


# SOUTHERN UNION WORKER



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

VOL. VI

NASHVILLE, TENNESSEE, SEPTEMBER 12, 1912.

No. 37

## FAITHFUL, EVER FAITHFUL

Faithful, ever faithful, brother,  
Faithful to the end!  
To your Captain in the battle  
All your powers lend.

Faithful, ever faithful, brother,  
Stand with tried and true!  
Christ has need of faithful soldiers,  
For there 's much to do.

Faithful, ever faithful, brother,  
Quit you like a man!  
Earnest be and ever ready,  
Do whate'er you can.

Faithful, ever faithful, brother,  
Victory is sure!  
There's no chance of failure, brother,  
If the heart 's kept pure.

## Our Publishing House

### HOME OFFICE NEWS

SALES report for week ending Sept. 7, 1912. Total number bound volumes, 1,930; *Watchman*, 2,364.

#### COLPORTEURS' LETTERS — ALABAMA

I AM always glad of the opportunity to write you concerning my success in the work. I worked only thirty-one hours, as it rained every day this week, but took \$38.40 worth of orders. I was glad to know the impression "Bible Footlights" made on my first subscriber. I asked him if he didn't want to buy a good book but he said, "No, no." I showed him the book, however, and got his subscription and now he says it is a fine book. He told me he would love to sell a book like that and promised to help me in his town. I found another man in a cotton patch picking cotton, and he surprised me by subscribing for a \$4.40 Bible and \$1.50 "Bible Footlights." He asked me to stay overnight with him when I came back, as he wanted to hear me talk. These Coffee County people are in good circumstances—most of them landowners. Only one man has charged me for stopping all night with him. I love to work for the Lord, he pays so well.

Week before last at a church the minister tried to do me harm, but I put it all in the hands of the Lord, and succeeded in taking about twenty-five orders among the minister's members. Last Friday I met with a Holiness preacher (white). He wanted to know what kind of books I was selling, and asked if they were not Seventh-day Adventist books. I told him they were, and he asked me if we did not say

there was no everlasting burning hell. I showed him the 4th chapter of Malachi and Revelation 20:13, 14. Pray that the Lord may give more light on his Word.

I am looking for my books by the 9th, and am truly asking the Lord to help me in making a good delivery. I heard this past week that some of the people here in Ozark who have read "Bible Footlights" are leaving off the eating of hog meat. In fact one sister tells me she has quit. I think there are some at this place who might accept the truth if some one could be sent to teach them. I mean to see how many are interested. Pray for me.

S. S. GUILFORD.

I HAVE had a pleasant week this time in my work. It is a wonder to me to see how the Lord goes on before and does the work for me. My report is still small but it answers for work well done, for I am not losing time. I would be uneasy if I were idle. My work is a long distance away and the weather very hot. I walked every day this week except one, but I keep in good health, feel jolly all the time, and rejoice in my work. The love of the work moves me, not the mere dollars and cents. The Master gives us all what is right. John the Baptist said to the soldiers, "Be content with your wages." Paul said, "Godliness with contentment is great gain."

I am glad you are doing so nicely at the home office. God's Spirit is indeed permeating the whole work. Praise his holy name. May his blessed Holy Spirit rest richly upon you.

M. L. IVORY.

Will write a few lines to let you know that I am still striving to give this last gospel message to those who are in darkness. Through the help of the Lord I have done better this week. I am still of good courage in the work and hope you will remember me in your prayers. I expect Brother Wilson to come to-day to be with me on my delivery.

ERNEST F. WATERS.

You will see by this week's report that I have not done quite so well this week. This is owing to the thinly settled territory. In this part of the country there are but few colored people. I hope to have better success this week. The Lord has given me much to praise his name for and I am grateful to him. Hope you at the Publishing House are still enjoying his blessing.

R. ROBERTS.

I WAS not able to do any work from the 12th to the 26th of August, but I thank God I am at work again, by the help of the good Master. He has wonderfully blessed me here in my work. This is a very hard country to work. The people are farmers and crops are poor, but I am getting a few of our good books into their homes. I think I will be able to get through working in this country in about two more months, if nothing happens. Now is my time to work while it is harvest time and I am going to do my best to get to every one in that time so they won't have any excuse. I ask all your prayers.

A. J. RICE.

SINCE my last report I have been very sick. I thought once I would die but thanks to the Lord I am up again. I will have to be back in Atalla, Ala., by the 8th of this month in order to make my delivery. The people want the books. I have some more orders for the 23rd of September.

JANNIE LEE FRAZIER.

AS THIS is the delivery season we are impressed to print herewith a copy of a letter sent out by C. L. Collison, field agent of the Oklahoma Conference. It contains so much good practical instruction that we trust our canvassers and workers in general will read it very carefully.

A FEW THOUGHTS ON DELIVERING—"LEST WE FORGET"

"PLANS which have been tried many times and always proven a success, are to 'new ideas' as a good steady family horse is to the unbroken colt."

First: Be sure to seek the Lord earnestly that he may get the people ready to receive the books.

Second: Have faith. Believe that the Lord has prepared the way, then be sure that your faith is a faith that works.

