object, the wonderful truth, which brings us together on this occasion as a people. I praise him for this precious truth that first rang in my ears thirty-four years ago, and that I had courage to read, accept, and obey. I can see the guiding hand of God as he has led me through these years of work and service, and can realize that he has taken care of me. Through all my travels in the West the Lord has led me and protected me and brought me back to the old home spot.

I praise the Lord that he led me to see the importance of handling our literature, and I presume I can be safe in saying that I am the first bookman among our people that handled a prospectus in Tennessee. I started out twenty-eight years ago this month. We have a great many more advantages now than we had then. At that time we had no field agents, no institutes. But I moved out and battled my way through the best I could. Of course, I realize that I have never built a railroad in the land, or a great steamboat upon the water, but I have been used in the Lord's work. In this capacity alone I am at your service. I want to be among that number the brother spoke about the other day, that you would have to cut his head off to get him to turn loose.

MAMIE MOORE, *Tennessee*, \$1,003.30.

I am certainly thankful for the privilege of being here to-day, and praise the Lord for having a part in his work. As the brother has said, that he would rather be a canvasser than President, so I would rather be a canvasser than to be a queen upon the throne. Brother Harrison says he remembers me in short dresses. One sister said I was about the poorest prospect for a canvasser she ever saw. I was n't satisfied to stay at home and plow and chop wood. (I was my father's "oldest boy.") I wanted to see souls saved. I was n't satisfied to go on day after day and just be saved myself. I prayed the Lord to open the way for me to have some part in the work. Some one suggested that I start out canvassing, so I took "Best Stories," the little twenty-five-cent book. I had had no instruction whatever; but the first morn-

ing I sold three books, and had to go back and get some more, and soon I could sell two or three dollars' worth per day. Then I had courage to sell a fifty-cent book, and shortly took up "Coming King," then "Bible Readings," and finally the brethren persuaded me to take "Daniel and the Revelation." I have been working in Memphis for four and one-half years. I battled against going there quite a while, for I did not feel that I could work in a city. But when the Spirit of prophecy came, saying that the cities should be worked, and especially that city, I went. I haven't gotten over the whole city yet. I have made so many friends there that the people beg me to come and see them. It makes me rejoice when I look around and see so many people in the congregation who are there as the result of reading books.

I believe in the Lord's directing us where we shall work day by day. One lady where I called said, "I don't know as we care for the book, but my father loves good books." She pointed out the way and said if he wanted it she would get it for him for a Christmas present. I some way felt impressed to go right away, and found on getting there that her father had gone away to spend the night. But his sister was there and she ordered the book for her son. I went again to see the father, but he didn't even care to look at the book. If I hadn't gone that afternoon I would not have sold her the book as she was about to go away. The Lord directs us when to do a thing if we ask him. Every morning I ask him to direct me where to go that day.

A short time ago I called on the wealthiest woman in the city. I left the book ("Daniel and the Revelation") for her to examine. A week later I called for my book and she said, "I want that book" and paid me cash for it. She wouldn't have gone to a tent meeting or gotten the truth in any other way; but now she can sit down and read the book. I have not made any great record, but I simply keep at it. I ask that you all pray for me, for I need the prayers of God's people.

C. E. MORPHEW, *Tennessee*, over 1,600 hours.

I don't suppose I have as many good experiences to tell as the rest of them. I have only been canvassing one year, but I have been among the most aristocratic country people in the State of Tennessee. I have sold books to all classes, and I am thankful that I can have a part in the work, and that I can meet people more boldly than ever before. I never pass by a home; but my greatest trouble is in canvassing several together. I have been in Maury County nearly all the year, and sold books wherever I went. Once in a while I would get a little discouraged, but I would start out again, for I knew the Lord wanted me in that work, and so I would stick to it, and go ahead. I am thankful that the Lord can use me in this work. I know it is a good work, and the people enjoy reading the good books that we put before them.

