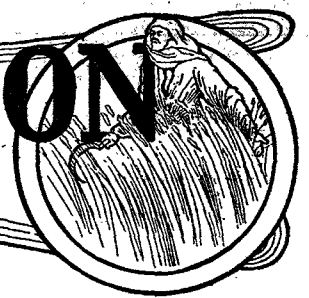


SOUTHERN UNION WORKER



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

VOL. VII

NASHVILLE, TENNESSEE, JUNE 26, 1913

No. 25

Deal Gently

"We know so little of the hearts
That everywhere around us beat,
So little of the inner lives
Of those whom day by day we greet,
That it behooves us one and all
Gently to deal with those we meet."

Our Publishing House

Home Office News

SALES report for week ending June 20, 1913: Total number bound volumes, 5,843; *Watchman*, 4,200.

This morning's mail brings an enthusiastic letter from Bro. A. F. Harrison, field agent of the Southwestern Union Conference. The colporteurs in that union have taken orders during the month of May to the value of \$22,823.69. This is surely a most encouraging showing, and Brother Harrison states that it is \$1,000 better in orders and \$1,200 in deliveries than it was in May of last year. I call that pretty good, don't you, and especially so when all our field agents were attending General Conference. They have had heavy rains in North Texas and also in West Texas. Crops look fine, and wheat is all cut and being harvested. Corn also looks good. This letter also tells us that Bro. E. M. Davis has been selected as field agent for South Texas. This relieves Brother Conway who is under appointment for a foreign field.

Brother Eastman gave us a stirring talk at chapel service Monday morning, and we are giving you herewith a brief report of his remarks.

The Scripture reading was from Psalms 68, verses 11-13.

It was explained that these verses contained the prophecy of the publishing of God's Word. Since it is God's Word that is to be published, it must be his publishing house that makes a business of printing the Word of God. Other publishing houses that are engaged in the work from a commercial standpoint can not claim this prophecy as belonging to them, but it is applied to our denominational institutions that are strictly engaged in this class of work.

It was clearly shown that the work which is being done by our publishing houses and evangelistic colporteurs is in direct fulfillment of this prophecy. Nothing can stand before this mighty army of workers. Our literature which is published by the million of pages each year has placed us in a very prominent position before the world. Extracts were read proving this to be so. The meeting was one of unusual interest, all seeming to enter into the subject with enthusiasm.

Before another issue of the *WORKER* comes out, Brother East-

man will have severed his connection with the Southern Publishing Association, and will have left to take up his new work as secretary of the Publishing Department of the North American Division Conference. At the close of his remarks at chapel Monday morning Brother Eastman referred with much feeling to this separation, and the office force unite in wishing him Godspeed with the assurance that our prayers will follow him.

Eld. A. J. Haysmer was an office visitor during the week. Elder Haysmer is under appointment to the presidency of the West Indian Union Conference, and sails from the United States early in August.

Miss Lee Huguley is visiting at her home in Keene, Texas, and will be gone for several weeks.

Miss Hazel Wood has been making an extended visit to relatives in the East. She has already visited New York, Boston, Concord, and at last report was in Maine, greatly enjoying the ocean breezes.

Bro. A. L. Kiehnhoff and the Studt brothers were office visitors last week, enroute to Alabama where they go to enter the colporteur work. Let us not forget to pray for the success of these workers.

A few days ago two other new workers left Nashville for the canvassing field; viz., Bro. Frank Knox and Adelbert Jones. We are glad to see these young men entering the canvassing work and we shall watch their efforts with much interest.

We are receiving some nice orders from our Atlanta Branch. This tells us that the work is going in that part of the field, and a few days ago we received a letter from our Fort Worth Branch intimating that their stock of books was getting low, and that they found it necessary to place an order a little sooner than expected. These orders will have our prompt attention. We are glad to note the demand for books is increasing. This tells us that our field men are at work, and that the Lord is blessing their efforts. Work has been a little slack at the Home Office, but as we see these orders increasing in volume we are reminded that soon we shall be kept more than busy supplying ammunition to the men on the firing line. We are praying earnestly for the success of these workers and desire the prayers of our brethren in the field that we in the office may be guided by the Spirit of God in all that we do. The work is on, hence the necessity of closest co-operation.

The Publishing House column takes pleasure in giving over a large share of its space this week to the paper presented at the General Conference by Bro. R. L. Pierce, manager of our Fort Worth Branch. This paper is very much to the point and we believe it will be read with interest. In another part of this issue you will find this article.

SOUTHERN PUBLISHING ASSOCIATION,
R. HOOK JR., *Gen. Manager*.

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.

Louisiana Conference — Twenty-Cents-a-Week Fund

Membership	Am't for year, 20c per wk.	Amount due to May 11	Amount paid to May 11	Amount short
267	\$2776 80	\$ 925.60	\$ 860.17	\$ 65.43

Louisiana Mission — Twenty-Cents-a-Week Fund

76	\$ 790 40	\$ 263.47	\$ 35.94	\$ 227.53
----	-----------	-----------	----------	-----------

CAMP-MEETING, ALEXANDRIA, LA.

