



SOUTHERN UNION WORKER

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

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SOUTHERN PUBLISHING ASSOCIATION

Report of the Manager and Treasurer at Its Annual Meeting, Jan. 18, 1912

THE annual legal meeting of the Southern Publishing Association convened at the appointed hour on Jan. 18, 1912, in the church-school building, North Nashville.

On motion C. F. McVagh was appointed chairman and L. A. Smith, secretary.

The following list of members of the constituency of the Association were reported present:—

K. C. Russell,	H. E. Simkin,	A. F. Harrison,
Chas. Thompson,	C. B. Stephenson,	R. Hook, Jr.,
W. H. Branson,	P. G. Stanley,	David Voth,
G. W. Wells,	W. R. Burrow,	E. G. Hayes,
W. W. Eastman,	B. W. Brown,	M. F. Knox,
V. O. Cole,	E. L. Maxwell,	A. J. Haysmer,
C. P. Bollman,	E. H. Rees,	C. F. McVagh,
W. A. Wilcox,	G. F. Watson,	L. D. Randall,
E. R. Palmer,	W. S. Lowry,	L. A. Smith,
W. H. Williams,	J. I. Taylor,	W. T. Knox,
H. M. Hiatt,	F. R. Rogers,	W. A. Harvey,
L. A. Hansen,	W. A. McCutchen,	G. W. Dortch,
R. Hook, Sr.,	R. L. Pierce.	

On motion the chair was empowered to appoint the usual committees, and announced the following:—

Committee on Plans: R. L. Pierce, C. P. Bollman, V. O. Cole, R. Hook, Jr., W. W. Eastman.

Committee on Nominations: C. B. Stephenson, J. I. Taylor, E. L. Maxwell, A. F. Harrison, W. H. Williams.

E. L. Maxwell of the Louisiana Conference having submitted to the Union Conference Committee a claim for damages, it was voted that this claim be referred to the Committee on Plans of the Publishing Association.

The report of the Business Manager, R. Hook, Jr., was then called for and presented.

MANAGER'S REPORT

It is always encouraging to be connected with a work that is growing and making progress, and especially so when the work we are engaged in is of heavenly origin. The work we are doing contemplates the giving of the message of a soon coming Saviour to the world.

Our books contain the truth for this time; hence the office force and canvassers are engaged in doing a sacred work, and one which the Lord has said is missionary work of the highest order. So brethren and sisters, we should not be surprised at the results of our year's work and that it is possible in my report to-day to say that the work is onward, and that we see results accomplished that are far ahead of last year, so that instead of a loss on operation for the home office, we can report a substantial gain.

As we look back over the events of 1911 we see many

things to encourage us. Battles have been fought and victories won. The year has not been one of pleasant things only, but we have had many things to perplex and worry. During the first five months of the year our business was almost a minus quantity. But owing to the fact that skilled and consecrated laborers are extremely difficult to obtain, we were obliged to retain the entire force in order to be prepared to meet emergencies, such as a sudden increase in the volume of business, which was hoped for and was likely to occur on short notice. During this dull season, with no financial income, we were many times placed in extremely embarrassing situations financially. However, out of it all the Lord has brought us safely through and our needs have always been provided for one way or another.

When we look back over the history of this people we find that our experience has been no different from that of the early pioneers. Sometimes I have thought that our perplexing financial problems have often been a blessing in disguise. They have caused us to seek the Lord more earnestly for wisdom, and to examine ourselves to see if there was anything in us that had brought these perplexities upon us. As we look back over the experience of Elder Bates, we learn that he spent \$11,000 in giving the first message and commenced publishing the first Sabbath tract with only a York shilling. At times, we understand, he was without any money at all with which to meet his bills, and that one day a letter came in containing \$10, after which the money always came as the bills became due, and the last bill was paid by one H. S. Gurney receiving \$100 in payment of an outlawed note.

Sister White at that time said, "Go forward publishing in this line of work and expect God's providence to open the way as you advance." And this has surely been the experience of the Southern Publishing Association during the years that it has been in operation. Many times during this past year and in the years previous, I have felt like stopping our work for a time that we might offer thanks to the Lord for the help which has always come just in the nick of time.

The last six months of the year have abundantly made up for the dull season experienced during the first half. Our entire manufacturing department has been working overtime almost continually since the month of June. Our canvassers all over our territory have met with unusual success. The Lord has surely cared for his people. God's providence has opened the way for the circulation of our literature. Brethren and sisters, let us take courage and determine that the year 1912 will mean one of even greater advancement in this work than the one just closed.

We will now take a hurried glance over the year's work. The rush of business which came in the latter part of June and July made it necessary for us to install two new Miehle presses. By exchanging two old presses, which were doing very unsatisfactory work, it reduced the cash outlay on the

new machines to \$2,810, for which we gave notes of \$70 each, due each month until fully paid. These notes were spread out over several years. But a few weeks ago we sent a check to the Miehle Company anticipating all of the notes, and at this time take pleasure in reporting that our real estate, plant, and machinery, is all fully paid for.

