

SOUTHERN UNION WORKER

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

Vol. XI NASHVILLE, TENNESSEE, JANUARY 18, 1917 No. 3

Tennessee River Conference

Conference Directory

W. R. ELLIOTT, President.
 F. C. BRUCE, Conference and Tract Society Sec'y-Treas.
 M. WHEELER, Field Missionary Secretary.
 OFFICE ADDRESS, 322 Jackson Bldg., Nashville, Tenn.
 J. W. GROUNDS, Principal Hazel Academy, Hazel, Ky.
 MRS. I. C. POUND, Sabbath-School and Y. P. M. V. Sec'y.

Please send all mail for the Tennessee River Tract Society and Conference to 322 Jackson Bldg., Nashville, Tenn., as our office moved into this building the first of January. The union office is still located at 2014 23d Ave. N., and all mail for Elder S. E. Wight Prof. Lynn H. Wood, G. H. Curtis, J. W. Davis, M. W. Shidler, and for the Southern Union Conference should still be addressed to this place.

Nashville Memorial Church

"Fear thou not; for I am with thee: be not dismayed; for I am thy God: I will strengthen thee; yea, I will help thee; yea, I will uphold thee with the right hand of my righteousness."

As we review the experiences of the past year, we see that God has not left us alone, but has been with us, strengthening and upholding the work in this city. A more loyal company of Seventh-day Adventists than the Nashville Memorial Church will be hard to find. They love the truth and have a deep interest in the progress of the message both at home and in the foreign fields. The Sabbath services are well attended, and a number of interested visitors are always present.

Our Sabbath school during the past year has been under the supervision of Brother A. L. Nay, who takes delight in the Sabbath school and has put his whole heart into it, making it a success. We also have a branch Sabbath school in North Nashville with an average attendance of about forty-five, and two smaller branch schools. The combined donations for the year were \$1,070.04. The goal had been set for \$1,000, so we ran beyond the goal. The goals set for the first quarter of 1917 total \$300.

Our home missionary department has also done good work, although in this line we hope to see an improvement during 1917. We have more fully organized and feel certain that this will result in deepening the interest in this line of church work. We have a very aggressive young people's society, and during the closing quarter they did most excellent work in the Harvest Ingathering Campaign. There is no indication that they intend to rest from their burdens, for they are laying plans to push forward in other lines of missionary work this quarter. Mention must also be made of the East Nashville missionary band. This band has come to stay. Summer and winter they have their regular meetings and keep up their interest in missionary work. Many of the church members are holding Bible readings

with interested families, but so far we have not been able to answer the call for teachers for those interested.

The clerk's report is of special interest this year, showing an addition of twenty-three members by baptism, three on profession of faith, and fifty by letter. Thirty-two of these latter, however, came from the Northside church when they united with the central body last January. The membership on January 1 of this year was two hundred twenty-eight.

The treasurer's report for 1916 shows the largest amount of money ever given for the various lines in the history of the church.

Tithe		\$5033.32
Harvest Offering	\$ 95.93	
Ingathering	795.99	
Missions	231.58	
Sabbath School	1070.04	
Total		\$9358.43

To twenty-cent-a-week funds	2193.54
Miscellaneous funds	1472.19
Church school tuition	659.38

The tithe per capita was \$25.16. The twenty-cent-a-week goal was reached and passed by a slight margin, a little more



than twenty-one cents per member having been paid in. The per capita of all funds, however, is the most interesting, being \$46.79. Yet with all this, we realize that there is much more to do. So, forgetting those things that are past, we press on toward the mark for 1917.

OLIVER L. DENSLow.

A Morning Watch Calendar for every Seventh-day Adventist in our conference!

Colporteurs' Institute, Springville, Tenn., February 6-15

Every one who has been out in the canvassing work in this conference knows that the people are anxious to buy our good books. Now listen. Our institute will be held February 6 to 15, and we want you to keep this in your minds. We want you to think about it. And that is not all—we want you to make up your minds to enter the work for 1917 and work during the entire year.