Date, July 23 to 30

We are expecting you.

Jennings Chapel

THE meetings at this place which were begun April 20, continued until May 25 with but very few breaks; and these were always on account of rainy weather. Tracts and papers were given away freely. After each service, with but few exceptions, the Family Bible Teacher leaflets were given to the people. This, the writer believes, is a good way of keeping up interest in the meetings. The interest from first to last was excellent, many of the people walking several miles to the meetings every night, and that, too, right in the midst of spring work.

During the forepart of the meeting we went to Marthaville to Sabbath-school, but the last two Sabbaths we had a little Sabbath-school in the chapel.

Toward the close of the meeting nine precious souls signed the covenant. Of these nine, four were baptized on the last day of the meeting, and made application to join the Conference church.

Because of the good interest that has thus far been shown at this place in the truth for this time, I plan to return and hold a meeting near the same place before camp-meeting, and hope we may be able to organize a good strong church at Marthaville.

O. F. FRANK.

From the Firing Line

MONDAY, June 2, I went out with Bro. Ray Hendricks, and in four hours we took eleven orders for "Past, Present, and Future" valued at \$17. The next day Bro. W. J. Hirst and I went out together and in ten hours we took thirty-nine orders for "Past, Present, and Future," valued at \$68.50, and I am happy to say there was not a conditional order among them.

Wednesday Dora Borgess, Ruth Eaton, and I went from Shreveport to Mooringsport, La., getting there about two o'clock. After having dinner, we went out to look over and divide up our territory, so it was four o'clock when we began our work, and in two hours we took ten orders for "Past, Present, and Future" valued at \$19. During this time we took an order from a lady who is running a boarding-house and arranged to board out the price of the book at twenty-five cents a meal. We also traded a book to a very nice lady who kept the girls overnight and allowed them to

credit her order with the amount, which was twenty-five cents each.

Thursday, we went out, one of the girls alone, the other with me till noon, and in the afternoon the two girls together, and I went alone among the working classes and in ten hours that day, we took thirty-three orders for "Past, Present, and Future" valued at \$61. The next day, Friday, in two hours we finished the town by taking eight orders valued at \$12, making a total of fourteen hours, fifty-one orders, value \$92. While with the girls and while with the boys at the beginning of the week our total was as follows: fourteen hours, seventy orders, value \$123.50. This includes sixteen orders valued at \$28 that Brother Hendricks took alone the day I was with Brother Hirst. Now, brethren, doesn't this show the hand of the Lord leading in this work? To him belongs all the glory and the honor.

We have two more good consecrated young lady colporteurs, Misses Elsie Reed and Susie Boden. We will let you hear from them another time. Good, cheering reports are coming in from all parts of the field, and we all have our hearts and minds set on reaching that \$10,000 mark.

H. D. LEAVELLE, *Field Agent*.

Obituary

SMITH.—Boleyn Jackson Smith was born April 19, 1875, near Evergreen, La., and died of pulmonary tuberculosis at his home in Marthaville, La., Monday, June 9, aged 38 years 1 month, and 21 days.

Brother Smith was baptized and united with the Seventh-day Adventist church at the age of thirteen. When about twenty years old he drifted into the world, but during a recent series of meetings the writer often read and talked with him until on May 17 he was fully persuaded and made a complete surrender to the Lord. From that time to the time of his death he lived an earnest Christian life. He leaves an aged mother, who is a firm Seventh-day Adventist, and a large number of relatives and friends to mourn their loss. Words of comfort were spoken by the writer.

O. F. FRANK.

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.

Alabama Conference — Twenty-Cents-a-Week Fund

Membership	Am't for year, 20c per wk.	Amount due to May 11	Amount paid to May 11	Amount short
195	\$2028.00	\$ 676.00	\$ 296.24	\$ 379.76

Alabama Mission — Twenty-Cents-a-Week Fund

200	\$2080.00	\$ 696.66	\$ 147.57	\$ 549.09
-----	-----------	-----------	-----------	-----------

News Notes

THE tent meeting at Carbon Hill is progressing nicely and the interest is growing. The tent was crowded Sunday night. Elder Bellinger and Brother Keate are of good courage.

Two more colporteurs have joined our ranks this week; we are glad to welcome them. Alabama is a large State, and there is a large part of the territory that has never been canvassed for any of our books.

The place for the camp-meeting has now been decided, and we hope all will plan to attend. The meeting will be at Montgomery, and the location for the camp has already been secured. Those who wish to secure a tent should write to Elder Miller or Brother Pavey and have one reserved. Remember the date August 7-14.

Elder Miller left Tuesday, June 17, for a visit among the churches and isolated members in the southern part of the conference. He will visit Montgomery, Dothan, Ashford, Pensacola, and Santa Rosa.

Bro. Mark Wilson is assisting Brother Smith at Troy. Brother Smith has been sick but we are glad to report that he is able to be out again now.

Brother Sloane has been on the sick list for the past week but is now improving and we hope he will soon be strong again. Brother Sloane has been doing faithful work in and around Birmingham.