In order to take care of the increased business and to more thoroughly systematize our work, we have erected a 24 x 30 foot addition to our warehouse building. This building will be used entirely for the storage of bound books, and in order for it to bring the results which we anticipate it will be necessary for our field men to agree at this meeting as to what standard books they will handle during the year — that is, the books which will have the leading sale. If our brethren will do this it will enable us, as soon as the conventions are over in our territory, to order the stock to run large editions of them. By ordering stock in large quantities we get a much better price from the manufacturers which will be quite a saving to the business. Besides it will enable us to keep our factory running on regular stock that will be used when the busy season comes on; thus avoiding the necessity of night work during the summer and fall months.

We are glad to report that the publication of juvenile books has been given consideration during the past year, and at the fall council definite action was taken voting this office the sole publication of "Best Stories," "Gospel Primer," "New Testament Primer," and "Christ Our Saviour." This means that the Southern Publishing Association will publish these books for the entire United States and Canada, and is in harmony with the recommendations passed by the publishing department in College View in 1909. This will give us considerable more work, and will be a great help to the institution as a whole.

During the busy season we have run on an average of fourteen to sixteen hours per day, and we have always been running from hand to mouth. Oftentimes large orders for books have come in and the order would be held up until they were bound; thus compelling us to ship out green books, which you can readily see is far from good business judgment. Now if our brethren will unite in planning their work before leaving this meeting, it will enable the Publishing House to effect a very large saving in manufacturing cost. It is our plan to fill our new book warehouse with cased lots of books which will be used most largely in our field. We will then be ready to anticipate any orders that might come in, and our employes will be kept going on regular work during the dull season. Heretofore there has been an element of uncertainty about our work, so that we have been unable to place intelligent binding or printing orders because we did not know just what books our canvassers would be using the most of.

During the year we have purchased a new wagon. This vehicle has two tons capacity, and will greatly facilitate our work during the busy season when our shipments are always very heavy.

The past year we have found it necessary, because of the dull times during the first five months, to borrow large sums of money in order to tide us over. The first half of the year was largely non-producing, and when the large orders came in in June and July it compelled us to order a large amount of paper, leather, ink, and other material with which to produce the books to supply the needs of our canvassers. A soldier in the field is not of much account unless he has plenty of ammunition with which to carry on the fight. Our work during June and July was carried on largely on faith. We knew that the Lord was interested in the circulation of our literature. From a human standpoint, however, we had no means with which to pay these large invoices for stock and

material. We did have confidence in our Lord and Master, and so we made a superhuman effort to raise money with which to pay for the stock when the bills should come due. You will understand that large returns do not come in on our business until the late fall, so that we had several months of very perplexing financial strain. We borrowed from the local banks \$5,500, and we are glad to say that the Lord did take care of his faithful workers in the field and gave them unbounded success, not only in taking orders, but in making in many instances, 100% deliveries; and when returns began to come in they reached us just in time and the money was quickly distributed to the various open accounts. Our Fort Worth Branch broke the record by sending us a \$10,000 check in October. This is the largest single remittance ever received from any branch office. Our Atlanta Branch has also done nobly, and it is a common occurrence to receive remittances of \$1,000 and more at one time from its manager. Our tract societies were also faithful in passing on their collections to the home office, so that we are able and glad to report that at the close of business December 31, our bank loans were all fully paid, in one instance the note being anticipated thirty days, and that our open accounts are smaller than ever before in our history. During the past three months we have been enabled to take discount on our bills. This has meant considerable to the office as shown by the earnings of the discount account in the treasurer's statement which will be read later.

The cashier of one of the leading banks in Nashville in writing to us upon the payment of the last loan at their bank, says: "I am to-day in receipt of your favor of the 29th enclosing a check for \$1,000 to care for your note of like amount which will mature on January 1. I am enclosing the old note properly cancelled and notice that taking up this loan enables you to start the new year without indebtedness. It must be indeed a good feeling to have your institution on such a splendid basis. Trusting that you will call on us whenever we can be of service to you, and thanking you for your business, I wish to remain,

The cashier of the same bank in writing says: "We are delighted to serve you, and trust that you will feel free to call on us when you are in need of funds."

Brethren, I believe the Lord has better things in store for his institutions. Our credit is established as never before; and if, during this new year, it should be necessary, as it undoubtedly will be, to negotiate new loans with which to carry on our business, we shall have no trouble in securing all the money that will be needed to properly safeguard our credit and secure discounts, which are a large earning factor in any well regulated business.

During the year we have printed 90,000 subscription books, 15,200 trade books, and 80,000 juvenile books; making a grand total of 185,200 books printed. We have bound 80,000 subscription books, 5,500 trade books, and 55,000 juvenile books; making a total of 140,500 books bound. During the year we have turned out 16,100 gilt, and 21,700 marble edge books. To print the large number of books listed above has required the purchase of eleven carloads of paper. The above figures are from the standpoint of the factory.

The figures furnished by our sales department show that we have sold during 1911, 71,917 subscription books, 70,299 juvenile books, and 34,199 40% trade books, etc.; making the total number of volumes sold during the year, 176,405.

In order to handle this large business our wagon has made 494 trips to the city. The total sales from this office have been of sufficient volume to fill twelve freight cars and show a total weight of 141 tons. Total retail value of books sold during 1910, \$161,566.71. In 1911, \$191,185.85, or a gain over last year of \$29,619.14. At this point it might be interesting

to the constituency to see a comparison of sales during the past five years:—

1907	\$137,451.90
1908	113,231.94
1909	140,892.03
1910	161,566.71
1911	191,185.85

You will notice that the last three years have shown a steady increase. According to our records, Seventh-day Adventists have not lost any of their zeal in distributing tracts, for we find that during the year we have sold 3,961,040 pages of them.

