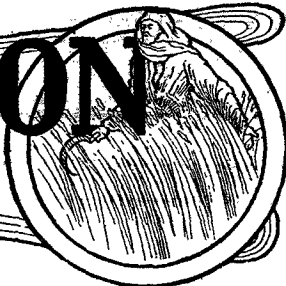


SOUTHERN UNION WORKER



"My meat is to do the will of Him that sent me, and to finish His work."

VOL. VII

NASHVILLE, TENNESSEE, MARCH 6, 1913

No. 10

If We Only Understood

COULD we but draw back the curtains
That surround each other's lives,
See the naked heart and spirit,
Know what spur the action gives,
Often we should find it better,
Purer than we judge we should:
We should love each other better
If we only understood.

If we knew the cares and trials,
Knew the efforts all in vain,
And the bitter disappointment,
Understood the loss and gain—
Would the grim, external roughness
Seem, I wonder, just the same?
Should we help where now we hinder,
Should we pity where we blame?

Ah, we judge each other harshly,
Knowing not life's hidden force;
Knowing not the fount of action
Is less turbid at its source;
Seeing not amid the evil
All the golden grains of good;
Ah! we'd love each other better
If we only understood.

—*Woman's Work.*

Our Publishing House

Home Office News

SALES report for week ending March 1, 1913: Total number bound volumes, 2,246; *Watchman*, 5,879.

Bro. J. W. Winn who has been connected with our Book Department for the last eight months, accompanied by Sister Winn, left Nashville Sunday night for Greensboro, N. C., where Brother Winn goes to connect with the North Carolina Tract Society as secretary and treasurer. Our prayers and best wishes accompany Brother and Sister Winn to their new field of labor. We regret exceedingly to lose his services, yet we are willing to relinquish our workers in order that the field at large may be benefited. This makes four tract society secretaries which the Publishing House has furnished in less than nine months.

We are glad to see our young men becoming so efficient in the work for the Master that they can branch out into larger fields. We are watching their work with interest and our prayers frequently ascend in their behalf.

In order to fill the place made vacant by Brother Winn

some readjustments have been made in the Book and Periodical Departments. As Brother Eastman is manager of both Departments, Bro. B. N. Brown has taken on more responsibility in the Book Department. In addition some of the detail work has been taken out of the Book Department and placed in the Counting-room, these changes resulting in the saving of one man, but it will mean hard work for those connected with the two departments, but they are taking hold with a will and we believe that it will work out satisfactorily.

At this writing the Tennessee River Conference Colporteurs' Institute is in session with an attendance of about fifteen. The Spirit of the Lord is manifestly present. Friday morning at the opening session, remarks were made by Eld. S. E. Wight, Eld. E. L. Maxwell, Eld. W. W. Eastman and C. F. Dart. Sunday morning Elder Maxwell led the devotional service and this morning Bro. S. E. Wight had charge. After his remarks an opportunity was given for a number to lead in prayer and it was evident that a spirit of prayer was present, a large number taking part in petitioning the throne of grace for help and strength to carry on this great work of warning the people of the soon coming of the Saviour.

The mail of Sabbath and Sunday brought us orders for about twenty-five cases of books, for which we feel to praise God.

EXTRACTS FROM CORRESPONDENCE

We have a fine Institute at this place (Oklahoma City). Nineteen will enter the work at the close of the Institute. That is fine, is it not? Oklahoma has her stakes set for \$27,000 this year—\$3,000 more than she made in 1912. This does my heart good, and we are laying a solid foundation so that when our boys leave for General Conference, the work will not suffer.

A. F. HARRISON, *General Agent.*
Southwestern Union.

We are having a fine Institute in Alabama. There are some eight or ten taking the instruction, and we look for better days in old Alabama and the whole Southern Union. We are driving our pegs for \$45,000 this year. We know we shall have your prayers. Will not take time to write more now as the time for class drill has arrived, but I am with you for a hard pull this year.

C. D. WOLFF, *General Agent.*
Southern Union Conference.

Your very kind and much appreciated letter was forwarded to me a few days ago and I regret very much that it could not receive an earlier answer, but I suppose you have some idea as to how busy general agents usually are during an Institute. Taking it as a whole I hardly think the present outlook is quite as good as it was in January of last year. Our institutes are some smaller, yet our courage is good and we shall make a desperate effort not to fall behind last year's record. You may rest assured that you have the earnest

prayers of those of us who are in the field. I know that there are many perplexities in the office as well as in the field. The work is one, so it certainly behooves us to pray for each other. To this end I trust you may not forget us at the throne of grace and especially your humble servant, for I am sure I feel very weak for the great responsibility that rests upon me, and very much need your prayers.

V. O. COLE, *General Agent,*
Southeastern Union.

We are glad for the good letters quoted above. They are a source of much encouragement in the office. It surely is a grand work we are engaged in, and what a blessing to be laborers together with God.

We know that prayer is the key which unlocks the storehouse of heaven, and as our faithful brethren and sisters are praying earnestly for the success of this work, it is no wonder that we see advancement being made year after year, and while the laborers are few, yet the harvest is great.

We have a number of other interesting letters but space will not permit us to incorporate them in this week's paper as a large amount of space will be occupied by the report of our annual meeting.

We are glad to say that the work is onward. We are of good courage. The Lord's Spirit is present with us and the prospects for 1913 are splendid.

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

The Keene Meeting

MINUTES of annual meeting of the Southern Publishing Association held at Keene, Texas, February 3-4. The meeting was called to order Monday evening, February 3, with S. E. Wight, President of the Association, in the chair.

Following the opening exercises Eld. G. F. Watson in behalf of the Keene church made an address of welcome to the delegates which was responded to by the Chair.

The calling of the roll showed that twenty-seven members of the constituency were present.

On motion the Chair was authorized to appoint the usual committees. It was moved and carried that the nominating committee consist of five members.

The Chair selected Elders Stephenson and Watson to assist him in selecting the committees. While the committees were being selected Eld. W. W. Eastman, Vice-President, was called to the chair.

The reports from the General Field Agents of the three union conferences were called for. C. D. Wolff reported for the Southern Union Conference, V. O. Cole reported for the Southeastern Union Conference, and A. F. Harrison gave the report for the Southwestern Union. These reports printed in this paper, show that the book work is on the increase in the Southeastern and Southwestern Union Conferences, and while there was some decrease in the Southern Union during 1912, this was due to causes which could not well have been avoided.

Elder Wight having returned to the chair, the following committees were announced:—

On Nominations,

Eld. G. F. Watson, V. O. Cole, A. F. Harrison, A. L. Miller, M. F. Knox.

On Plans,

Eld. C. B. Stephenson, R. Hook, Jr., W. W. Eastman, C. D. Wolff, L. D. Randall, R. L. Pierce, R. W. Parmele.

On motion meeting adjourned until 10 A. M. Tuesday, February, 4

The second meeting of the constituency was called to order at the appointed hour with Eld. S. E. Wight in the chair.

Minutes of the previous meeting were read and approved.

Four new members of the constituency were reported present, Eld. W. H. Heckman, B. W. Brown, W. H. Williams and C. V. Achenbach.

The manager, R. Hook Jr., being absent on account of sickness, the report of the Treasurer was called for and was presented by E. H. Rees, auditor Southern Union Conference, as follows:—

Financial Statement

ASSETS	
Money on Hand and in Banks	\$ 2,434.07
Bills Receivable	5,815.29
Due from Conferences and Tr. Socy's .	3,577.93
Due from other Institutions	10,585.13
Personal Accounts	3,137.75
Real Estate, Buildings, and Plant	54,990.58
Supplies,—Raw Materials and Manu- factured Stock	50,748.99
Total Assets Home Office	\$131,289.74
BRANCH OFFICES	
Atlanta	\$ 8,328.90
Fort Worth	22,180.52
Branch Office Assets	\$ 30,509.42
Total Assets	\$161,799.16
LIABILITIES	
Accrued Interest (unpaid)	\$ 382.23
Bills Payable (Within the Denomina- tion)	91,011.23
Annuities	3,500.00
Deposits	2,036.53
Institutions, Publishing Houses, etc....	2,893.20
Total Liabilities, Dec. 31, 1912	\$ 99,823.19
Present Worth, Dec. 31, 1911	\$52,352.80
Donations and Profits	9,623.17
Present Worth, Dec. 31, 1912	\$ 61,975.97
	\$161,799.16

On motion, the Treasurer's report was accepted.

The report of the Department of Circulation was called for and was presented by the assistant manager of that Department, B. N. Brown. (This report was printed last week in the Home Office News.)

The following report of the Book Department was called for, and was presented by the manager of that Department, W. W. Eastman. (For report see page 77.)

On motion meeting adjourned to call of Chair.

The third meeting of the constituency at 2 P. M. with Eld. S. E. Wight in the chair.

Minutes of the previous meeting were read and approved.

The reports of committees being called for, the committee on nomination presented this:—

"Your committee on nominations present the following names for members of the Publishing House Board to fill vacancies caused by the expiration of the terms of office of five members:—

"L. D. Randall, R. L. Pierce, L. A. Smith, C. B. Stephenson, M. F. Knox.
G. F. WATSON, *Chairman.*

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

The manager of the Association, R. Hook Jr., being present, the Manager's report was called for and was presented, reading as follows:—

Manager's Report

WHEN we follow plans of the Lord's devising, we are laborers together with God, and one of the principal agencies he has ordained for our use is the printed page.

My report of the work accomplished during 1912 is of such an encouraging nature that I feel that we have indeed been laborers together with God and as such have received his blessing, for the printed page has been distributed in larger quantities than ever before, and when we stop and consider that the books which we are circulating contain a saving message to the world, our hearts are solemnized and we sense our entire dependence upon our heavenly Father.

Much time has been spent in prayer, both in the office and by the men in the field. In addition our brethren and sisters have not forgotten the publishing work at the family altar, and the Lord has answered these united prayers.

When I presented my report a year ago for 1911, it was the banner year in our history and we had really thought that if we only held our own in 1912, we should be doing well, but our report to-day shows that advances have again been made. It has been the first year in our history when we have had no real financial stress. In former years there were many times when we did not know where to raise money to meet pressing obligations. We have never gone through a year before when we discounted all our bills, but during 1912, we have discounted every bill that has been presented. This has meant a saving to the office of \$1,087.63.