But come to the institute. It needs you; you need it, and I am sure you will not regret coming. Do not let anything keep you at home. This is a grand work, and the institute will be worth a great deal to every colporteur who attends.

I do not know of very many colporteurs who amounted to much who never attended an institute. Some have already told me that they would not miss this one for anything. Come with your grips packed, so you can go right out to work and get an early start for the year. If you don't, some one will get ahead of you.

Our institute will be held in Springville, Tenn., and every thing will be convenient. We will have with us Brother Shidler, who has been in the book work for years, and who will be a great help to all. We also expect Elder Elliott, our conference president, to be with us part of the time, and there will be other workers present. You cannot afford to miss this institute. Do not be backward about it. If you have any excuse, at all, let us know about it now, and if you mean business we will try to help you out of your trouble.

Those who will go out and stay by the work and work faithfully the coming year will have their fare paid to the institute and then to the territory in which they are to work. They will get two meals a day and a place to sleep while they are in Springville. Do you think this is treating the colporteur right?

I shall be glad to hear from you soon, and Brother Bruce will be glad to hear from you also. May the Lord help each one to enter fully into his service.

M. WHEELER.

Church Elders' Meeting

A meeting of the church elders and conference workers was called at Hazel, Ky., December 23 to 29, 1916. The attendance of the elders was not as good as was expected, only three being present. There was, however, a perfect attendance of the conference workers, and it seemed good to have these brethren and sisters meet together once more to discuss the work and how it pertains to our individual responsibility. Through the entire series of meetings the idea of putting the church members to work and engaging all the agencies of the church in active work was advanced.

We had with us as instructors, Elder and Mrs. Haskell, who have had long experience in this work and who gave excellent help, as well as Elder Wight and Prof. L. H. Wood, of the union conference. The labors of these brethren were greatly appreciated.

A note of enthusiasm was sounded in the meeting with reference to raising our mission funds, and it was the opinion of all that the conference can raise its twenty-cent-a-week fund for missions if every one will take hold and push.

The canvassing work was discussed at length, it being shown that it is the duty of the ministers and church elders to hunt out those who might devote their time to this branch of the Lord's work and encourage them along the line of evangelistic colporteur work.

The Hazel School was discussed, and plans were suggested for the upbuilding of the work there in a way that will add strength to the school and make the educational work done there permanent. Many of the graduates of the school are now holding responsible positions in the Lord's cause, and

reasons were given why this particular work should be continued with renewed determination.

The conference president, Elder Elliott, acted as chairman of the meeting and rendered excellent help in arranging the programs, outlining the discussions, and in other ways making the meeting most interesting and profitable to those who were privileged to be in attendance.

The workers and elders went to their homes feeling well repaid for their attendance and with a determination to push the work of the Lord as never before and press the battle to the end. A spirit of courage and cooperation pervaded the entire meeting, and we look for good results to come from this special season of effort.

To the Hazel School and faculty is due much credit for their courtesies in entertaining the visitors present.

F. C. BRUCE.

News Items

Among the students who spent the holidays with parents in Nashville were Miss Alsie Gray and Miss Masie White, from the Junior College at Ooltewah; Mr. Dewy Pipkins, from Mt. Vernon; and Miss Esther Nay, from Hazel. We were glad to have these young people with us again, and wish for them success in their school work.

Prof. M. L. Kelly, of the Emmanuel Missionary College, stopped in Nashville for a few moments on the evening of December 31, en route to Berrien Springs. We were sorry he could not make a longer visit.

Mr. Earnest Templeton, of Goodlettsville, was in Nashville for a few days at the close of the year assisting in the moving of the tract society office.

Elder Elliott reached Nashville Friday afternoon, January 5, after an extended trip among the churches. He will report his visit in a later issue of the WORKER. It was his privilege for a few days to visit with his mother in southern Alabama. He reports an encouraging interest in our churches in raising mission money. Some of the churches plan to raise their part of the twenty-cent-a-week fund during 1917.