(a) Order your printed notification letters for the *book you wish them for*. Order them by mail from the tract society, and be sure to give the post-office to which you wish them to come. Order them far enough ahead so as to be able to send them out to the subscribers at least a week or ten days before the time the books are to be delivered. Notify for a definite time, and do not notify too many each day. Send out all notifications in *two-cent sealed envelopes*, and do not put your name or post-office on the envelop or letter.

(b) Order your books four weeks, or at least three weeks before you need them, and state the depot to which, and the conveyance by which they are to be shipped. In making out the order, be very explicit. Order all Bibles by number. Go over your order two or three times, and always keep a duplicate copy. Order direct from the tract society, and not from the field agent.

(c) Make out a list of names of the people to whom you are to deliver, just as they will come when delivering, and what books they are to receive; also, the amount due from them, and leave a space in which to put down the amount received.

(d) Be on time; or, as some say, better still a day ahead of time. Be confident. Meet the people with a hearty handshake, a pleasant smile and word. Be brisk and business-like, yet always pleasant and courteous. Be a Christian in every act. Always remember that you are in a missionary work. Remember that if one person misses the book, he may miss the light that the book contains. Help the people get the money. Get the books into the hands of the people by giving a short re-canvass, and ask them to feel the weight of the book. Then get busy with your list of names or stub book, and mention the amount that is coming for the book; also naming others to whom you have delivered, and who are pleased. Let them hold the book, and don't notice if it is held out to you.

Don't, don't, don't leave a book without the money or its equivalent. Remember that the books do not belong to you, but to the tract society, and you are delivering them for the tract society. When you deliver a book, be sure that you have the tract society's share to send them. Do not wait till you get all that belongs to the tract society before you send it in. It is very risky. Many times the writer has sent in three or four registered letters or money orders in one day, so as to be sure to not have more than \$25 on hand. It is better to be sure than sorry.

Never use money which belongs to the tract society. The law calls it embezzlement. Never use the tithe or a tenth

of your share of the money collected, for it belongs to the Lord, and to use it is called robbing God. If you ever expect to have the Lord's blessing in the things of this world or in the future, take heed to the above warning. All of the above is included in "Faith."

It will pay much better to get a good, live team with which to deliver than to try to deliver with a "dead head." If a livery team costs \$3 a day, and you can deliver with its help two or three times as many books as you can with one old horse, how much do you make? A couple of yards of heavy black oilcloth more than pays for itself if a rain comes up, and if it does not, you still have the oilcloth.

If the field agent has seventy-five or eighty men in the field delivering during October, how many can he get to? Especially, if two or three are sick, and he has to make a whole delivery? Have faith in God. Be men!

Be sure to report the *full retail value* of all books delivered regardless of the amount you may receive. Report full retail value of Bibles in the separate place prepared for this purpose. Your delivery report is very important to us for future reference. Please report promptly.

Leaving books at a store or bank without part paid down is making you extra work in going around to pick them up, as it is a rare thing that such are called for. It pays better to take a man a mile or two in your buggy to borrow the money for him than it does to come back or have it left somewhere.

Read this letter over several times. Read "Pointers to Success;" also any notes you may have on delivering, and ask any questions that may come to you in writing to me.

Your brother in service,

CHAS. L. COLLISON.

A field agent in writing to our office some days ago made this statement:—

"In many respects this has been a trying year for us. While the trouble caused by the floods has been known, yet the army-worm and boll weevil have been a far greater hindrance to our work or rather a greater obstacle. The making of debts last year by several of our canvassers though, was the greatest hindrance to our work this year. I can count four of our brethren that could be in the work now and no doubt would be if they had not gotten into debt. It is not only discouraging to the canvasser but to the one who has the work in charge."

Truly the above statements are to the point, for there is nothing so discouraging to a canvasser or any other worker, for that matter, as a burden of debt hanging over them. It is especially true in the canvassing work, however, for the money received for books delivered is not the property of the agent, but one-half of it belongs to the publishing house or tract society, and so the canvasser becomes a trust officer of his tract society or publishing house, and as such should feel that a great responsibility rests upon him in safe-guarding these interests. This can be done by making prompt remittance, and the blessing of God most surely attends all such workers who follow the practise of having one pocket for their own money and an other for the publishing house and then make prompt remittance when they reach a bank or post-office. If all would follow this plan the work of God would not be languishing for lack of funds. Let us purpose in our hearts that we will do this. In union there is strength.

THE writer has just returned from attending a meeting of the United Typothetae and Fourth International Cost Congress of printers and publishers of the United States, at Chicago, Ill. The main object of my visit was to present the question of reduced freight rates on books. At the present time the railroads class books as first-class and as such we

are assessed a large amount of money in the course of a year. In Texas books are placed on fourth-class classification, and we can see no reason why they should not be so classed in all sections of our country. Leading publishers with whom I talked while in Chicago agreed that it is a live question, and we have secured their co-operation and I left a resolution in the hands of the chairman of the Chicago Publishers' Club, who promised to have it multigraphed and sent out broadcast to publishers in Chicago and the East with an appropriate letter written by this leading publisher himself. If this change from first to fourth class can be secured, it will mean the saving of hundreds of dollars to the cause of God, as it will affect all of our offices alike and all will become beneficiaries. Our people could well pray that success might attend this effort.

Eld. W. W. Eastman and the writer will be absent for several days attending the Fall Council at Washington, D. C. During the writer's absence, Eld. C. P. Bollman will look after the business interests of the office and attend to the correspondence.