I sold one book to a lady who lacked fifteen cents of having enough to pay me. About Christmas time I was near there and went into a store. When I went in a gentleman went in too. He asked me if I was selling "Bible Footlights," and said, "My wife got a book from you and owes you fifteen cents. I didn't want you to think we were trying to beat you out of it."

I have sold books to some people who didn't seem to enjoy them, but probably some of the people in their neighborhoods will read them. I went to a house late one evening and sold a "Best Stories" for cash. I passed through that place a few months after and saw a little boy at the blacksmith shop where I delivered a book. The little boy said, "Papa has one of those books and thinks it the best book he ever saw. He has read it through and is re-reading it." I sold another book to a man working in a cotton patch. When I went back

his wife said, "My husband thinks that is the best book he ever saw. He said he would n't take \$5 for it."

Last year when I was here at the convention I did n't have the least idea that I would be here to-day, but I am surely thankful that I came, and thankful that I won out on the 1,600 hour proposition, and am glad that I have sold as many books as I have. I want you to pray for me that I may be faithful, and may be in this work until the Lord comes.

H. E. BECK, *Kentucky*.

It certainly affords me much pleasure again this year to be with you all. I thank the Lord that he has used me thus far in his work, and my only desire is to continue in the work until the end. I can recall many experiences the past year, but I will only mention one continued story of an experience from last year. I related the story last year. Every book I take to a certain lady, she looks it over and takes it. She never has refused but one book. "Daniel and the Revelation" was the first book I sold her. She read quite a while before she paid me for it. In a few days she sent me word that if I had some books for children she would like to have them. So I took "Gospel Primer," "Steps to Christ," and "Ministry of Healing." When I came back two or three weeks after, she paid me for all of them. I also sent her the Temperance number of the *Youth's Instructor*. When I went back there I called her up over the telephone, and she asked if I had any other good literature. I told her I had some, and took her "Desire of Ages," Christ's Object Lessons," and a song book. She paid me for them all, and subscribed for the *Youth's Instructor*. I sent her "Daniel and the Revelation" and want to take her "Patriarchs and Prophets" when I go back next time. I praise the Lord that he can use me in his service. I expect to continue the story. I am glad that the Lord has given me a part in this work, and rejoice to know that in the earth made new we will meet the people to whom we have sold books. I ask your prayers that I may be faithful in the work to the end.

BENJAMIN GRIFFITHS, *Alabama*.

I am surely glad to come up to the Bookmen's Convention again this year. They said they would like to see me make a special effort to come, and here I am. Elder McVagh spoke yesterday about Brother Griffiths being such a big fellow. Well, I was not this big when I started in the canvassing work. I weighed somewhere about one hundred sixty-five pounds. I have done well in it. I use a buggy, and that is the reason. As I am going out so much I am thinking about getting an automobile.

Last October there was a great scare through the cotton country as the bottom had fallen out of the cotton market. It did n't seem very much use to try to deliver the books, but I thought I would order them. I did n't want to get too many, so thought I would cut it down. I thought I would order 175, but I was in such a hurry I made it 275, and did n't know it. When the books came, I did n't know what to do with them. So I loaded up the first box and made my round, and did n't have a book left. Then I came back and got more, and delivered all those books except forty. It surprised me but it showed me that we can deliver the books even when everything looks black and against us. I love this canvassing work, and don't know as I can ever get along without going into the field with a book. I have gotten my home paid for, and now I don't know what to do with the home. I would like to put it in shape so I can spend more time in the field than at the present time.

I have been alone most of the time except when I could get with a Sabbath-keeper once in a while. I think the next time I go out I will go with some one so we can spend the Sabbaths together.

I have a great many experiences. One time my horse was thirsty and as I was driving along I saw a pool of water. The horse rushed in and went out of sight. Well, it meant quick active work on my part. I managed to get the horse out, but the buggy was in. The Lord always shows a good canvasser how to get out of trouble. I took the rope used for a halter and pulled it out. I enjoy all the experiences I have.