Those attending the meeting at Hazel were: M. Wheeler, F. C. Bruce, Miss Anna Adams, and O. L. Denslow, of Nashville; D. P. Wood and Mrs. A. M. Howard, of Memphis; Mr. and Mrs. I. C. Pound, of Paducah, Ky.; W. D. Wade, Johnnie Finch, and Earnest Stahl, of Springville; J. A. Potete, of Leach; Mr. and Mrs. T. L. Carr, of Trezevant; and the general workers, Elder and Mrs. Haskell, Elder Elliott, Elder Wight, and Professor Wood.

The tract society office has been moved to 322 Jackson Building, and while we do not have as much room as formerly, yet we are very comfortably located and like the place very much. It will be very convenient for the church members and others while down town to visit the office and make purchases, etc.

The new book, "The Captivity and Restoration of Israel" is just received from the publishers and is a very neat and interesting publication. It is written by Sister White and is a book that should be in every home. Prices, limp leather, \$2; cloth binding, \$1.50. Order of the tract society.

We are glad to tell the readers of the WORKER that the Tennessee River Conference has passed its Harvest Ingathering goal of \$1,084, having received over \$1,100 already. A large remittance of \$500 was received just the other day from the Nashville church alone to apply on the Harvest Ingathering goal. The General Conference set its goal for \$100,000 and apportioned this amount among the conferences. We are truly glad for the success attending the work and for the liberality of the people.

Orders have been coming in very nicely for the Morning Watch Calendars. Remember the slogan, "A Morning Watch Calendar

in every Seventh-day Adventist home." The price is only five cents. Order a number for your church.

Plans are being laid for the colporteurs' institute to be held February 6 to 15. This meeting will probably be held where it was last year. Let all of our brethren interested in selling the printed page plan to be there, and to get right out into the field with the truth-filled books. Sister White has said that where there is now one worker there should be one hundred.

A number of subscriptions to the SOUTHERN UNION WORKER expired December 31. For thirty days only, we will receive renewals for the WORKER for 25 cents. After February first, the regular price of 50 cents will prevail. Renew your paper at once. Don't miss the visits of this little missionary.

Have you ordered your quarterlies yet? Order soon, for the supply will be gone in a few days.

As we find such a great need of doing more and greater work, we want to ask the sisters if they will send all their quilt pieces — worsted, silk, velvet, calicoes, etc. — to my address. The Leach sisters are going to glorify the Lord's work with their needles this winter. Some have donated an acre of ground, some a missionary hen; some give cash, and others will work with the needle. Please send at once.

Address Mrs. Mae Keele, Cedar Grove, Tenn., R.F.D. No. 2.

Some Interesting Reports from the Colporteurs

It is astonishing to look over the reports that have come in this year from our field, and it is my pleasure to pass them on to the people of this conference. I am sure all our people will be glad to read them. I will give you first a brief outline of the work done by each of the different colporteurs in the field.

Jesse R. Allen is twenty years old and has had very little experience in this line of work. He put in 681 hours and delivered \$716.75 worth of our good truth-filled books. This made him an average per hour of \$1.05, giving him a wage of 52½ cents an hour.

E. B. Edwards worked 186 hours. He delivered \$148 worth of books, making a sale of 80 cents per hour and a profit of 40 cents an hour for his salary. This was Brother Edward's first experience in the work, in fact, his first experience in any public work.

Brother R. H. Hazelton, one of our faithful workers who has spent many years in the canvassing work, has toiled this year in a county where the floods had damaged the crops and the people were discouraged, yet the Lord blessed him in placing \$1,071.85 worth of books in the homes of the people in 1,761 hours. This gave him a sale of 60 cents an hour for each hour worked and a wage per ten-hour day of \$3.