WORK is progressing nicely on the new temperance book, "The Man that Rum Made." It is surely a book for the times, is well illustrated, and is destined to have a large sale. Advance orders should be placed early as the first edition will undoubtedly be quickly sold. Some of the leading chapter headings will be as follows:—

Old Joe, the Drunkard, by Mrs. L. D. Avery-Stuttle; Effects of Stimulants, by Mrs. E. G. White; The Curse of the Nation—Tobacco, by James J. Jeffries. Price and size of book will be given later.

THE office is still keeping busy. While the heavy rush is over and we are now back to normal conditions, yet orders are still coming in which tell us that our workers are hard at it. Though the weather is extremely warm, yet they are faithful to their duty and the Lord is blessing them.

"The world is looking for the man who does things, not for the man who can explain why he didn't do them."

BRO. DAVID SINCLAIR who has been connected with our shipping room for the past twelve months has given up his work here to enter school at Graysville. The prayers and best wishes of his former associates go with him.

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

## Alabama Conference

### RESOLUTIONS PASSED AT THE CONFERENCE

1. *Whereas*, The Lord has blessed us in many ways during the past year, we recommend that we express our gratitude for these blessings by increased devotion and greater effort to extend the knowledge of the message in the territory of the Alabama Conference and all the world.

2. *We recommend*, That our camp-meetings be held for a period of one week instead of ten days as heretofore.

3. *We recommend*, That the Alabama Tract Society take full charge of the circulation of all literature in the conference in harmony with the recommendation of the General Conference Publishing Department. And that the Tract Society be located at Birmingham.

4. *We also recommend*, The closing of the conference books at the close of the calendar year instead of the present plan.

*Whereas*, God has told us that the canvassing work properly conducted, is missionary work of the highest order, and that papers and books are one of the Lord's means of keeping the message for this time continually before the people, and

that this is the very work the Lord desires his people to do at this time, therefore,—

5. *Resolved*, That we pledge ourselves to put forth every consistent effort to enlist suitable persons to give themselves to this branch of the work and to increase the circulation of our books and magazines.

6. That colporteurs' credentials be granted by this conference to such permanent colporteurs as have demonstrated their faithfulness and consecration and who have a satisfactory standard, and that these credentials be granted by the conference in the usual way.

7. That all colporteurs holding credentials have their transportation paid to the annual conference and camp-meeting.

8. That colporteurs who handle Bibles be required to secure them through their local tract society, and the tract society recognize the Publishing House as wholesalers of Bibles, in harmony with the recommendation passed by the General Conference.

9. That all Bibles be sold at prices not in excess of the regular catalog prices of the publishers, and that we recommend that no Bibles of shoddy or unworthy quality be handled.

10. That we discourage the handling of Bibles by our colporteurs to the extent that they are diverted from their regular book work.

11. *Whereas*, The General Conference, in its recent council, recommended that our magazine work be placed under the direction of our Field Missionary Agent, to be organized and handled the same as our subscription books, therefore,—

12. *Resolved*, That this plan be adopted as the policy of this conference in the handling of the magazine business.

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

14. *We recommend*, That encouragement be given our colporteur work, by those living in different parts of this conference, in opening their homes to faithful workers and in every other way possible.

15. *We recommend*, That this conference pay the fare of all our colporteurs to the bookmen's convention, at Nashville, in the spring of 1914, who will take orders for, and deliver one thousand dollars worth of books and pay all their bills in 1913.

*Whereas*, The Lord has spoken definitely concerning the work to be done in our cities, and,

*Whereas*, The magazine work is one of the most effective means of reaching the people in these congested centers with the message, and,—

*Whereas*, The *Watchman* is especially adapted to this work, therefore,—

16. *Resolved*, That we encourage the sale of this most excellent, message-filled journal in both the business and residence sections of our cities under the direction of the Field Missionary Agent.

17. *Resolved*, That as a conference we recommend that our Sabbath-school teachers in all our Sabbath-schools take up the Teacher's Reading Course during this next year.

18. *We would recommend*, That our Sabbath-school teachers and officers set apart one Sabbath each month for consecration service. This day to be devoted to special prayer and personal effort for the conversion of those who have not yet given themselves to Christ.

19. *We recommend*, That our young people and as many others as possible, take the Reading Course as outlined by the Missionary Volunteer Department.

The following officers were elected for the coming year:—

President, A. L. Miller; Secretary and Treasurer, and Tract Society Secretary, Thos. E. Pavey; Field Missionary

Agent, Mark Wilson; Sabbath-school and Young People's Society Secretary, Helen M. Keate; Religious Liberty Secretary, A. L. Miller; Educational Secretary, C. R. Waldron.

Executive Committee: A. L. Miller, E. G. Hayes, James Bellinger, Albert Prieger, and Thos. E. Pavey.

HELEN M. KEATE.