The students from Oakwood who have entered the canvassing work in Alabama are doing good work; we wish we had more of them. Some have had some very trying experiences, but the Lord has blessed and all seem to be of good courage.

Mississippi Conference

Conference Directory

C. S. WIEST, President.
Wm. WOODRUFF, Secretary and Treasurer.
Wm. WOODRUFF, Tract Society Secretary.
VIRGIL SMITH, Field Missionary Agent.
MRS. E. L. MORROW, Sabbath-School and Y. P. M. V. Secretary.
OFFICE ADDRESS, 932 Union St., Jackson, Miss.

Mississippi Conference — Twenty-Cents-a-Week Fund

Membership	Am't for year, 20c per wk.	Amount due to May 11	Amount paid to May 11	Amount short
157	\$1632.80	\$ 544.27	\$ 93.29	\$ 450.98

Mississippi Mission — Twenty-Cents-a-Week Fund

130	\$1352.00	\$ 450.67	\$ 96.74	\$ 353.93
-----	-----------	-----------	----------	-----------

Biloxi

"In the morning sow thy seed, and in the evening withhold not thine hand" is God's instruction to the colporteur, but as the days lengthen and the heat strengthens it takes more grace and special help from the Lord to carry this out. I thank him for all he has done for me, and that he gives me health and strength to put in very good time.

I thought you might be interested to hear of some experiences I have had recently. One evening as I was walking I saw a man and was impressed to speak to him, asking him if he was not a minister. He said, "Yes." In a minute or two we were seated beside a church and I was talking "Daniel and the Revelation" to him. In about five minutes I had sold him a copy for cash, and in ten minutes more I had his order for "Great Controversy" although for the latter book I had no sample to show him. I believe the Lord directed me to speak to him as I did.

I met another minister at his home and with some reluctance he permitted me to come in. He told me he did not wish any books as he had plenty. It was not long, however, until he and his wife were both deeply interested. After showing them the book I took his Bible and showed him some principles followed in the book to explain the prophecies. They were delighted and gladly gave me an order. As I was leaving he apologized for treating me so coolly at first, stating that he thought I was just represent-

ing some of those foolish ideas of the Holiness or Adventists. A few days later he helped me take an order from a friend of his. He asked me no questions at all in regard to my faith or church relationship.

I am very thankful to have a little part in God's work.

H. G. MILLER.

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.

Kentucky Conference — Twenty-Cents-a-Week Fund

Membership	Am't for year, 20c per wk.	Amount due to May 11	Amount paid to May 11	Amount short
183	\$1903.20	\$ 634.40	\$ 288.68	\$ 345.72

Kentucky Mission — Twenty-Cents-a-Week Fund

75	\$ 780.00	\$ 260.00	\$ 104.07	\$ 155.93
----	-----------	-----------	-----------	-----------

News Notes

ELDER BROWN spent Sabbath, June 14, with the Louisville church. He reports the work progressing in that city. One man and his family, all of whom have been Catholics, kept their first Sabbath and attended Sabbath service while he was there. Sister Hornung has been holding readings with them.

Brother Howard writes us from Irvington that he has lost his position as conductor on the railroad because he refused to go out to work on the Sabbath. Let all the WORKER readers remember this brother in prayer that God will make it plain what he, shall do.

Bro. M. Wheeler will canvass Garrard County for "Daniel and the Revelation."

Bro. W. H. White is spending a few days with the company of believers at Lockport. They report that the schoolhouse has been closed against our holding Sabbath-school in it.

We are just in receipt of a letter from Bro. J. W. Ratliff of the Halcom church. He sent in a nice remittance of tithes.

Sister Katie Diehl, of Lawrence, Kansas, is visiting her children who are members of the Grove church.

Eld. J. H. Lawrence returned from New York the 18th, and will begin tent meetings at once.

A quiet wedding took place at the home of Bro. Raymond Diehl, Grove, Ky., June 18, at 6:30 p. m. Mr. Arthur Hallsted and Miss Maybelle Diehl were united in marriage. Brother Hallsted's home State is Oregon. Miss Diehl has conducted a successful church school at Grove the past year. We join in congratulations, and trust that their lives may be useful in the finishing of this great truth.

Elder Brown spent three days the past week with the Grove church, and reports good meetings.

Bro. Harry Jacobs and wife were called to Henderson to attend the funeral of Sister Neilson, the sister of Sister Jacobs.

Sister Anna Rhodes, one of our colored magazine workers, died last week after a short illness.

Sister Kate Wilson, of Henderson, Ky., died quite suddenly last week. She leaves a husband, father, mother, and several brothers and sisters to mourn their loss.

Sister Jorden of Bowling Green died during the time of the General Conference. She was very earnest in her devotion to the cause of present truth and will be greatly missed by the Bowling Green church.

Elect Your Delegates for the Conference

TIME flies swiftly. Another year has rolled around and we find ourselves living in the year 1913, and another conference and camp-meeting will soon be here. This meeting has been set for August 14-24, and it will be necessary for all the churches throughout the conference to elect their delegates and alternates at the coming quarterly service. The constitution of the Kentucky Conference allows one delegate for each church organization, and an additional delegate for every ten members or a majority fraction thereof. For instance, suppose your church membership were thirty-six; then your church would be entitled to five delegates: if your church membership were nineteen, you would be entitled to three delegates. I hope and trust that each church elder will take hold of this and see to the election of the delegates and alternates, sending in the names to the conference office at an early date.