The early experiences of this office were very similar to those of the pioneers in the message, but it would seem that the Lord has brought us out of that period and is sensibly blessing the work of our hands. This prosperity, however, causes us to feel the need of deeper consecration, for those who bear the vessels of the Lord must have clean hands and a pure heart. Because of prosperity we must not become self-centered nor feel that we can forsake the assembling of ourselves together, but we must seek the Lord more earnestly for help and strength.

The spirit of prophecy says, "Go forward publishing in this line of work and expect God's providence to open the way as you advance." This has been our experience and when our new office building was opened in June we adopted as our motto for the chapel wall the text, "What hath God wrought!" As we look over the work that is being accomplished, that text is surely the sentiment of our hearts and we give him all the praise.

We will now take a glance over the year's work. I will not make a detailed report regarding our book sales as this will be presented in a separate report by Brother Eastman, manager of the Book Department.

During 1910, the total retail value of book sales was \$161,566.71; for 1911, \$191,185.85, while for 1912, they were \$238,168.56. The year 1911 showed a gain over 1910 of \$29,619.14 while 1912 shows a gain over last year of \$46,982.71, and at this point we will make comparison with previous years.

1907	\$137,451.90
1908	113,231.94
1909	140,892.03
1910	161,566.71
1911	191,185.85
1912	238,168.56

You will note that the last four years have shown a steady increase. The circulation of the *Watchman* is also on the increase and a detailed report of the work done will be submitted by Brother Brown acting manager of the Department. The paid circulation now stands at 304,422, an increase over last year of 22,660. The loss on the *Watchman* was \$4,698.58 for 1911, while 1912 shows this loss reduced to \$2,902.86.

In order to publish a stock of books for fall delivery we secured loans from Nashville banks to the amount of \$11,500. This is the largest sum we have ever secured from the banks and it was granted cheerfully with the statement that we could have more if necessary. It is with pleasure that I report these bank loans paid in full several months before the close of the year, about \$7,000 being anticipated thirty and sixty days. This has given us a splendid standing with financial institutions, and when we consider that all open accounts have been discounted, you can readily see that our financial record now stands A 1 with the business world.

I have longed for the time when we could reduce our interest-bearing obligations and have made a supreme effort to accomplish this during 1912, and had it not been necessary to erect our new office building, our Bills Payable account would show a substantial decrease, but even with the addition of expense incurred in erecting our new building, our Notes Payable have only increased \$2,506.68. Our new building is fully paid for, and it surely fills a long-felt want and is a great addition to our plant. The building was opened in June with appropriate exercises. The north wing of the old office building has been moved to the north end of our property while the south wing was sold for \$200 cash and has been moved off the premises.

During the year we have disposed of the brick residence property formerly owned by Brother Ford and in order to make this property salable, the lot was reduced to seventy-five feet front thus giving the Association fifty feet additional frontage on Twenty-fourth Avenue. The decrease in real estate inventory is explained by the loss accruing on the sale of the old office building and the reduced price at which the brick house was disposed of.

During the year we have printed 220,540 books of all classes, and the total number bound is 182,567. Total number subscription books printed 104,094. In order to print these books eight car-loads of paper have been required. During 1912 12,700 gilt books and 41,180 marbled books have been finished up. These figures show that we have printed 35,340 and bound 42,067 more books than last year. The number of books marbled is 19,480 more than last year while the number of gilt books is 3,400 less. The above figures are from the standpoint of the Manufacturing Department.

From the standpoint of sales we find that 198,793 bound books were sold during the year as against 176,405 last year, a gain in volumes sold of 22,388. Our retail sales have averaged per month \$19,847.38; per week \$4,962 or an average per day of \$992.50. We have shipped in the aggregate over thirteen car-loads of books during the year with a weight of 155 tons—a gain over last year of about fourteen tons. Average weight of books shipped per day 1,210 lbs., requiring 1,600 packing boxes for the year.

For your information will give you our bank deposits by years.

1906	\$ 91,389 47
1907	90,142 13
1908	81,009 84
1909	89,254 41
1910	107,174 13

1911	123,767	41
1912	125,782	27

It is interesting to note that from the time the office started business, over a million dollars have been passed through the banks.

The actual income received by us from sales of books and *Watchman* as shown by ledger is as follows:—

1902	\$19,606	22
1903	23,749	50
1904	38,605	51
1905	35,605	99
1906	46,604	85
1907	64,383	48
1908	59,979	85
1909	65,053	17
1910	71,181	33
1911	84,432	27
1912	87,432	27
Total	\$596,569	73

As my report is intended to show you how the work has progressed in all its phases, will give you an outline of how the work is going in our Branches as evidenced by the cash received at the Home Office by years.

Fort Worth Branch in

1905 sent us	\$ 1,900	00
1906	1,460	84
1907	12,353	67
1908	18,147	15
1909	26,563	11
1910	19,927	56
1911	24,929	92
1912	29,100	00

Total for eight years

From Atlanta Branch,	\$134,382	25
1909	\$ 4,491	22
1910	10,238	46
1911	12,876	75
1912	18,949	30

Total for four years

You will note that the work of our Branches indicates advancement, and that 1912 has been the banner year of all. Last year Brother Pierce, our manager at Fort Worth, broke all records by sending us a single remittance of \$10,000, and this year you can imagine our surprise when we received a check for \$20,000. Surely the Lord has been blessing the workers in the field and because of the united, faithful efforts of all concerned our report to-day is one which shows encouraging progress.

Our accounts payable which is made up of open accounts which we owe business firms and others had a balance December 31, 1911, of \$4,913.25, while December 31, 1912, we were owing \$2,669.28.

There is one goal we desire to attain above all others and that is to reduce our interest-bearing obligations and liabilities but, of course, if we continue making additions to our plant or purchasing new machinery, the reduction will be a very slow process indeed, but even though it causes us to increase our Bills Payable, or use cash that might be available for paying off our notes, I feel that there is great need of a new linotype machine in the composing room. The machine we

have is an old one and has seen hard service. It gives considerable trouble at times and I feel to recommend to the constituency that the incoming board be authorized to purchase a new type-setting machine, when in their judgment such a purchase becomes necessary.

In closing I wish to thank you one and all for your co-operation during the year just closed, for only by the closest co-operation can success be attained. The work is one and unless we all work together we shall fail. The Treasurer's report makes a showing that is not as good as we would like, but it shows progress for which we feel to praise God. Were it not for the special expenses such as tithe, liberal depreciation, donation to Louisiana Conference, expense of operating Book Department, accrued interest unpaid, which with the exception of depreciation have never been included in previous statements, our Net Gain would show a much larger figure. We feel to rejoice that the Association is now paying tithe and this advance is destined to secure greater blessings from above. We sense our weakness and realize that the success which has been attained has been accomplished because the blessing of God has been with us.

There is no reason why 1913 should not go far ahead of the year which has just closed. What we need, brethren, is a closer walk with God and more colporteurs in the field and we solicit the support of every union and conference president in helping us to attain this end. In union there is strength. In Psalms 68: 11 we read, "The Lord gave the word: great was the company of those that published it." My report has been made possible by the work of a comparatively small company for I think in our territory we only have two hundred eighteen colporteurs in the field, and if the Lord can accomplish such great things with only a few, what may we look for when the statement made by Sister White is fully realized that "where there is now one there should be one hundred in the canvassing work."

In closing we give all praise to our heavenly Father for the success of the work and pray earnestly for a closer walk with him that in the years that are left for us to work, the results obtained may go far ahead of anything yet reported in the history of our work in this field.

Respectfully submitted,

R. HOOK, JR., *Gen. Manager.*

At the conclusion of this report Eld. A. G. Daniells spoke in behalf of the General Conference Committee, expressing their appreciation of the work that is being done by the Association and by the men who are circulating this literature in the field.

The following report of the Atlanta Branch was presented by the manager, L. D. Randall.

(For report of Atlanta Branch see page 78.)

The following report of the Fort Worth Branch was presented by the manager, R. L. Pierce.

(For report of Fort Worth Branch see page 79.)

The report of the Committee on Plans was called for. R. W. Parmele for the Committee presented the following. It was voted to accept the report by the consideration of each item separately.

1. *Whereas*, The blessing of God has attended the work of this Association during the year past enabling our Treasurer and other officers to show a balance of financial gain and give reports of souls saved as a result of our publishing work,

Resolved, That we express our gratitude to God for his blessing bestowed upon us, and pledge ourselves to greater faithfulness in the future.

2. *Whereas*, It has been recommended by our sister Pub-

lishing Houses that there be either a raise in price or a reduction in discount on juvenile books, and,

3. *Whereas*, Experience has shown that the cost of manufacture demands such a change, therefore,

We recommend, That on the 25 cent and 50 cent books, exclusive of "Best Stories," the prices be raised to 35 and 60 cents, and present discounts be maintained, as in our judgment it would be detrimental to the work in our field to reduce discount.

4. *Whereas*, There is a need in our territory for another large book, therefore,

We recommend, The publication of an edition of "Patriarchs and Prophets."

5. *Whereas*, Much good is being accomplished by the circulation of the *Watchman*, therefore,

Resolved, That we pledge ourselves anew to its hearty support—

(a) By endeavoring to secure energetic and efficient agents;

(b) By encouraging in every consistent way the agents already in the field;

(c) By subscribing for the *Watchman* ourselves and securing subscriptions for the same whenever and wherever possible.

6. That the Southern Publishing Association Board make provision for the annual auditing of the expense accounts of such employees of the Association as may be called upon to travel during the year.

On motion it was voted that the Board take into consideration the advisability of so amending Article 8 of the By-Laws that following the January meeting in 1914, the meetings of the constituency will be held every two years.

On motion meeting adjourned, *sine die*.

S. E. WIGHT, *Chairman*,

L. A. SMITH, *Secretary*.

Report of the Book Department of the Southern Publishing Association for 1912.

[For reference to this report in the minutes of the Keene meeting, see page 74.—EDITOR.]