## Kentucky Conference

### TITHE AND OFFERINGS

WHY has God spoken so clearly in his Word as well as in the Testimonies in regard to the tithes and offerings? Because he sees the danger of men becoming careless, and as a result lose a spiritual blessing. Again the Lord sends the Sabbath reform message in the last days just before the coming of Christ, and with that message there comes a call to the people to return to God that which is his. The tithe is holy unto the Lord just the same as the Sabbath, and I trust that all the brethren throughout the conference will be honest with God in the payment of tithes and offerings. God will bless those who will deal with this matter as they should. You are anxious to see a good work done the coming year. It depends to some extent upon your attitude as to the sending in of money whether the calls that are constantly being made shall be supplied. Each Adventist in the State should consider himself a part of the conference, so whatever is done in the raising of means, such as tithes and offerings we expect you to do. What kind of an answer will you give? May the Lord help us to do our part, so that the same condition may follow as did in days of old when the people gave as God called them until there was more than enough to carry on the work. Such will be true in these last days, so let all of us do what God calls us to do now, and the work will soon close and we can go home.

B. W. BROWN.

### NOTES

We regret very much to lose from our ranks several of our loyal colporteurs, who are temporarily out of the work.

Miss Mary Chapman, who has been working Lexington is in attendance at Hazel School, and we trust that she will soon return and again take up work in our field of labor.

Bro. Curtis Pound, a former colporteur from Daviess County, is assisting Elder Lindsay in the tent effort here, and this will explain why his name is missing from the report of Gideon's band this week. We are having a good attendance each night at the meetings, and the interest is good.

We are glad to add to our ranks Miss Gillie M. Harris, from Nicholasville. She in company with Sister Edna R. Scott, formerly of Daviess County will work Warren County with "Bible Footlights," making their headquarters at Bowling Green. Recent word also brings the news to us that Sister Katie Johnson from this community will go out with "Bible Footlights."

We are always glad to receive orders for prospectuses, for we know that some one is going out in the work. Just this week we have sent out six prospectuses, and the WORKER readers need not be surprised if a number of new names appear in our next report.

Bro. Roger Lutes, of Clark County, is in training to take up the canvassing work. Brother Beck has been with this brother and we are assured that a nice report will be sent in from him. Bro. Henry Jones, also of this county has taken several orders, and you will doubtless hear from him in the next WORKER.

Bro. D. C. Ray has been assigned to work in Johnson County, together with Bro. Warren Judson. These brethren report a good interest in the mountainous section, and a minister will soon be sent to preach the truth. We sincerely trust that many will be received into the truth from Johnson County.

We are expecting very shortly to have with us Bro. C. R. Millar, who is now in his home in Wichita, Kansas. Brother Millar has been a faithful worker in the past, has put in good time and made some excellent deliveries. We are glad to welcome him back to Kentucky.

Miss Verna Pound, one of our faithful workers has just finished up the work in Daviess County and will go to school for the fall and winter season.

Bro. William Horn, working Bracken and Pendleton Counties has just completed a successful delivery and reports much interest in the message from those who have bought our message-filled books. Surely the cause of truth is being advanced by the efforts of our faithful colporteurs in distributing the printed page from door to door.

We are glad to report that several nice orders are being received for the Harvest Ingathering *Signs of the Times*, and we wish that every member in the conference would write us a good letter and order a quantity of this excellent issue. Many words in commendation of this splendid paper are received daily, and all say that it is worth twenty-five cents a copy. We are planning on doubling our efforts this year in working with the *Ingathering Signs*, and trust that we can report much success, so that the cause of missions can be helped.

The "Ministry of Healing" campaign is going very nicely throughout the field, and we would urge every one to get at least one copy of this book and sell it to a friend or neighbor. Remember, the proceeds from the sale of this book are used to prosper the work of the Nashville Sanitarium, which needs all the assistance we can give by the sale of this book. We received several good orders at camp-meeting and to those who have their books we would ask that they be disposed of as soon as possible and let us have another order.

F. C. BRUCE.

### COLPORTEURS' PLACES OF LABOR

At the close of the camp-meeting the canvassers were assigned territory by vote of the company as follows:—

That Bro. D. C. Ray join Brother Judson in Johnson County, making Paintsville their headquarters; that Brn. C. D. Sloane, S. N. Yates, J. R. Staton, and Hardy Shoemaker, work Estill County; that Brother Ethington go to Garrard County with Bro. Jacob White; and that Sister Gillie Harris join Sister Scott in Bowling Green. Others who have been at work but are not mentioned here will go to school, and some have been assigned other work. Sister Alice Reynolds will remain in Owensboro for a time. There are a number interested there, some of whom want to canvass. Bro. Curtis Pound will join with Brother Lindsay in the tent work in the city of Louisville the remainder of the season. Six are leaving the canvassing field and we have six about ready to take their places. Among them are two of the new converts at Ford. Brother Jones will start in Monday, and Bro. Roger Lutes will begin in about a month. Let us hold up these dear workers to the Lord in prayer, and also pray that the Lord will send forth more laborers into the harvest.

H. E. BECK.

"We may know what Christ has done for us by what he has done in us."

## HARTFORD

We are glad to hear from the company at Hartford, Ky. Bro. W. H. White visited them Sabbath in the interests of the Young People's work. The company at Hartford was organized a few days before camp-meeting. They have a live Sabbath-school.

Several are planning to canvass, as soon as the crops are laid by. Two young ladies are intending to enter the school.

"Pray ye therefore the Lord of the harvest, that he will send forth laborers into his harvest." Matt. 9:38.

Five are keeping the Sabbath and more are interested in Elizabethtown, Kentucky, as a result of the camp-meeting held there. The writer and wife are there holding Bible readings with the interested ones. We hope to see a company organized soon.