Brother M. Hixson, who started in the summer to give his life to this cause, worked 166 hours, and the Lord blessed him in placing \$215.85 worth of books in the homes of the people. Although he has been unable to work because of illness, yet his average sale per hour was \$1.30, which would give him a wage of 65 cents per hour.

Brother William J. Keele, a man of considerable experience in the book work, has been blessed this year in a marked way. Brother Keele found that at his age walking was hard for him, so he purchased a horse and buggy and found it helped him in many ways; in fact, he almost doubled his sales. He has been able to put in 1,615 hours, in which he delivered \$1,517.50 worth of books, making an average of 94½ cents per hour, and giving him a wage of 47½ cents an hour. Brother Keele is a man who leaves the very best impression with the people. He leaves his field in such a way that he can return and work again and the people are glad to see him.

Paul Stuyvesant, one of our student colporteurs, a boy

about nineteen years old, worked 401 hours during vacation and delivered \$352.30 worth of books. This gave him a sale of 88 cents per hour and a profit of 44 cents. What else could he have done to reach so many people with the truth and yet bring him in as much money as this work did?

W. E. Templeton, another student, with no experience, went out in the fear of the Lord and worked in a very poor territory. The Lord blessed him with the sale of \$491.40 worth of our good books in 457 hours, and he returned to school full of enthusiasm for the canvassing work. He made 51 cents per hour. What could he have done that would have brought in the same amount for the time worked?

Barnes H. Broiles, another one of our boys who is striving to get an education, was impressed to canvass, and he worked in territory that was very poor. Land can be bought where he worked for \$10 per acre, and yet the Lord gave him a sale of \$414.85 in 582 hours. This made an average of 71 cents per hour, and a wage of 35½ cents.

W. D. Wade, one of our most successful farmers, decided that the Lord wanted him to work for him, so he left his farm and went out to sell books. He sold \$731.70 worth in 570 hours, this giving him an average sale of \$1.28 per hour, his profit being 64 cents per hour for every hour he worked. Think of a man driving around talking the truth to the people and every ten hours collecting \$12.80 for our good books. This gives him a wage of \$6.40 per day to live on.

There is no use to tell you that these men are in the work to stay. We cannot keep the school boys out of the field during vacation, and they will bring others with them. I will say in closing this report that we have others who have done well indeed, but I have not space to tell you of them. I am wondering if some more of our people would not like to enlist in this great army and help finish the battle for truth, and then in the new earth we will see the eternal result of the work that is being done.

We are now entering on a new year, and we can use twenty-five good, strong, able-bodied men in this work for the Lord in 1917. This will be the best year that the book work has known, and we are planning now for our institute which will be held at Springville, Tenn., February 6 to 15. Plan to attend. Write to us and get information, and let us make 1917 the best year in the history of this work.

We earnestly solicit your prayers and cooperation in this most important branch of the work. Remember the text in Isa. 6:8. The call is, "Whom shall I send, and who will go for us?" Send back the answer as did Isaiah, "Here am I; send me."

M. WHEELER, *Field Missionary Secretary.*

Atlanta Dairy Farm for Sale at a Bargain

There has been donated to the Southern Junior College, our new central training school for the Southern and Southeastern Union Conferences, a good dairy farm in the edge of Atlanta, Ga. This farm is to be sold and the proceeds used in building up the new school. The farm is described as follows: twenty-two and one-half acres, twelve acres of which are good bottom land, about five acres up-land in small grain, and the rest in beautiful pine grove. Good three-room house, barn, well, splendid stream of running water. Twenty-minute walk to car line, church school, and Curtis Sanitarium. A most healthful location. Just the thing for a family desiring to have church and church school privileges and yet live in the country. Suitable for dairy or general farming. Price \$4,850. Every dollar goes to the school. The money is needed now. Write the Southeastern Union Conference, 169 Bryan St., Atlanta, Ga., for particulars.

W. H. BRANSON.

"To be needed is the best of life."