While we have much reason to thank the Lord for the success which has attended our book sales, we find that we have much to encourage us in the way the *Watchman* is taking with our people. During the year we have printed a total of 329,000 copies, and sold at regular rates 299,800. The number sold by agents is 211,000. The total number of actual subscriptions is 4,800. Our ledger shows that the income from the *Watchman* for 1910 was \$11,573.98; for 1911, \$14,749.39. Our report therefore this year is surely one of progress along all lines.

Our bank deposits during 1910 amounted to \$107,174.13, while for 1911 they show \$123,767.41,—an increase of \$16,593.28. While the financial statement shows Bills Payable account has increased \$243.62, yet since our books have been closed we have paid off another thousand dollar note, which, for the first time in the history of the Southern Publishing Association enables us to show a reduction in the Bills Payable account.

Our wholesale book sales for the year have been \$70,618.47; *Watchman* sales, 1909, \$9,829.85; *Watchman* sales, 1910, \$11,573.98; *Watchman* sales, 1911, \$14,749.39. December 31, 1910, we owed on open accounts, \$2,195.69. December 31, 1911, our accounts payable was reduced to \$1,345.27.

During the year we have worked an average of fifty-three hours per week with an average number of fifty-four employees.

To handle the immense business done we have purchased material of all kinds to the amount of \$24,368.33.

Our sales to branches at wholesale rates are as follows:—

New Orleans	\$ 3,110.86
Atlanta	10,793.74
Fort Worth	17,680.34

Brethren, we seem to have passed the divide. We are on the up grade; and I trust that from now on the Southern Publishing Association in its annual statements will continue to show our notes payable account, which has been such an octopus to our work, gradually reduced until we stand clear of debt and the earnings from the Association can be used in furthering missionary interests in the fields abroad and at home. The blessing of God has truly been with us during the past year. A number of the office family have taken their stand on the Lord's side. We have a loyal force of workers, and while we have worked long hours during the past six months I have not heard any murmuring. Each one has stood by his post of duty and as the result we have been able to fill all orders without any serious delays to the workers in the field. For a time it looked as though our canvassers would be seriously inconvenienced by the strike which affected the Illinois Central Railroad. This strike caused considerable delay to our workers in Mississippi. The Southwest has experienced another severe drouth but notwithstanding all of these things the Lord has brought victory and his blessing has been added a thousand-fold to the efforts put forth.

"This one thing I do, forgetting those things which are behind, and reaching forth unto those things which are before, I press toward the mark for the prize of the high calling of God in Christ Jesus." In Testimonies, vol. 9, p. 231, the Lord gives us this instruction: "If Christians were to act in concert, moving forward as one under the direction of one power for the accomplishment of one purpose, they would move the world."

The splendid results which we are reporting here this morning have been accomplished by a few faithful ones who have accepted the above statements in implicit faith, and the Lord has certainly enabled them to do most wonderful things. In view of the success which has attended our work I have been studying the "Great Second Advent Movement," in which on page 275 I read under the heading, "Doubtful from a Human Standpoint":—

"These predictions were made in 1848 concerning the rise and spread of the Sabbath truth. To look at the situation from a human standpoint at that time, reason would say, 'That prediction can never be fulfilled.' One man remarked to one of our laborers soon after the prediction was made, 'It will take you 144,000 years to do what you propose.' 'What!' they would say, 'three preachers—Elder White and wife, and Elder Bates—all penniless, with less than one hundred adherents, all of whom are destitute of money, going forth with a few hundred copies of an eighty-page tract on the Sabbath question, to give a warning message to all the world! Preposterous assumption!' While those thus reasoning said, 'Impossible,' faith in the message and the testimony of assured success said, 'In the name of Israel's God it will be done; and trusting in his strength it must be done.'"

The world is still saying it is impossible for the remnant people to warn the world in this generation. But, brethren, have we not seen demonstrated before our eyes what wonders can be accomplished by a few consecrated individuals? Let us take courage; let us determine in our hearts to have more faith in God and his promises, and let us use as our watchword for the coming year, "In the name of Israel's God, it will be done, and trusting in his strength it must be done." Brethren, a mighty work has been assigned to us, and without the help of Israel's God it will be impossible to succeed; for what has been accomplished has been done by the help of God himself and without him we can do nothing.

Before taking my seat I wish to present a few recommendations which I believe are for the best interests of the publishing work in this field. I believe that we will make an advance move if we take time to consider some definite policies at this meeting, with a view to more thoroughly systematizing the work in the field, and by so doing greatly help the work in the office.