M. L. IVORY, *Alabama*. Put in 2,000 hours, 41 hours every week for 52 weeks.

I am especially glad to be with you, but I am still gladder to be a canvasser. I am just as glad as glad can be to be a canvasser. You would have hard work to keep me from being one. To Brother Keate and Brother Harrison I owe my success. They taught me how to deliver my books, and keep the money in my pocket. "Sleep on your book, and keep the money in your pocket." I used to have a way of taking a little book along and paying my expenses. Now I will not stop at a place unless they order a big book from me, and if they want to charge me anything when I come to deliver, they can take it out. They have to take their book to get their pay. I not only welcome the books sent me from the Publishing House, but I welcome the bills, and I keep right up with them. Whenever the time comes to send them \$10 or \$50 I am just as glad to send it to them as I can be. Just before Christmas I was at the post-office in Uniontown. It was crowded with people sending dollars and dollars to Jacksonville, Fla., for whisky. I could hardly get in the post-office, but the postmaster said, "Ivory," and I said, "\$35," and he knew where it was going.

I am enjoying the work. I am the happiest man that you most ever saw.

I. W. PEEVY, *Alabama*.

Brethren and sisters, I am proud to be here with you all. First of all I am proud to feel that I am welcome as one of you. I was slow of speaking because I did n't know whether I was welcome or not, and thought I would just feel around and see. Most of the plantations are placed under agents in my territory, so I learn to feel my way, and when I came in here I began feeling my way, and now I feel safe.

I have been canvassing nearly four years, and with the help of the Lord I have six in the truth, under my work, and I am glad for that. I am now living in a trunk. I sold out everything I had,—horse, buggy, and wagon, and all I have left is an oil can. I believe in the bull-dog grip, "take hold and shut your eyes." There has not been a day since I have been in the field that I have been discouraged. I used to order my groceries by the month, and when I began canvassing my wife was very unwilling. But now she is perfectly willing, and she is no trouble in the world. When I have my wife with me I can get into a home quicker. I always stop with a preacher. I get his order and deliver the book and get him to preach it to his people.

When I go to a place I take my wife with me, and leave her in the center while I go on the edge and work towards the center and at night I am at home. I can stay a month in a place, and she ain't any hindrance. She has been, but she ain't now.

During the Spanish War I could n't enlist because of weak eyes, but I thank the Lord I have the privilege of being a soldier now. To-day I can say I am enlisted in this army. I ask an interest in your prayers that I may be faithful. I want every individual that looks me in the face to pray for Peevy.

Bro. H. G. Miller spoke for Sister Billups who failed to reach the convention. He said: "I met Sister Billups about four years ago. I believe she is about seventy years of age.

When I looked upon her I did n't see any beauty about her, but now she has come to be a beautiful homely woman. She took up the sale of small books about four years ago after an institute in Vicksburg. Brother Harrison called it an institute of old colored women; but this year she has worked in all 1,799 hours, has taken orders to the amount of \$1,800, and has delivered \$876 worth."

Brother Harrison said, "When we take into consideration that Sister Billups is an old colored woman who can not read the English language, and that she only worked from about the first of April to the middle of November, I believe this is a remarkable record, and it has not been easy to do it. She has gone through mud up to her ankles, has rode on horseback, and did all this through the grace of God. She can reach her own people, and God has said that colored workers can labor for their own race. That is what she is doing. I thank God that she has taken up this work. We count on Sister Billups as one of our standbys. If she could be here and give her testimony as she did in Vicksburg, it would stir your hearts. She said, 'If God can use me, an old colored woman, surely he can use you young people. The sun never rises finding me in bed. I go to my field, walking sometimes ten miles out and ten miles back and put in ten or twelve hours per day.' It ought to put some of us to shame. One white lady asked her if she thought the colored people would ever get to heaven. She replied as follows: 'I passed by a big pasture. Some of the cattle in it were white, some of them red cattle, some spotted cattle, and some black cattle, but every one of them was cattle.'"

The fifth meeting of the Bookmen's Convention, Jan. 16, 1912, was called to order at 2:30 P. M. by the chairman.