Kentucky Conference

Conference Directory

B. W. BROWN, President.
 E. A. WILLIAMS, Secretary and Treasurer of Conference and Tract Society.
 JAMES HICKMAN, Field Missionary Secretary.
 MRS. R. L. LINDSEY, Sabbath School and Y. P. M. V. Secretary.
 OFFICE ADDRESS, 1122 Park St., Bowling Green, Ky.

News Items

Mrs. C. Heinig sends in the missionary report for the Louisville church for the past quarter. She adds that they are still working with the Harvest Ingathering papers.

Mary Ramey, of Davisville, writes encouragingly in regard to the progress of the work in that part of the field. She also states that a number in that church are planning to take the Standard of Attainment examination in March.

Elder W. H. White and Brother Skaggs are holding a meeting at Martha.

Sister F. S. Keitts, of Lexington, writes that the work is progressing nicely in the colored church and that they are planning for a thorough campaign in that city this year.

Brother and Sister Dow are visiting the isolated brethren in Hardin County. They may hold a series of meetings at Stithton.

Brother James Hickman is assisting Brother Wagner in Fayette County at this writing.

Mrs. T. A. Potter, of the Bowling Green church, is reported quite ill at the present writing.

Brother Jesse Miller made the office a pleasant call on his way to visit the Sand Hill church the past week.

Mr. and Mrs. F. L. Harrison have returned from their visit to Indiana.

Brother Andy Schroader, one of our faithful canvassers, has been visiting in Louisville the past week. He reports the outlook very encouraging.

Brother M. E. Jacobs, of the Hartford church, is planning to enter the canvassing field at once.

Sister Faulkner, of the Lexington colored church, sends in the missionary report for the quarter and states that the work is moving forward in that city.

Sister Alice Walton, of the Chestnut Street church in Louisville, reports the missionary work moving along nicely in that church.

If any have reached the \$5 goal in the Harvest Ingathering Campaign whose names have not appeared on the Honor Roll, please send your names in to the conference office and you will be given credit for your work.

Sales at New Price

Complaints have come in from every direction that we can't sell the books when the new prices go into effect, but let us remember the statement, by Sister White, that our work is to go forward with increasing success.

I have told the colporteurs that additional help would come from on high to meet the situation, and such is the case. I left Brother Wheeler with \$40.50 worth of orders for sixteen hours' work, and went to Fayette County, where Brother Wagner has located, and we secured \$59 worth of orders in twelve hours. This county has had denominational books sold in it since 1911.

One of the boys who had great fear for the result of 50 cents additional charge for the books, in eighteen hours has sold eighteen books for \$65. He said with his report, "The additional cost is not complained of. My courage is 100 per cent good."

I have been very seriously considering our goal for 1917,

and think that \$20,000 worth of books delivered is not too much to ask the Lord for. He is willing to help us do great things.

JAMES HICKMAN.

Alabama Conference

Conference Directory

A. L. MILLER, President.
 O. R. GODSMARK, Secretary and Treasurer of Conference and Tract Society.
 M. L. WILSON, Field Missionary Secretary.
 J. F. WRIGHT, Home Missionary, Y. P. M. V., and Educational Secretary.
 HELEN M. KEATE, Sabbath School Secretary, 715 18th Street, Birmingham, Ala.
 OFFICE ADDRESS, Room 316, Lyric Bldg., Birmingham, Ala.

Honor Roll

The following names were sent in after the Honor Roll was discontinued. We are glad to know of this addition. Put with the previous list, this makes a total of sixty-two for the Alabama Honor Roll.

CONFERENCE	BORDEN SPRINGS
Harriet C. Fuller	C. T. Jeffers
MOBILE	PENSACOLA
L. C. Little	Mrs. F. R. Wilson
	MOBILE No. 2
Mrs. D. J. Foster	Mrs. M. F. Dillard
	BIRMINGHAM No. 2
	Delia Wilson
	S. D. Miller

An Experience

In writing to the office, J. E. Foley, who has been working in Molino, Fla., which is very near the State line between Alabama and Florida, we gather the following:

"My Christmas delivery is over, and this report finishes my work for 1916. Although I have labored in the face of apparent impossibilities, the Lord has helped me through it all. All I wish is that some soul will be led to follow Christ as a result of my work.