O. A. Dow.

## Louisiana Conference

## NEWS ITEMS

OUR colporteurs' reports for this week are encouraging. The totals show that we averaged considerably over a dollar an hour in the taking of orders. The one thing that is emphasized by this report is the fact that the person putting in the longest hours has the most orders to his credit.

The Louisiana Tract Society is situated in a favorable place. We enjoyed having with us for several days Eld. N. V. Willis and family from Guatemala, Central America. While here Elder Willis spoke to the church on the subject of "Having an Understanding of the Times."

From the letters received from our colporteurs we find that all are of good courage, are working hard and intend to press on in their God given labor. Brethren Wilson and Hurst are still with Elder Frank and are enjoying their part in assisting in the tent effort.

We are glad to welcome to our field Bro. J. S. Fry. He has the correct idea regarding the ordering of books from the tract society. With his first order he sent in a post-office money order to pay for the books. This does not look like he intended to get behind.

The magazine work is still growing in New Orleans and although we have no report as yet, it is encouraging to know that the papers are being scattered among the people of this great city. Are there not others in this State who could spare a little of their time each day and have a part in this pleasant work? If so we would be glad to receive their names and addresses.

O. R. GODSMARK.

## FAVORABLE CONDITIONS FOR THE COLPORTEUR

WE are indeed thankful for the good words used in the WORKER recently by Brother Hook in behalf of our field.

The crops have not been better for years than they are now in the northwestern and western portions of the State, and and the prices bid fair to be good. I have not heard of the boll weevil being in those parts of our territory. Corn, hay, and everything else is looking well.

I pray that some may feel impressed to "come over and help us." We have yet four of the best months in the year to work. The cotton crop is just beginning to be picked and farmers are getting money with which to buy books.

S. F. REEDER.

"BLESSED is the man whose sin is forgiven, whose transgression is covered."

## Mississippi Conference

## TREASURER'S MONTHLY REPORT

## TITHES

Meridian .....	\$ 50 00
Jackson .....	34 07
Conference Church .....	14 90
Vicksburg .....	8 50
Pine Grove .....	8 10
Total .....	\$ 115 57

## OFFERINGS

Weekly .....	\$ 11 00
Sabbath-School .....	14 53
Midsummer .....	38 15
Foreign Missions .....	13 75
Nashville Sanitarium .....	2 50
Total .....	\$ 79 93

PARIZETTA SMITH, Treasurer.

## Tennessee River Conference

## AFTER CAMP-MEETING

AS SOME know, Mrs. Keele and I remained at Camden four days after camp-meeting closed to place literature in the homes there.

While we found it difficult to sell large books in so short a time, we did something, and found the people all over town very much pleased with the meetings and with the people who had come to the town. From all appearance there are bright prospects for a strong church being established there. Elder Elliott has the confidence of the people. I think he is the one to follow up the interest aroused.

There is not a minister living in Camden, though there are two churches.

I placed "Bible Readings" in the hands of the most devoted Bible student in town, according to the testimony of his neighbors. He is very much interested in the truth.

Doubtless many think strange of our leaving the needy Southland to go to California where there are so many Adventists that at the camp-meeting recently held there were 700 tents pitched, but we feel that it is a call from God. Soon after camp-meeting began, we received a letter from Dr. Evans, superintendent of the Loma Linda Sanitarium, stating that the board had unanimously agreed to ask us to come and connect with the Sanitarium in field work. We felt that this was a call from God, but that we might make no mistake we earnestly prayed that if God wanted us there that the conference here would not ask us to fill any special place in the conference. This test was met we felt, as we were encouraged to return to Memphis to continue in the same work we left.

But that we might be sure, we made another test. In both cases it was as plain as we could ask that we should go, therefore we feel that we must go.

We came to Leach and spent Sabbath with the Leach church. We had a good meeting. The good Spirit of God was present, and many hearts were softened. One lady asked to be taken into the church. A number of good confessions were made.

We love our Southern brethren and sisters and it was not

easy to decide to leave this field, but when we had no choice in the matter and God proved to our full satisfaction that he was calling us, we leave the work here to take it up there.

*Loma Linda, Calif.*

WM. J. KEELE.

### COLPORTEUR ITEMS

ELEVEN of our colporteurs were in attendance at the camp-meeting, so it has made quite a difference in the reports.

Brother and Sister Keele remained at Camden to canvass the town. They had good success. The 30th of August they went to Leach and the 4th of September they were to leave for California where they have been called to labor. Their work was appreciated here and we are sorry to give them up.

Bro. C. H. Chenault has gone to his home at Ramer to attend to some necessary work on the farm of his aged parents. We hope he will soon be in the field again.

Seven of our colporteurs will attend school this year, one to teach and the others as pupils. Sister Emelia Roberson will attend the Madison School. Bro. Stanley Clark and Sister Vera Dortch, the Southern Training School at Graysville, and Sister Clara Brigham, Bro. Berdon Hampton, and Bro. Jesse Allen, the Hazel (Ky.) Academy.

Bro. Anton C. Williman will connect with the Hazel School at its opening September 17 as teacher and preceptor of the boys' dormitory.

This makes quite a large number laying down the colporteur work for the present. Pray for others to take their places. Who will take up the work and fill these vacancies? I am glad to say four have already responded to the call. Listen carefully and see if God is not calling you to this noble and sacred work.