1. In the past we have been unable to plan our work sufficiently far ahead to have a good stock of books on hand in case of an emergency. In other words we have been living from hand to mouth, as it were. We rely almost entirely upon the canvassers' reports which are sent in at the end of each week. Oftentimes these reports give the date of delivery so near at hand that it would be impossible for the Publishing House to lay in a large enough stock to meet the demand without working overtime and greatly hurrying. You can readily see that this hurry and these long hours are very detrimental to the work as a whole. Now I have thought that it would be possible for us to carefully plan the year's work and agree here upon a definite policy with a view to selecting the books that will be used as leaders. For instance if we knew for a certainty that the workers in the Southern Union Conference were going to put their best efforts upon "Great Controversy," "Bible Footlights," "Daniel and the Revelation," "Coming King," "Bible Readings," and

"Past, Present, and Future," we could act intelligently and begin manufacturing these books during the dull season, stocking them for later delivery; thus effecting a large saving in manufacturing cost and eliminating the possibility of a shortage of books at a critical time, and consequently disappointment to the canvassers. There are usually four or five months in the year that we do not have sufficient work to keep our plant running on full time. The remainder of the year we are most always rushed to the limit, putting in about fourteen hours per day. This means a great physical strain upon our workers. It means oftentimes that green books have to be shipped out when the glue is hardly dry; thus bringing discredit upon the home office and its workers; for our brethren in the field can not always see conditions as they are at the factory.

I would respectfully recommend that the committee on plans give careful consideration to this question and that some definite action be taken before this body adjourns.

2. At the fall council of the General Conference Committee at which the publishing department was well represented, it was recommended that the field missionary agent act in the same capacity for the magazine work. It is apparent to all that there is a real necessity for the periodical work to be placed on a firmer foundation and far more aggressive efforts to be put forth to increase the sale of the *Watchman* and other periodicals. Therefore I favor the plan suggested by the General Conference and recommend its adoption throughout our territory.

3. We are in great need of a suitable office building, as the present arrangements are far from satisfactory in many ways. One of the most important conditions is the increased fire hazard caused by the present frame building being so close to the factory. At the present time we have \$15,000 worth of books and tracts stored in the frame building. If it ever catches fire it will mean a total loss, and in all probability the fire will be communicated to the main building, or factory. Our offices and shipping room are ill adapted to the immense amount of work which we have to care for. It was expected when the brick building was first erected that an office building would be put up as soon as funds would permit. There have been the best of reasons for delay in the past, but I verily believe that the time has now come for us to act. We have given this matter consideration from time to time, and, if approved by this body, it is our plan to move the frame building at least fifty feet from the brick, thus greatly reducing the fire hazard, and I am sure that by so doing we can effect a saving of several hundred dollars.

At present we are paying out about \$1,400 per year for insurance on our plant as a whole. Some of the brethren have thought that if the frame building was moved and a brick structure erected in its place, that we could possibly cut down our insurance one half. If that were done, and I am not sure that it would not be wisdom to do so, we could save at least \$700 per year on insurance alone. In an effort to reduce our insurance rate we have installed the Tennessee District Telegraph watch clock system which compels us to keep a day and night watchman on duty whenever the plant is not in operation, so that we now pay out, for a Sunday watchman alone, \$189 per year and the watch-clock system costs us \$96 per year. Taking these three items into consideration a saving of \$985 would be effected. I am not ready to say that it would be advisable for us to cut our insurance in half, provided the contemplated change was made; for I feel that we should always carry sufficient insurance to protect our creditors, and our book stock should, of course, always be fully insured. When we make our financial reports to the Dun, and Bradstreet Commercial Agencies they are

always particular to inquire how much insurance we carry, and such information is passed on to the wholesale houses with whom we do business. Hence it may not be wisdom to cut down our insurance to such a low figure as suggested above; but I shall be glad for the counsel of the brethren, and would respectfully recommend that this body give careful consideration to our needs and that we be given permission to go ahead with the new building. Respectfully submitted,

SOUTHERN PUBLISHING ASSOCIATION,
R. HOOK, JR., *Gen'l Mgr.*

The report of the Treasurer was next called for and presented, as follows:—

FINANCIAL STATEMENT OF THE SOUTHERN PUBLISHING ASSOCIATION, FOR THE YEAR ENDING DECEMBER 31, 1911

ASSETS	
Money on hand and in banks.....	\$ 979.56
Bills Receivable	2,068.14
Due from Conferences and Tract Societies.....	4,640.96
Due from Other Institutions.....	8,706.02
Personal Accounts	8,800.23
Real Estate, Buildings, and Plant.....	57,781.14
Supplies,—Raw Materials and Manufactured Stock	44,334.49

Total Assets Home Office.....\$127,310.54

Branch Offices

Atlanta	\$ 5,759.00
Fort Worth	17,991.97

Branch Office Assets..... \$ 23,750.97

Total Assets

\$151,061.51

LIABILITIES

Bills Payable (Within the Denomination).....	\$ 88,504.55
Annuities	3,000.00
Deposits	4,387.37
Institutions, Publishing Houses, Etc.....	2,816.79

Total Liabilities, Dec. 31, 1911.....\$ 98,708.71

Present Worth, Dec. 31, 1910.....\$36,583.70

Donations and Profits..... 15,769.10

Pres. Worth, Home Office, Dec. 31, 1911 \$ 52,352.80

Respectfully submitted,

R. HOOK, JR., *Treas.*

On motion the report of the Manager and Treasurer were accepted.