Sabbath-School Report, Quarter Ending March 31, 1913

Schools	Mem.	Offerings	13th Sab. Off.
Louisville	56	\$ 62 23	\$ 10 43
Grove	27	8 84	1 66
Nicholasville	9	7 12	3 00
Bowling Green	25	6 84	4 59
Lexington	12	5 51	2 61
Ford	20	4 56	2 11
Buechel	6	1 82	25
Lockport	23	1 81	2 19
Sand Hill	24	1 80	1 50
Hartford	13	1 78	52
Halcom	6	50	26
Home Schools & Isolated	50	2 70	11 50
Totals	271	\$ 105 51	\$ 40 62

MRS. ANNA D. BROWN, *Secretary*.

Missionary Volunteer Department

As the second quarter of 1913 is nearly over, I will write a few words which I trust will reach all our young people throughout the conference. It hardly seems possible that one-half of this year is almost gone. I wonder, as I think about this, if we have accomplished all that was intended that we should during this time,—if we have made the most of every opportunity offered us. How many times we put off till the future what we should do to-day, and then it is often too late. If any New Year resolution has been broken, any pledge unfulfilled, let us determine as the new quarter begins to start anew, and do faithfully the work God has outlined for us.

Camp-meeting is now just a little way ahead. I believe this meeting will mean much to every young person who attends. It should mean the conversion of every unsaved young person, and a source of great strength to all who have started on the upward road. This means, then, that all should come. So begin at once to plan for this, and let nothing keep you away.

Now a word regarding reports for this quarter. It will soon be time to send these in so I trust you are keeping a faithful record of all missionary work done, and will send your report as soon as the quarter closes. As I have said before, I desire to have every Seventh-day Adventist young person in the conference on my list of missionary volunteers, so if there are any I am not yet acquainted with, please send me your name.

I am glad to report one new society organized since Gen-

eral Conference, at Nicholasville. I trust that the Lord will richly bless this society as they take up the work in that place.

WM. H. WHITE.

From the Field

THE warm days of summer are here, but the workers are all of good courage.

We find the people are anxiously waiting for the message. I had quite an experience getting started again. I worked all day Monday, and Tuesday until noon, and only took \$3.50 worth of orders. Then I went into a secret place in a grove and sought the Lord earnestly for help. I told him if it was his plan that I should remain there to work that he would give me an order in the next home; we then took orders in most of the homes we visited for two days. Surely the Lord does answer prayer.

I left Bro. Robert Coker taking orders right along, his courage good. Brother Hickman came in last evening again with \$100 worth of orders taken in the blue grass region, near Lexington, Ky. Bro. C. G. Parkins from Graysville, Tenn., joined us last week. He will work in Flemming County. All are getting started, since the General Conference. Let us pray that we may reach the goal set for 1913, \$12,000.

H. E. BECK.

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*, 126 McCowart St., Jackson, Tenn.

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

Tennessee River Conference — Twenty-Cents-a-Week Fund

Membership	Am't for year, 20c per wk.	Amount due to May 11	Amount paid to May 11	Amount short
538	\$5595.20	\$1865.06	\$ 901 25	\$ 963.81

Tennessee River Mission — Twenty-Cents-a-Week Fund				
109	\$1133.60	\$ 377.86	\$ 38.81	\$ 339.05

News Notes

ELDER MAXWELL has gone to Lawrenceburg to visit the little company there.

We were glad to receive a call from Eld. and Mrs. A. J. Haysmer. They are going to the West Indies to labor. We wish these faithful workers Godspeed.

We are glad to report that Brother Hinshaw is back at his post of duty again. Brother Bearden expects to start to work soon, and Brother Williman is also very much improved. Surely our prayers have been answered.

Do not forget the camp-meeting! Jackson, Tenn., August 21-31. You can not afford to miss this meeting.

We are now ready to supply bound volumes of the *General Conference Bulletin*, post-paid, as follows: paper, 75 cents, Cloth, \$1. Order from this office.

Our supply of *Sabbath-School Quarterlies* has arrived, and we are ready to fill orders. Get your order in at once, so there will be no delay.

Brn. Delbert Jones and Frank Knox have started in the colporteur work this week in Wayne County, and Bro. John Krauss, who has been connected with the Publishing House for several years, expects to take up this work in the near future. Let us remember these young men in our prayers that the Lord will bless their efforts.

Good Reports

I AM glad to say that we were successful in our aims in May. Our colporteurs' report is ahead of any month this year, and we have more than doubled the April report.

Brother Chenault is carrying the banner. His reports for May amount to \$348.50 worth of orders. He gets along well with the preachers. He sold one preacher's wife "Daniel and the Revelation," and then sold the preacher a copy of "Bible Footlights." In his last letter he writes: "I have just spent the night with a Baptist preacher who had me give our views on the Sabbath and the millennium and liked them very much."