Bro. S. F. Reeder still being absent, topic No. 3, "Some of the Best Methods in Securing Agents" was taken up by Eld. B. W. Brown. He said, "In visiting the churches it is very important for ministers, Bible workers, and all connected with the meeting, to talk canvassing work, or the giving of this message to the world in this generation. It is missionary work of the highest order. As we go from church to church we should hold before the people the importance of doing something to help carry this message. We should present the giving of the printed page with such earnestness that people will believe what we are talking about. Let us understand that a failure on our part to instruct the people to go out with the printed page, will be a great detriment to the work in the conference where we are working."

Bro. E. R. Palmer took up the subject as follows: "God sends us the people who ought to enter the work. The field agent's work is of great importance in this respect. He assumes a great responsibility when he places men in the field to engage in a life work. He should consult with the conference president, and obtain as much help and counsel as he can. As field agents we should not consider it primarily our work to recruit agents. Our great responsibility is to make a success of every one who does enter the work, and when we have done this we have settled fairly well the question of securing a reliable class of recruits. I once knew a field agent who thought his great work was to go from church to church and send out men and women to work. In the months of April and May he sent out twenty-three colporteurs in his conference, and in September he had one left, and it was not because of any training given that he remained, but because that one would not let go. Another will train six men for perhaps nine months, and then come up to camp-meeting with six well-trained successful workers, and he will have a good foundation."

The report of the Committee on Plans was then called for, and the following resolutions were adopted:—

REPORT OF THE COMMITTEE ON PLANS OF THE BOOKMEN'S CONVENTION, JAN. 14-16, 1912

We recommend,—

1. That colporteurs' credentials be given by our local conferences to such colporteurs as have attained to a satisfactory standard in all important features of their work, and that these credentials be granted by the conference in session on the recommendation of the committee on credentials and licenses.

That the following conditions enter into the basis of granting colporteur's credentials:—

- (a) The colporteur should be sound in the truth.
- (b) Proper influence, dress, and manners.
- (c) Faithful and industrious in the use of his time.
- (d) Must sell at least \$500 worth of denominational literature per year.
- (e) Must keep free from debt.

That all colporteurs be placed on trial when first enlisted, with the understanding that they will receive credentials when they have attained to a satisfactory standard.

That all colporteurs who hold credentials be assisted to attend the annual conference, or some other important institute or convention, as may be arranged, by the conference paying the colporteur's entertainment at the meeting, and his traveling expenses both ways.

2. That all territory for colporteurs be assigned under contract, signed in triplicate, copies being furnished by the field agent to the colporteur and to the supply house.

3. That all colporteurs who handle Bibles be required to secure them through our regular supply department.

That all Bibles be sold at prices not in excess of the regular catalog prices of the publishers.

That the maximum prices on all Bibles be 10% to the publishing house, 10% to the tract society, and 25% to the colporteurs, the same to be computed on our retail prices.

That in case certain Bibles are secured at a large discount, the retail prices be reduced so that the per cents for handling them shall conform to the above schedule.

That our publishing houses, field agents, and colporteurs be cautioned against handling Bibles in such a way as to divert them in any degree from their regular work, and that we recommend that no Bibles of shoddy or deceptive quality be handled.

4. That the conferences of this union pay the traveling expenses to the next biennial session of this union, of all colporteurs who deliver one thousand (\$1,000) dollars' worth of our literature during the year 1913, and have paid in full for the same, or have put in 1,600 hours, and that such colporteurs be entertained at the conference at the expense of the Southern Publishing Association.

5. That the financial policy recommended by the General Conference for the publishing department be followed.

6. Whereas the General Conference Committee, in its recent council recommended that our magazine work be placed under the direction of the field missionary agents, to be organized and handled the same as our subscription book work, therefore, we recommend,—

That the plan be adopted as the policy of this Union Conference in the handling of the periodical business, and that it be put into effect as early as possible.

7. That the fifteen per cent allowed on scholarships be divided equally between the schools and the publishing interests.