OUR connection with the Book Department of the Southern Publishing Association began the last days of February, 1912.

The workers in this department consist of a packer, shipping clerk, stenographer, and manager.

The work supposed to be done by this department is that of supplying the factory with printing and binding orders in both time and quantity to supply the demands from the field. In order to do this satisfactorily, it can readily be seen that there must exist such connection between the field and the department as to enable it to intelligently issue such orders to the Manufacturing Department as will make it possible to promptly fill orders coming from the field. In order to do this a system of reporting must be in operation, that will furnish a basis for manufacturing the books called for, and a system of records that will make these reports available, affording access to said information as needed from time to time.

Another system of records must also be kept of all books manufactured and sold in order to know the business done, and amount of stock on hand. A system of reporting is now in operation which passes the report received by the tract society from the colporteur on to the Branch Office and from there on to the Book Department of the Publishing House each week, and all records are now being kept which we believe will enable the Publishing House to supply the needs of the field with the smallest possible capital invested in stock.

WHAT HAS BEEN DONE

The first need we felt upon taking the department was united effort throughout our territory. Our first burden to assist in bringing this about as well as to economize at the office, was to have one system of report blanks for all. Accordingly we have arranged and issued with the general approval of the field, the following blanks: Colporteurs' Weekly Report blanks in pads, with corresponding Daily Records, a Monthly Report blank for field agent to general agent, thus forming the connecting link with secretary of the Publishing Department of the General Conference, as they already had a blank provided for the general agent to report to them.

We have also provided a blank for the use of the tract society in reporting to the Union Conference paper each week, and another one for their use in reporting to the Publishing House each week all orders taken by the colporteurs for the various books in the different bindings required for future delivery.

We have also provided a loose-leaf record blank for field agents, corresponding to other blanks mentioned above, to be used in their loose leaf record books with a territorial record blank, which provides the field agents with a means of keeping accurate records of work done in the field by the colporteurs.

These blanks are now in use practically throughout our territory, and with slight changes in one or two of them in future editions, will we believe, furnish the information that will enable the Publishing House and the field to co-operate more perfectly in their relation of supply and demand. In these blanks we have provided a place for our magazines, thus uniting the book and magazine work together under one system of machinery in harmony with the recommendation of the Publishing Department of the General Conference, and which we believe will prove to be a more economical and effective means of increasing the circulation of our magazines.

Last but not least, we have issued a Colporteurs' Credential blank which evidently has met with quite general approval as we have received orders for it in quantities outside of our territory, which has made it necessary to publish a second edition. We believe this blank will serve, as designed, to elevate the standard of our colporteur work in the minds of conference officials and colporteurs, and help toward the end of not only eliminating a cheap, untrustworthy class who but misrepresent the cause of truth, but secure the enlistment into the ranks of our colporteurs a class of men and women worthy of the sacred trust committed to our evangelical colporteurs.

During the eleven months your circulating manager has been connected with the department he has attended and assisted in three colporteurs' institutes, visited three schools and seven camp-meetings, preaching and advocating the one theme "the circulation of our literature as a most mighty factor in bringing about the realization of our united hope, the third angel's message to all the world in this generation."

W. W. EASTMAN, *Manager Book Department*.

Sales Report for Southern Publishing Association, Nashville, Tennessee

Publishing House	Dec. 1911	Total 1911	Dec. 1912	Total 1912
R&H TakomaPk	\$ 647 22	\$ 9770 48	\$ 1293 21	\$19714 06
R&H New York	389 10	4741 29	619 90	7486 10
R&H So Bend..	263 78	7026 92	392 35	7305 99
P P Mt View.	27 50	3718 37	70 50	3196 26
P P Calgary ...	4 80	108 70	5 55	413 90
P P Kans City.	103 95	5965 66	1188 55	11965 78

P P Portland...	67 25	3811 00	1099 03	7816 85
Watchman Pub.	2286 41	3082 12	2 00	7236 62
Intern'l Pub...	1 75	38 00	25	71 85
Canadian Pub	1 00	939 00		43 65
Misc Tract Socy's	298 65	2144 02	483 44	1852 28
S E Union Conf		91 27		5 91
S Union Conf	2970 84	48105 16	2596 27	34959 05
Atlanta Branch.	1724 10	33632 66	4301 79	39457 92
Ft Worth "	648 04	58008 67	454 95	96642 34
New Orleans "		10012 53		

Grand Totals. \$9434 39 \$191195 85 \$12507 79 \$238168 56
 A total gain of \$46,972.71 over 1911.

Book Department, 1912

MONETARY

Purchases	\$ 42500 40
Inventory, Dec. 31, 1911	15831 21
Advertising	309 85
Boxing	256 35
Commissions to Conferences	538 06
Convention Expense	50 70
Freight and Express	1225 61
Postage	96 73
Royalties	4755 54
Selling Expense	1480 53
Overhead Expense and Salaries	6341 89

\$ 73386 87

Sales	\$ 74217 18
Inventory, Dec. 31, 1912	12404 30

Gain \$ 13234 61

GENERAL

Total Number of Bound Volumes for the Year...	198,793
Number of Subscription Books	181,405
Number of Trade Books	16,577
Number of Bibles	811
Total Retail Value of Sales	\$238,168.56
Average Sales per Month	19,847.38
Average Sales per Week	4,962.00
Average Sales per Day	992.50
Number of Pounds of Books Shipped	311,514
Number of Car-loads (24,000 pounds to car)	13
Number of Tons Shipped	155
Number of Cars Sent During the Year	2
Number of Trips Made by Wagon	515
Average Load of Wagon	605 (lbs.)
Average Weight of Books Shipped per Day	1210
Number of Boxes Used	1600

Financial Statement Atlanta Branch, Dec. 31, 1912

[For reference to this report in the minutes of the Keene meeting, see page 76.—EDITOR.]

RESOURCES

Merchandise per Inventory	\$ 6,894 50
Expense per Inventory	180 46
Fuel and Light per Inventory	2 25
Furniture and Fixtures Inventory	523 89
Stamps and Stamped Envelopes	63 32
Unexpired Insurance	26 90
Bills Receivable	26 00
Individual Accounts Receivable	3,214 02
Doubtful Accounts	367 92
Cash on Hand and in Bank	782 02

LIABILITIES

Accounts and Deposits due Individuals	\$ 936 78
Due Southern Pub. Assoc., Nashville	2,815 60
Present Worth, December, 31, 1912	8,328 90
	<hr/>
	\$ 12,081 28 \$ 12,081 28

LOSSES

Express and Freight	\$ 1,236 17
Fuel and Light	20 19
Insurance	129 14
Postage	317 93
Labor	2,255 44
Rent	195 60
Drayage	143 30
Miscellaneous Expenses	429 05
Furniture and Fixtures, Depreciation	126 78
Commission to Conferences	2,007 77
Personal Accounts	145 01

GAINS

Discounts	\$ 50 08
Merchandise	9,526 20
Net Gain	2,569 90
	<hr/>
	\$ 9,576 28 \$ 9,576 28

Present Worth, January 1, 1912	\$ 5,759 00
Gain in Operation	2,569 90

Present Worth, December 31, 1912 .. \$ 8,328 90
 Respectfully Submitted, L. D. RANDALL.

Comparative Statement of Sales by Classes

SUBSCRIPTION BOOKS

Conference	1912	1911	Gain	Loss
Cumberland	\$ 9,099.85	\$ 5,066.30	\$ 4,033.55	
Florida	6,959.73	7,156.30		197.57
Georgia	6,485.82	9,281.15		2,822.33
North Carolina ..	11,543.54	9,779.90	1,763.64	
South Carolina ..	6,094.80	3,679.99	2,414.81	
Totals	\$40,155.74	\$34,963.64	\$ 8,212.00	\$ 3,019.90
Net Gain in Sales of Subscription Books				5,192.10

BIBLES

Conference	1912	1911	Gain	Loss
Cumberland	\$ 632.27	\$ 773.53		\$ 141.26
Florida	594.21	1,004.70		410.49
Georgia	507.01	1,271.40		764.39
North Carolina ..	666.89	491.95	174.94	
South Carolina ...	533.91	374.55	159.36	
Totals	\$ 2,934.29	\$ 3,916.13	\$ 334.30	\$ 1,316.14
Net Loss in Sales of Bibles				981.84

MISCELLANEOUS BOOKS

Conference	1912	1911	Gain	Loss
Cumberland	\$ 616.34	\$ 493.25	\$ 123.09	
Florida	1,002.82	1,309.09		306.27
Georgia	1,759.83	871.89	887.94	
North Carolina ..	877.75	600.01	277.74	
South Carolina ..	679.19	412.99	266.20	
Totals	\$ 4,935.93	\$ 3,687.23	\$ 1,554.97	\$ 306.27
Net Gain in Sales of Miscellaneous Books				1,248.70

Conference	TRACTS		Gain	Loss
	1912	1911		
Cumberland	\$ 146.60	\$ 93.82	\$ 52.78	\$
Florida	253.41	203.01	50.40	
Georgia	324.16	163.65	160.51	
North Carolina ...	141.92	137.76	4.16	
South Carolina ...	116.11	79.29	36.82	
Totals	\$ 982.20	\$ 677.53	\$ 304.67	\$
Net Gain in Sales of Tracts			304.67	

	SALES DURING 1912				
	Sub. Books	Bibles	Other Books	Tracts	Total
Cumberland	\$ 9,099.85	\$ 632.27	\$ 616.34	\$146.60	\$10,495.06
Florida	6,958.73	594.21	1,002.82	253.41	8,809.17
Georgia	6,458.82	507.01	1,759.83	324.16	9,049.82
N. Carolina ..	11,543.54	666.89	877.75	141.92	13,230.10
S. Carolina ..	6,094.80	533.91	679.19	116.11	7,424.01
Miscellaneous ..	5.80		10.75	3.76	20.30
Totals	\$40,161.54	\$2,934.29	\$4,946.68	\$985.95	\$49,028.46

Comparative Statement of Sales				
Conference	1912	1911	Gain	Loss
Cumberland	\$10,495.06	\$ 6,426.90	\$ 4,068.16	\$
Florida	8,809.17	9,673.10		863.93
Georgia	9,049.82	11,588.09		2,538.27
North Carolina ...	13,230.10	11,009.62	2,223.48	
South Carolina ...	7,424.01	4,546.82	2,877.19	
Miscellaneous	20.30	282.69		262.39
Totals	\$49,028.46	\$43,527.22	\$ 9,165.83	\$ 3,664.59
Net Gain for Union			5,501.24	

Sales During 1908	\$24,151.84
Increase in 1909 over 1908	2,848.98
Sales During 1909	\$27,000.82
Increase in 1910 over 1909	8,122.28
Sales During 1910	\$35,123.10
Increase in 1911 over 1910	8,404.12
Sales During 1911	\$43,527.22
Increase in 1912 over 1911	5,501.24
Sales During 1912	\$49,028.46

	SALES BY MONTHS	
	1912	1911
January	\$ 1,838.53	\$ 2,139.60
February	2,270.90	2,393.08
March	3,289.85	3,095.03
April	5,757.23	2,553.43
May	3,557.37	4,741.46
June	3,371.93	1,646.89
July	5,712.23	2,608.52
August	3,884.23	2,436.25
September	5,440.16	5,592.66
October	4,170.10	11,250.82
November	6,421.32	3,235.91
December	3,310.61	1,833.57
Totals	\$49,028.46	\$43,527.22

Freight Shipments from Atlanta, 30 Tons. Received, 37 Tons.
L. D. RANDALL, Manager.