Sister Lura Reed writes that she secured an order from a State senator for "Bible Footlights." She also had an interesting experience in getting an order from a postmaster. She canvassed his wife in the morning, who asked her to call at noon and show the book to her husband. She did so, but failed to get his order. In the afternoon, she and Sister Rebecca Moore went to the post-office. A preacher was there who had ordered a book from Sister Moore. He asked the postmaster if he had ordered a book from these girls. He said No. And turning to Sister Lura, he said that she could take his name for one. The Lord knows how to bring things about at just the right time.

We have recent additions of four colored workers to our list of colporteurs: Bro. C. A. Crichlow, who has broken the record this year, by taking \$126.25 worth of orders in one week—\$41 a day; Bro. Charles L. Toms, who heads the list in his second week's work, has never had any experience canvassing before; Bro. Isadore Evans, who took \$52.50 worth his first week; and Sister Pauline Fairly, who has begun work in Nashville with "Coming King." In twenty-six hours' work she took \$55.80 worth of orders. This is her first experience.

Sister Pauline was telling me of some of her good experiences. One woman was telling her her troubles. She pointed her to Jesus, and read Ps. 34: 19. This sounded so good to the woman that she wanted the whole Psalm read, and then she asked this sister to pray with her. She did so and this woman in her prayer thanked the Lord for sending this girl to her. After prayer she said that she had been praying that the Lord would send some one to teach her more about Him.

This sister said that this experience gave her a greater love for the truth and drew her nearer the Lord. She says, "I love this work."

C. F. DART.

Hazel Academy

We are glad to be back at the school home again after an absence of one month, attending General Conference, and to see that those who have been at home have been doing faithful work.

The strawberry crop is all marketed. While the crop was not so large as last year, the quality of the fruit was excellent, and the berries sold readily.

The corn is all planted except some small patches of late sweet corn.

About one-half acre of sweet potatoes has been set, and more will be put out soon. The tomato plants are doing fairly well and some will be set in a few days.

The five acres of new ground just put under cultivation this year gives promise of yielding a good crop.

The students now at the home are Lavona Harp, Ethel Forney, Mary Chapman, and Berdon Hampton. One or two others will probably come before long.

Miss Harp will soon return home for the remainder of the vacation.

Several are canvassing for scholarships this summer. Every one enjoys the work, and is having quite good success.

Lura Reed and Rebecca Moore have finished Mayfield and are now at Fulton. They have had many good experiences.

Minnie Brown writes of some interesting experiences. Walter Brown is doing good work also.

Recent word from Herschel Ethington and Charley Yates, speaks of their good courage and success. There are others who are doing some work.

We should certainly thank the Lord for an opportunity to carry the truth to the people, and at the same time help earn money for our education.

Reports at the General Conference showed that the literature work was a very important part of the work.

Our calendars will be ready later than usual this year on account of the General Conference, but it was felt it would be well to get the benefit of the counsel of our leading educators from all over the world in planning our courses of study. Some slight changes will be made in one or two cases in harmony with the recommendations passed by the Educational Department councils.

It is gratifying to note that our people all over the world are appreciating more and more the importance of our schools in saving our young people and fitting them for the work. The greater number of our leading workers to-day, in educational, ministerial, and other lines are products of our own schools.

Requests may be sent in at any time and calendars will be sent as soon as they are ready. Address

A. N. ATTEBERRY, Principal,
HAZEL, KY.

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.

Net amount short for the Southern Union Conference on the Twenty-cents-a-week Fund to May 11, 1913, \$2,-205.70.

Colporteurs' Report, Week Ending June 14, 1913

ALABAMA CONFERENCE									
NAME	Book	Hrs.	Ords.	Value	Helps	Total	Delivered		
Miss J M Gillim .BF	45	60	\$71 00	\$		\$71 00	\$ 6 50		
JennieLeeFrazier BF	32	64	64 00			64 00			
Virginia McPhall BF	48	54	60 00			60 00			
Chas Griffiths .CK	48	20	39 50			39 50			
M L Ivory* .BF	98	19	28 50	6 85		35 35	6 85		
J S Spraggs .BF	43	23	31 00			31 00			
Alex Wood .BF	40	20	29 50			29 50			
R T Jacks .BF	28	16	16 50	5 00		21 50			
I W Peevy .D&R	40	6	18 00			18 00	17 50		
S S Guilford .BF	36	5	5 50	6 75		12 25	5 50		
Hugh Jones .PP&F		8	10 50			10 50			
Lula Scott .CK	6	4	5 50			5 50			
Mandeil Allen .CK	6	3	4 00			4 00			
Lola Ballew .BF	17	1	1 00			1 00	2 00		
Ernest Waters .BF	10				75	75	4 00		

Totals 517 303 \$384 50 \$19 35 \$403 85 \$52 35

* Two Weeks.

