



SOUTHERN UNION WORKER



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

VOL. VIII

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No. 16

Be Up and Doing

We can aid our wearied brother,
 We can help him on the way;
 We can cheer him when down-hearted,
 Help him find the perfect day.
 Let us then be up and doing
 In this great and honest fight;
 Let us work with honest purpose,
 Striving still to do the right.

—H. Elliott M'Bride.



General



A Special Call

At the council of the North American Division Conference, the following recommendation was passed, which is far-reaching and takes hold of our pocket-books in a very substantial way. Of course it is understood that only the willing are to take part in this, but it is desired that everybody will be willing at this time of great need in the denomination.

"That as a means of bringing special help in the campaign for lifting the burden of debt from our institutions, a self-denial week be appointed, and that all conference and institutional workers be asked to dedicate that week's salary to this purpose, in special token of the dedication of our hearts and lives to the work of rolling away the reproach of debt from the cause of God; and that we invite all our people to make that week a week of self-denial for the benefit of our institutions; and further, that the last week in May be the time for this united endeavor and consecration of life and service."

We earnestly invite all to unite with the conference and institutional laborers in swelling the fund to save our cause from defeat.

S. E. WIGHT.

An Important Day

ANOTHER Young People's day is here. Sabbath, May 2nd, is the day. Every lover of children and young people will be glad to get the word and to unite in this year's special effort to give our dear young people a lift. And what Christian does not love the young? Who is so advanced in years that he can not remember the days of his youth,—his desires and ambitions, his fears and trembling? Who does not remember the man who was thoughtful and kind enough to smile upon him, place a warm hand upon his head and say something encouraging? Love expressed to the young even in little ways makes a deep impression upon them. Personally, I remember very distinctly the first preacher who gave me a warm smile and spoke a few words of encouragement and inspiration to my poor trembling heart. Later that

same minister baptized me, and still later ordained me to the work of the gospel ministry.

If only we could all realize the tremendous uplift our personal efforts give young people, this Young People's day would be gladly and earnestly improved. Every minister, every church officer, every parent, every grown Christian would study and pray for divine help to say some word and to do some deed that would help some boy or girl toward the kingdom.

The Missionary Volunteer Department has prepared a program for the day. Every arrangement for a good helpful day has been made. But all this must largely fail unless the program is carried out by those whose hearts are yearning to help the young. It should need no appeal for cooperation from our people. Brethren and sisters, let us all take hold to make the Young People's day for 1914 one that shall never be forgotten.

A. G. DANIELLS.

The Delivery of Books

THIS is a subject of very great importance to every colporteur. When is the best time to deliver books? This is the question that, if answered correctly, will treble the sales of the colporteur. It will even do more than this in many cases. I have known conferences to increase their sales wonderfully by simply changing the time of delivering.

If there is one point of more importance than another, I am free to say it is this one. Now, there is no set rule, because of the varied conditions of the field. But there is one fundamental principle that will work everywhere. It is this: Deliver when the people have the money. For example, if you are in a country where they live principally from the sale of cotton, it is always wisdom to deliver when they are selling their cotton. This will be from September to December in most cases. If they depend upon the tobacco crop for their living you will have to make the delivery during January and February. "Well," you say, "I don't want to deliver then." All right, do as you like, but allow me to say that you are not going to deliver as many books at any other time. Listen to the following experiences:—

There were four young men who decided they would make a delivery in the spring, in a country where they raised some wheat, corn, oats and hogs, but mostly cotton. Two of these men were old colporteurs. One of them had a deposit of from three to five hundred dollars in the tract society all the time. This one worked five weeks and took orders for and delivered \$131 worth of books. He delivered every book. "Well," you say, "wasn't that good?" Yes, in a way, but glance at the next six weeks' work. He then worked six weeks for a fall delivery and sold \$680 worth of books. Two of the others delivered \$65 worth each in four weeks, and the fourth delivered \$64 worth. This experience happened in as fine territory as you will ever see. The land was

worth from one hundred to one hundred and fifty dollars an acre.

I have heard men say that it was all foolishness for a man to set his delivery so far ahead. These workers were told that very thing. They said, "These rich men can buy books any time of the year." Every word of this is true, but what about those who till the ground? These rich men do not work. They hire their work done. Every time you find one rich man you will find from five to fifteen who are very poor. Many of them are doing very well, but as a rule they are poor. If we get the truth to these tenants we are going to have to take it when they can pay for it. Brethren, it does seem to me that it would require no argument to show this to be true. It seems so plain, and yet we have those who are delivering a few books every month, while some others deliver only a little further apart. I will say here that I do not believe the man is living who can make the work a success in the country and deliver every thirty days.

Let us view it from another standpoint. When your delivery date is thirty or sixty days in the future, the people hold off from giving the order until they can figure out the way they can get the money. In this way they take your time. It is impossible for them to make a decision at once for they need time to think. If you set the date six or eight months ahead they say at once, "That is all right, we will take one," for they reason that there is no use to think so much about this part of it as they will easily be able to raise the money by that time. Brethren, this is not theory, but is just as I have found it in the field.

Now, I will answer the question that is in your mind with regard to the per cent of delivery. I want to say first, however, that I can better afford to deliver seventy-five per cent of \$680 worth of books than I could one hundred per cent of \$131 worth. In this case I would gain \$379. But, let this be as it may, as a rule you will deliver a greater per cent in the proper time for the delivery than you will when you are out of season. According to Ecclesiastes 3, there is a time for everything. So, I take it, there is a *proper* time to deliver the orders we have taken. I feel that the proper time is when the majority of the people have the money, and the improper time when the majority of the people do not have the money. If you will adjust the time to suit the poor, the rich can take their books then just as well. In doing this you deliver to every man. The commission is, "Go ye into all the world, and preach the gospel to every creature."

To answer the question in the paragraph above, I will give two experiences. I had the privilege of working twenty-six hours in the month of February, with a young man who had never canvassed before. In this time we took orders for \$162 worth of books. We set the delivery for the following fall. The country was rich, black land, selling for something like \$175 an acre. His first delivery was there, and he sent the tract society a check for \$225 for the first week's delivery. The second case was that of an old colporteur. He delivered a greater per cent of the orders he took in February than any other month of the year. This is the experience of almost every one who takes orders for a future delivery of from six to eight months. J. W. DAVIS.

"THE work of the gospel is not to depend solely upon the minister; every soul should take an active part in advancing the cause of God."

"PRAY for the young people in your church."

Save the Young People

WE are all well informed in a general way at least as to the means by which the Church of Rome has built up its work. One of the most effective means it has is the training of its young people. It bends every effort to that end. It establishes hospitals; it establishes orphanages. It does everything it can to get young children into its fold. It not only cares for its own, but for the Protestant children. To get hold of those children and train and develop them until they are brought thoroughly into sympathy with the work of the church, we find that every means and every effort possible is exercised by the church.

Now, I think if we labor with a determination to get every young man and woman interested in this cause, we will have accomplished the biggest thing we can for this work. It means more than dollars and cents. We have a splendid organization in the Missionary Volunteer movement, a splendid machine; and if we can make it operate to the extent that every one of our young people is affected, then we shall see a mighty work accomplished. In some way we ought to make every one feel he is a part of the young people's work.

F. GRIGGS.

Have You Seen It?

It is now off the press and is brimful of good, live reading matter. It is without doubt the best issue ever published. Get a new view of "God's Special Message for Today" by reading the *May Watchman*. It will revive your faith and increase your courage. Get a fresh view of "The Promises Made to the Fathers," "Predestination," "The Apostolic and Remnant Church."

The following are a couple of paragraphs taken from the article entitled, "Christ as Prophet, Priest, and King":—

"Those who hold that Christ is now, and that he has been ever since the fall, at one and the same time prophet, priest, and king, base their contention largely upon the words: 'Thou art a priest forever after the order of Melchisedec.' Heb. 7: 17. The argument is, 'Melchisedec was a priest king; therefore Christ must be at once priest and king.'"

"Doubtless there is a sense in which this is true; but there is also quite as important a sense in which Christ was not king while exercising the office of a prophet, and in which he is not a king while ministering before his Father in the capacity of priest."

Do not fail to get a copy of the *May Watchman* and read this splendid article. Send a dollar to your tract society and tell them to start your subscription with the May issue, which is now ready. It also contains some live reports from the Mission Fields. Remember the Outlook, Scripture Study and Home and Health Departments. Subscribe now.

Rates in quantities: five to forty copies, five cents each; fifty or more, four cents each; to Canada, five cents. Single copies, ten cents. Order a club. Sample copies on request. Order through your local tract society.

Notice

WATCH the *Review and Herald* for a series of articles now appearing in its columns on the work of the College of Medical Evangelists. All who are contemplating the study of medicine should open correspondence at once with the college to ascertain if requirements are fully met and to plan for summer school work if it is necessary to make up studies before entering this fall. School opens September 13. The prospects for the next school year are most encouraging.

Address all correspondence to Dr. W. A. Ruble, president, Loma Linda, Calif.

Publishing and Colporteur Work

With the Men Behind the Books

It is only by comparison and figures that one can gain some idea of the wonderful progress our publishing work has made, and is making. For this purpose we are presenting herewith two pictures. The upper one is a view of the first press as it stood in the Review office, with the same men who worked in the office at Rochester, N. Y., 1853-55. This photograph was taken at Battle Creek, Mich.



G. W. Amadon L. O. Stowell Warren Bacheller Uriah Smith

Below is a picture of one of the four large Miehle presses of the Southern Publishing Association. This press is a self-feeder, and has a capacity of 2,000 impressions per hour. In this connection it may not be out of place to state that all the facilities of the Southern Publishing Association are being used exclusively for the production of Seventh-day Adventist literature and that "commercial work" is not allowed in the institution.

It should also be borne in mind that instead of having only one periodical, the denomination is now publishing one hundred and twenty-six in seventy-five different languages; besides three hundred and fifty bound books and one thousand four hundred tracts and pamphlets; and instead of one small printing office, we now have thirty-seven publishing houses and branches in different parts of the world, of which the Southern Publishing Association is but one. Surely the Lord has set his hand to the work to cut it short in righteousness and the time has come for a "large work" to be done by our faithful colporteurs and the lay members in our churches.

It will also doubtless be of interest to our readers to notice that the man standing in the right of the upper picture hold-

ing the *Review and Herald* in his hand is Elder Uriah Smith, the father of Brother L. A. Smith who is rendering such efficient service as editor of the *Watchman*.

The message began in weakness, but it is to end in triumph. Furthermore we also have the assurance and encouragement that our publications are to be scattered like the leaves of autumn, and that this work is "to be carried forward with increasing success." Only a very few years ago many statements of this kind had to be accepted by faith, but now we have abundant evidence of their truthfulness in the remarkable success which our workers are having. Some local conferences are now taking more orders than their union conferences were a short time ago. At an institute this spring a certain lady colporteur set her sales mark at \$1,000 for 1914. However, as she has met with such remarkable success, she recently increased it to \$2,500, and a letter just received from the president of that conference states that there is no reason why she can not reach it.

We are indeed in a time when we may expect great things of the Lord, and we confidently believe there are still greater blessings in store for those who will consecrate their all to the finishing of this work.

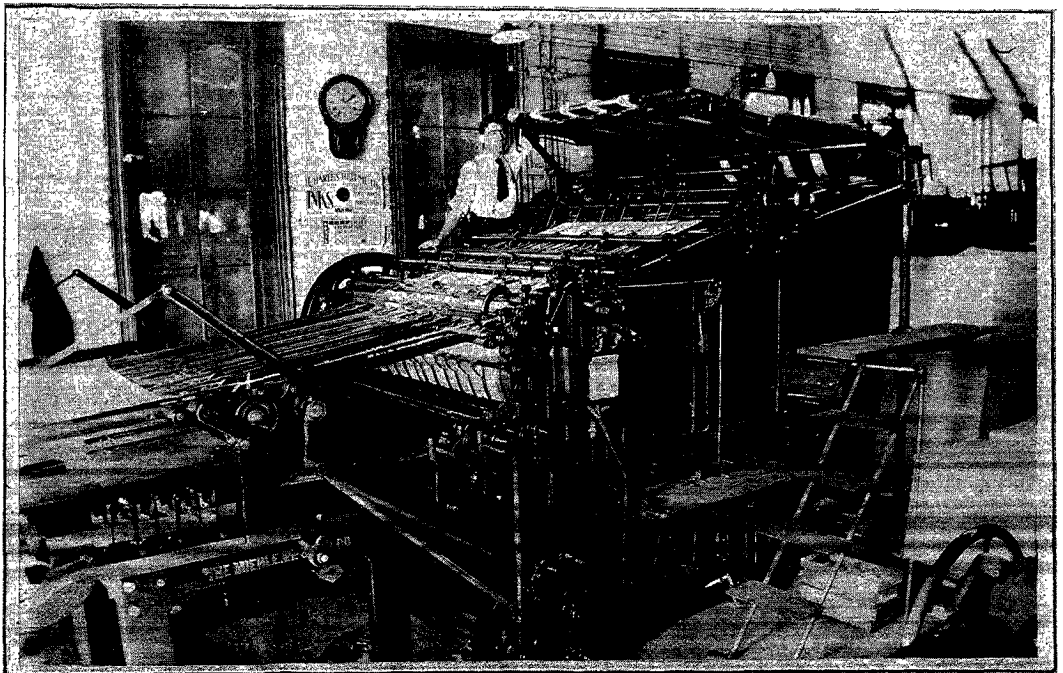
R. L. PIERCE.

Encouraging Reports and Corresponding Results

THE reports coming in from the field are very encouraging. No doubt all have observed the wonderful reports from Mississippi. Certainly a great work has been accomplished. But that which has been done in Mississippi will also be done in other conferences.

All should take hold now and push forward as we never have before. Hundreds of people should enlist in this great work of helping to swell the reports to the place where they will show \$1,000 a week for forty weeks. Think what this would mean in the scattering of the truth.

Reports that are already in show that fourteen accepted the



One of Our Large Miehle Presses, Showing Self-Feeder Attached

truth last month in Tennessee and ten in Kentucky. The other three conferences at this report have not been heard from, but we feel sure their reports will swell the number of

converts to an astonishing figure for the month of March.

The prayers of this people morning, noon, and night are solicited by the workers for the conversion of souls. May it be the burden of our hearts that when this year is ended one thousand good, conscientious Seventh-day Adventists may be brought in from the world to be numbered among those who are looking for the coming of Christ. S. E. WIGHT.

Alabama Conference

Conference Directory

A. L. MILLER, President.
S. D. HARTWELL, Secretary and Treasurer.
S. D. HARTWELL, Tract Society Secretary.
MARK WILSON, Field Missionary Secretary.
OFFICE ADDRESS, Room 333, Hood Bldg., Birmingham, Ala.
HELEN M. KEATE, Sabbath-School and Y. P. M. V. Secretary, Fort Payne, Ala.
PROF. R. G. RYAN, Educational Secretary, 511 Cole Bldg., Nashville, Tenn.

A Word from Northern Alabama

WE are located here at Albertville for a while and are moving along nicely with the work.

This is a nice place, although we have been somewhat hindered by bad weather. Brother Jacks has been sick also.

Brother Jacks has worked Albertville, which has about two thousand inhabitants. Brother Reams and I have about half of Marshall County worked.

We find many souls hungering for the truth. They are everywhere, and they will never hear this third angel's message until some one carries it to them. This can be done by the colporteur.

The battle has just begun, and the conflict will rage for a little while longer. Then if we have been faithful we shall hear the "well done" that will more than repay us for the hardships and trials experienced during the campaign.

We pray that God will water the seed sown through the books, that it may bring forth "some an hundredfold, some sixty, some thirty."

P. H. JONES.

News Notes

ELDER MILLER has been holding meetings at Lynn Haven, Fla., during the past week, with a good interest.

Brother Keate writes from Elkwood that sickness has interfered with the meetings somewhat. Possibly this may be a test of the interest. Several have been added to the church since the building was dedicated.

Charles Jobst, a brother of the office stenographer, was instantly killed while attending to duties in connection with the work of the steel mill at Ensley, on Wednesday, April 8. He was a young man of excellent character, beloved by all who knew him. His untimely death is mourned by a wife, mother, sister, two brothers, and a large number of friends and acquaintances.

Niles Jobst was called home from the Hazel (Ky.) Academy on account of the accident to his brother, Charles. His many friends in Birmingham were pleased to see him, though pained at the sad incident which made the home-coming necessary.

Brother Mark Wilson spent last week with the colporteurs in Red Level and Mobile.

Our Sabbath-school Department secretary informs us that Alabama has already passed the goal on the thirteenth-Sabbath offering for the first quarter of 1914, Birmingham and Mobile going far enough beyond to help some others.

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.

OUR AIM FOR 1914, 426 SOULS; 47 WON.

Visit to the Grove Church

I LEFT Nicholasville for Danville, April 3. Brother Jacobs met me and we drove to his home, where we had a pleasant visit. I also visited at the home of Sister Holtzclaw. I was glad to visit the isolated brethren.

Brother Jacobs then drove me over to the Grove Church, a distance of twenty-one miles. I was pleased to see thirty-nine present at the Sabbath-school. As had been previously announced, the quarterly meeting was held and all the church-members present took part. The Lord came very near as we sought him together. I visited each family in the church and all spoke with courage and confidence in the thought that Jesus would return in this generation.

The Grove Church is making progress and plans are being laid to warn all the people in that community by putting out our literature. The matter of raising our Twenty-cent-a-week Fund was considered, and all present took a lively interest in pledging toward this fund. They gave corn, potatoes, fruit, tomatoes, and chickens. We are sure God will be pleased with the pledges made.

At this writing I am glad to state that the work is onward all over the State.

B. W. BROWN.

News Notes

ELDER BROWN went to Louisville the 10th, where he will spend a few days, then go on to the churches and companies in the western part of the State.

Brother H. E. Beck has been at Lockport the past week. He is looking for colporteurs.

Brother James Meyers was in Nicholasville the past week. He was pleased with the new office headquarters.

Miss Birdie Martin, of Grove, is quite sick and has been confined to her bed for more than a month.

Elder Lindsay and Brother Jacobs were in Nicholasville last week, attending the conference committee meeting.

Elder J. H. Lawrence was in attendance at the spring council of the conference and Kentucky mission committees at Nicholasville the past week.

Brother Alexander Chiles, of Lexington, was at the conference office the past week. He was getting a supply of tracts, and looking after other business pertaining to the conference work.

We still have a few February *Protestant Magazines* on hand containing President Wilson's reply to Elder Prescott. If you have not read this number of the *Protestant*, you should order it at once. Price, five cents a copy while they last.

Mrs. T. W. Potter, of Bowling Green, has ordered a supply of small books to sell.

Brother Milton Jones has recovered from the operation on his eye and is now busy selling magazines.

Brother Alexander Osterman reports another new Sabbath-keeper at Bowling Green.

Mississippi Conference

Conference Directory

C. S. WIEST, President.
 Wm. WOODRUFF, Secretary and Treasurer.
 Wm. WOODRUFF, Tract Society Secretary.
 VIRGIL SMITH, Field Missionary Agent.
 JAMES A. MORROW, Religious Liberty Secretary.
 Mrs. E. L. MORROW, Sabbath-School Secretary, 116 Short Bay St.,
 Hattiesburg, Miss.
 OFFICE ADDRESS, 932 Union St., Jackson, Miss.

Among the Believers

ON Sabbath, April 4, I left Jackson for a trip to the north-western part of the State. My first stop was Vicksburg, visiting both white and colored churches. At the colored church, I was surprised to find Elder J. E. White from Michigan, who also occupied the pulpit for the morning service. This was one of the first churches that Brother White raised, up, and some of the first converts were present to hear him speak. After the sermon, Elder N. B. King conducted the quarterly service.

Sunday morning, I went to Greenville, where we have a colored church, and was glad to note the interest manifested by a few outside persons present at the night meeting. This is where the colored brethren expect to hold a tent effort beginning about the 1st of May.

My next stop was Hushpuckena. Here we have a Sabbath-keeper, but she was not yet united with the church. This sister has been reading herself into the message for the last two years. This was really the first sermon that she had heard. At the night service almost every white person was present. A hearty welcome was extended for me to return soon. The interest manifested compels me to respond.

From this place I went to Clarksdale. But just about two hours before the meeting time, there arose a heavy rain which prevented us from having a meeting. However, I was pleased to have a good visit with two of our colporteurs, Sisters Emily Billups and Anna Boyd. They are both working hard and doing a good work. Faithful effort will bring telling results. Being only a few miles away from Brother and Sister McColrey, I took advantage of the occasion to visit them also. I found them in a very good vicinity. Money is a little scarce at present, but this is the case everywhere this time of the year. The best country is yet before them, and I am looking for the best reports yet to come from them.

From here I went to Jackson, stopping at Morehead and Yazoo City.

I have been especially impressed to notice the stirring interest that seems to prevail throughout the State. The eyes of our people are being focused on the Holy City, New Jerusalem. It is a sign that we are homeward bound. God's people are getting ready for the finishing of the work of God in the earth. May God's continued blessing rest upon the work in this State.

C. S. WIEST.

News Items

ELDER WIEST spent last Sabbath, the 11th, with the Jackson white church, and conducted quarterly meeting services, which were postponed from two weeks ago.

Brother Morrow visited some of our isolated members at Lumberton and Purvis during the past week.

Brother Smith reports that Brethren Taylor and Chastain are doing a good work at Brookhaven. Their wives are also actively engaged in the magazine work, and are doing splen-

didly. Sister Taylor plans to visit other towns near by, while Sister Chastain will keep the work going in Brookhaven in her absence.

We are glad to report that we have at last secured another Bible worker for our conference. Word is received from Miss Carrie Brown, of Washington, D. C., that she will be here about the middle of May to begin work.

Our other Bible worker, Sister Balsbaugh, reports that she has one new Sabbath-keeper at Meridian. She will come to Jackson during May to connect with the tent effort to be held at this place, which is to be conducted by Elder Wiest.

Sister M. B. King left Jackson the last part of this week for Brookhaven, where she has gone for a visit of several weeks with her daughter, Mrs. E. A. Taylor.

Brother Wiest expects to be with the company at Natchez next Sabbath, the 18th.

Our people will be sorry to learn that Brother J. S. Fry, one of our most energetic colporteurs, has been quite ill during the recent past. On the evening of the 7th, he came to Jackson, where he has been under the care of our people. He plans to be in the field again very soon.

Elder N. B. King, of the mission, was in Jackson during the first of the week looking up a location for the colored camp-meeting, which will be held at that place from July 23 to August 2. He went from here to Yazoo City, and from there he plans to go to Greenville to look up a site to pitch his tent for the effort which he will hold there, beginning in May.

Elder Chatman, also of the mission, has recently sent his order for books of the ministerial reading course, and also orders a good supply of the Temperance *Little Friend*. This issue for the little folks will be out by the time this notice reaches our people, and all churches, both of the mission and conference, should be supplied. Five or more copies, two and one-half cents each. They sell for five cents each. This will be a splendid opportunity for the little folks to work. Remember our motto: "Every Member at Work."

The new Year Book is now in stock, and can be had upon your order. Price, fifty cents.

Miscellaneous

Good Stories

EVERYBODY likes stories. Nothing appeals to children more than the thought of a story. The Saviour recognized this tendency in the human mind, and adapted his teaching to it, for he taught only by parables—stories.

The great principles of life are best applied, more indelibly impressed upon the mind, and perfectly knit into the character when taught through the narrations of human associations—parables, stories. The Bible is full of this kind of teaching. Teaching through stories is, therefore, the one method of instruction having divine approval. Satan, also knowing the value of the story-method of teaching, has filled the earth with his class of stories; but he has not yet smothered the power of true principles illustrated in good, clean, inspiring stories. Yet he has led some conscientious people to believe that all stories are not only poor reading, but positively injurious. These good people condemn the method, rather than discriminating between good and bad stories.

There being a great variety of existing stories, it is not easy to select for our children those possessing only proper instruction in stimulating a love for true principles, and encouraging high ideals. There are often serious errors, and innocent-appearing, yet harmful sentiments hidden in the most inter-

esting parts of otherwise good stories. These errors and improper sentiments might be likened to the hidden thorns under the roses, which leave a wound as the flowers are gathered.

Knowing the value of good stories, and recognizing the perplexity and often the impossibility of securing suitable stories for children in some places, the *Instructor* has spent much time and money in selecting, and printing in book form a book of stories, naming it "Stories Worth Rereading." This book we recommend to all our readers. It can be secured only as an *Instructor* premium—the *Instructor* for one year, and the book for \$1.75.

"FACTS indicate that ten per cent of the minister's time and attention and that of parents and church leaders is given to the winning and enlisting of the young. The harvest from this ten per cent is eighty per cent of the accessions to the church and practically ninety per cent of its officers and leaders. What would be the result if pastors, parents, and church officers gave fifty or sixty per cent of their time and energy to the efficiency and conservation of the young life for the church?"—*John L. Alexander, in "The Sunday-school and the Teens."*

Colporteurs' Report for the Southern Union Conference, Week Ending April 4, 1914

NAME	Book	Hours	ALABAMA CONFERENCE				Summary from January 1 to date		
			Orders	Value	Helps	Total	Deliveries	Orders	Deliveries
			\$	\$	\$	\$	\$	\$	
T Allen							24 00		
U Bracy							120 50	81 45	
G W Brown	BF	42	10	10 00	1 00	11 00	4 00	38 50	39 45
B D Crawford								89 00	
S S Guilford	BR	33	20	65 00		65 00		285 50	41 50
P Hampton	BF	40			4 05	4 05			
M L Ivory	BF	43	3	4 50	2 00	6 50	12 00	112 00	24 50
R T Jacks								192 00	51 50
E W Jones									7 50
P H Jones	GC	22	9	27 00	1 05	28 05		461 00	6 00
H Matthews	BR	28	14	46 00		46 00		108 00	
I W Peevy	D&R	24	4	12 00		12 00	4 50	182 50	25 50
J H Reams								337 00	173 50
Mrs Wilson				8 30		8 30		8 30	
Totals (Agts. 14)		192	60	\$ 172 80	\$ 8 10	\$ 180 90	\$ 20 50	\$1931 30	\$ 450 90
KENTUCKY CONFERENCE									
H E Beck	BR	9	5	\$ 18 00	\$ 1 45	\$ 19 45	\$	\$ 19 45	\$
W C Coble								3 00	
Sie H Green	BF	38	24	49 00	5 15	54 15	5 00	352 15	72 35
James Hickman	D&R	37	27	85 00	3 00	88 00	3 00	701 25	275 25
Jesse E Miller	D&R	33	22	80 00	2 25	82 25		245 50	14 50
Alexander Perry	BR	16	7	18 00	7 50	25 50		151 30	1 80
R B Rowe	BF	20		55 50		55 50	55 50	55 50	55 50
J D Smith	BR	34	16	48 00	60	48 60		98 00	3 40
M Wheeler								319 25	89 65
W B Wilson								96 40	
P M Winkler								204 00	49 50
Irregulars								55 00	55 00
Totals (Agts. 11)		187	101	\$ 353 50	\$ 19 95	\$ 373 45	\$ 63 50	\$2300 80	\$ 616 95
TENNESSEE RIVER CONFERENCE									
C G Bishop				\$	\$	\$	\$	\$ 195 75	\$ 117 00
C H Chenault								67 00	27 00
C F Dart	sofP	40	32	48 00	35	48 35		371 20	122 00
Berdon Hampton	D&R	34	7	7 00	3 95	10 95		59 00	
R H Hazelton	GC	70	25	53 00	3 85	56 85	2 00	259 35	100 00
Mollie Hurdle	BF		2	2 00	3 50	5 50		5 50	
J T Jones								72 00	33 00
J B Krauss	GC	29	9	27 00	2 00	29 00		244 50	71 00
J S Moore	BF	37	14	18 50		18 50		188 00	71 00
Mamie Moore									11 50
Rebecca Moore								20 50	1 00
J H Parrott								11 00	
C E Schwerin								88 00	
Sibyl Strawhun	BF	24	17	17 50		17 50	1 00	44 00	1 00
F E Wagner								460 35	85 00
J A Young	P&P	44	8	24 00	1 50	25 50		42 60	
Totals (Agts. 16)		278	114	\$ 197 00	\$ 15 15	\$ 212 15	\$ 3 00	\$2128 75	\$ 639 50

NAME	Book	Hours	LOUISIANA CONFERENCE				Summary from January 1 to date		
			Orders	Value	Helps	Total	Deliveries	Orders	Deliveries
E E Ballard				\$	\$	\$	\$	\$ 290 50	\$ 6 00
J J Ballard								3 00	17 50
C P Bodwell								241 80	82 00
C W R Brown								23 00	6 00
John Harzman								345 65	203 50
W J Hirst								202 15	63 50
M S Hubbell									214 00
E Hutchins								216 00	57 00
H D Leavelle								285 50	43 50
Frank Peabody								62 50	134 00
A Pine									7 50
J C Pine									7 00
J W Pine								4 50	47 00
I J Reed									11 00
Lura Reed								25 00	
Pearl Reed								9 00	
Edna St Clair									38 25
James Turner								922 00	164 50
M B Wilson								6 00	43 00
Totals (Agts. 19)				\$	\$	\$	\$	\$2636 60	\$1145 25

MISSISSIPPI CONFERENCE

H C Balsbaugh	GC	38	13	\$ 32 00	\$ 50	\$ 32 50	\$ 5 00	\$ 390 00	\$ 64 00
Emily Billups	PP&F	46	63	172 00	2 95	174 95		453 00	
Annie Boyd	PP&F	46	31	78 50	70	79 20		253 50	
L M Campbell	BR	13	6	18 00	25	18 25		432 00	94 00
C R Canada	BR&BF	24	1	3 00	5 75	8 75	48 00	511 50	87 50
Elmer Chastain	D&R	49	37	115 00	1 55	116 55	6 00	414 00	6 00
Lamar Cooper	BR	35	10	31 00	2 10	33 10		31 00	
W E Covington								253 00	50 00
H C Conner	PP&F	16	12	19 50	70	20 20		87 00	
Millie Conner	PP&F	16	13	21 00		21 00		93 00	
Annie M Finley	BF	34	16	25 00	1 75	26 75		120 50	
J S Fry								493 00	8 00
W H Haddon	MISC	23	6	9 50	3 70	13 20	4 00	71 00	24 50
Hattie Jacob								109 00	17 00
Ella Johnson	PP&F	24	57	113 50	1 05	114 55		853 00	111 00
C H McColrey	BF	26	50	66 00	5 00	71 00	2 00	534 00	212 50
Mrs C H McColrey								21 50	
Lou J. McElroy	PP&F	18	33	56 50	1 05	57 55		419 00	
M A Murphy								334 00	33 00
Miss M P Sparks	BF	25	13	20 00	25	20 25	1 00	149 00	44 50
E A Taylor	BR	41	38	122 00	6 15	128 15	13 00	512 00	25 00
Annie Watts	PP&F	35	32	57 50	2 10	59 60		225 50	
Irregulars	MISC	15	57	88 00	1 20	89 20		217 00	90 00
Bibles				29 25		29 25	2 25	168 60	33 20
Totals (Agts. 22)		524	488	\$1076 75	\$ 36 75	\$1113 50	\$ 81 25	\$7123 10	\$ 900 20
Grand Totals (Agts. 82)		1181	763	\$1800 05	\$ 79 95	\$1880 00	\$ 168 25	\$16120 55	\$3752 80

Magazine Agents' Report Week Ending April 4, 1914

KENTUCKY CONFERENCE

Agent	No.	Value	Agent	No.	Value
Alice Hiestand	150	\$ 15 00	Latitia Steele	50	\$ 5 00
Mrs M A Ewald	100	10 00	Milton Jones	50	5 00
Lula E Schafer	50	5 00			
D S Sutton	50	5 00	Totals	450	\$ 45 00

SOUTHERN UNION WORKER

Published weekly (fifty numbers) by

THE SOUTHERN UNION CONFERENCE

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Union Conference Directory

S. E. WIGHT, President.
G. H. CURTIS, Secretary-Treasurer and Auditor.
J. W. DAVIS, Union Missionary Agent.
PROF. R. G. RYAN, Educational and Y. P. M. V. Secretary.
C. P. BOLLMAN, Religious Liberty and Press Bureau Secretary.
OFFICE ADDRESS, 511 Cole Building, Nashville, Tenn.

Camp-Meetings

Tennessee River, Jackson July 10-20
Mississippi, Jackson (white) July 23-August 2
Mississippi, Jackson (colored) July 23-August 2
Alabama July 31-August 9
Kentucky, Nicholasville August 13-24
Louisiana August 27-September 6

SABBATH, May 2, is Missionary Volunteer day.

Read in another column "SOME FOOD FACTS." They will interest you. They are facts every intelligent person ought to know.

The Watchman for May

ONE THING ALL CAN DO

THE simple art of magazine selling has been brought to its highest state of effectiveness in such countries as England and Germany. In these countries men and women make a regular life business of selling our truth-laden papers from house to house (news-boy fashion). By this method it is not long before they have a permanent paying proposition that offers abundant opportunity for missionary work.

This is the ideal toward which we should work, for it is practical and has been demonstrated in our country. One *Watchman* evangelist, a lady of middle age, spent some time in one of the larger cities, and has by perseverance and tact built up a permanent route by which she delivers about three hundred *Watchman* per month, besides filling in other weeks with other good magazines. She reports a growing interest among her readers, and not a few have been greatly blessed spiritually as a result of her faithful efforts. To hear this good woman relate her experiences is to catch a new glimpse of the possibilities of this splendid evangelistic agency.

SOME GOOD THINGS FOR THE PEOPLE

Christ as Prophet, Priest, and King.

The Hand of God in History.

Predestination.

When Jesus Comes.

The Promises Made to the Fathers.

The Apostolic and Remnant Church.

Why Eat Meat?

Startling Facts About Habit-forming Drugs.

In addition remember the Outlook, Scripture Study, and

Home and Health Departments, and good live reports from the mission fields abroad.

Rates in quantities, five to forty copies, five cents each; fifty or more, four cents each. To Canada, any quantity, five cents each. Single copies, ten cents.

THE WATCHMAN,
Nashville, Tenn.

Every colporteur should carefully read the article in this issue entitled, "The Delivery of Books," by Brother J. W. Davis. It is both timely and right to the point.

Some Food Facts

THE crackers you buy in the stores are shortened with lard and are made tender with soda and muriatic (hydrochloric) acid. We could make just as crisp crackers as do other people if we used lard, soda, and acids. But we use no soda, acids, nor animal fat of any kind.

It is sometimes claimed that the soda crackers of commerce are shortened with vegetable oils, but this is true only in part. Some manufacturers use only one-half hog lard and so claim to use vegetable shortening. But all soda crackers contain lard, soda, and muriatic acid.

Now we want to ask, is it consistent to be particular in our own home cooking not to use animal fats, especially lard, and then buy and use upon our tables crackers and cakes containing not only lard but poisonous chemicals?

Our white crackers are as crisp as it is possible to make them with vegetable shortening, and without soda and muriatic acid. They are almost as crisp and cost no more than soda crackers.

Every housewife knows that for making light, flaky, pie-crust, toothsome biscuit, and tender, beautiful light bread that retains its moisture there is absolutely no shortening equal to leaf lard. But as a people we do not use it. Then why buy and use lard-shortened foods manufactured by other people?

Our factory at Madison is turning out better foods now than ever before. This is especially true of our crackers and nutfoda. If your dealer can not supply you with some of our fresh foods, write to us for price-list and descriptive circulars. We want you to become acquainted with our matchless *health foods* and very low prices.

NASHVILLE FOOD FACTORY,
Madison, Tenn.

Study at Home

MANY young people are prevented from attending school by circumstances over which they have no control. But they need not despair. They should avail themselves of the opportunity afforded by the Fireside Correspondence School to keep up their studies until circumstances permit them to attend a resident school. One lady writes as follows: "I am enjoying my study (Bible Doctrines) very much indeed, and I find that the message as outlined in the study is clearer to me than at any time during the ten years I have been an Adventist. I thank you for urging me to start in when I did." Another student, engaged in ministerial work, says: "I assure you that from actual experience in both, I place the 'Fireside' above the International Correspondence School in every respect." Certainly he does not refer to the number of courses offered.

The Fireside Correspondence School has some thirty courses prepared, including history, Bible, English, Greek, Latin, commercial, and mothers' normal subjects. For further particulars address the principal, C. C. Lewis, Takoma Park, D. C.