This being the last meeting of the Convention, the audience arose and sang, "Praise God from Whom All Blessings Flow."

A. F. HARRISON, *Chairman*,
R. HOOK, JR., *Secretary*.

NOW

If you have hard work to do,
Do it now.
To-day the skies are clear and blue,
To-morrow clouds may come in view,
Yesterday is not for you;
Do it now.

If you have a song to sing,
Sing it now.
Let the notes of gladness ring
Clear as song of bird in spring,
Let every day some music bring;
Sing it now.

If you have kind words to say,
Say them now.
To-morrow may not come your way,
Do a kindness while you may,
Loved ones will not always stay;
Say them now.

If you have a smile to show,
Show it now.
Make hearts happy, roses grow,
Let the friends around you know
The love you have before they go;
Show it now.

— Selected.

“STRENGTH for to-day is all we need,
For there never will be a to-morrow;
For to-morrow will prove but another to-day
With its measure of joy and of sorrow.”

Tennessee River Conference

THE OUTLOOK

THE outlook for the work in the Tennessee River Conference was never better than just now. There are more calls for meetings than we can possibly fill for some time to come.

Elder Martin and Brother Powers expect to hold a series of meetings soon in a neighborhood about seven miles from Fountainhead. The interest in this place has been created by the faithful labors of some of the self-supporting workers.

There is another similar interest, also due to the self-supporting school work, in the Meeker neighborhood. Already one man in this neighborhood is fully convinced that he ought to keep the Sabbath. A little encouragement would doubtless bring him to fully take his stand for the truth.

In Elder Martin's neighborhood, near Bon Aqua, the way is fully open for a series of meetings with every prospect that a church could be raised up.

These are only samples of the many openings for work in various parts of the conference. Brethren, the harvest truly is great but the laborers are few. This demands increased faithfulness upon the part of all, both preachers and people.

At the recent session of the Union Conference in Nashville a relief campaign was inaugurated in behalf of the Nashville Sanitarium. About five thousand dollars was pledged by brethren and sisters present at the conference, and upon motion of Eld. W. T. Knox, Eld. E. L. Maxwell was asked to enter upon a campaign in the Southern Union, and in such other territory as may be opened for the solicitation of donations for the purpose of wiping out the entire Sanitarium debt.

Elder Washburn has felt for some time that he ought to respond to a call from Eld. S. N. Haskell to join him in work in Portland, Maine. He is planning to leave Memphis this spring or in the early summer. That the work in that part of the field may not be neglected Eld. E. L. Maxwell, of the Louisiana Conference, has been called to the pastorate of the Memphis church, and has signified his willingness to take up this work as soon as the special campaign to which he has been called by the Union Conference in behalf of the Nashville Sanitarium shall have been completed. It is our hope that this arrangement can be fully carried out, and Elder Maxwell be actually added to our Tennessee River force of laborers.

The prospects for the colporteur work are bright. It is confidently expected that several new colporteurs will enter the book work immediately after the Springville institute, which is to be held in March. Steps are also being taken to revive the church school work not only in this conference, but throughout the whole union. Brethren, let us thank God and take courage. C. P. BOLLMAN.