KENTUCKY CONFERENCE

James Hickman .BF	36	47	\$50 00	\$	50	\$50 50	\$ 1 50
H EthingtonBF	48	34	36 50		50	37 00	
Edna S Pound dofa	23	7	21 00		3	25	24 25
C L YatesBF	43	23	23 50		75	24 25	
Curtis Pound . .D&R	34	9	21 00		50	21 50	
Wm HornD&R	15	3	9 00		1 50	10 50	
H G Patchett . .D&R	5	7	9 00			9 00	
Milton Jones					8 25	8 25	
H E BeckD&R	5	3	5 00		1 75	6 75	

Totals 209 133 \$175 00 \$17 00 \$192 00 \$ 1 50

MISSISSIPPI CONFERENCE

Turner Battle . . .BF	53	72	\$102 50	\$		\$102 50	\$ 1 00
C R CanadaBF	37	25	27 50		4 00	31 50	6 50
H G MillerD&R	53	8	17 00		1 00	18 00	31 00
C H McColey . .BR	56	4	4 00		75	4 75	52 75
Louise B Jackson CK	8	2	2 00		75	2 75	75
Elmer Chastain .CK	37				1 75	1 75	38 75

Totals 244 111 \$153 00 \$ 8 25 \$161 25 \$130 75

TENNESSEE RIVER CONFERENCE

C H Chenault BF&D&R	55	40	\$78 00	\$		\$78 00	\$
Chas L Toms . . .CK	37	33	65 50		2 45	67 95	
C A Crichlow . . .CK	29	33	61 00		1 75	62 75	
Pauline Fairy . . .CK	25	34	53 00			53 00	
U Bracy*BF	59	32	43 58		75	44 33	14 00
Rebecca Moore . .BF	35	17	19 50			19 50	
Lura ReedBF	25	12	17 00			17 00	9 50
J S Mooresofp	46	9	11 25		2 50	13 75	
Minnie E Brown BF	30	3	3 00		75	3 75	9 50
Walter Brown MTRM					75	75	

Totals 341 213 \$252 58 \$ 8 20 \$360 78 \$33 00

Grand Totals . . .1311 760 \$965 08 \$52 80\$1117 88 \$217 60

*Two Weeks.

Magazine Agents' Report, Week Ending June 14, 1913

Agent	No.	Value
ALABAMA CONFERENCE		
Lynn Rainwater	223	\$ 22 30
Virginia McPhall	25	2 50
Lula Scott	17	1 70
Mandeil Allen	13	1 30
Lula Ballew	8	80
Mrs H G Smith	6	60

KENTUCKY CONFERENCE

Louisville Church	150	15 00
Milton Jones	75	7 50

TENNESSEE RIVER CONFERENCE

Mrs Frances Hart	200	20 00
Pauline Fairy	28	2 80
Frances Martin	30	3 00

Totals 775 \$ 77 50

"MEN and women are wanted now who are as true to duty as the needle to the pole,—men and women who will work without having their way smoothed and every obstacle removed."

General

The Benefits of, and How to Put Into Successful Operation a Sound Business Policy

[The following paper was read at the General Conference by Bro. R. L. Pierce, manager of the Fort Worth Branch of the Southern Publishing Association. It is so good that we are publishing it verbatim.]

HAVING been requested to discuss this subject from the tract society, or circulating, end of our work, we shall endeavor to deal with that phase of it only.

Before this body of leading bookmen it is hardly necessary to dwell upon the benefits and importance of a sound business policy in the field in order that the work may be carried forward systematically and with but few, if any, financial losses to the tract societies. The necessity of this becomes more and more apparent as our work increases. Such a policy is also of vital importance to our publishing houses, especially so since commercial work has been eliminated, as these institutions must now look entirely to the field for the sale of their product and the means with which to carry on business.

In the spirit of prophecy there are two statements which, we believe, suggest a basis for a sound business policy in our colporteur work. These statements are as follows:—

First: "As much care and wisdom must be used in selecting the workers [colporteurs] as in selecting men for the ministry."

Second: "When men can not by canvassing bring into the treasury every dollar that belongs to it rightly, let them stop just where they are."

SELECTION OF WORKERS

While perhaps many have considered this first statement as having reference only to the spiritual condition of a worker, yet a careful reading of the context reveals a broader meaning. At any rate, it has been found a valuable standard from a business view-point, as well as from a spiritual, for selecting workers in the Southwestern Union where many long-time deliveries are made, and where it often becomes necessary to "trust" an individual with an unusually large amount of books to be paid for as he delivers them.

In nearly every conference there are irresponsible persons, who, when they see a line of work prospering, desire to connect with it for the purpose of personal gain or from some other selfish motive. With these persons it seems to be a generally accepted rule to pay every other obligation before they do one to either a tract society, publishing house, school, or sanitarium.

Inasmuch as it is in the "cause," they feel but little if any responsibility as to the time of settlement. It is this class that invariably causes trouble and brings our work into disrepute. On this point the spirit of prophecy is also very plain. We read,—

"In all parts of the field, colporteurs and canvassers should be chosen, not from the floating element in society, not from among men and women who are good for nothing else, and who have made a success of nothing, but from among those who have good address, tact, keen foresight, and ability."