Financial Statement Fort Worth Branch, Dec. 31, 1912

[For reference in minutes of Keene meeting, see page 76.—EDITOR.]

RESOURCES	
Cash	\$ 3,173 28
Furniture and Fixtures Inventory	769 00
Merchandise Inventory	14,738 91
Expense Inventory	50 62
Insurance Inventory	140 00
Rent Inventory	6 00
Due from Tract Societies	3,862 78
Due from Individuals	82
Due from S. P. A. Nashville	415 71
Total	\$23,157 12

LIABILITIES	
Due on Deposits	\$ 658 07
Due to Publishers	318 53
Total	\$ 976 60

Present Worth, January 1, 1913 \$22,180 52

GAINS	
Merchandise	\$10,518 43
Old Account Paid In	30 00
Discount and Interest	125 14
Total Gains	\$10,673 57

LOSSES	
Furniture and Fixtures	\$ 128 58
Expense	2,233 87
Insurance	224 85
Rent	218 10
Drayage	127 95
Freight	2,523 76
General Agent's Expense	601 29
Postage and Express	358 11
Scholarships	68 51
Total Losses	\$ 6,485 02
Net Gain for Year 1912	\$ 4,188 55
Net Investment	17,991 97

Present Worth January 1, 1913 \$22,180 52

I have duly audited the books of the Western Branch of the Southern Publishing Association, and certify that the financial statement on page 124 of its Journal is correct.

HARRY HAMILTON, Auditor.

Fort Worth, Texas, Jan. 6, 1913.

SALES REPORT 1912							
Conference	Sub. Books	Other Bks.	Bibles	Tracts	Miscel.	Totals	
Arkansas.....	\$ 7,671.20	\$ 313.42	\$ 994.47	\$ 200.38	\$ 224.20	\$ 9,403.67	
New Mexico..	4,409.90	299.94	328.75	102.95	92.34	5,233.88	
North Texas..	25,827.66	1,552.29	3,107.45	258.40	647.77	31,393.55	
Oklahoma.....	19,638.60	730.87	1,204.95	431.11	425.82	22,431.35	
South Texas..	10,081.65	1,289.88	967.07	163.22	404.45	12,906.27	
West Texas..	6,765.15	330.97	540.75	74.86	122.87	7,834.60	
Louisiana.....	1,372.00	53.35	88.30	5.35	15.30	1,534.30	
Totals...	\$75,766.16	\$4,570.72	\$7,231.72	\$1,236.27	\$1,932.75	\$90,737.62	
						CASH SALES.....	1,206.61
						GRAND TOTAL..	\$91,944.23

Four Years' Sales Report

The following report represents the sales of the Fort Worth Office since the fire which occurred on April 3, 1909:—

Conference	1909	1910	1911	1912
Arkansas	\$10,302.88	\$12,243.28	\$ 9,950.92	\$ 9,493.67
New Mexico	2,326.13	1,377.25	2,382.77	5,233.88
North Texas	25,227.45	26,502.14	27,720.24	31,393.55
Oklahoma	15,940.16	16,039.94	24,787.06	22,431.35
South Texas		7,315.04	12,803.68	12,906.27
West Texas	3,840.95	6,871.77	6,486.98	7,834.60
Louisiana	3,421.31	225.65	161.82	1,534.30
Cash Sales			1,708.63	1,206.61
Totals	\$61,058.88	\$70,575.07	\$86,002.10	\$91,944.23

R. L. PIERCE, *Manager.*

Report of the Colporteurs' Work in the Southern Union Conference for Year Ending Dec. 31, 1912

[For reference to this report in minutes of Keene meeting, see page 74.—EDITOR.]

OUR Union comprises five conferences—Louisiana, Mississippi, Alabama, Tennessee River, and Kentucky.

We had in the field during the year a monthly average of sixty-one agents. These workers put in 66,221 hours and the value of orders taken was \$47,456.48. The value of books delivered was \$31,243.70.

Our report is somewhat smaller than that of 1911, which we very much regret; but you will remember that our territory was most severely affected by floods last spring; and that during the year there have been not less than thirteen changes in the heads of the departments most closely related to the colporteur work. In the transition, and readjustment caused by these changes the work has been retarded to a greater or less degree.

We have no cause for discouragement, for we are convinced that the loss sustained is not due to a lack of zeal or interest on the part of our workers.

We can report progress notwithstanding the loss, for with the same measure of success which attended the efforts of our colporteurs in 1912, had we had the same number of workers as in 1911, our literature sales would have been nearly \$40,000 or more than \$4,000 in excess of that sold in 1911.

Three of our conferences fell behind 1911 in their sales. In the one showing the greatest loss there was a change of presidents, field agents, and tract society secretaries. For five or six months they had no permanent field agent. The other two conferences showing loss were those most affected by the floods. One of these fell behind only a few hundred dollars. Tennessee and Kentucky made encouraging gains.

The outlook for the present year is full of encouragement. The field agents are alive and wide awake and doing good work in securing recruits to go to the battle's front.

We desire to more effectually put a new ring, into our new year and profit by the experiences of the past, so that the results of the present year may be greater than those of the past one. We shall endeavor to exercise the faculty of knowing what to forget and what to remember, what to leave behind and what to carry forward.

Our chief concern shall be to press forward with a strong hand and resolute mind and to bend every energy in the direction of finishing the work. As we view the past attainments and failures, joys and perplexities, we are made con-

scious of the great need that calls for more thorough concentration and consecration of all our powers for the struggle before us.

REPORT OF COLPORTEURS' WORK 1912

Conference	Av. No. Agts.	No. of hrs.	Av. No. hrs.	Av. Val. Orders Pr. Hr.	Av. No. Weeks Pr. Agt.	Total Value Ords.
Louisiana	6	5103	851	\$ 72	21	\$3699 75
Mississippi	17	17644	1038	83	26	14600 50
Alabama	10	12933	1293	70	32	9004 40
Tennessee River	17	20430	1202	64	30	13092 75
Kentucky	11	10111	919	68	23	6959 08
Totals	61	66221	1086	\$ 72	27	\$47456 48

Conference	Av. Val. Del. Per hr.	Val. Bks. Del.	Av. Amt. Sold Per Agt.	Value Magazine Sales	Per Cent of Orders Delivered
Louisiana	\$ 2693 35	53	\$448 89	\$198 50	73
Mississippi	10275 80	58	604 46	121 70	70
Alabama	4825 16	38	482 52	1166 20	54
Tennessee River	8333 50	47	490 20	1268 60	64
Kentucky	5115 89	50	465 08	699 70	74
Totals	\$31243 70	47	\$512 19	\$3454 70	66

Total number Magazine Agents	8
Total Magazine Sales	\$ 3,454 70
Grand Total Literature Sales	34,698 40
Total Office Sales	34,959 95

COMPARATIVE STATEMENT OF DELIVERIES

	Average No. Agts.	1911	1912	Gain	Loss
Louisiana	15	\$ 5001 90	\$ 2693 35		\$ 2307 55
Mississippi	23	11069 35	10275 80		793 55
Alabama	18	9241 25	4825 16		4416 09
Tennessee River	14	6127 80	8333 50	2205 70	
Kentucky	8	4200 32	5115 89	915 57	

Totals 78 \$35643 64 \$31243 70 \$ 3121 27 \$ 7517 19

C. D. WOLFF, *Gen. Agent.*

Would You Like to Know at a Glance

WHEN the first Sabbath sermon was preached by an Adventist minister?

Who that minister was?

When the General Conference was organized?

How much money our people have given to the cause since the organization of the General Conference?

How many union and local conferences we now have?

How many laborers are employed?

When we first began work in foreign lands?

When the first missionary was sent to heathen lands?

How many missionaries have been sent to these lands?

How many publishing houses we have?

In how many languages the truth is being published?

How many periodicals we publish?

When the first sanitarium was opened?

How many sanitariums we now have?

When the first denominational school was opened?

How many young people are now attending our schools?

Who have been the presidents and secretaries of the General Conference since its organization?

How many sessions of the General Conference have been held, and where?

If you wish to know all these and many other valuable facts concerning the growth of our work, and have them in

concise and convenient form for reference, send 25 cents to your tract society or to the Review and Herald, Takoma Park, D. C., and get the booklet (1913), prepared by the General Conference containing this data.

Southern Union Conference

Union Conference Directory

S. E. WIGHT, President.

E. H. REES, Secretary-Treasurer and Auditor.

OFFICE ADDRESS, 511 Cole Building, Nashville, Tenn.