Bro. G. C. Hinshaw, of Bon Aqua, will begin work right away near his home, with "Desire of Ages." Bro. T. R. Tyer, of Fulton, Ky., and Bro. F. S. Parker, of Big Sandy, will begin work in Hickman Co., Ky., with "Bible Footlights" soon.

Bro. Thomas Goodman of the Hillcrest School has joined the company at Brownsville, and is meeting with good success. The company there took \$135 worth of orders last week.

Sister Vera Dortch and Sister Clara Brigham are at home for a few days before leaving for school. C. F. DART.

### HOW THE LORD WORKS TO ANSWER OUR PRAYERS

A LETTER recently received from Bro. G. C. Jenks, who with Sister Jenks has been doing some very successful canvassing among the better class of people in the Canal Zone, contains an experience related by him, that so beautifully illustrates how the Lord is co-operating with us in our efforts to reach our friends and relatives with the truth that I feel I must pass it on for publication that others may read and receive encouragement.

"I had a most interesting experience the other day while canvassing at Bas Obispo, which shows the value of our magazines, and how a good work can be done with them in preparing the way in many instances for the sale of our large books. I had just taken an order from a lady for a half morocco 'Bible Readings' and had started for the next house with information which I felt certain would aid me in at least gaining an entrance, when one of those heavy tropical rain storms set in and I had to move pretty lively to keep from getting soaked. Well, I reached the door just as the storm broke, and after a heavy rap at the screen, I was soon ushered into the parlor of a nice government cottage where I was made to feel at home. People in this country are quite hospitable and would not think of turning

a stranger from their doors especially during a storm. Only a few minutes was required and I had the lady's name on my guarantee book for a full morocco, and had it not still been raining very hard, I doubtless would have hastened on to the next place, but I didn't. I remained until the worst of the storm was over, and during the conversation we had, she said that for the past year, she had been receiving a paper from her brother, who was an Adventist, and that it was so interesting and so much like the book that I had just showed her, she felt impressed to subscribe for my book. She also stated that she had several other good books such as 'Christ Our Saviour,' and 'Making Home Happy,' which had been sent to her by her brother, and she thought very much of them, but especially enjoyed the *Watchman* because of its good sound teachings.

"By this time I was beginning to wonder who this brother could be, and was wishing that many more of our people would adopt his plan of sending papers to their friends and relatives, when to my happy surprise, she said that he was an employee of the Southern Publishing Association, at Nashville, Tenn., and that his name was Mr. Fred Pfeiffer. The lady's name is Mrs. W. C. Grobe. All things work together for good to those who love the Lord, so tell Brother Pfeiffer to keep the good work up, and very likely some day, he will have the pleasure of seeing his sister accept the third angel's message."

The Brother Pfeiffer referred to in the above is foreman in the typeroom of the Southern Publishing Association and has been sending his sister literature and praying for her for a long time.

Now note how the Lord worked at the other end of the line. Can any one doubt that it was he who caused Brother Jenks to get to the house just at that time, and sent the shower to hold him there till the conversation followed and then caused him to send back the word to the Publishing House so Brother Pfeiffer and others would get it and be encouraged to do more of this kind of work?

And now, we send it on to you, dear brethren and sisters, that you may be encouraged to continue to pray and send out our literature knowing that the Lord is surely working with you to answer your prayers, and by thus co-operating with him you are assisting our colporteurs in placing more of our books in the homes of the people. Let us work while the day lasts. W. W. EASTMAN.

### HOW SHALL WE BEGIN TO BE CHRISTIANS?

MAKE that one corner, room, house, office as like heaven as you can.

Begin? Begin with the paper on the walls; make that beautiful; with the air, keep it fresh; with the very drains, make them sweet; with the furniture, see that it is honest.

Abolish whatsoever makes abomination, — in food, in drink, in luxury, in books, in art: whatsoever maketh a lie, — in conversation, in social intercourse, in correspondence, in domestic life.

This done you have arranged for a heaven, but you have not received it. Heaven lies within, — in kindness, in humbleness, in unselfishness, in faith, in love, in service. To get these in, get Christ in. Teach all in the house about Christ. What he did and how he dwells in them, and how he makes all one.

Teach it not as a doctrine, but as a discovery, as your own discovery, — live your own discovery. — *Selected.*

CHILDHOOD often holds a truth with its feeble fingers which the grasp of manhood can not retain, which it is the pride of utmost age to recover.

**THE FIFTEEN-CENTS-A-WEEK FUND**

Below will be found figures representing the amount of funds received at the Union Conference office to apply on the fifteen-cents-a-week fund for the first eight months of the year ending Aug. 31, 1912. These figures represent the entire amount of cash that has been received at this office up to and including August 31.

We thought perhaps it would be interesting to all the readers of the WORKER throughout the different conferences to know just what is being done along this line. We are glad that we have received as much as we have on this fund, but I am sure we would all be better satisfied throughout the Union Conference if we had been able to reach an amount equal to fifteen cents per week for each member. We believe that by diligent effort on the part of all we may yet be able to make up our deficit by the end of the year. One thing that makes this seem possible is the fact that most of the conferences, at the camp-meetings, raised in cash and pledges sums which they thought were nearly equal to their amount of shortage.