The reports from the Branch Houses were called for. Bro. R. L. Pierce submitted the following report for the Fort Worth Branch:—

FINANCIAL STATEMENT OF THE SOUTHERN PUBLISHING ASSOCIATION, WESTERN BRANCH, FOR THE YEAR ENDING DEC. 31, 1911

RESOURCES

Cash on Hand.....	\$ 2,041.34
Merchandise (Inventory)	11,108.36
Furniture (Inventory)	634.65
Expense (Inventory)	125.10
Insurance (Inventory)	90.00
Rent (Inventory)	6.60
Due from Tract Societies.....	3,238.06
Due from Southern Pub. Ass'n, Nashville..	1,516.17
Due from Individuals and Firms.....	177.75

Total Resources

\$18,938.03

LIABILITIES	
Accounts Payable to Individuals.....	\$201.72
Accounts Payable to Publishers.....	744.34
Total Liabilities	946.06

Present Worth, Jan. 1, 1912.....	\$17,991.97
GAINS	
Old Accounts Paid in (2).....	\$ 27.49
Discounts	105.42
Merchandise	10,527.01
Total Gains	\$10,659.92

LOSSES	
Commission to Conferences.....	\$ 527.88
Drayage	120.20
Expense	2,406.73
Freight	2,182.59
Furniture (Depreciation)	124.56
General Agents' Expense (1/2).....	695.28
Insurance	102.55
Postage and Express.....	367.82
Rent	240.00
Scholarships	37.72

Total Losses	6,805.33
Net Gain	\$ 3,854.50
Net Investment, 1911	14,137.38

Present Worth, Jan. 1, 1912.....\$17,991.97
 Respectfully submitted, R. L. PIERCE, *Mgr.*

I have duly audited the books of the Western Branch of the Southern Publishing Association for the year ending Dec. 31, 1911, and find them correct and in accordance with the above financial statement.

(Signed) HARRY H. HAMILTON,
Auditor S. W. U. Conf.

Fort Worth, Texas, Jan. 2, 1912.

On motion the report was accepted.

Bro. L. D. Randall submitted the following report of the Atlanta Branch:—

FINANCIAL STATEMENT OF THE SOUTHERN PUBLISHING ASSOCIATION, ATLANTA BRANCH, FOR THE YEAR ENDING DEC. 31, 1911

RESOURCES	
Merchandise, per Inventory.....	\$6,113.62
Expense, per Inventory.....	209.88
Fuel and Light, per Inventory.....	1.19
Furniture and Fixtures, per Inventory.....	644.90
Postage Stamps and Stamped Env. on Hand	63.20
Unexpired Insurance	26.04
Accounts Receivable	3,930.72
Cash on Hand and in Bank.....	998.37

LIABILITIES	
Accts. and Deposits Payable to Individuals	\$ 458.14
Due to Review and Herald and Pacific Press	193.43
Due to Southern Publishing Ass'n, Nashville	5,577.35
Present Worth, Dec. 31, 1911.....	5,759.00
Total	\$11,987.92

\$11,987.92 \$11,987.92

LOSSES	
Express and Freight.....	\$1,068.02
Fuel and Light	16.28
Insurance	105.77
Postage	305.25
Labor	1,678.49
Rent	171.60

Drayage	135.50
Miscellaneous Office Expense.....	294.95
Furniture and Fixtures, Depreciation.....	32.03
Commission to Conferences.....	1,745.19
Personal Accounts	64.51

GAINS	
Discounts	\$ 11.87
Merchandise	8,026.84
Net Gain	2,421.12
Total	\$8,038.71

Present Worth, Jan. 1, 1911.....	\$3,337.88
Gain in operation.....	2,421.12
Total	\$5,759.00

Present Worth, Dec. 31, 1911.....\$5,759.00
 Respectfully submitted, L. D. RANDALL, *Mgr.*

On motion the report was accepted subject to audit. By a rising vote all the foregoing reports were adopted.

On motion the meeting adjourned to meet at the Fatherland Street church on the same date at 2:30 P. M.

The meeting resumed at 2:30 P. M. at the Fatherland St. church, and on motion a recess was taken until 3:30 P. M. to give the committee opportunity to prepare their reports. At 3:30 P. M. the meeting was called with Eld. Chas. Thompson in the chair.

The committee on nominations presented the following report:—

Your committee appointed to nominate directors would submit the following names for candidates for the term of two years: G. F. Watson, R. Hook, Jr., C. F. McVagh, W. W. Eastman, C. P. Bollman, W. A. Harvey.

C. B. STEPHENSON, *Chairman.*

On motion the report was adopted by the consideration of each name separately.

The committee on plans presented the following report:—

Your committee on plans would respectfully recommend,—
 1. That the resolutions as passed by the Bookmen's Convention, so far as they affect the publishing interests, be adopted by this association and carried out to the best of our ability.

2. We further recommend that the board be authorized to erect a suitable building to be used for office, storage, and shipping purposes, to be of brick construction, at a cost not to exceed \$6,000.

R. L. PIERCE, *Chairman,*
 R. HOOK, JR., *Secretary.*

On motion the report was adopted.

The report of the committee on plans not having mentioned the matter of the claim for damages presented by Elder Maxwell, the latter again brought the subject before the meeting, and on motion it was voted that the Southern Publishing Association surrender to the Louisiana Conference its equity in the New Orleans property upon the purchase of which the claim for damages was based.

On motion the meeting adjourned, sine die.

C. F. McVAGH, *President,*
 L. A. SMITH, *Secretary.*

Kentucky Conference

A FEW days ago I received a letter from Sister Alice Reynolds, of Owensboro, in which she tells of the good work she is doing with our magazines in her home town. As I read it, I was impressed with the thought that there are many other sisters who could do as much or more in their home towns.