C. D. WOLFF, Union Missionary Agent, 2014 24th Ave. N., Nashville, Tenn.

A. N. ATTEBERRY, Educational and Y. P. M. V. Secretary, Hazel, Ky.

Nashville Sanitarium

No doubt the readers of this paper will be surprised to hear that the Nashville Sanitarium has been closed. This was not done hastily, but after due consideration.

By request of the Sanitarium management the General Conference appointed a committee to investigate the financial standing of the institution. After the committee did its work, it reported its findings to the General Conference Committee. Consideration was given to the propriety of continuing operation at the last meeting of the General Conference Committee in Mountain View, Calif., and they voted to refer the question of closing, to the Sanitarium board in counsel with Eld. W. T. Knox, treasurer of the General Conference and president of the North American division.

At Keene, Texas, it was presented to the Southern Union Conference Committee, and they recommended that it be closed, and the final decision referred to the local members of the Sanitarium board. Accordingly, Sunday, February 16, the local members of the Sanitarium board and several members of the Nashville Church in counsel with Eld. W. T. Knox, decided to close the doors of the Sanitarium at the earliest possible date. This vote was taken with a feeling of sadness on the part of all present. It seemed we could not possibly vote to do it. We hoped up to the last minute for something to change the status of affairs so that we could see the institution preserved to the denomination, but there was no alternative.

From the very first this institution has been running behind from two to five thousand dollars a year, and while the present management have made some improvement, yet with the accumulation of the large debt of past years, the interest was ruining the institution.

The above explanation we feel is due the people in this union who have so faithfully supported this institution in the past. Some have pledged due the institution, and no doubt the question will be raised, where will this money be paid? We are glad to say arrangements have been made for all pledges to the institution to be turned into the foreign mission fund.

It is the determination of the Southern Union Conference Committee to carry on medical missionary work in all its phases in the various parts of the field, and hold up the banner of truth in regard to this as high as ever. We trust no one will become discouraged, but look forward to the carrying of this work in a stronger and more aggressive manner than ever before. God's plan for his work is such that the message will penetrate every dark place in our field in due time. The Lord never slackens his hand, and when we, his creatures fail in one way to do the work he has given, if we are per-

sistent and go forward, we will be able to do the work in another way. We must now be of good courage and push forward and reach the goal in whatever way God may direct.

S. E. WIGHT.

Loma Linda Day, March 22

MUCH has been said in the columns of our papers, and by the spirit of prophecy relative to the danger of our youth attending schools other than those directly connected with the denomination. Those wishing to become doctors are no exception to the general rule, and are in great danger of receiving a mould which is not the best for our denominational work. While it may be possible for a few of the older students to attend a worldly school and come out without contamination, it is a fact that all are in danger of losing themselves in the twilight of fable and mystery, and of never accomplishing anything for the cause of God.

The medical college at Loma Linda has been established for the purpose of giving those who wish, a medical education and training that will fit them for Seventh-day Adventist missionaries in the truest sense of the word.

March 22, a collection is to be taken in all the churches in the United States and Canada for the purpose of erecting a hospital building that those who are in training at Loma Linda may complete their education. This is of great importance not only to the students attending the school, but to the denomination.

It is to be hoped that the Southern Union will take a special interest in Loma Linda Day as we hope that some of these students may find their way into the Southern Union to help us build up the work in medical missionary lines.

S. E. WIGHT.

Organizing for Aggressive Work

FOLLOWING are excerpts from a letter to Elder Wight from Sister M. C. Kenyon, now at Mobile, Alabama, who is encouraging our people throughout the Southern Union to do personal work with our various publications. We are sure it will be of much interest to know of the success she is having:—

"The work seems so great. I wish there were others who could go and stir up the lay members to arise and do the work which is for them to do now. This year is undoubtedly the most favorable time we will ever have to do this grand work. We as a people have lost much time already, for it is more than a year since we were advised to 'do this work by companies thoroughly organized,' but so many are timid, and feel their inability to approach the people that it takes time and much effort to get started.

"We have thus far helped to organize eight Missionary Volunteer Societies, with a total of twenty-two companies—from one to five companies in each society; and the prospect here is for four more companies, two white and two colored. I do not doubt that it might be best to remain longer in some places, but it seems I must hurry to get all to work as quickly as possible.

"This afternoon I called on Eld. Stephen Miller to make an appointment to meet with their company and tell them of the work. I also met Elder Peters of Pensacola. He was very urgent that I should come there before I go to New Orleans, so I think as it is not far from here I had better spend one Sabbath there if necessary. I feel anxious to do as much as I can, and will try to reach Memphis and Nash-

ville before going to General Conference. I am still keeping well, and am happy in the work.

"About the *Watchman*, Yes, I will endeavor to push it more, and recommend regular monthly orders.

MRS. M. C. KENYON.

Alabama Conference

Conference Directory

A. L. MILLER, President.

THOS. E. PAVEY, Secretary and Treasurer.

THOS. E. PAVEY, Tract Society Secretary.

MARK WILSON, Field Missionary Secretary.

OFFICE ADDRESS, 1700 7th Ave. N., Birmingham, Ala.

HELEN M. KEATE, Sabbath-School and Y. P. M. V. Secretary, Fort Payne, Ala.

C. R. WALDRON, Educational Secretary, Rockford, Ala.

News Notes

GOOD news comes to us from the Institute that was held at Borden Springs. We hope to see some new names added to the colporteurs report real soon. We have just received a good letter from Brother Wolff telling of the interest manifested on the part of all the church at Borden Springs.

Elder Bellinger has been visiting the brethren and sisters at Carbon Hill, Jasper, and Drifton. All are of good courage and are striving to bring this message to those who know it not. One has been added to the church at Sheffield recently.

Sister Kenyon has been in Mobile for a short time, helping to organize that church for missionary work. She writes that all are taking hold of the work in earnest and she feels very much encouraged that something will be accomplished in Mobile. We hope that Sister Kenyon will be able to visit Pensacola before she has to leave our conference.

We are sending to the WORKER this week a report of six weeks' work of the Birmingham church. We are not sending this report because it is such a large one, but to let you know that we have begun to work here and we hope to be able to send in better reports later on. The Lord is calling his people to service for him and when we go out to work for the Master he always stands by our side and results are seen. May we all be found doing our duty day by day.

Our tithe per capita for 1912 was a little more than \$10. That is good, but should it be more? For the month of January we only fell short about \$17 of paying twenty cents per week per member for missions, and the churches had not yet been informed in regard to the new plan. This is very encouraging and goes to show that Alabama will do her part. The new plan for making our donations twenty cents a week per member was presented to the Birmingham church Sabbath, March 1; an expression of the church was taken and all signified their approval of the plan. The work is closing up and soon the Lord will say, "It is finished, and I do not need your money." Money invested in this message pays a very large interest, but it is in the new earth that it will be enjoyed. May the Lord help us all to be faithful.

Brother Guilford writes that he is still enjoying the blessings of the Lord and that he is of good courage. Brother Smith and Brother Jakes sent in good reports for last week. We want to see the canvassing work in Alabama come to the front. Some of the conferences have set their mark at from \$10,000 to \$15,000 for 1913. What are we going to do? We do not want to set our mark too high, but we must be right up with the rest of them when the records are made up. Every

member in Alabama should be a booster for the canvassing work. If you can not take a prospectus and go out and carry the message to the people, begin to pray for those who have had the courage to go, maybe you will find time to do something before the year closes.

THOS. E. PAVEY.

Six Weeks' Missionary Report

BIRMINGHAM CHURCH

Number of Missionary Visits Made	252
Hours Spent in Christian Help Work	58½
Number of Sick Persons Assisted	3
Number of Treatments Given	11
Number of Meals Provided	2
Articles of Clothing Given Away	13
Number of Tracts Loaned or Given Away	1846
Number of Papers Loaned, Mailed, or Given Away ..	178
Number of Books Loaned or Given Away	10
Retail Value of Literature Given Away	\$5 55
Number of Missionary Letters Written	55
Number of Letters Received	15
Number of Periodicals Sold	704
Number of Periodical Subscriptions Taken	54
Number of all other Books Sold	84
Retail Value of Literature Sold	\$111 25
Bible Readings or Cottage Meetings Held	107
Number Attending the Bible Readings	149
Children Brought to Sabbath-School	2
Offerings for Home Missions	\$ 4 51
Collected and Given for Foreign Missions	\$ 7 45

Kentucky Conference

Conference Directory

B. W. BROWN, President.

S. F. LOVE, Secretary and Treasurer.

H. E. BECK, Field Agent.

MRS. B. W. BROWN, Sabbath-School Secretary.

W. H. WHITE, Y. P. M. V. Secretary.

OFFICE ADDRESS, Nicholasville, Ky.

Notes

ELD. E. H. REES the Union Conference treasurer has been auditing the conference books the past week. We were much pleased to have Elder Rees with us.

M. Wheeler has been delivering books the past week. He is planning to attend the Institute at Grove, March 7-17.

Brother Ethington has been very busy in Woodford County delivering books the past week. He reports a real live interest on the part of several, and the people are calling for meetings. We hope to fill the call soon.

Brother Beck spent a few days at the office the past week, he is getting ready for the Institute.

Bro. Rollin Cooper, the deacon of the Hartford church, moved to Owensboro the past week. We hope he will be a strength to the work there in that city.

The Louisville church members are selling magazines to help pay for their new church. I believe it would be well for all of our churches to take up the sale of some of our magazines.

Elder Brown visited the Hartford church the past week. He reports all of good courage, and that another sister has expressed herself as desiring to be baptized and unite with the church.

Word comes from Badger, Kentucky asking for meetings to be held. Several families are interested where the message has never been preached.

Let all our people remember March 22, and make a liberal offering for the medical work at Loma Linda. I feel sure that Kentucky will do her part to help complete the buildings there, so that our medical school may have the necessary facilities for carrying forward the work.

Anxious To Be in the Field Again

I STARTED out in the Lord's work last fall selling "Bible Footlights." I enjoy the work very much but I have not been out this year on account of sickness of my wife.

I find many people who want to know the truth, and who are anxious to buy the books, to learn about the second coming of our Lord.

We have started a church building near Ford, and we want your prayers that we may have good success in finishing it, so we may have a place to worship the Lord in spirit and in truth.