To the Family of the SOUTHERN UNION WORKER:—

THE following is a quotation from a letter that we have just received from our children in far away India. We know the many friends of Elder and Mrs. Lowry will be interested to know about them, and will want to join in prayer for them. Mrs. Lowry says in her letter dated Dec. 26, 1911, at Nazareth, Tinnevely District, South India: “For some months now I have not been well. I have said nothing about it because I thought it would soon wear off. But most of the time the last month I have not been able to do anything. Brother Shaw has advised me to go to the Hills at once, but I can not decide to leave Gentry alone for fear he will get sick also. I do not suffer to speak of, but seem to be out of strength, and sometimes it is difficult to get sufficient breath. We think we will get a doctor to examine me and see what the real trouble is. Now don't be worried over this, for soon I will get better. The Lord has called us here, and he will take care of us. We are just now where we can be of use to the people.” Elder Lowry writes of her, “Bertha said something in her letter about not being well. I am feeling very much troubled over her condition. I very much fear that there is something serious the trouble. She has very strange symptoms. I am going to arrange in a few days to take her to the doctor and see if we can find out what the trouble is. We will have to go about five hundred miles north. I am almost afraid to have her examined for fear some constitutional trouble will be discovered, which may spell the end of our work in this field for a time, if not for good. I know the anxious feelings you will have when you read this letter, but as Bertha has said, don't get alarmed, for God is over here just as much as he is over there, and is just as able to protect us. I think that if it will be for his glory for us to stay here and labor in this heathen land, he will give strength and health for us to do so. If not, then his will be done. Sometimes Bertha gets up in the morning feeling quite well, but before night gets so weak that she can not walk over two or three hundred yards without giving out completely. Brother ——— is somewhat of a nurse and has had some experience, but he seems to know nothing of her case. We will write to you as soon as we learn something definite. Pray for us over here, that we may be kept from the many dangers that are all around us.

“Your Children,

GENTRY AND BERTHA.

Will not the SOUTHERN UNION WORKER family join with us in this request for prayer Sabbath, Feb. 3, 1912?

W. R. BURROW.

THE NASHVILLE SANITARIUM

We believe that all our readers will rejoice to know that there are brighter prospects before this institution. It is well known that for some time past it has not been in that flourishing condition which ought to characterize every institution of the Lord's planting. Its patronage has not been large, and its finances have not been in the best condition. Some have doubted whether the Lord was pleased with its establishment and location.

But there is no longer any ground for such misgivings. Considerable time was devoted to its interests by the conference, and on one occasion when it was being considered a testimony was received from Sister White saying that it was established, and its location selected, in harmony with the will of the Lord, and that his people should rally to its support and maintenance. We expect to publish this testimony in full a little later. Suffice it now to say that it inspired every heart with confidence and a desire to help put it on its feet. More than \$5,000 was subscribed by the brethren attending the conference to pay off its interest bearing debt, and Elder Maxwell, with the approval and co-operation of the General Conference, has been appointed to solicit funds from our brethren in the South, and elsewhere, sufficient to cancel the remainder of its indebtedness, which we believe he will be able to do within a reasonable time. Sister White sent her check for \$100 along with her testimony.

Effort is also being made by the General Conference medical department to secure a competent physician of experience in sanitarium work to take charge of the institution. Different names have been mentioned, but it is not yet certainly known who will fill the place. A change of managers is also probable, but of this we can not speak definitely now.

Several new patients have been received during the past two weeks, all of whom are doing well under the care of Dr. Haysmer, and seem to be contented. The daughter of Eld. B. W. Brown, of Kentucky, who was operated on a short time ago for appendicitis, made a rapid and excellent recovery, and returned home with her father last Sunday.

During the conference the Sanitarium entertained a number of visitors and workers, who in turn conducted worship and gave interesting talks which were appreciated by both the family and the guests.

KENTUCKY MISSIONARY REPORT

For Quarter Ending Dec. 31, 1911

Number of missionary visits made.....	20
Hours spent in Christian help work.....	25
Number of sick persons assisted.....	3
Number of treatments given.....	1
Number of meals provided.....	1
Articles of clothing given away.....	8
Number of tracts loaned or given away.....	10
Total copies of all our papers received.....	2
Number of papers loaned, mailed, or given away.....	20
Retail value of all literature given away.....	\$2.00
Number of periodicals sold.....	5
Retail value of all literature sold.....	\$6.60
Bible readings or cottage meetings held.....	11
Number attending the Bible readings.....	16
Amount given to help the poor.....	\$25

LULA E. SHAFER, *Secretary.*

SMALL service is true service while it lasts,
The daisy, by the shadow that it casts,
Protects the lingering dewdrops from the sun.

—Wordsworth.