Sister Reynold's health is such that she can not get out and rough the weather and put in full time. But she perseveres and does what she can.

She writes: "If my health permits I intend to keep up a standing order for fifty *Watchman* per month. I am also working up an interest for *Life and Health*. The people are asking questions, and I have had some blessed experiences. One *Watchman* and *Life and Health* customer said to me that her husband is deeply interested in the former, and that she wanted me to bring her a copy of 'Bible Footlights.' I had one with me and let her have it.

"Another customer asked if I had any book that explained the Bible. I showed her 'Bible Footlights' and sold her a copy."

Sister Reynolds sold the *Watchman* in Owensboro before it was published in the magazine form, and had a number of regular customers for it. After an absence of some time she has returned and started the work again. Not only are they interested in the *Watchman*, but a demand is being created for our books, as the Testimonies say, and Sister Reynolds has sold a number of them.

We ought to have an agent in every city in this conference. Many of our sisters could do what Sister Reynolds is doing. Who will listen to the call of God and take up this work?

DURING the year 1911 our colporteurs sold \$4,200 worth of books, and some \$1,200 worth of magazines. This, considering the circumstances, is better than we had hoped for.

We start in this year with brighter prospects before us. Our January report, although small, is three times as large as that of the same month last year.

I trust that every one in the Kentucky Conference who is interested in the spread of this message will put forth greater effort than ever before to extend the sale of our literature.

Our colporteurs' institute will be held March 4-14. The location will be decided later. Lay your plans now to attend. Don't let anything hinder you. Let us rally to this work and do all we can to make this the best institute ever held in the State. Begin now to pray and plan for this gathering.

C. F. DART.

MAGAZINE AGENTS' REPORT

Agent	Hrs.	No.	Value
Milton Jones, Louisville.....	31	68	\$6 80

Louisiana Conference

TREASURER'S REPORT FOR JANUARY, 1911

TITHE

Hope Villa	\$ 4.80
Hammond	4.20
Individual	53.72
Jennings	1.10
Lake Arthur	47.13
Lake Charles	82.21
Cypress Grove	7.05
Ringgold	36.50
Shreveport	25.46
Welsh	23.85
Total	\$286.02

OFFERINGS

\$300,000 Fund	\$ 28.20
Annual	38.24
Harvest Ingathering	38.75
Weekly and Missions.....	7.65
Sabbath-school Donations	80.60

Total **\$193.44**

L. B. SPEAR, Sec'y.

Mississippi Conference

THE RELIGIOUS LIBERTY OFFERING

It is to be hoped that all our brethren and sisters in Mississippi have read carefully and thoughtfully the notice on the last page of the *Review* of February 1, which calls attention to the annual religious liberty offering to be taken Sabbath, February 24. The reasons there given for taking this offering are forceful and timely.

In addition to these there are special reasons why we in Mississippi should make our offering to this fund as large as possible. At our camp-meeting it was voted to send the magazine *Liberty* to the members of the legislature. This we have done. It will take twenty-five dollars to pay for these papers, and we should have some money in this fund with which to continue this line of work the coming year.

Only this week one of our brethren was tried for Sunday labor and fined \$10 and costs, amounting in all to \$32.30. This is another reason why we should make this offering a large one. Is it not better to use our money to help the people to see the true principles of religious liberty than to pay it out in fines? This brother had without thought used the morning hours of Sunday in painting a buggy.

This experience should also be a warning to all to use Sunday in labor that will not give offense. "Employ Sunday in doing missionary work for God. Visit your neighbors and let them know you are interested in their souls' salvation. In thus using our time on Sunday we can conform to the laws of our State and not conflict with the law of God."

Our time to enlighten the people in regard to the dangers that now threaten the sacred rights of man—the rights of conscience—is growing very short. We should be awake and improve every opportunity.

The elder of the church or leader of the meeting should call special attention to this offering at least one week before it is to be taken. Then let there be a liberal response upon the part of all. Remember that according to present arrangements this offering is divided between the local, union, and general conferences, each sharing equally.

JAMES A. MORROW.

Tennessee River Conference

TREASURER'S REPORT FOR JANUARY, 1912

TITHE

Fountainhead	\$306.88
Memphis	187.02
North Nashville	69.65
Madison	67.95
Springville	48.70
Hazel	41.69
Leach	24.67
Huron	17.30
Conference Church	15.16
Hustburg	6.20
Individual	3.05
Jackson	2.95
Paducah	1.00
Total	\$792.22

OFFERINGS

\$300,000 Fund	\$114.30
Annual Offerings	110.63
Sabbath-school Donations	99.14

Ingathering	49.61
Colored Work	5.00
First Day Offerings.....	2.05
Aged and Orphans.....	2.00
Second Sabbath Offering.....	1.87
Total	\$34.60

THOS. E. PAVEY, *Treas.*

NOTICE

ALL those who made pledges to the Southern Training School Improvement Fund and have not yet paid, will greatly assist in this work if they will pay their pledges at once. Send the money to the conference treasurer.