I called the church together and we appointed a committee and a treasurer. The committee are pushing the building right along. The outside people have been very liberal in giving of their means to help build the church, and we appreciate their help very much.

I ask the prayers of all my brethren that my wife may have health so, that I may soon be able to go out into the Lord's work again.

HENRY JONES.

Ford, Ky., Feb. 23, 1913.

Kentucky Institute

By the time this writing reaches the people, our Institute will be in session at Grove, Ky. And as the workers in our conference are gathered together, studying plans and means by which to bring this great three-fold message before the people in this field, we earnestly desire the prayers of God's people throughout the Southland.

There is a great and important work before us, and the Lord is calling for volunteers to go into the highways and hedges and compel them to come in. Let all take part in doing something to help in the closing work.

This morning on the train I heard two men talking. One said he believed the Bible from Genesis to Revelation. In a few moments a young man from India and myself joined them. He was an evangelist. I presented to them many things in regard to the fulfilment of the prophecies, and gave them some tracts. When I left them they promised to study the message farther, also that they would order "Daniel and the Revelation."

I have just come from a visit to our new headquarters in Nicholasville, Ky., and believe the Lord guided in the selection of this place, as it is in the main part of town, and the people are watching to see what is going to be in this place. I found Brother Rees busy auditing the books. Brother Love and Sister Brown busy cleaning the building. It had been a shoe shop for some time and required considerable cleaning. Let all pray that this may be the best year in the history of the work.

H. E. BECK, *Field Agent.*

SEE the ranks of workers filling!
Troops for God are daily drilling;
Ready they to serve the Lord,
Circulating wide his Word.

Louisiana Conference

Conference Directory

R. W. PARMELE, President.

O. R. GODSMARK, Secretary and Treasurer.

O. R. GODSMARK, Tract Society Secretary.

OFFICE ADDRESS, 810 JACKSON AVE., NEW ORLEANS, LA.

H. D. LEAVELLE, Field Agent, 810 Jackson Ave., New Orleans, La.

MRS. C. A. SAXBY, Educational and Y. P. M. V. Secretary, Lake

Charles, La., R. F. D. 2.

MRS. LAURA BROWN, Sabbath-School Secretary, 2515 Milan St., New Orleans, La.

LYDIA E. PARMELE, Medical.

Sabbath-School Report, Quarter Ending Dec. 30, 1912

Schools	Mem.	Av. Att.	Expense	13th Sab.	Missions
New Orleans ...	84	62	\$ 4 80	\$ 19 00	\$102 11
De Ridder	25	17		3 28	22 65
Shreveport	29	18		5 45	19 36
Lake Charles ...	17	13	2 11	2 86	17 15
Welsh	22	18	3 33	1 19	11 21
Hammond	19	17		98	10 85
Home Department	31	31		4 00	8 75
Hobart	10	8		3 25	8 40
Ringgold	18	18		1 56	8 30
Lena Station	21	18		1 87	8 29
Jennings	6	5	20	1 32	8 20
Lake Arthur	14	8	35	2 50	6 27
Natalbany	22	12		1 00	5 12
Newellton	7	7	1 65	3 00	4 00
Leesville	20	16	1 00	50	1 96
Jena	5	5	2 75	50	1 93
Mansfield	7	7	1 00		75
Totals	357	281	\$ 17 19	\$ 52 26	\$245 30

THE total Sabbath-school donations for the year 1912 was \$933.17. This is \$290.66 more than the schools gave in 1911. Our goal for last year was \$800; but we see it buried far beneath the surface, and we do not want to dig it up again. I believe the schools will agree to raise \$1,200 in Sabbath-school donations in 1913. "We are well able" to do this, dear brethren and sisters, with the help of God.

The total 13th Sabbath Offering was \$189.32. It looks like the 13th Sabbath plan has come to stay. It has been a decided success. We will experience blessings in making larger offerings on these Sabbaths, in behalf of the request that comes to us through the 13th Sabbath leaflets. I will quote what one sister, at Newellton, has recently written to me: "If all the schools enjoyed the 13th Sabbath as much as we do, it would be looked forward to, and never allowed to pass unnoticed. . . . The readings never fail to touch our hearts and loosen our purse-strings. God's presence and approval of our plan is always felt, and I think we all enjoy greater blessings on the 13th Sabbath, than any in the quarter. We feel in closer touch with our dear missionaries in the regions beyond. There is a satisfaction, too, in knowing that our donation goes direct to those whose experiences have aroused our heart-felt sympathies and interest." May we all view the subject of the offerings on the 13th Sabbath, and on the other Sabbaths, too, as Sister Winterton does, and the Lord will give us a liberal spirit, and so hasten the coming of our Saviour.

MRS. LAURA BROWN.

2515 Milan St., New Orleans, La.

News Items

AMONG others we were glad to welcome Sister T. M. Hix, of Bogalusa, La., as an office visitor. Sister Hix is a member of the New Orleans Church but is unable to attend services, living at such a distance. She reports that Bogalusa is stirred over the literature which she has been giving to all who would receive it. "The best means for interesting the people," she says, "is giving out the new Eastern Question tracts. I follow this reading by tracts on the Sabbath Question, then the State of the Dead, and am glad to say that some, at least, are really seeking for light."

For several weeks a young Armenian has been attending the mid-week services in New Orleans and is deeply interested in what he sees and hears. A friend of his in the far east, who wrote an article for the December *Watchman* about the home town of this young man, advised him to obtain this issue and read the article. Mr. Souren Kevorkien called at the office and purchased a copy of the *Watchman* and "Daniel and the Revelation." We believe that the Lord will lead this young man to accept the truth.

To those who were forced to wait a few days for their Eastern Question tracts we offer our apology. We had a large stock which we expected to last through the entire summer, but orders kept coming in until we are now using our third order and are expecting a new lot soon. These tracts are timely. Are you using them?

For the benefit of our friends who from time to time wish to call upon the office we give the following directions for reaching 810 Jackson Avenue: take the Jackson Avenue street-car and get off at Annunciation Street, then walk back two doors.

Our Tract Society secretary is a firm believer in aggressive work with our splendid monthly and weekly periodicals. The subject is on his mind so much that his residence is on Magazine Street.

Have you a Ten Commandment Chart hanging on your walls for the benefit of your children? You should have, for the impressions which they are receiving now will follow them through life. Splendid charts may be obtained for only fifty cents. They are of paper, backed with cloth, and printed in several colors.

Churches may obtain the large Ten Commandment Charts for use in large rooms for \$1. These charts are printed on the best grade of cloth. A small collection will pay for this chart, and it will always be of use.

The Hammond Church, through Bro. Ray Hendricks, ordered 500 each of the tracts, Which Day Do You Keep, and Why? Is the End Near? and the Eastern Question. This looks as though the believers in Hammond are starting a good movement for more members. A person who reads himself into the truth generally makes a first-class Seventh-day Adventist.

Several have requested that we send them shipments of books by parcel-post. According to the rules governing this new branch of the postal service this is impossible. All printed matter must go at the old rate of eight cents per pound. This only affects colporteurs, as the prices quoted in the catalogs are post-paid to you. If you do not have a catalog we will gladly furnish you with one.

A recent report states that "John Doe was arrested for loitering and was given thirty days." How long can a Christian loiter in this world of opportunity for doing good before a sentence terribly severe will be given? If you can not see your opportunity write us and we will gladly assist you.

Last but not least we wish to announce that a new worker has entered this State, and we look for him to grow and be of great service a little later. Bro. and Sister W. P. McLennan are rejoicing over the arrival of a new son. Sunday, February 16, was the date, and he seems to be progressing in every way. We welcome Walter P. McLennan Jr., to the field.

Mississippi Conference

Conference Directory

C. S. WIEST, President.

MISS PARIZETTA SMITH, Secretary and Treasurer.

MISS PARIZETTA SMITH, Tract Society Secretary.

H. G. MILLER, Field Missionary Agent.

MRS. E. L. MORROW, Sabbath-School and Y. P. M. V. Secretary.

OFFICE ADDRESS, 932 Union St., Jackson, Miss.

News Notes

THE Mississippi Colporteurs' Institute is now a matter of history. Those who attended pronounced it the best they had ever attended. The members of the Hatley church were very much interested in the work, and several attended almost every meeting.

The last Sunday night of the meeting the church was filled to overflowing with the brethren and visitors, who were attentive listeners to a sermon on Religious Liberty Principles, by the writer.

The visiting helpers in the Institute were Eld. W. W. Eastman and Bro. C. D. Wolff. The colporteurs in attendance were, Brn. J. S. Fry, A. L. Saxon, C. R. Canada, H. C. Balsbaugh, C. H. McColrey, J. D. Smith, Sister Permelia Sparks. Other visitors were Sister Sallie McCain, Bro. Willie Tinsley, Sister C. R. Canada, and two children, Merrill and Charles.

Sister Maggie Williams offered her services in the boarding department, and worked nobly to make that part of the Institute a success. At the closing meeting of the Institute a motion was made by Brother Saxon, and seconded by Brother Balsbaugh, that we extend our heartfelt thanks to Sister Amelia Williams for her labor of love in baking bread for our workers, and also to Sister S. J. Smith, and Sister Maggie Williams for their kind help in supplying our physical wants in the cooking department. It was unanimously voted by all the canvassers.

Most of the workers left Sunday, February 23.

Emma, the little daughter of Bro. Donas White, of Amory, has been very sick for several weeks. She is now doing nicely, and hopes for her recovery are entertained.

I hope every member of the Mississippi Conference has read page 59 in the *WORKER* of February 20.

The institutions of our denomination have created unpleasant burdens upon our leading brethren because of the great financial indebtedness. The plan to remove this debt I am sure must be of God. Nothing in our material lives should receive greater attention than the liquidating of a debt, and nothing is so embarrassing as to live beyond one's income.

I believe the time has come when the denominational indebtedness must receive our united attention. The recommendations passed by the General Conference Committee, to be presented at the General Conference next May, involve the complete liquidation of our debt within a very few years. Think! if we do no more than at present outlined in this plan, after seven years we will sing the song of jubilee.