We shall endeavor to keep the figures before you up to date from this time on, so that each month you can see what has been done. This will enable each one to determine about how much of an effort is being made by the members of each conference to come out even on this fund. The report is as follows:—

MONTHLY STATEMENT OF GENERAL FUNDS RECEIVED DURING EIGHT MONTHS ENDING AUG. 31, 1912.	FIFTEEN-CENTS-A-WEEK FUND							Total
	Ala.	Ky.	La.	Miss.	Tenn. River	S. U. Miss'n	1670	
Membership .....	160	180	264	141	538	387	1670	
Amount Due* .....	\$ 836 57	\$ 941 14	\$ 1380 34	\$ 737 23	\$ 2812 97	\$ 2023 45	\$ 8731 70	
Annual Offerings .....	81 35	96 04	91 09	8 80	146 43	120 85	544 56	
Weekly Offerings .....	29 30	26 66	22 78	18 46	185 66	79 89	362 69	
Mid-sum. Offerings .....	3 70	35 41	29 48	53 12	47 71	8 28	177 70	
Missions .....	65 00	17 61	87 93	20 84	9 00	43 55	243 93	
Sabbath-school Off. .....	477 01	373 74	559 91	259 28	705 06	532 75	2907 75	
Harvest Ingathering .....	154 91	172 46	123 12	42 98	156 16	30 15	679 78	
Colored Work .....	2 00				5 00	10 42	17 42	
\$300,000 Fund .....	4 25		31 50	6 00	98 45		140 20	
Religious Liberty .....	1 78	6 58		16 23	15 71		40 30	
Total 15c Week ..	\$ 819 30	\$ 728 50	\$ 895 81	\$ 425 71	\$ 1369 18	\$ 825 89	\$ 5064 39	
Amount Short ..	\$ 17 27	\$ 212 64	\$ 484 53	\$ 311 52	\$ 1443 79	\$ 1197 56	\$ 3667 31	

\*At five dollars twenty-two and six-sevenths cents per member.

**COLPORTEURS' REPORT FOR THE SOUTHERN UNION CONFERENCE**

For Week Ending August 31, 1912

KENTUCKY CONFERENCE							
NAME	Book	Hrs.	Ords.	Value	Helps	Total	Delivered
Edna R Scott ...BF	24	18		\$20 50	\$ 4 75	\$25 25	\$
Gillie M Harris ..BF	22	8		10 50	4 50	15 00	
D C Ray .....	BF	36	13	15 00	75	15 75	
W Judson ..D&R & BF	42	3		7 00	3 00	10 00	26 75
S B Hill .....	GC	42	10	24 00	9 50	33 50	

LOUISIANA CONFERENCE							
W J Hirst .....	BF	18	21	21 50	1 50	23 00	1 00
S F Reeder .....	BF	24	16	18 00	7 75	25 75	25
P C Sibley .....	BF	35	35	38 00	11 75	49 75	
M B Wilson BF&H&H	19	28		35 50	2 00	37 50	

TENNESSEE RIVER CONFERENCE							
*U Bracy .....	BF	72	74	108 00	2 50	110 50	1 00
Thos Goodman ..BF	38	25		37 50	2 00	39 50	
Mamie Moore ..D&R	28	22		35 50		35 50	
Stanley Clark ...BF	61				45 50	45 50	107 50
Eugene Sykes PP&F	33	17		27 00	1 00	28 00	3 00
B Jackson .....	BF	27	16	22 00	1 75	23 75	50
W L Cutchville ..BF	37	13		19 50	25	19 75	25
*Frances Hart ...BF	25	12		17 00		17 00	20 00
Rebecca Moore ..BF	28	16		16 50		16 50	
EmeliaRobersondofa	14	7		10 50	1 50	12 00	3 00
Wm J Keele ..MISC	26	6		9 00		9 00	9 00
R H Hazelton ..BF	30				8 00	8 00	20 00
Mrs May Keele MISC	15	29		7 85		7 85	
Berdon Hampton BF	45				3 50	3 50	43 00
M E Tillman ....BF	5	3		3 00		3 00	3 00

**SUMMARY**

Alabama Conf .....	No Report						
Kentucky Conf .....	166	52		77 00	22 50	99 50	26 75
Louisiana Conf .....	96	100		113 00	23 00	136 00	1 25
Mississippi Conf ..	No Report						
Tenn River Conf ..	484	240		313 35	66 00	379 35	210 25

Totals ..... 746 392 \$503 35 \$111 50 \$614 85 \$238 25  
\*Two Weeks.

**MAGAZINE AGENTS' REPORT For Week Ending Aug. 31, 1912**

Agent	No.	Value
KENTUCKY CONFERENCE		
Gillie M Harris .....	40	\$ 4 00
Edna R Scott .....	40	4 00
Milton Jones .....	58	5 80
Totals .....	138	\$ 13 80

**THE SUNBEAM IN THE HOME**

"THERE is more virtue in one sunbeam than in a whole hemisphere of clouds and gloom. This is something to remember when one is upset and inclined to brood upon the dark and morose. Gloom and clouds do not make people happy, and if you want to be happy yourself you must offer happiness to others. The sunbeam in the house is the very best part of it. Be that sunbeam. Extract all the happiness and enjoyment you can from life, and you will shed it abroad again. You will have your troubles, of course, even sunbeams flicker occasionally, but the sun will shine more brightly afterward."