"I have been deeply moved by the Spirit of the Lord during this delivery. Conditions certainly were foreboding, and it looked for a while that I would not clear expenses. One after another failed. I took a little sirup and chickens, but found it just as difficult to get farm produce as to get money, hence that plan did not work in this delivery. Many of the people had to borrow money or give time checks, but I will not take time to enumerate every plan employed. The Lord gave wisdom and power, without which I should have failed entirely. I am glad to say that after counting it all up I made a 61 per cent delivery."

Brother Foley has been working in as poor territory as there seemed to be this past year, but by faithful and constant work he has finished his final delivery with a 61 per cent average. Some might think this discouraging, but we feel that the Lord has blessed his labors, and this letter shows what can be done by faithful efforts even in the face of storm, disaster, and hard times.

"Happiness that is sought from selfish motives, outside the path of duty, is ill-balanced, fitful, and transitory; it passes away, and the soul is filled with loneliness and sorrow; but there is joy and satisfaction in the service of God. The Christian is not left to walk in uncertain paths; he is not left in vain regrets and disappointments. If we do not have the pleasure of this life, we may still be joyful in looking to the life beyond."

Mississippi Conference

Conference Directory

C. J. BUHALTS, President.
 BEN C. MARSHALL, Secretary and Treasurer.
 BEN C. MARSHALL, Tract Society Secretary.
 J. R. STATON, Field Missionary Secretary.
 R. E. BURKE, Religious Liberty Secretary, Box 78,
 Meridian, Miss.
 MRS. R. E. BURKE, Y. P. M. V. Secretary.
 MRS. B. C. MARSHALL, Sabbath School Secretary.
 OFFICE ADDRESS, 703 S. Gallatin St., Jackson, Miss.

News Items

The names of Mr. and Mrs. Ben C. Marshall, of Jackson; H. E. Abney, of Ellisville; and Ella Johnson and Mary Murphy, of Greenwood, should be added to the Honor Roll, as they reached the \$5 goal in the 1916 Harvest Ingathering Campaign.

The colporteurs' institute closed Wednesday, January 10. Although there were not a large number attending this meeting, it was a great spiritual uplift for our workers. Brother Shidler, our new union field missionary secretary, and Brother Davis were both with us, giving the instruction. Brother C. J. Buhalts, our new president, was with us and gave some very helpful Bible studies.

Last Friday it was found that our conference lacked about thirty dollars of reaching our goal on the Harvest Ingathering Campaign for 1916. Sabbath this matter was laid before the Jackson church. In about five minutes this amount was raised in pledges, and almost the entire amount has already been collected and turned in to the church treasurer. We are glad to report that Mississippi has again reached her quota in this campaign.

Elder Buhalts, wife, and little daughter arrived last Tuesday, having driven across country in their car from Clyde, Tex.

Thursday, the eleventh, Elder Buhalts, Brother Staton, and Brother Marshall left for Nashville to attend the Publishing and Home Missionary Convention. A few of our colporteurs also expect to go.—Brother J. L. Waller, E. A. Taylor, Virgil Smith, and Elmer Chastain. We feel sure that this meeting will be a great help to these brethren.

The Jackson church has come nearer raising its quota for missions this year than any year in its history. The church has raised nearly nineteen cents per member per week, and is planning on reaching the full quota of twenty cents per member during 1917.

"Temperance Instructor"

The new *Temperance Instructor* will be printed under date of January 30, but will be ready to mail about January 15.

We can assure the many friends of this annual that the coming issue will maintain its reputation of each number being an improvement of the preceding issue. Notwithstanding the necessity of reducing the number of pages in order to retain the old prices, the 1917 edition has been so skilfully arranged that it possesses merits which will more than make up for the loss in the amount of space and bulk which had to be sacrificed because of the increased cost of printing.