Experience has also taught us that "much care and wisdom" should be exercised in accepting workers. Therefore, when a man in one conference desires to enter the work in another, he should be required to furnish recommendations from those in charge of the field in which he has been located. And, if it is found that he is owing an account in that conference, or there are other reasons why he can not properly be con-

sidered a fit representative of our work, he certainly should not be allowed to canvass until he has made full or satisfactory restitution. By this means not only much will be accomplished toward inaugurating and maintaining a sound policy, but the standard of our work and workers will also be raised.

PERSONS IN DEBT SHOULD NOT CANVASS

At first thought it may seem to some a cruel and heartless thing to refuse to allow a person to continue in the canvassing work who has become involved in debt, but the sentence already quoted states, that "*When men can not by canvassing bring into the treasury every dollar that belongs to it rightly, let them stop just where they are.*" Notwithstanding the fact that this statement is so explicit, this is a question which has given those in charge of our work perhaps more worry and trouble than any other one feature. The usual difficulty in reaching a decision in this matter arises over the supposition that the colporteur became involved through no fault of his, and he should therefore be given another trial. Perhaps the field agent failed to do his duty, or the books were delayed, or he was hindered on account of sickness, or something of that kind, and he pleads to re-enter the work with the understanding that he is to pay for all books in the future as soon as delivered, and ten per cent on the old account until it is settled. We have seen this rule tried a number of times, but we have yet to hear of the first case where it proved successful. In a very few instances the agent has managed, by extra effort, to pay for what additional books he ordered, but the usual result is that instead of "coming out all right in the fall," he receives another "fall" and becomes more deeply involved than before. The old idea of ten-per-cent-on-the-old-account is only a subtle and deceptive trick of the enemy's to discourage a worker and plunge him deeper into debt. This plan is not in harmony with the Lord's teaching, and as a result, it brings loss to both the agent and to the tract society. The fact that he has used money which did not belong to him, places him in the same position as the unfaithful minister who has collected tithe and appropriated it to his own use. No conference would think of continuing such a laborer in its employ until he had *restored the money*. *Can we afford to allow the colporteur to do less?* If so, we are not, to say the least, exercising as much care and wisdom in dealing with men for this work as with those in the ministry.

In refusing to allow the worker to continue, it should be done on the ground of his own good and welfare, taking particular pains to show him how he will be handicapped if he continues or reenters the work with a debt hanging over his head. Advise him to secure other employment until he has paid off this indebtedness and perhaps gets a little money ahead, thus doing away with one of the enemy's most successful weapons for discouraging workers and bringing discredit upon our work. Another thing, it is much better for the field agent to *stop a man who is running behind financially while he has a burning desire to canvass*, than to allow him to go on and get so hopelessly involved that he becomes utterly discouraged himself, and will also discourage others although he may not intend to do so. The latter course is opposed to good business judgment and the best interests of the work.

On the other hand we have known of several who secured other employment for a time, or until they paid their accounts, and who afterward developed into successful workers. In fact some of these are among our most successful bookmen, while others are doing efficient work in the ministry and other lines.

OVERANXIOUS LEADERS

It sometimes occurs that our leaders in this branch of the work become so anxious to make big records and a good showing that they often accept, and even encourage, undesirable persons to enter the ranks. But this is not the wisest plan, neither a safe one from a business point of view. Five consecrated, successful colporteurs will do more toward building up the canvassing work in a conference than ten times that number who are not making a success, or who may be a reproach to the work. Brethren, we can not afford from a business view-point, to say nothing of the spiritual standard of our work, to allow those to work who are not proper representatives of this message, and surely the man who does not pay his debts is not a proper representative. If we do allow such persons to canvass we shall be defeated in the very object we are seeking to attain, and at the same time invite financial loss to the tract society.

DOUBTFUL ACCOUNTS

Notwithstanding efforts to the contrary, sometimes persons are allowed to enter the work who are dishonest. When such an individual is discovered in the ranks, he should not be allowed to remain any longer, and very definite efforts should at once be put forth to collect whatever may be due the office.

It is not the purpose of this article to discuss methods of collection, but suffice it to say that in certain cases it is advisable to turn the account over to an attorney. Usually this will result in securing settlement without further action being taken. When an account is collected in this manner it is sometimes well to let it be known quite generally throughout the conference as it will have a healthy effect upon others who may be inclined to be careless or slow in settling their accounts. It will also increase respect for a sound business policy in our work, and tend to discourage that class from entering its service who would do so with dishonest motives.

RIGHT METHODS IN THE OFFICE

Another step in putting a sound business policy into operation is promptness, accuracy, and due attention upon the part of the tract society secretary. This gives the agent no excuse for blaming the office for any failure he may make; and, by the office being prompt and business-like in its transactions, he is impressed with the fact that the same is expected of him. Hence, it is of the greatest importance that *system* and *proper methods* should prevail in the tract society office. Not only should the secretary be efficient in clerical work, but he should also be a *business builder*, and one who has received special training in tract society lines. Furthermore, he should *feel* and *manifest* a real *personal interest* in the *success* and *spiritual welfare* of those in the field, and possess enough tact and judgment in conducting the work on sound business principles to cause those with whom he deals to respect such a policy. It should be remembered that success depends more upon the way a business is handled than upon volume.