THOS. E. PAVEY, *Treas.*

TREZEVANT

SABBATH, January 27, I visited the Leach church. The attendance was good, a number of young people being present. Although two families and several individual members have moved away during the past two or three months, there is yet a strong church there. Something like forty regularly attend the Sabbath-school and church services. It was my privilege, while there, to baptize a sister about eighteen years of age who has taken a firm stand for the truth. On Sabbath, February 3, we met with the Trezevant church. The attendance here is not nearly so large as at Leach, the average being about fifteen. For the past two years there has been no regular Sabbath-school or church meetings held. A number, however, have taken hold with renewed consecration and we now have Sabbath-school regularly. There is no church school at either place this year, although there are thirty-five or more bright young people in the two places who desire to attend one. All efforts to secure teachers failed. May the Lord place a burden upon more of our people to enter upon this line of work.

A. H. JONES.

CANVASSING REPORT FOR THE SOUTHERN UNION CONFERENCE

For Week Ending Jan. 27, 1912

ALABAMA CONFERENCE

NAME	Book	Hrs.	Ords.	Value	Helps	Total	Delivered
W F Nance.....	CK	16		\$	\$	\$	\$65 00
I W Peevy.....	BF	41	21	29 50	6 75	36 25	2 25
M L Ivory.....	BF	30	11	16 50	90	17 40	1 50
S S Guilford....	BF	72	18	27 00	9 75	36 75	30 35
Geo W Brown....	BF	12	7	8 50	10 00	18 50	2 00

KENTUCKY CONFERENCE

Curtis Pound ...	BF	33	19	21 00	3 50	24 50	75
Jeanetta Hardin	CK	6					10 00
D C Ray.....	BF	37	15	17 00		17 00	
C R Millar.....	BF	6	2	2 00	2 00	4 00	

LOUISIANA CONFERENCE

C W Brown.....	BF	70	5	5 00		5 00	45 25
T S Sligh.....	BF	87	25			58 75	47 25
M B Wilson....	PPF	50	7	12 00		13 00	56 35
W E Adams	PAPERS	20		8 60			8 60

MISSISSIPPI CONFERENCE

H C Balsbaughcc	SC	35	37	42 10	1 15	43 25	
W H Haddon....	BF	19	6	6 50	50	7 00	
Lamar Cooper ...	BF	30					26 00
J S Fry.....	BF	27	20	20 50	6 50	27 00	1 75
L A Fry.....	BF	9	5	7 50	2 75	10 50	75
Ella Johnson ...	BF	14	14	16 50	1 00	17 50	22 50
M A Murphy....	BF	6	5	6 50	1 75	8 25	8 25

E P Campbell....	PG	11	1	4 00	4 25	8 25	
Louise Jackson ..	—	5			50	50	

TENNESSEE RIVER CONFERENCE

C E Morphew....	BF	25	19	21 50	1 25	22 75	5 75
Mrs C E Morphew	BF	18	3	3 00	1 00	4 00	2 50
R H Hazelton....	BF	35	8	8 00	11 15	19 15	3 25
C L Sims.....	BF	20	28	29 00	2 00	31 00	
Mrs S Frisby....	BF	14	4	4 00	1 00	5 00	50
Mamie Moore ...	D&R	28	14	15 50		15 50	2 00
Annie Calloway .	BF	20	28	29 50		29 50	
Curt Payne	D&R	21	11	30 00	7 00	37 00	
Eugene Sykes ...	BR	31	4	8 00	25	8 25	25
A C Williman....	GC	42	11	34 00	3 75	37 75	12 75

SUMMARY

Alabama Conf	171	57	81 50	27 40	108 90	101 10
Kentucky Conf	82	36	40 00	5 50	45 50	10 75
Louisiana Conf	227	37			76 75	157 45
Mississippi Conf ..	156	88	103 60	18 40	122 25	59 25
Tenn River Conf....	254	130	182 50	27 40	209 90	27 00

Totals	890	348	407 60	78 70	563 30	355 55
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THE "REVIEW AND HERALD"

BESIDES the volume of inspiring matter the *Review* usually contains, beginning sometime in February, it will publish thirty articles written by Eld. W. A. Spicer on "The Certainties of the Message." These articles will be made up of the principal soul-inspiring facts Elder Spicer has been presenting at our ministerial institutes in the recent past. His presentation of the striking manner in which prophecy has met its fulfilment; the new and impressive historical quotations cited; the clear, concise, convincing setting of the whole message, were so thrilling to our ministers and workers, they have, for the good of the people at large, urged that these institute lessons be printed. They will, therefore, appear in the *Review*, beginning sometime in February.

Elder W. W. Prescott will present through the *Review*, during the coming year, the startling present-day developments of Romanism, its nature, claims, and relation to the affairs of the nation, emphasizing the crisis it is rapidly bringing upon the remnant church. None of our people can afford to be in the least indifferent to the study of these live, burning questions during the coming year.

At an early date there will be some very practical matter added to the Home Department of the *Review*. Among other good things, Dr. A. B. Olsen, of England, will present, in a simple manner, without technical terms, one of the most important health topics, "Dietetics." This and other essential health instruction will be of very practical value to all *Review* readers.