CANVASSING REPORT FOR THE SOUTHERN UNION CONFERENCE

For Week Ending Jan. 19, 1912

ALABAMA CONFERENCE*							
NAME	Book	Hrs.	Ords.	Value	Helps	Total	Delivered
W M Nance....	CK	55	46	\$69 50	\$14 00	\$83 50	\$48 50
M L Ivory.....	BF	38	7	10 50	2 75	13 25	19 75
S S Guilford....	BF	41	16	22 50	3 50	26 00	4 75

KENTUCKY CONFERENCE

D C Ray.....	BF	31	9	9 00	25	9 25	25
C R Millar.....	BF	40	24	24 00	6 75	30 75	1 25
Mrs H Greenfield	BF	5	2	2 50		2 50	3 50

MISSISSIPPI CONFERENCE

H C Balsbaugh	CC SC	25	25	20 90		20 90	5 30
W H Haddon....	BF	8	7	9 00	2 00	11 00	75
J S Fry.....	BF	32	14	14 50	9 25	24 75	5 75
L A Fry.....	CK	19	13	19 50	6 25	26 00	3 25
Ida Harold		3			3 00	3 00	3 00
Louise Jackson ..							25
Willie Cobb....	BF	38	27	30 50	8 50	39 00	2 25
John Hampton ..	BF	41	37	40 00	4 75	44 75	4 75
Ella Johnson ...	BF	14	18	22 50	75	23 25	

TENNESSEE RIVER CONFERENCE

A C Williman....	CC	20	5	17 00	4 25	21 25	5 00
C E Morphew....	BF	66	36	40 50	10 75	46 00	9 50
Mrs C E Morphew	BF	27	17	17 00	1 25	18 25	
J S Moore.....	sofP	18	1	1 50	50	2 00	2 00
W M Fee.....	MISC		15	13 00		13 00	7 50
Eugene Sykes ...	PG	59	5	15 00	13 50	28 50	6 00
Curt Payne ...	D&R	25	8	22 00		22 00	14 50
R H Hazelton....	BF	25			2 25	2 25	32 25

SUMMARY

Alabama Conf* ...	134	70	102 50	20 25	122 75	73 00
Kentucky Conf	76	35	35 50	7 00	42 50	5 00
Louisiana Conf	No report					
Mississippi Conf ..	181	141	156 90	34 50	192 65	25 30
Tenn River Conf..	240	87	126 00	18 90	149 50	77 00

Totals 131 233 \$420 90 \$80 75 \$507 40 \$180 30

*For two weeks.

MAGAZINE AGENTS' REPORT

For Three Weeks Ending Jan. 20, 1912

TENNESSEE RIVER CONFERENCE

Wm. J. Keele, Memphis.....	7	317	\$31 70
J. A. Fry, Nashville.....	5	30	3 00
Lee McAlexander, Nashville.....	5	19	1 90
Total			\$36 60
Wm. J. Keele, Memphis, 2 Yearly Subscribers.....			\$2 00

KENTUCKY CONFERENCE

Milton Jones	4	13	\$1 30
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TACT is that rare quality which ever acts wisely and discreetly. It is courteous and refined, and embodies many virtues. It is, from every point of view, a very desirable acquirement. It disarms prejudice and jealousy. With it, the politician can soothe the ruffled feelings of his opponent. In home life, it possesses a charm of manner which captivates all hearts. By its use breaches are healed, the jagged edge of friction becomes smooth, words of anger become words of love, and where discord reigned, there are harmony, peace, and happiness.—Henry Lee.

SOUTHERN UNION WORKER

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NOTICE TO CORRESPONDENTS

THE temporary appointment of Eld. W. M. Crothers to the editorship of the WORKER to succeed Mrs. M. H. Crothers, was confirmed at the recent session of the Southern Union Conference held in Nashville. Please note this change, and in the future address your correspondence accordingly.

The appointment of Sister Crothers to the matronship of the Nashville Sanitarium has also been confirmed, and all mail intended for her should hereafter be addressed to the Sanitarium, Station 5, Nashville, Tenn. C. F. McVAGH.

IN this week's WORKER is given the remainder of the proceedings of the Bookmen's Convention.