Sincerely yours in the work,  
SOUTHERN UNION CONFERENCE,  
E. H. REES, Treasurer



# SOUTHERN UNION WORKER

Published weekly by

## THE SOUTHERN UNION CONFERENCE

Embracing Tennessee River, Kentucky, Alabama, Mississippi, and Louisiana Conferences  
2123 Twenty-fourth Avenue N., Nashville, Tenn.

C. P. Bollman, Editor

SUBSCRIPTION PRICE, FIFTY CENTS A YEAR

Printed by the Southern Publishing Association of Seventh-day Adventists

Entered as second-class matter, May 19, 1910, at the post-office at Nashville, Tenn., under the Act of March 3, 1879

### TO SUBSCRIBERS

ALL subscriptions should be sent to your local conference office and not to the editor.

### SHE MISSES THE "WORKER"

A SISTER in West Tennessee whose post-office has been discontinued, and who for that reason has missed a few numbers of the paper, writes us saying:—

"Please see about this just as soon as you can, and send the next number to Dyersburg. I surely do miss the WORKER."

### THE TITLES OF OUR BOOKS

THE following compilation of titles of some of our books by Bro. C. G. Bellah will be interesting to many and therefore we are passing it on for publication.

"God calls us to leave the House we Live in, get a Missionary Idea, which always accompanies Lover's Love, follow a Practical Guide in the Steps to Christ, and go out on a Ministry of Healing. Then we will become Mighty Men of Valor. And as we make Christ Our Saviour, we will be Making Home Peaceful and Happy, in giving Heralds of the Morning. The Bible Readings left with the people will reveal to them the Past, Present, and Future, and tell them of the Glorious Appearing of the Coming King. Then the Great Controversy will soon be over, the Desire of Ages will come and with the Patriarchs and Prophets, we will long enjoy our Paradise Home."

Truly there is a message even in the titles of our books.

W. W. EASTMAN.

### STUDY AT HOME, FOURTH YEAR

THE army of wide-awake people who see in the correspondence school a much-longed-for opportunity of improving their personal efficiency, is steadily growing. Three years of experience has proved beyond question the value of studying at home during the spare hours under the direction of skilled instructors. The Fireside Correspondence School, Takoma Park, D. C., opens its fourth year of work October 7. If you feel an ever-present sense of educational need, and can not go away to school, write at once for a calendar of full information, and be ready to start in promptly with the new term. It is the best season of the year for study. Watch the *Review* for fuller announcements.

### ARMY BOOK FUND

THIS week books were mailed to supply thirty-six more companies of coast artillery stationed all along the Atlantic and Pacific seaboard, as well as points in our far off island possessions and Alaska. Read the following letter recently received from one commanding officer. The book to this company had been courteously acknowledged by the

previous commander and the following letter indicates a special interest.

Aug. 26, 1912.

"My Dear Mr. Brown:—

"I find upon taking command of this company, that a book, "Daniel and the Revelation," was presented by you to the company before my arrival. I am pleased with the gift and so is the company. Some of the men have read it and I will at the first opportunity. You have done a good work in sending this book to the company, and for myself and the company I thank you.

"Respectfully yours,

"CHARLES P. HOWLAND,

*Captain, 21st. U. S. Infantry, Commanding Company 'D.'*"

Do not more desire a part in this good work?

Send all money to the treasurer of the Southern Publishing Association 2123 24th Ave., N., Nashville, Tenn., or better still let me send you self addressed labels to place on clean copies of either "Daniel and the Revelation" or "Great Controversy."

The Lord desires to save these men from their impure surroundings. Do you? Address me 2123 24th Ave. N., Nashville, Tenn.

Formerly U. S. Army.

B. N. BROWN.

Other conference papers please copy.

### THE READING COURSE

WE TRUST all have read the article in the last issue of the WORKER relative to the Senior and Junior Reading Courses to begin October 1.

Remember these courses consist of the following books:—

#### SENIOR COURSE

The Uplift of China .....	\$ 50
Patriarchs and Prophets .....	3 00
The American Government .....	75

Total, post-paid to you .....\$ 4 25

#### JUNIOR COURSE

Winning the Oregon Country .....	\$ 50
Pilgrim's Progress .....	50
Daybreak in Korea .....	60

Total, post-paid to you .....\$ 1 60

We are now prepared to fill orders for these books.

All should take the course.

Order at once through your tract society.

SOUTHERN PUBLISHING ASSOCIATION,

W. W. EASTMAN, *Mgr. Book & Periodical Depts.*

### SELLING "DANIEL AND THE REVELATION" TO CHINESE

WHILE recently on a canvassing trip in Mendocino Co., California, I took some orders for "Daniel and the Revelation" from Chinamen,—young men of course who were educated in English. They bought books worth from \$3 to \$5 each.

While at Metcalf, Arizona, I took an order from a Chinaman who was manager of the commissary department of a large copper mine company, for the same book. The delivery of these orders, which were few because of the limited number of Chinese who read English, reached 100 per cent. The Lord surely blessed in this work and to him be all honor. I pray the books sold to these men may be the means of saving the souls of some of their people, and that waves of influence may be set in motion that will reach the shores of eternity. I am of good courage, and busy selling "Daniel and the Revelation."

WALTER HARPER.