CO-OPERATION

Not among the least important factors of a sound business policy is hearty co-operation between the office and the field. The fact should not be overlooked that the field is the "big end" of our tract society work, and the more closely the office keeps in touch with the field agent and the conference president the easier it will be to establish and maintain a proper business standard. Among other things, the secretary should furnish the conference president and field leader

(Concluded on p. 208.)

SOUTHERN UNION WORKER

Published weekly (fifty numbers) by

THE SOUTHERN UNION CONFERENCE

Embracing Tennessee River, Kentucky, Alabama, Mississippi, and Louisiana Conferences

511 Cole Building, Nashville, Tenn.

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

Camp - Meetings

Alabama, Montgomery August 7-14
 Kentucky, Nicholasville August 14-24
 Louisiana, Alexandria July 23-30
 Mississippi, Hattiesburg
 Tennessee River, Jackson August 21-31

ELD. S. E. WIGHT is detained in Michigan at the bedside of his aged father whose life is despaired of. He writes of his anxiety to be back in the field but feels that under the circumstances his duty just now is with his father. We are sure that all will sympathize with Brother Wight, and that much as we desire his speedy return no one would wish him to come under the circumstances.

Important Announcement

BRO. R. G. RYAN, who recently returned from Africa because of his wife's health, was recommended to the Southern Union for educational and young people's secretary. We are glad to announce his acceptance of this work. He expects to enter upon his duties the middle of July.

We invite all teachers of church and private schools, leaders of young people's societies, and any interested in these departments in those conferences having no secretaries, to correspond with Brother Ryan that he may become acquainted with you and your desires at an early date after his arrival in our field. His address will be 511 Cole Building, Nashville, Tenn.

S. E. WIGHT.

Graysville Sanitarium

THIS is to let you know that we are out in the mountains where it is cool and quiet and where nature's voice may be heard and balmy air enjoyed.

Should you have neighbors or friends who are sick, send in their names and we will send them literature. Possibly you can speak a good word for us. We need your help, and we believe we can please those whom you may send.

M. M. MARTINSON, M. D.

The August Watchman

THE July issue met with a hearty reception, and many good words were received from all parts of the field.

The August *Watchman* will be brimfull of good things and of usual excellence. The following are the leading articles:—

The World's Greatest Enterprise.

A Memorable Dialogue.

A Court Scene in Heaven.

The Apostles and the Law of Ten Commandments.

Punctuation and Theology.

The Malaysian Mission Field.

In addition to these valuable articles the *Watchman* will contain current comment upon world events that are attracting the attention of leading men.

Every edition of the *Watchman* thus far this year has been

practically exhausted and the outlook is bright for a heavy sale of the August issue.

To indicate how the Lord is using our good magazines as a medium through which to win souls we quote from a letter just received:—

"Report has just come to the office of another family's accepting the truth as a result of a copy of the *Watchman* sold in New Orleans."

Do not many desire to assist in this good work by ordering 50 copies? Cost only \$2. They can be sold for 10 cents each. This will give one a missionary capital for further aggressive work. Order early and often. Rates, 5 to 40 copies 5 cents each; 50 or more, 4 cents; to Canada, 5 cents straight.

General Conference Bulletin

BOUND volumes of the *General Conference Bulletin* can be secured of the Review and Herald Publishing Association in limp paper covers, 75 cents; stiff board cloth covers, \$1.

These prices include postage. Only the cost of binding and the excess postage have been added to the original price of the *Bulletin*.

The Benefits of, and How to Put Into Successful Operation a Sound Business Policy

(Concluded from p. 207.)

copies of his trial balance each month, or, at least, a list of the colporteurs' accounts. Of such accounts as seem at all questionable, itemized statements should also be furnished them, together with any additional information he may have concerning the same. When such workers discover that the conference officials are being kept fully informed with reference to their work and financial condition, it causes them to be more particular in this respect. It is often a good plan for the secretary to send to the field agent, and also the conference president in some instances, copies of certain letters which he receives and writes, and vice versa. In this way all can work to the same end. In fact, the more complete the connection between the office and those in charge of the field work, the more successfully can the work be conducted. Co-operation is especially necessary in collecting accounts; and in this connection it affords us pleasure to state that the splendid success which has attended this feature of our work in the Southwestern Union has been largely due to the assistance rendered by the conference officers, and particularly by the general and field missionary agents.

PROMPT REPORTS

Still another essential feature of a sound business policy is that of receiving prompt and accurate reports from the colporteurs. By using these as a basis for ordering, the tying up of a large amount of money in needless stock will be avoided; and at the same time, the books that will be required can be provided by the time they are needed. By thus keeping a careful record of such reports, and by the tract society secretary and field agent counseling together, this difficulty can be overcome and the stock kept within proper limits.

In brief, a sound business policy throughout the field will result in increased sales, a higher estimation of our colporteur work, the elimination of financial losses and the wiping out of the debts that are now resting so heavily upon some of our publishing houses and tract societies, thus enabling them to do more aggressive work in helping to give the message to all the world.

R. L. PIERCE.

Fort Worth, Texas: