

# SOUTHERN UNION WORKER

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

Vol. X

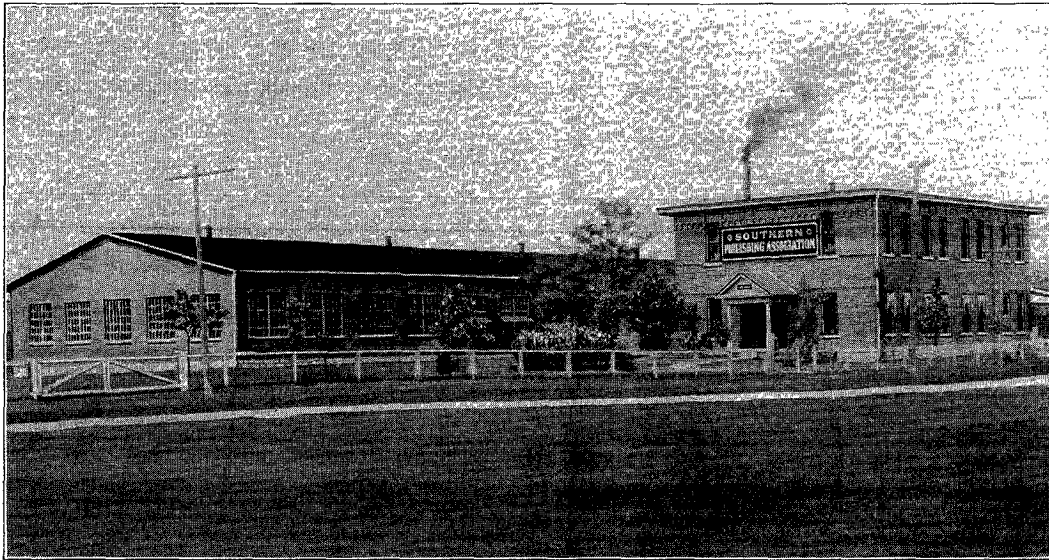
NASHVILLE, TENNESSEE, AUGUST 24, 1916

No. 33

## With the Men Behind the Books

### Publishing House Notes

In our last chat "with the men behind the books," mention was made of an addition to the Publishing House bindery. The size of this addition is 48 x70 feet, thus giving us 3,360 square feet additional floor space. The accompanying cut was made from a photograph, and shows the plant remodeled and enlarged as it now appears. This additional space was not only greatly needed, but it will materially increase the efficiency and production of our manufacturing department.



Southern Publishing Association, Nashville, Tennessee

The carload of books for our Fort Worth Branch was shipped on the date expected, and went through on schedule time. The car consisted of 109 cases which contained 11,025 volumes, weighing nearly thirty-three thousand pounds, or about sixteen and one-half tons. The retail value of these books amounted to \$26,576.50. The saving in freight charges in shipping by carload was nearly \$150.

The Publishing House closed down during the week of August 6-12 to enable our employees to attend the Tennessee River camp-meeting. We feel that the help and spiritual good they received more than repaid for all that it cost. All orders received that week, however, were given attention, so that none of our faithful field workers suffered as a result. At the present time some large book orders are being received from the Southern Union, and the prospects are that good deliveries will be made this fall.

### The July Summaries

The July canvassing summaries have been received from the Southern, Southeastern, and Southwestern Unions, and show a gain of \$8,356.20 compared with July, 1915, as will be seen from the following figures:

	July 1915	July 1916	Gain
Southeastern .....	\$ 5569 36	\$ 8388 14	\$ 2818 78
Southern .....	7754 80	7998 45	243 65
Southwestern .....	11853 13	17146 90	5293 77
Totals .....	\$25177 29	\$33533 49	\$8356 20

During the first seven months of this year the gain in the

canvassing summaries of the three Southern unions in comparison with the same period of last year, amounts to over \$30,000. Of this gain \$6,300 has been made in the Southern Union.

### July Comparative Report of Local Conferences

In order that our colporteurs in the local conferences may see how their July reports compare with July of 1915, we give the amounts herewith:

Conference	July 1915	July 1916	Gain	Loss
Mississippi .....	\$2190 20	\$2666 20	\$476 00	\$
Kentucky .....	1750 75	2220 85	470 10	
Alabama .....	1850 40	1174 60		675 80
Tennessee River..	888 65	1192 20	303 55	
Louisiana .....	1074 80	744 60		330 20
Totals .....	\$7754 80	\$7998 45	\$1249 65	\$1006 00

July, 1916 Gain over July, 1915, \$243.65

While the figures for the Southern Union are encouraging, yet there is room to make them still more so. Now that our camp-meetings are nearly over, there should not be anything to hinder good hard work being done during the remainder of the year, which means putting in FULL TIME. With the high price of cotton and other crops, the farmers ought to be in a cheerful mood, and we hope that our workers will take advantage of these favorable conditions for placing our message-filled books in the homes of the people.

### From a Presbyterian

Seldom a day passes that we do not hear something of the great work which our literature is accomplishing. The following letter received a day or two ago, is suggestive of many we are receiving. The writer states:

"I have been reading your 'Bible Footlights' and 'Bible Readings for the Home Circle.' I am very much interested in the Seventh-day Adventists, and I would like to hear them preach. I am a Presbyterian, but it would take very little to make a Seventh-day Adventist out of me. . . . I congratulate you on your literature, and would be thankful for any reading matter concerning the Seventh-day Adventists, and please tell me where I can hear them preach."

This letter is additional evidence that our colporteurs are doing pioneer work, and that this work is producing results. How often we hear of persons who are keeping the Sabbath as a result of reading our literature; and yet, eternity alone can reveal all that is being accomplished through the circulation of the printed page.

R. L. PIERCE.

## Miscellaneous

### Examine Yourself

"Examine yourselves, whether ye be in the faith; prove your own selves." 2 Cor. 13: 5.

How may we examine ourselves, and by what means may we know if we are in the faith?

There may be more than one answer to this question, but the Scriptures give us one way of testing the reality of our profession which is worthy of study.

"Even so every good tree bringeth forth good fruit; but a corrupt tree bringeth forth evil fruit. . . . Wherefore by their fruits ye shall know them." Matt. 7: 17-20.

It is by the outward actions of the daily life that the inward conversion will be manifested. The life of the true believer is summed up in these words. "I am crucified with Christ: nevertheless I live; yet not I, but Christ liveth in me." Gal. 2: 20.

If Christ lives in a person, the life of that person will be like the life Christ lived when on earth. "He that saith he abideth in him ought himself also so to walk, even as he walked." 1 John 2: 6. The great aim and purpose of Christ's life was the salvation of sinners, the winning of souls for his kingdom. This will be the purpose of all who love Jesus.

"All who receive the gospel message into the heart will long to proclaim it. The heaven-born love of Christ must find expression. . . . It is unnatural for any to keep these things secret, and those who are filled with the love of Christ will not do so. In proportion as the Lord has made them the depositaries of sacred truth will be their desire that others shall receive the same blessing."—"Christ's Object Lessons," p. 125.

These statements make plain one way by which we may examine ourselves. Let us take our Morning Watch Calendar, and carefully note down all we have done during the past day to make known to others the love of Christ and the last message connected with his second coming. As we put these things

down, and see what proportion of our thought and time has been given to soul-winning work, we will better realize what is our real spiritual standing. This is doubtless why the Lord has led to the connection of the reporting system with our missionary work. He knows human hearts and their need of something that will help them to know if the love of Christ is really working in and through them. It is so easy for us to deceive ourselves and think we are right, when we are really far from God.

"Many who profess to be Christians neglect the claims of God, and yet they do not feel that in this there is any wrong. They know that the blasphemer, the murderer, the adulterer, deserves punishment; but as for them, they enjoy the services of religion. They love to hear the gospel preached, and therefore they think themselves Christians. Though they have spent their lives in caring for themselves, they will be as much surprised as was the unfaithful servant in the parable to hear the sentence, 'Take the talent from him.' Like the Jews, they mistake the enjoyment of their blessings for the use they should make of them."—*Id.*, p. 365.

I would therefore urge all our people to try this plan of daily noting down in the Morning Watch Calendar the home missionary work they do, and when it is set down, of laying it before God, and praying that the efforts that have been made, small though they may be, may be used by him in his great work for souls. This habit has been cultivated by some, and they say it is a continual inspiration to them. It has increased their love for God and for perishing souls. What it has done for some it will do for all who follow the plan.

EDITH M. GRAHAM.

### A Good Plan

A sister in one of our enterprising western towns wrote us recently as follows:

"In last week's *Review*, which I read from cover to cover, I saw the announcement of the plan to send the Present Truth Series to our relatives and friends beginning September 1 for six months. I at once made up a list of ten or a dozen names for myself, and further resolved to visit every member of our church and lay before each the plan. I will take the names of their friends and relatives, collect the money, and send it to you through the tract society in a lump sum. If they prefer to send for the papers themselves, all right, but I propose to urge that they do it one way or another.

"I cannot go away to do missionary work, either at home or abroad, but I can do this. I fear many people will read about this plan and think they will use it, but fail to do it unless some one keeps them reminded of it. Others may not even see it; so I am going to visit all our members.

"If every church librarian or elder would appoint some one who had a real interest in it, they ought to do much with this splendid plan to get the truth before those especially dear to us. My plan of work is my one thought and desire. I wish you would send me a few sample copies of the series."

A SUGGESTION TO THE WISE IS SUFFICIENT.

### "Holy and Reverend is His Name"

(Ps. 111: 9)

Matt. 23: 8. "If Christ were on earth today, surrounded by the religious teachers of the age who bear the titles of Reverend and Right Reverend, would he not repeat his saying to the Pharisees: 'Neither be ye called master; for one is your master, even Christ?' Many who assume these honorary titles are utterly devoid of the wisdom and true righteousness which they indicate. Too many hide worldly ambition, despotism, and the basest sins beneath the brodered garment of a high and holy office."—"The Spirit of Prophecy," Vol. III, p. 60, edition 1878.

### Miscellaneous Selections and Reflections

"Sin is an evil, fatal to peace, health, and happiness."

It is one thing to evade the law of God, but it is quite another to evade the penalty.

You must get the kingdom of God in you, before you get into the kingdom of God.

"The man who preaches to please the people will accomplish nothing more."

"Be courteous to all men, not because they are gentlemen but because you are a gentleman."

"Faith trusts God to do all he has promised."

"Presumption is the devil's counterfeit of faith."

Presumption expects God to do what he has not promised.

Presumption also expects God to fulfil his promises without man's complying with the conditions.—George M. Powell.

### How to Work among the Hebrew People with the Harvest Ingathering

While in the city of Portland, Me., a short time ago, in company with one of our brethren I visited a Jewish store. It was shortly after Sabbath, and I remarked to the store-keeper that we were both Christian Sabbath-keepers. He became interested at once. I told him that we observed the Sabbath from sunset to sunset, and he told us that he did likewise. A very interesting conversation followed, and the man would have talked longer on the subject of the truth but he had to attend to other customers.

I was telling this brother, who is much interested in the Jewish people and who has had much experience in working with the Harvest Ingathering papers, how it is possible to gain access to a Jew, and how by a mistake it is easy to embitter a Jew against you. I remarked that one should never say the word "missionary," or the words "Christian missionary work." To the Jew the missionary is a monster, a cruel, hateful Jew-hater. The Jew believes that all the cruelties which have come to his people have been through missionaries. Hence the word "missionary," or any words akin to it, will immediately arouse his ire and resentfulness. The brother then told me that he could now see what was perplexing to him at one time.

It seems that he had met a learned Jew, and entered into conversation with him on the subject of the Bible. He was getting considerable information from the Jew, who seemed very friendly. Unexpectedly he told his Jewish friend that he was engaged in Christian missionary work. At once the Jew became less conversant, and manifested a spirit of indifference and estrangement. The brother wondered why this should be. When I told him the feelings of the Jew toward the missionary, then he understood that experience.

It is a wonderful thing to the Jew to learn that there is a people who claim to be Christians, yet keep the Sabbath, believe in the Old Testament, and accept the teachings of all the prophets. It is still more wonderful to tell the Jew that we do not eat swine's flesh, but observe the laws of health as recognized and taught in the Bible. He cannot understand how a Gentile people can observe the Ten Commandments and recognize the teachings of the Bible which God gave to Israel. It seems perplexing to the Jew to learn that we are teaching the Chinese, the Japanese, the Fijians, the Africans, and the rest of the heathen world that all are to observe the Sabbath of the Lord and all the commands of God. When the son of Abraham learns that Seventh-day Adventists are actually doing this work, he feels that our people are doing the work which the Jew ought to do. It appeals to him, and he feels that our cause is one worthy of his help.

But, beloved brethren and sisters, as you go to the Jew do not talk to him about missionaries and missionary work. You

may tell him about our work of Sabbath reform and other reforms which are being taught by Christian Sabbath-keepers in all parts of the world; and if you approach him in this spirit with the prayer in your heart that the Holy Spirit will impress his soul, he will be glad to meet you, he will hear what you have to say, and in many cases he will be glad to contribute to this great work which the Lord has given us to do.

The writer will be glad to hear from any of our people who have interesting experiences with the Jews as they come in contact with them in connection with this work. Let us pray that God will help us to reach the lost sheep of Israel, and may this Harvest Ingathering work prove a blessing to this people.

F. C. GILBERT.

South Lancaster, Mass.

### We Shall Know Each Other

(Luke 24:36-43)

"The resurrection of Jesus was a sample of the final resurrection of all who sleep in him. The risen body of the Saviour, his deportment, the accents of his speech, were all familiar to his followers. In like manner will those who sleep in Jesus rise again. We shall know our friends even as the disciples knew Jesus. Though they may have been deformed, diseased, or disfigured in this mortal life, yet in their resurrected and glorified body their individual identity will be perfectly preserved, and we shall recognize, in the face radiant with the light shining from the face of Jesus, the lineaments of those we love."—*The Spirit of Prophecy*, Vol. III, p. 210.

See also "The Desire of Ages," p. 804, subscription edition.

### Arrested for Sunday Labor

No, not our brethren this time. These two Marylanders were declared not guilty. There is that difference, you know. They had a notion that they could trim their hedges and mow their lawns on Sunday. A woman neighbor thought differently. That accounts for their appearance before the judge. A "fiasco" the trial was called. It stirred up a lot of "for" and "against" discussion, however, that makes very interesting reading. The same article in the September *Signs Magazine* tells of the Peace League meeting, headed by Ex-President Taft, that met recently at Washington. The one, you know, where it is alleged to have been said, "We will have peace if we have to fight for it."

In addition to excellent Sabbath and second coming of our Lord articles, are the following: Is India Loyal to Britain? Europe's Holocaust to Wars; Which Will You Choose for Your Ancestor, Gorilla or God? A Revelation and a Solution; Current Topics in the Light of Bible Prophecy. It would be hard to find a better aid for your missionary work than the September *Signs Magazine*. Tell your tract society secretary how many you can use.

### Equal Liberty Not Absolute Liberty

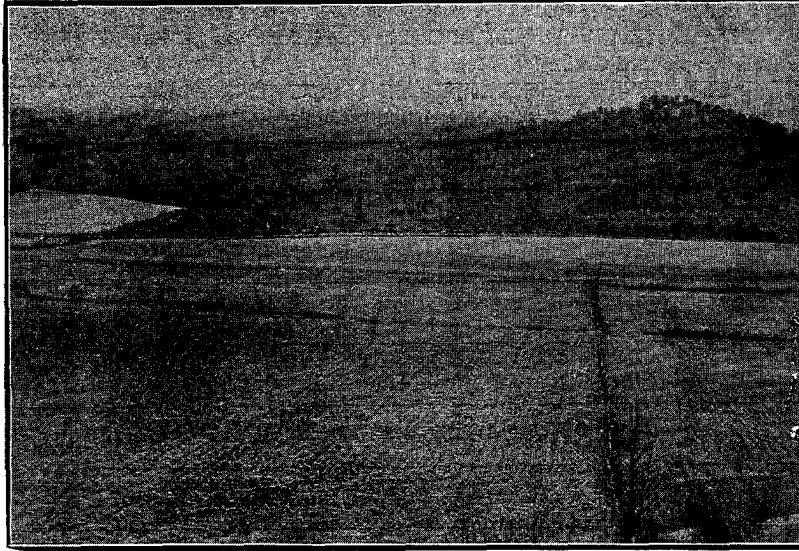
What all men have a right to demand before the law is equal liberty, but not absolute liberty. Absolute liberty is that liberty that disregards the rights of others; whereas equal liberty is bounded by the like liberty of each and all. Many people believe in liberty for themselves and their views, but not for others or others' views; such is neither equal nor absolute liberty, but tyranny in embryo. Every man who lives by the golden rule believes in equal liberty, and will never injure or persecute his neighbor.—*Liberty*.

If I do what I may in earnest, I need not mourn if I work no great work on the earth. To help the growth of a thought that struggles toward the light; to brush with gentle hand the earth stain from the white of one snowdrop—such be my ambition!—George MacDonald.

This is the question that many a young person is asking at the present time. We have planned to open school October 18. Have we bought the farm? No; but every indication makes us confident that the money will be in hand so the farm can be bought by the middle of September. That will give us about a month to get everything in shipshape for the opening of school on the above date.

How much money do we lack? About five thousand dollars more in cash is necessary before we can buy the farm without any indebtedness. We do not intend to go one penny in debt to buy the place, and yet it will be ours at the proper time for we do believe that the Lord is leading in this movement. There has been a remarkable response to the calls in the different camp-meetings so far. Three hundred sixty-nine dollars was raised at the camp-meeting in Louisiana. In Mississippi the offering amounted to \$1,503. In Tennessee we received \$922, and in Alabama \$2,152. Quite a portion of this money is in pledges which may not materialize before the middle of September. If we could realize cash on all our pledges at the present time we would have a great deal more than enough to buy the farm and get us settled and ready for work immediately.

The people are being greatly impressed with the need of placing their means in just the right place to most efficiently



General view of the school farm at Oolt

train our young people to carry this message. But a short time remains to us in the future. What is to be done must be done quickly. If there are those who feel a burden to help in this respect we would be glad to hear from them and

List of Pledges to

BIRMINGHAM		Name	Amount
Mrs. Elford	\$100 00	Sister Helms	\$1 00
R. I. Keate	10 00	Mrs. Greek	1 00
Mrs. McLure	10 00	Mrs. C. Miller	1 00
Mrs. Hattie Hoskins	10 00	Mrs. Garrigan	1 00
Mr. Goodner	10 00	Mrs. Caravella	1 00
G. H. Curtis	10 00	Mrs. Whitaker	1 00
E. E. Spencer	5 00	Mrs. Wilson	1 00
A. L. Miller	5 00	Miss Forland	1 00
Mrs. W. C. Wales	5 00	Professor Atteberry	1 00
Ben Hoskins	5 00	Mrs. Thompson	1 00
W. C. Wales	5 00	Mrs. Stein	1 00
Mrs. Ethel Hoskins	3 00	A. L. Miller	1 00
Mrs. Joiner	2 50	Ruth Goodner	1 00
Mrs. Randell	2 50	Mrs. Goodner	1 00
Mrs. C. Hunt	2 50	Joe Parker	1 00
Mr. Hawkinson	2 50	Mrs. F. Hunt	1 00
Mrs. Wilson	2 50	Panza Garrigan	1 00
Mrs. Ben Hoskins	2 50	Ione Parker	1 00

Mr. Greek	\$1 50	Mrs. Spencer	\$1 00
Mr. F. Hunt	1 50	Mrs. Wales	75
Mrs. Freckhoffer	2 00	R. Thompson	50
Mrs. Bowes	2 00	E. Spencer	25
Mr. Greek	1 00		
Total			\$221 50

ATTALLA		Name	Amount
C. E. Giles			\$1 00
ELKWOOD			
Beulah Falls	\$1 00	E. E. Williams	\$1 00
Mrs. E. E. Williams	1 00	E. M. Crowson	1 00
Mrs. M. L. Crowson	1 00	Mrs. Katy Miller	1 00
Ernest Waters	1 00	Mrs. Leila Mead	1 00
J. J. Miller	1 00	W. A. Waters	1 00
O. R. Ivie	110 00		
Total			\$121 00

MEMPHIS		Name	Amount
Curtis Lambert	\$ 1 00	Mrs. Thompson	\$25 00

Ten Good Reasons

You should take one or both of the Missionary Volunteer Reading Courses:

1. Because the books in the courses have been carefully selected and are supremely good ones.
2. Because there is room for you in the Reading Circle, and we want you to be sure to share the pleasure and benefit of these excellent books together with the host of young people that have already enrolled and obtained their books.
3. Because the books contain valuable help for daily living.
4. Because the books will stimulate your interest in missions.
5. Because they will increase your love of good reading; and good reading is a remarkable life improver.

6. Because these books can all be read in *your* spare minutes.

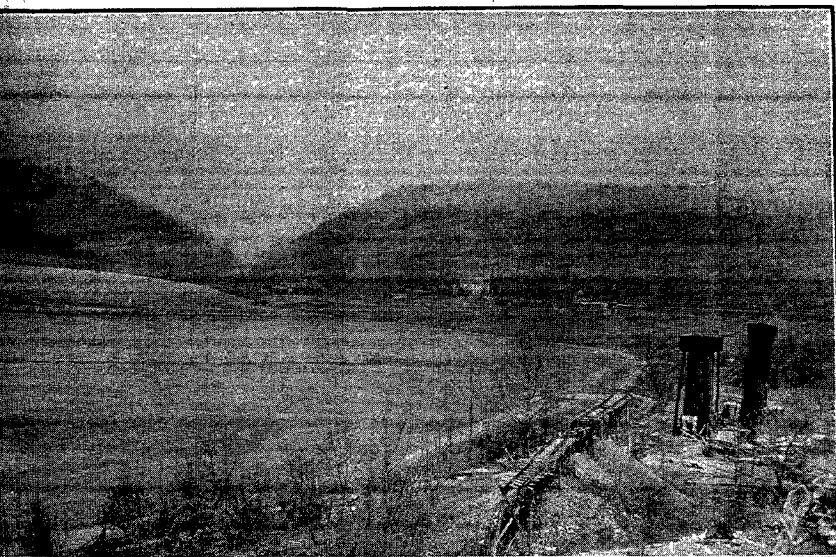
7. Because pressing the reading of these books into your spare moments will teach a valuable lesson in economizing time.

8. Because the Reading Course books will be an excellent addition to your personal library. And every young person who wants to succeed should gather about him good books.

9. Because there are questions sent out with these books which will help you to review and fix in your memory the most interesting and important points.

10. Because you should learn to love good books while young, because it is the books read before the middle of life that most influence one's career.

# ... School Open?



showing the large farm-house in the distance.

open the way whereby they can place their means in the work.

More definite information concerning the amount of work that will be given during the present year can be obtained by corresponding with us after the first of September. At that time

very definite detail plans will have been laid for the development of the work, and we will be in a position to estimate very closely the help that we can offer students this first year.

Let us plan to enter the school willing to sacrifice and endure the hardships that will be there, and get just the training that God has in store for us.

If those who have given in the past feel impressed to give a few dollars more at this time, these small amounts will merge into a large stream flowing into the treasury and assist in buying the farm within the required time limit. Let those who have pledged pay their pledges as soon as possible that cash may be on hand.

The work is onward and our courage grows better as the days pass by. There have been many wonderful and providential circumstances in connection with the development of this work that have appealed to us strongly, and could we relate them in detail I am sure that every one would realize that God's hand is in the finishing of the work here in the Southland. One of the last statements made to us through the spirit of prophecy was, "The word comes from the throne of God, Every man to his work, each to do his best."

May the Lord help us at this time to rally to the work and then rejoice with those who have had a definite part in developing it.

LYNN H. WOOD.

## Southern Training School

Sister Gartley .....	\$100 00	Ruth Thompson ...	\$10 00
H. Eder .....	5 00	Sister Boyce .....	25 00
Mrs. E. Sorrell .....	10 00	B. Jones .....	20 00
Sister Patton .....	5 00	Sister M. Berry .....	5 00
Sister Stanfield .....	5 00	Rives Whitmore ...	5 00
Sister J. Mather .....	2 00	Sister R. Strawhun .	1 00
Mr. Boyce .....	5 00	Sister Strawhun ...	2 00
Sister Daniels .....	2 00	Sister Ginn .....	2 00
Sister Thorne .....	2 00	Sister Dixon .....	1 00
Sister M. Moore .....	1 00	Sister Parrott .....	1 00
Sister Helsley .....	1 00	Mr. Dewberry .....	1 00
Mr. Long .....	1 00	Lillian Eilert .....	1 00
Sister Frisby .....	1 00	Mr. and Mrs. Burrow	5 00
Mr. Eilert .....	1 00	D. E. Whitmore ...	5 00
Sister McCaugham ...	5 00	Mr. Dawson .....	5 00
Sister Cubbins .....	5 00	Dr. Holmes .....	5 00
Mr. Lambert .....	2 00	Sister Stahl .....	2 00
Sister Wales .....	2 00	Annie Colbert .....	2 00

Robert Stanfield .....	\$ 2 00	Ollie Robertson ....	\$ 1 00
C. M. Davis .....	2 00	Sister Morgan .....	2 00
Total .....		\$284 00	

### SPRINGVILLE

Sister Fitch .....	\$5 00	Felix Wade .....	\$1 00
Mrs. Clara Wall .....	1 00	Miss Wall .....	1 00
J. W. Finch .....	1 00	Mrs. Laura Finch ..	1 00
E. S. Parker .....	25 00	Total .....	
		\$35 00	

### JACKSON

Elder Bellinger .....	\$5 00	Mrs. Hightower ...	\$25 00
Total .....		\$30 00	

### PADUCAH

I. C. Pound .....	\$5 00
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## Are You a Member of Attainment?

If you are not a member of Attainment, why not take the Standard of Attainment examination in September? If you cannot take it in both Bible Doctrines and Denominational History, can you not take it in one of them? The subjects of which Attainment membership demands a knowledge are two with which all should be familiar. Then why not try to pass the next test? In one conference every officer is a member of Attainment. Would it not be well if you could say that every officer in your church is a member of Attainment? Why not make it so? The examination questions are obtained from the conference Missionary Volunteer secretary.

Remember there is a Junior Standard of Attainment plan

now. How many of the boys and girls in this union will try to take the examination in Bible Doctrines and Denominational History in September?

Have you seen the Missionary Volunteer emblem? It is a neat little pin of oxidized silver. Over the relief map of portions of the eastern and western hemispheres are the letters "M V" in red fired enamel. The emblem can be obtained with either a button or safety pin back. Missionary Volunteers who desire emblems can obtain them from their tract society for fifteen cents each.

"There is only one person you need to manage — yourself."

## Alabama Conference

Sunset Table. Standard Time

East 6: 12

Friday, August 25

West 6: 32

### Our Colporteurs

I am sure all will be anxious to know how the big rains have affected the colporteurs and their work. All have not been heard from, but none have escaped the unpleasantness. Yet, in it all the hand of God is seen overruling to his glory and the advancement of his cause.

In a letter received from Norman Waters, who is working in Clay County, he tells of how he walked eight miles through the rain carrying his bicycle.

Word received from Luther Miller says he was caught between two streams of water and did not get to headquarters until Sabbath afternoon.

At our last word from Carl Holland, Sunday morning, the ninth, he had not returned to headquarters.

At this writing no word has been received from J. E. Foley, E. C. Widgery, and H. A. Lynd, but we feel sure these brethren are all safe. Because of the washouts, congestion of the railroad traffic, and the break in the mail service, no word has come.

It is with regret that word reaches us of the illness of Brother M. L. Ivory, and we hope he will soon be at his post of duty again. Brother B. D. Crawford is also reported on the sick list, but the last word from him gave us assurance that he would be in the field again in a few days.

Word just received from Brother R. T. Jacks states that he is gaining in health, and while he cannot be in the field carrying the printed page, yet his heart is in the work.

We are glad to report the name of F. M. Reiber as a new worker. Are there not others whom the Lord is calling to this great work? Do you read the signs of the times in the rains, wars, and calamities coming on the earth? Do you enjoy the good reports from the colporteurs? If so, do you forget to pray for them?

Read the colporteurs' report for the month of June. Note the gain made over the same month last year. Did you know the average is \$1.12½ per hour? Some made as high as an average of \$2 per hour. Do you suppose they can make a living at that if they are faithful? Could you? We'll help you try it.

#### ALABAMA COLPORTEURS' REPORT FOR MONTH OF JUNE 1916

Name	Book	Hrs.	Ords.	Value	Helps	Total	Value
C Holland	BR	201	113	\$350 00	\$ 4 55	\$354 55	\$12 00
N H Waters	BF	210	166	260 00	6 35	266 35	9 00
U Bracy	BF	113	150	225 00	8 75	233 75	
M E Whately	D&R	176	55	174 00	1 75	175 75	82 00
Q Tew	BR	138	43	163 00		163 00	
E C Widgery	D&R	149	49	154 00	2 85	156 85	28 00
L Miller	BR	126	42	133 70		133 70	
J E Foley	BR	92	24	73 00	4 80	77 80	170 00
R Cook	BF	138	57	93 00	8 95	101 95	7 00
H A Lynd	BR	56	18	64 00	2 10	66 10	59 00
Thos Goodman	BF	67	57	58 50	65	59 15	
H L Edwards	BR	76	23	51 00		51 00	
M L Ivory	HH	100	8	24 00		24 00	
Geo W Brown	BR	5	7	18 50	60	19 10	
SS Guilford	HM	45	1	2 00		2 00	18 00
Irregular		26	9	28 00	1 30	29 30	12 75
Bibles				16 10		16 10	9 00

Totals (Agts.15) 1718 842 \$1887 80 \$43 15 \$1930 95 \$405 75  
Sales for June 1915 1813 645 1553 15 23 30 1576 45 210 60

Gain 1916 197 \$334 65 \$19 85 \$354 50 \$195 15

M. L. WILSON.

## Kentucky Conference

Sunset Table. Standard Time.

East 6: 08

Friday, August 25

West 6: 39

### Experiences in the Colporteur Work

"The sower soweth the word." Mark 4: 14. I was reminded of this text recently when helping Sister Tatman and Sister Kuebel in Fayette County with "Coming King." We worked a territory that I had worked three and a half years ago with "Bible Footlights," then eighteen months later with "Daniel and the Revelation." It has been said that our books water the territory, and it seems that way for we made a sale at almost every exhibition. In twenty-three hours we sold \$60.85 worth of our good books. One man, who did not recognize me, said, "Two years ago a man came to my tobacco patch with a book, 'Daniel and the Revelation,' but I didn't order it. I have been sorry ever since, and if I ever get another chance I will get the book." He ordered the book in a leather binding. Another man, who had kept me overnight two years ago, remembered me and began to talk about the prophecies. He had read an old Adventist book which had been in his home for a number of years unnoticed, also some tracts that had been sent him; and, although I had a "Coming King" prospectus, he ordered a copy of "Daniel and the Revelation."

Many of my old customers are interested, and a meeting should be held there. Already five people in that county have united with us from reading books they have purchased. Brethren, it pays to do our work thoroughly, for then, through the Holy Spirit, we make impressions upon the people that are lasting.

Those who should be canvassing instead of staying at home are missing a great blessing, as my father testifies after putting in his first three days with the prospectus. We had been urging him for two years to go to work for the Lord, but he had rejected the call. About a month ago while out fishing he fell over a fifteen-foot cliff, striking on his face. Then, like Jonah, he was ready to go to Ninevah. He wrote me to come down and help him get started. We began among our old acquaintances, and in thirty hours took \$133 worth of orders. It was a pleasure to tell those people about the coming of the Lord and what he had done for us since the truth was brought to our home.

While working with my brother, we met a Baptist preacher who had bought "Bible Footlights" three years ago. He said it was fine, but that "Bible Readings" was the greatest book he had ever seen. He gave an order for it, and also helped us to sell one to another preacher.

We should be brave as lions in this work, and should take advantage of these prosperous times, for before very long, probation will close. Then the faithful will receive a great reward.

JAMES HICKMAN.

## Tennessee River Conference

Sunset Table. Standard Time.

East 6: 03

Friday, August 25

West 6: 42

### One Experience in Canvassing

Since I have been in the canvassing work I have had many wonderful experiences. On one occasion when I had worked for some time with very little success, I decided to go to the field and see the man of the house where I had given an unsuccessful canvass. I was told by the lady of the house that it



would avail me nothing, yet I went. I found the man plowing corn. I quietly waited at the end of the corn row, till he came from the middle of the field. When he came up to where I was, I asked if he would spare me a few minutes of his time. He replied, "No, I am in a hurry," and with those words he turned his mule around and started back the other way; then, suddenly stopping, he asked me what I wanted. I told him I was doing colporteur work and asked if he would let me show him what I had. He hesitated a moment, then turned his mule around so he would not eat the corn, and replied, "Yes, if you insist, but I do not want to buy anything." I then began to show him my book, "Bible Readings." Soon he interrupted me by saying, "Now say, do you believe all that stuff you are telling me?" I replied, "I certainly do," and asked him if he did not, to which he answered, "Well, no, I guess not." I asked him why and he gave me a number of excuses for his unbelief. As soon as I got a chance, I just went on showing my book. Soon the man seemed so interested and asked so many questions that I took out my Bible and began to read some scriptures to him on unbelief, but as much as I could I used my prospectus to answer his questions. I knew that would help me sell the book. Soon the old man became very much interested, and we had a regular Bible study together. He asked the questions and I read the answers to them, many of them from the book I was selling. The Lord helped me, and I turned to texts in the Bible which I had not read for months as easily as though I had been reading them every day.

Soon the man was paying serious attention and asked no more questions, but let me read anywhere I wanted to. So I read to him the scriptures in Matthew on Christ's crucifixion, and told him the story of it and tried to draw a mental picture for him. As I talked and read to him, the tears streamed down his face. After I closed the Bible he was silent for a moment; then he said, "Yes, that is all true. I once believed it, but I became weak. There were so many people in the church who were not true Christians that I lost faith, but now I am going to start over again if the Lord will forgive me." I then read to him, "If we confess our sins, he is faithful and just to forgive us our sins." After a few moments more, without my referring to the book again, he asked me the price of it and ordered one and bought some small books for his children.

Before I left this man, he told me how he felt when he saw me coming. It was something like this:

"When I saw you coming I thought, 'There is a book agent or something of the kind, and I am going to give him the cold shoulder and not spend any time with him at all,' but something made me change my mind and I wanted to see what you had."

That, of course, made me feel good with what had already happened, as most of us canvassers ask God to send his Spirit before us and impress the hearts of the people so we may be able to place the books of truth in their homes. There are testimonies which say that colporteurs will have many experiences of this kind, and I have found it to be true in my case. I would not take anything for the experiences which I have had since entering the field as a colporteur. The time will certainly come when these books will throw light on the path of the people who have bought them, and many of us will be thankful for the privilege of being the instruments who placed them there. A few times I have sold as many as \$12 worth of books with one canvass, but generally I like to canvass only one or two at a time as one who objects to the book will influence the others against it many times. However, if there is no pessimist among the number, it is best to canvass three or four at once. You save time and there is a kind of rush for orders too.

W. E. TEMPLETON.

Nature has placed nothing so high that virtuous effort cannot reach it.—*Quintus Rufus*.

Colporteurs' Report, Week Ending August 12, 1916

KENTUCKY CONFERENCE							
Book	Hrs.	Ords.	Value	Helps	Total	Deliv.	
E Tatman . . . .CK	26	2	\$3 00	\$11 40	\$14 40	\$57 00	
E Kuebel . . . .CK	17	15	16 50	4 50	21 00	35 00	
Jeff Hickman .BR	27	1	3 00	6 75	9 75	64 00	
R F Hickman .BR	18	9	34 00		34 00		
E Harp . . . . .BF	34						120 00
A Schroader . .BR	32						81 00
B E Wagner .D&R	21	9	22 00	3 00	25 00	25 00	
JBReichenbach BR	44	10	30 00	1 35	31 35		
Bibles . . . . .							2 50

Totals (Agts. 8) 219 46 \$108 50 \$27 00 \$135 50 \$384 50

LOUISIANA CONFERENCE							
J B Hardy . . . .BR	34	34	\$116 00	\$	\$	\$116 00	
John Harzman PPF	8	20	40 00			40 00	
T S Sligh . . . .BR	35	16	49 00			49 00	
R R Coble . . . .BR	45	11	37 00			37 00	
E P Campbell .HM	12	9	18 00	4 40	22 40		
L B Facundus .BR	39	17	59 00			59 00	
T Reba Perkins BR	46	17	53 00			53 00	
J J Ballard . . .CK	16	8	12 00			12 00	
Bibles . . . . .			10 85			10 85	

Totals (Agts. 8) 235 132 \$394 85 \$ 4 40 \$399 25

MISSISSIPPI CONFERENCE							
Melvin Coltrin .BR	6	6	\$18 00	\$ 35	\$18 35	\$	
AnnieMFinley .PPF	40	30	60 00	1 40	61 40		
Miss Hampton†BF	132	28	49 00	6 50	55 50		
AJohnson*.HM&DR	94	92	206 00	10 20	216 20		
Mattie Lee . . .HM	6	3	6 00		6 00	4 00	
M A Murphy .PPF	15	12	36 00		36 00	2 50	
Lou McElroy* PPF	95	105	211 00	13 60	224 60	8 50	
Fannie West . .PPF	32	37	63 00	4 90	67 90		
Annie Watts . .HM	50	26	54 00	35	54 35		
J Weathington HM	17	9	22 75		22 75		
Bibles . . . . .			23 35		23 35		

Totals(Agts.10) 487 348 \$749 10 \$37 30 \$786 40 \$14 00

G'dTotals(A.26) 941 526\$1252 45 \$68 70\$1321 15 \$398 50

Summary from January 1 to Date

Conference	Orders	Helps	Deliveries
Alabama Conference..	\$7152 45	\$ 180 05	\$1305 55
Kentucky Conference.	11003 75	361 10	5275 90
Louisiana Conference.	5902 90	51 55	873 42
Mississippi Conference	19062 10	832 20	1268 90
Tenn.River Conference	7675 95	546 30	1482 51
Totals . . . . .	\$50797 15	\$1971 20	\$10206 28

Magazine Agents' Report for Week Ending August 12, 1916

KENTUCKY CONFERENCE			
Agent	No.	Value	
Milton Jones . . . . .	175	\$17 50	
LOUISIANA CONFERENCE			
Lura Reed . . . . .	45	4 50	
MISSISSIPPI CONFERENCE			
Mrs A H Kelly . . . . .	803	80 30	
Jack Wharton . . . . .	63	6 30	
Totals . . . . .	1086	\$108 60	

† Three weeks. \*Two weeks.

**SOUTHERN UNION WORKER**

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**THE SOUTHERN UNION CONFERENCE**

EMBRACING

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**Pertaining to the Union**

**Union Conference Directory**

S. E. WIGHT, President.  
 G. H. CURTIS, Secretary-Treasurer and Auditor.  
 J. W. DAVIS, Union Missionary Secretary.  
 LYNN H. WOOD, Educational and Y. P. M. V. Secretary.  
 OFFICE ADDRESS, 2014 23rd Ave. N., Nashville, Tenn.

**Camp-Meeting Dates**

Mississippi (Colored), Hattiesburg ..... Aug. 24-Sept. 3  
 Alabama (Colored), Montgomery ..... Aug. 24-Sept. 3  
 Rural School Institute, Madison, Tenn..... Aug. 31-Sept. 4

**A Fifty-per-cent Prospectus**

A new prospectus for home workers has been prepared by the Southern Publishing Association, containing only books upon which a commission of fifty per cent can be allowed. It is not expected or desired that our regular colporteurs should use this, as their work is to sell the large books. It is intended, however, to be used by our ministers, Bible Workers, home missionary workers, and others who are not engaged in regular colporteur work. The following in the list:

	Cloth	Board	Paper
Armageddon .....	\$.50	\$	\$.25
Best Stories from the Best Book .....	.75	.60	
Christ Our Saviour .....	.75	.60	
Gospel Primer .....	.50	.35	
Gospel Story .....	.50	.35	
King's Daughter .....	.75		
Making Home Happy .....	.75		
Man That Rum Made, The .....	.75		
Men of the Mountains, The .....	1.50		.75
New Testament Primer .....	.50	.35	
Other Side of Death, The .....	.50		.25
Shadow of the Bottle, The .....	.50		.25
Steps to Christ .....	.75		
Tiger and Tom .....	.75		
Vatican and the War, The .....	.50		.25
World's Crisis, The .....	.50		.25

The price of this prospectus is only fifty cents, postpaid. All orders should be placed through your conference tract society.

**Home Found for Child**

Mrs. Willie Thompson, of Memphis, who recently desired to find a home for a young girl, wishes to state that the child has been placed in a good home and is being well taken care of. She desires to express her appreciation to those who have written offering to take the girl into their homes, and takes this means of stating the same.

**Infantile Paralysis**

Because of the epidemic of infantile paralysis, which almost amounts to a plague, the interest of the whole country has been aroused as to the cause and prevention of this disease.

When infantile paralysis makes its appearance in a city, seemingly no section is immune from attack. The homes of the wealthy are stricken as well as those dwelling in congested or slum sections of the city.

So dreadful is this disease that a number of cities and States have placed a strict quarantine against children coming from places where the disease is known to exist. Some cities have placed a quarantine against children either entering or leaving their borders. In order to help investigate the cause and cure of this infantile paralysis the federal government has appropriated large sums of money, and delegated some of the best physicians in their employ to help municipalities study this question.

Since the last great epidemic of infantile paralysis, in 1907, medical science has made great progress in the study of this disease. In the October issue the readers of *Life and Health* are given the benefit from this research, of discoveries made, and the best means of prevention and cure known.

In addition to the articles on infantile paralysis the October *Life and Health* is full of other practical, helpful matter. For the benefit of the public this number should have a broad circulation.

Single copy, ten cents; five to forty copies, five cents each; fifty or more copies, four cents each. Yearly subscription, \$1.00. Send all orders to your conference tract society.

**Copy of a Telegram**

Mountain View, Calif.,  
 Aug. 10, 1916.

Editor *Review and Herald*, Takoma Park, D. C.

A mail car loaded with Harvest Ingathering *Signs* for Atlantic States left our siding today. It will be attached to the Atlantic Express leaving San Francisco at 7:00 P. M., due to arrive in Chicago Monday morning, the fourteenth. JAMES COCHRAN.

A set of Junior Reading Course books should be found in every church school library. Has your church school the new Junior books? If not, will you not order them at once from your tract society?

They are:

- "Places Young Americans Want to Know" .... \$1 00
  - "Children's Missionary Story-Sermons" ..... 90
  - "The First Book of Birds" ..... 60
- 
- \$2 50

Club price, \$2.15, postpaid. (Prices may change after April 1, 1917.)

**The Colored Work in Memphis**

The Bible Chautauqua Lecture Course for colored people being given in Memphis is having a large attendance. The big tent is well located and nicely decorated. Our audience keeps near the 500 mark. Only two nights our congregation fell to 300, and this on account of unfavorable weather. On Sunday night the audience passes the 700 mark. Our pavilion has 550 seats in it, and no night except two were any empty seats seen. Last week we held a big temperance meeting in which the city board of health participated. There were 900 by count in attendance at this meeting. We have every indication to warrant our belief that a large company will step out in the message. The Sabbath question will be presented this week. Our entire company is well and of good courage. ~\*

SYDNEY SCOTT.