When we stop to think, twenty cents per week is not very

much for the support of the greatest cause upon earth. Many a one spends this amount for tobacco and tea and other needless or injurious things.

The Lord has graciously helped us to raise our portion last year on the fifteen-cents-a-week fund, and I am confident he will bless our efforts this year to raise the additional amount of five cents a week.

Brethren, let us get under the burden and come up to the help of the Lord in this great need. Let us begin now in a systematic weekly offering. Perhaps there are those who can make a liberal donation now, that will give us a good start on this fund thus early in the year.

The work in the Conference is on the upward way. The splendid Colporteurs' Institute just closed bespeaks greater success in the book work than ever before.

Consecration and earnestness prevailed all through the meeting. Such a spirit must sell books and bring people to the light of the message.

C. S. WEST.

Report of Sabbath-Schools for Quarter Ending Dec. 31, 1912

School	Mem.	Av. Att.	Contribs.	13th Sab. Off.	Missions
Jackson	40	29	\$ 50 00	\$ 18 51	\$ 50 00
Dixie	4	3	5 00	20	5 00
Ellisville	12	10	8 33	72	8 33
Enid	5	4	8 86	6 05	8 86
Hatley	29	25	11 93	1 93	11 93
Laurel	8	6	2 85	75	2 85
Meridian	20	16	41 75	8 76	41 75
Natchez	13	12	11 36	1 66	11 36
Pine Grove	9	7	4 39	30	4 39
Ridgeland	27	25	6 17	3 00	6 17
Vicksburg	10	6	2 64	50	2 64
Home Dep't	32	32	31 99	13 25	31 99
Totals	209	165	\$185 27	\$ 55 63	\$185 27

EMMA L. MORROW, *Sabbath-School Sec'y.*

The Jackson Institute

THE Colporteurs' Institute for the colored workers of Mississippi will be held at Jackson, March 14-23.

All who are interested in this important branch of the Lord's work are invited to attend this meeting.

We are expecting, planning, and praying for a good meeting, and are hoping for a good attendance.

Won't you come and prepare for better service, and make this year the best year of your life? Let God use you to do great things for him. Very soon the work will be finished and what we expect to do we must do very soon. Our time and strength are talents which God expects us to use in his service. Let us make use of every means to prepare ourselves to use these talents to the best advantage.

VIRGIL SMITH.

The Eastern Question

A NEW sixteen page tract, by L. A. Smith, recently issued by the Southern Publishing Association, sets forth in a very clear and logical manner the meaning of the present situation in the Balkans, proving from prophecy and history that the standing up of Michael, or the close of probation follows the driving of the Turk from Europe and the planting of his seat of government at Jerusalem.

This question is now a live issue and this tract should be scattered everywhere.

Order from your tract society.

Tennessee River Conference

Conference Directory

E. L. MAXWELL, President.

F. C. VARNEY, Conference and Tract Society Secretary and Treas. OFFICE ADDRESS, 509 Cole Bldg., Nashville, Tenn.

MRS. E. H. REES, Secretary Sabbath-School Department, 2305 Buchanan St., Nashville, Tenn.

C. F. LOWRY, Educational and Y. P. M. V. Secretary, 218 Morgan St., Jackson, Tenn.

C. F. DART, Field Missionary Agent, 2309 Lacey St., Nashville, Tenn.

Feb. 21, 1913.

Dear Brethren and Sisters of the Tennessee River Conference:—

A FEW years ago we started out to raise ten cents per week per member for foreign missions. A response to this call by our people certainly indicated that they recognized in it the call of God for the hour. A year ago the request was made that we raise our offering from ten cents a week to fifteen cents, and while we in Tennessee came short of this mark, I am glad to say that we made a substantial increase in our offerings for missions.

Now there has been another matter that has been demanding serious attention from our general officers as well as from our people for years. I refer to the heavy burden of debt that has rested like a pall upon the denomination. We believe that when the Lord shall come he will find a people free from debt as well as free from sin. Our hearts have been made sad many times as we have been forced to wonder how it was possible for this great burden ever to be rolled from our shoulders, and we have been made sick at heart as bill after bill has come to us to pay for the debts, when at the same time they were being created, and the burden has been on the increase; but at last the whole denomination has come to a halt in the matter of creating debts. Now we have unitedly come to the place where we have determined to raise the money to pay off all that we owe, so that we can look the whole world in the face, and live up to that scripture which says "Owe no man anything." Now we are asked to raise twenty cents per week per member, the additional five cents over the fifteen cents for missions being intended to pay for the indebtedness of our institutions all over this country, and this plan carried out will result in the liquidation of all these many obligations within seven years at the most. It is very probably that it will cause the liquidation of these debts in even less time than that.

From this time on in the first issue of the WORKER each month there will appear in the Tennessee River Conference column a statement of the amount due by this conference on this fund and the amount raised thus far, each month, and the amount yet due. I hope that every church elder will keep this matter permanently before the church, and that every Sabbath-school superintendent and teacher will encourage the members of the schools to do their part in making an offering each week, if possible the full amount of this offering, so that the amounts will be promptly remitted to the conference office. Do not scold the people if they fail to come up to this, but smile and encourage them to give by giving liberally yourself. You know the Bible says "there is that scattereth, and yet increaseth;" and I know from personal experience that this is true when we make gifts to the cause.

May the Lord bless the members of the churches of this State, and shall we not by his blessing do our best to make

our conference stand at the head of the list as the one which is the most faithful in making offerings for the finishing of the great work of God.

E. L. MAXWELL.

Hazel Academy Items

WHILE the health of students in past years has been good, it has been better this year than usual. We feel very thankful for this great blessing.

Regular hours, plain food, and an abundance of fresh air, are important for all, but even more so for young people.

The members of the rhetoric class have been doing some practical work in composition—writing to senators and representatives, protesting against Sunday legislation. Several replies have been received showing that the letters were given consideration.

Last evening after Sabbath, February 22, a formal reception was given by the young ladies, assisted by the lady members of the faculty, to the young men, lasting from 7:15 to 9:30 P. M. Suitable refreshments were served and a program was rendered by the young ladies, consisting of music and some things relating to the connection of George Washington with the early history of our country. The parlor and dining room were opened into one room and tastefully decorated for the occasion. It appeared to be a pleasant and profitable occasion for all.

Elder Elliott recently made the school a brief but pleasant call. We enjoyed his chapel talk very much.

Funds Received at the Conference Office for the Months of January and February, 1913

Church	Memb.	Tithe	Rate Per Yr.	Miss. Offs.	Rate Pr. Wk.
Nashville No. 1	150	\$ 866 90	\$ 34 68	\$ 139 90	\$ 11
Memphis	117	420 26	21 60	139 01	14
North Nashville	36	214 23	35 70	51 20	17½
Madison	50	100 00	12 00	28 97	07
Hazel	36	95 25	15 87	65 78	22½
Fountain Head	27	81 56	18 12	19 30	08
Bon Aqua	18	55 53	18 51		
Cedar Grove	24	55 14	13 78	15 89	17¾
Hustburg	13	44 21	20 40	6 30	05¾
Individual		36 25		13 84	
Conference Church	10	32 41	19 44	9 09	10¾
Leach	46	27 37	3 51	12 24	03
Springville	45	26 18	3 48	27 15	07
Hebron		17 50			
Trezevant	16	14 70	5 52	1 59	01
Lane	14	3 40	1 44	1 46	01½
Jackson	15	2 86	1 14	6 77	05¾
Portland Company				4 37	
Lawrenceburg "				8 28	
Totals	617	\$2119 75	\$ 20 32	\$ 551 14	10½

All offerings for missions including Sabbath-school offerings are included in the above missions offerings.

North Nashville Tent Fund \$ 7 50
Memphis Hazel School 2 00

From the above it is seen that for the two months our mission offerings are \$551.14. At twenty cents per week we should have raised \$932.52 in this time. We trust that all will rally to this matter at once, and that there will be a clean slate at the end of the year so far as the Tennessee River Conference is concerned.

General

For the Use of Ministers, Workers and Church Officers

To enable ministers, church elders, and others to answer questions that may arise in the minds of church members or any who are contemplating taking the medical course at Loma Linda, we append the following questions and answers. The answers are taken from the writings of Sister White relative to the medical college at Loma Linda.

Question.—What evidence is there that the Lord would be pleased to have us own and operate a medical college at Loma Linda?

Answer.—"The light given me is: We must provide that which is essential to qualify our youth who desire to be physicians, so that they may intelligently fit themselves to be able to stand the examinations required to prove their efficiency as physicians. They should be taught to treat understandingly the cases of those who are diseased, so that the door will be closed for any sensible physician to imagine that we are not giving in our school the instruction necessary for properly qualifying young men and young women to do the work of a physician. Continually the students who are graduated are to advance in knowledge, for practise makes perfect.

"The medical school at Loma Linda is to be of the highest order, because those who are in that school have the privilege of maintaining a living connection with the wisest of all physicians, from whom there is communicated knowledge of a superior order. And for the special preparation of those of our youth who have clear convictions of their duty to obtain a medical education that will enable them to pass the examinations required by law of all who practise as regularly qualified physicians, we are to supply whatever may be required so that these youth need not be compelled to go to medical schools conducted by men not of our faith. Thus we shall close a door that the enemy would be pleased to have left open; and our young men and women, whose spiritual interests the Lord desires us to safeguard, will not feel compelled to connect with unbelievers in order to obtain a thorough training along medical lines."

Ques.—Could not our students take a part of their course at Loma Linda and then complete their course in some worldly medical college and thus save the expense of providing further buildings and facilities at Loma Linda?

Ans.—"Some have advised that students should, after taking some work at Loma Linda, complete their medical education in worldly colleges. But this is not in harmony with the Lord's plan. God is our wisdom, our sanctification, and our righteousness. Facilities should be provided at Loma Linda, that the necessary instruction in medical lines may be given by instructors who fear the Lord, and who are in harmony with his plans for the treatment of the sick.

"I have not a word to say in favor of the world's ideas of higher education in any school that we shall organize for the training of physicians. There is danger in their attaching themselves to worldly institutions, and working under the ministrations of worldly physicians. Satan is giving his orders to those whom he has led to depart from the faith. I would now advise that none of our young people attach themselves to worldly medical institutions in hope of gaining better success or stronger influence as physicians."