Several numbers of the WORKER will probably be required to give a full report of the Union Conference proceedings, much of which is not yet ready for publication. All of our readers will be anxious to learn about some of its more important actions, such as the election of officers, the distribution of labor, etc., but as some of these matters are dependent upon certain adjustments being made in other parts of the field, no definite announcement concerning them can as yet be made. Suffice it now to say that some changes are contemplated which we hope, if they are made, will prove to be for the best interests of the work and also the workers affected by them.

A SUCCESSFUL LIFE

To do something for some one else, to better the world, in however slight a degree, to shed light upon some obscure and useful truth, to point the way, to forget self, to follow at however great a distance in the footsteps of Him who even upon the cross prayed, "Father, forgive them; for they know not what they do," is, I firmly believe, what really leads to, and, if accomplished, actually constitutes true success in life. — F. W. Fitzpatrick, in *January Life and Health*.

THE large number of our readers who are called to work with and for children in our Sabbath-schools and children's meetings, will greatly appreciate the series of lessons on "Character Sketches," beginning in the February issue of the *Sabbath-school Worker* and continuing through the year. Any one of these lessons will represent a value far in excess of the cost of the *Worker* for a full year.

Now is now here, but to-morrow is nowhere.

BIRMINGHAM INSTITUTE

THE Alabama Book and Paper Workers' Institute will be held in Birmingham, February 2-12, beginning on the morning of the second. All features of the book and paper work will be carefully considered.

Eld. E. G. Hayes will conduct a series of Bible studies. Following are some of the subjects he will consider: "Nature of the Prophecies Relating to the First and Second Advents of Christ;" "Lessons from the Law of God;" "The Sanctuaries—Earthly and Heavenly;" "The Two-Thousand-Three-hundred-day Prophecy;" "The Covenants;" "Becoming Partakers of the Divine Nature;" "God's Message for To-day."

A course of studies on the "History of the Reformation" will be given by Helen M. Keate. She will endeavor to show what a great influence literature has had in the past in giving the gospel to the world.

We hope that as many as possible of our people will attend this meeting. The railroad fare of the regular canvassers will be paid to the institute and from there to their fields of labor. Room and cot will also be provided, but each one will be expected to bring his own bedding.

The writer would be pleased to hear from all who are thinking of taking up this important line of the Lord's work.

Fort Payne, Ala.

R. I. KEATE.

THE 1912 TEMPERANCE INSTRUCTOR

THE *Instructor Temperance Annual* will be dated March 5 and ready to mail before that date. It will eclipse any previous Temperance number in both appearance and contents. The circulation of past Temperance numbers of the *Instructor* has steadily increased as follows: 1908, 50,000 copies; 1909, 110,000 copies; 1910, 210,000 copies; 1911, 340,000 copies.

Will it be reasonable to expect that the circulation of the 1912 number will reach a circulation of 500,000 copies? We sincerely hope that the believers in the Southern Union Conference will contribute their share toward such a result.

THE January-February number of *Christian Education* contains much that all of our readers ought really to have the privilege of studying. We quote the following bearing upon the question of reading the works of good writers:—

"We must get outside of our own small circle of thinking, and consider what other men and women have thought, and said. What a man sets down in cold print for his contemporaries and for subsequent generations to read, may be safely said to be the very best he has to give. Reading the best thoughts of others is a powerful stimulus to our own thinking. By communing with the best minds, our tastes are formed. We do not expect all the product of any one mind to be all good; 'there is none that doeth good' only; but with the Supreme Book our touchstone of truth, and experience our guide, we may separate the wheat from the chaff as on the summer thrashing-floor. In truth, this very exercise whets our wits, thickens our judgment, and stimulates enjoyment in a higher type of culture."

NOTICE

THE annual canvassers' institute for Mississippi workers will be held from February 13-23.

The place will be announced next week. Board, room, and instruction will be furnished free. I trust a goodly number will plan to attend. H. G. MILLER, *Field Agent*.

Jackson, Miss.