With Elder Spicer's faith-inspiring portrayal of "The Certainties of the Message," establishing beyond a doubt the existence of a people with a definite vitalizing gospel work, meeting all the characteristics of the third angel's message of the Scriptures; the presentation of the facts, figures, and work of the developed opposing power of this special work, and the world-wide view of these opposing powers in actual conflict, as faithfully and regularly reported in the *Review*, together with the large volume of spiritual food the *Review* always supplies, this denominational paper during the year 1912 will be, not only of great value, but in fact, indispensable to all our people. Every family of Seventh-day Adventists should read the *Review*. If you are not already a subscriber, send in your order at once. Price \$1.75 per year.

W. D. REAVIS, *Circulating Mgr.*

SOUTHERN UNION WORKER

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ANNUAL MEETING OF THE SOUTHERN TRAINING SCHOOL BOARD OF MANAGERS

THE regular annual board meeting of the managers of the Southern Training School was held at Graysville, Sunday morning, January 28. All the members were present except Eld. C. P. Bollman.

The first work was the organization of the board. The president of the Southeastern Union Conference was chosen as chairman, and M. B. VanKirk, the principal of the Southern Training School, secretary. After some remarks by the president, the principal's annual report was read and commented upon by the members of the board, after which it was formally accepted by vote, and became a part of the minutes of the annual meeting.

Since a number of the members were pressed for time, it was thought best to leave the matter of improvements for the local board to work out. A committee was appointed to consider the matter of installing electric lights, and to suggest a way to secure money for the same. The most important item of business, was the election of the faculty for the coming year, and this matter was next taken up by the board, since the present principal had stated to the board some months ago that he did not intend to stay in Graysville, the officers of the board have been in correspondence with the general department regarding a man who could be suggested to take his place. Elder Thompson read a letter from Professor Salisbury in which he recommended Prof. C. L. Stone, of Bethel, Wis., as a good man for the position. After some discussion, Professor Stone was elected as principal of the Southern Training School for the ensuing school year, and it is confidently hoped that he will accept. He has been written to concerning the matter and his decision will be known in a few days.

Prof. Grover Fattic, of Bethel, Wis., was chosen to act as preceptor in the boys' dormitory, and have charge of the intermediate department. Miss Cora Hicks of Maple Plain, Minn., was chosen as preceptress of the girls' dormitory. Professors Miller, Cory, Maxwell, and Misses Hildrebran, Philmon, and Brooke were re-elected to their present positions on the faculty as teachers. Professor Rowe and wife were not considered, as the board was informed by the educational secretary of the General Conference, that he desired to use them in another school. At the close of the board meeting, A. F. Harrison offered his resignation as a member of the board, as he expects to go to the southwestern union. His resignation was accepted, and Prof. H. M. Hiatt was chosen to fill the vacancy. A good spirit prevailed during the meeting.

We are especially glad to have with us, Eld. S. B. Stephenson, Prof. Hiatt, and W. H. Williams, of Atlanta, Ga., and Bro. V. O. Cole from Graysville, all of whom are equally interested in the progress of the school.

I desire to say to the brethren throughout the field, that as the time draws near for my connection with this institution to cease, there is a tinge of sadness with the thought of being separated from a school and brethren and students whom I have learned to love. I want to assure every member of the constituency of the school that wherever I am, I will remain loyal to the Southern Training School. It is certainly a school planted by the Lord, and it is my earnest desire that in the future, it may accomplish even more than in the past.

M. B. VAN KIRK.

UNION CONFERENCE REPORT

THE members of the WORKER family will expect to find in this week's paper a report of the doings of the late Union Conference which recently closed its sixth biennial session in Nashville, and we fully expected to give them at least a partial report of its proceedings; but circumstances have made it necessary to postpone the report for another week. We have therefore substituted the report of the Southern Publishing Association, which we know will be of equal interest to them, and will cause general rejoicing because of the prosperity which has attended this branch of the work during the past year.

Realizing, however, the disappointment of our brethren if no information concerning the conference were given them, especially as we intimated last week that some changes were contemplated, we will here say that Eld. S. E. Wight, president of the West Michigan Conference, was unanimously elected president of the Southern Union Conference, and Eld. E. H. Rees, of New Orleans, was elected secretary-treasurer and auditor. It is not yet known just how soon Elder Wight will be able to enter upon his duties, as some one must first be found to take up the work he will lay down in Michigan. Since the conference closed Bro. A. F. Harrison, who has long and faithfully labored in this field as general canvassing agent, and who was re-elected to that office, has been released to take up the like work in the Southwestern Union, and Bro. C. D. Wolff, State agent of the Tennessee River Conference, has been appointed by the conference committee to fill the office made vacant by his resignation. Bro. C. F. Dart, of Kentucky, will succeed Bro. Wolff in the Tennessee River Conference. We wish all these brethren success in their new fields of labor, and pray that the blessing of the Lord may attend their efforts.

"God knows where he wants you in his great plan. It is not necessary for you to know. He has a place waiting for you, and as long as you leave yourself in his hands so he can 'work' you, he will fit you for it. Just do whatever comes to your hand to do every day, do it faithfully, and learn all you can about everything around you, then when the time comes, you will be ready. Simple, is n't it? No worry, no fret, no haste, no regret. This is what it means to trust God."

WANTED

To correspond with some Seventh-day Adventist brick-layer who would be willing to come to Nashville for temporary work on our new building. Address the Southern Publishing Association, 2119-2123 24th Ave. North, Nashville, Tenn.

EVERY duty we omit obscures some truth we should have known.—*Ruskin*.