Ques.—Will not the medical course at Loma Linda be inferior to that given in other medical colleges?

Ans.—"The light that God has given in medical missionary lines will not cause his people to be regarded as inferior in scientific medical knowledge, but will fit them to stand upon the highest eminence. God would have them stand as a wise and an understanding people because of his presence with them. In the strength of him who is the source of all wisdom, all grace, defects and ignorance may be overcome.

"The medical school at Loma Linda is to be of the highest order, because those who are in that school have the privilege of maintaining a living connection with the wisest of all physicians, from whom there is communicated knowledge of a superior order."

Ques.—Have our large union conference training schools a part to act in advancing the interest of the medical college?

Ans.—"Our larger union conference training-schools in various parts of the field should be placed in the most favorable position for qualifying our youth to meet the entrance requirements specified by state laws regarding medical students. The very best teaching talent should be secured, that our schools may be brought up to the proper standard. The youth and those more advanced in years who feel it their duty to fit themselves for work, requiring the passing of certain legal tests, should be able to secure at our union conference training-schools all that is essential for entrance into a medical college."

Ques.—Does not the Bible study required at Loma Linda take time that could be used to better advantage in medical studies?

Ans.—"It is a mistake to make a scientific preparation the all-important thing, while religious principles, which lie at the very foundation of a successful practise are neglected. If medical students will study the Word of God diligently, they will be far better prepared to understand their other studies; for enlightenment always comes from an earnest study of the Word of God. Nothing will so help to give them a retentive memory as a study of the Scriptures. Let our medical missionary workers understand that the more they become acquainted with God and Christ, and the more they become acquainted with Bible history, the better prepared will they be to do their work."

Ques.—Is the work of the college simply to prepare physicians?

Ans.—"Loma Linda is to be not only a sanitarium, but an educational center. A school is to be established here for the training of gospel medical missionary evangelists. Much is involved in this work.

"Now while the world is favorable toward the teaching of the health reform principles, moves should be made to secure for our own physicians the privilege of imparting medical instruction to our young people who would otherwise be led to attend the worldly medical colleges. The time will come when it will be more difficult than it now is to arrange for the training of our young people in medical missionary lines.

"The cause of God to-day would have been far in advance of what it is, had we in former years been more active in the training of nurses who, in addition to their acquirements of more than ordinary skill in the care of the sick, had also learned to labor as evangelists in soul-winning service. It is for the training of such workers, as well as for the training of physicians, that the school at Loma Linda has been founded. In this school many workers are to be qualified with the ability of physicians, to labor, not as physicians, but as medical missionary evangelists. This training is to be in harmony with the principles underlying true higher education. The cause is in need of hundreds of workers who have received a prac-

tical and thorough education in medical lines, and who are also prepared to labor from house to house as teachers, Bible workers, and colporteurs.

"Those who take advanced training in nursing, and go forth into all parts of the world as medical missionary evangelists, can not expect to receive from the world the honor and the rewards that often come to fully accredited physicians. Yet as they go about their work of teaching and of healing, and link up closely with God's servants who have been called to the ministry of his Word, his blessing will rest upon their labors, and marvelous transformations will be wrought."

GEO. A. IRWIN.

Colporteurs' Report for the Southern Union Conference

Week Ending Feb. 22, 1913

ALABAMA CONFERENCE

NAME	Book	Hrs.	Ords.	Value	Helps	Total	Delivered
*S S Guilford	..BF	61	48	\$61 50	\$ 1 25	\$62 75	\$ 2 50
R T Jacks	.....BF	34	33	36 50	3 50	40 00	
I W Peevy	.....BF	29	17	23 00	13 00	36 00	
*C D Sloan	...PP&F	54	14	25 00	2 50	27 50	
H G Smith	.....CK	20	2	3 50	75	4 25	4 50
Mrs H G Smith	.CK	23	1	1 50	2 25	3 75	3 00
G W Brown	.....BF	52	8	8 00	3 85	11 85	

KENTUCKY CONFERENCE—WEEK ENDING FEB. 15

W P Ethington	..BF	10	5	5 50	1 00	6 50	
M B Wilson	...BF	32	15	15 00	9 00	24 00	
*H E Beck	....D&R	42	12	23 00	75	23 75	
Curtis Pound	...D&R	37	8	18 00	50	18 50	

LOUISIANA CONFERENCE

John Harzman	.PP&F	48			4 50	4 50	55 50
Mrs M Johnson	.NTP	26			8 90	8 90	
*I J Reed	.....BF	31	27	40 00	12 25	52 25	5 00
A Thresher	.....BF	6			1 25	1 25	7 25

TENNESSEE RIVER CONFERENCE

R H Hazelton	...GC	30			14 00	14 00	22 00
L F Littell	...MTRM	25	14	10 50		10 50	5 25
U Bracy	.....BF	42			4 50	4 50	15 50

SUMMARY

Alabama Conf	....	273	123	159 00	27 10	186 10	10 00
Kentucky Conf	....	121	40	61 50	11 25	72 75	
Louisiana Conf	...	85	53	40 00	26 90	66 90	67 75
Mississippi Conf	..	No Report.					
Tenn River Conf	.	97	14	10 50	18 50	29 00	42 75

Totals 576 230 \$261 00 \$83 75 \$354 75 \$120 50

* Two Weeks.

Magazine Agents' Report

Week Ending Feb. 22, 1913

Agent	No.	Value
ALABAMA CONFERENCE		
Mrs H G Smith	7	\$ 70
LOUISIANA CONFERENCE		
Mrs Mattie Johnson	12	1 20
Bessie Johnstone	75	7 50
TENNESSEE RIVER CONFERENCE		
**Miss Laura Young	355	35 50
Totals	449	\$44 90

** Three Weeks.

SOUTHERN UNION WORKER

Published weekly (fifty numbers) by

THE SOUTHERN UNION CONFERENCE

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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 or to the publishers, and not to the editor.

We have been compelled to print a double number this week to make room for some account of the Keene meeting, and for the various reports submitted on that occasion. The report of the Department of Periodical Circulation appeared last week in Home Office News. Our first thought was to treat other reports read at the meeting in the same way, but it soon became evident that the plan was impractical; hence this double number.

Price Reduced

As long as they last, the Sabbath-school Birthday Cards may be obtained at the rate of one cent each on all orders of five or more.

This card was designed especially for the use of Sabbath-school teachers. The autumn-leaf design in seven colors, with its dainty background, the neat arrangement of the appropriately expressed "best wishes," the blank lines for the names of the receiver and the giver, and the pure-white bristol-board make a very attractive card.

Show your pupils that you are personally interested in them by remembering their birthdays. It is a little trouble, a little expense, but the results make it worth while. Send the order, accompanied by the money, to the General Conference of Seventh-day Adventists, Takoma Park, Washington, D. C.

Do not wait until the supply is exhausted. There will be no more like these. We shall send out the cards in the order in which the requests are received.—*Adv.*

A Valuable Booklet

IN response to urgent requests from some of our workers, the General Conference Publishing Department has prepared a compendium of data regarding the beginning and development of our denominational work in its several departments. This valuable information is published in a vest-pocket diary for 1913, occupying about twenty pages. The statistics and facts are arranged in such a way that the comparative growth of the various departments of our work may be seen at a glance.

This data alone is worth many times the price of the booklet; but aside from this, and the diary, there is ample space for addresses, memoranda, and cash account. No Seventh-day Adventist can afford to miss the opportunity of getting this valuable little booklet. Owing to the delay in getting the matter ready, only a limited number have been published. Price while they last, 25 cents. Order from your tract society or the Review and Herald Publishing Association, Takoma Park, D. C.—*Adv.*

"The Protestant"

IN a recent circular letter to editors of conference papers, the editor of the *Protestant* says in part:—

"I now desire to call your attention to some special features of the magazine, beginning with the March number. I have secured the official transcript of a large portion of the court record of a case tried in the State of Washington, in which a Catholic mother brought suit against a Catholic bishop, a Catholic priest, two Catholic sisters, and a Catholic attorney, seeking damages for the kidnapping of her child. The argument and the testimony in this case are most interesting. As the jury awarded damages to the amount of about \$23,000, it is evident that they believe that the charges were proven.

"Articles dealing with this case and including much of the material will appear in several numbers, commencing with the March number.

"Believing that these articles will attract wide attention, I have planned to insert in each number carrying them at least one article dealing with some special phase of our message. In the first numbers there will be a strong article upon the coming of the Lord as the true hope of the Church.

"It has occurred to me that this would be a very favorable time to extend the circulation of the *Protestant Magazine*, as I am sure that it will only be necessary to explain the nature of these special articles in order to secure subscriptions from a large number of people."

Elder Prescott is quite right in thinking this a favorable time to extend the circulation of the *Protestant*, not only in view of this special series of articles, but because of the untiring efforts of the papal church to make America Catholic. The *Protestant* easily outclasses all other anti-Catholic periodicals. It commands the respect of all and carries conviction to many. It is deserving of the widest possible circulation.

April "Signs Out in February

Notice this list of timely and valuable articles for the April *Signs Magazine*. Every one a real, winning argument for the message. They are just the right length for busy, thinking people:—

Watchman, What of the Times?

Unrest in America.

Does the United States Need a Guardian?

The Future of Turkey.

Turkey will Leave Asia Minor, or Turkey is Doomed.

Turkey in Prophecy.

The Modern Crucifixion of Christ.

The Test for the Supernatural.

They Think Turkey a Sign.

The Saviour of Humanity.

Holding the Dogs of War.

Suffrage Movement in England.

Spiritualism on the Stage.

Divorce as a Sign of the Times.

What Shall It Profit?

Seventh-Day Advent Message.—Bowen

Go Ye Into All the World.

Palmistry.—An Old Occult Art.—Weston.

What is a Pessimist?

Men's Hearts Failing Them for Fear.

Civilization at Stake.

Each one is a genuine selling point, and agents will enjoy presenting this number to their customers. Ready for mailing February 26.—*Adv.*