The contents have been electrified and pleasingly seasoned by condensation. The illustrations are ample, appropriate, and as usual, good. It will be an all-round, good, strong number, and will go forth on its beneficent mission shorn of none of its attractiveness and powers for good.

"Self-love is the secret of many of the most unlovely things in disposition, in character, and in conduct."

Use the Mails

Christ began his work in A. D. 27. This was the beginning of the preaching of the gospel in the present dispensation, the gospel of Jesus Christ. The disciples continued it after Christ's death, and about A. D. 64, when the epistle to the Colossians is supposed to have been written, Paul was able to say, "The hope of the gospel, which ye have heard, and which was preached to every creature which is under heaven." Col. 1: 23.

How did those few people manage to make the gospel known to all the then known world? The world was not as big then as it is now, but it was big enough for a problem of that sort. The important thing is that they did it.

Once again there is a world to warn, much bigger in territory, but infinitely easier to reach, because of the wonderful facilities of the last days. So let us make more use of these facilities.

Why not use the mails more? We have two of the finest possible papers for this purpose. There is the *Signs Weekly* in its new form, now so much more within the reach of our people by reason of its lower price. Save a dollar, subscribe for a year, and send the paper away every week after you have read it. Watch for opportunities to save another dollar, and have another paper to send out after another soul. Perhaps you can spare several dollars for this work. Write a letter full of Christ's love to send with the papers, and pray for God's blessing on them. You will surely see results some day.

The other paper is the *Present Truth*. For twenty-five cents you can have this sent every two weeks for a year to any name and address in the North American Division territory. Why not use the mails, and send in a long list of names, writing a letter to each one yourself to introduce the paper. God's chief purpose in these wonderful mail facilities has been to enable his people to give this last message quickly. Let us be God's fellow laborers in using the facilities he provides to good effect.

EDITH M. GRAHAM.

Good News

The Southern Junior College has the spirit of Christian service. The writer has been spending a few days with the students giving instruction in soul-winning efficiency. The missionary spirit is manifest on every side. The students are not only singing "Keep Sweet," but are keeping sweet when the way goes hard. The influence of the school is being felt throughout the community. A series of seven lectures on "Soul-Winning" has been given in the chapel.

Last Sabbath, after a heartfelt revival service, when a large majority of the students reconsecrated themselves to the work, the following seven young ladies were asked to go to Chattanooga that night with the writer and Mrs. Marshall, to engage in the Harvest Ingathering Campaign: Misses Sadie Rogers, Addie May Kaler, Orelia Woolridge, Loa Shreve, Addie Curtis, Masie White, and Alsie Gray. Altogether, \$35.50 was received by the party, making an average of \$5 per capita. Two hours were spent in active work, and three hundred fifty papers were given out. Every moment of the time was very pleasantly spent, there being not a single unpleasant experience. "Keep Sweet" was the slogan song. Sunday night an experience meeting was held in the chapel.

One gentleman when approached with the paper said, "No, indeed; none of my good money goes to help those Chinese and Turks; they have never helped me." But the sister soon convinced him that he would be in the same condition if it were not for the gospel. He then gave a liberal donation. Another gentleman said, "Would you take the last penny I have?" and was at once reminded of the poor widow who gave her last mite and was blessed. He said he was not her son. "No," said the young lady, "her sons were all liberal." He gladly donated. This shows how tactful and quick-witted our campaigners must be, and when these characteristics are backed with consecration

they are bound to succeed. Space will not permit a lengthy report of this trip. Let me again remind the WORKER readers that the time is here when God's people are enlisting for service, and if you are not an active Christian in this closing work now, when will you be?

B. M. HEALD.

News Notes from Collegedale

The musical recital given by Professors Adams and Cochran in the church at Ooltewah was well attended, and very favorable reports have been given to the Southern Junior College. The interest of the people surrounding our school is being aroused as time goes by.

The college library is now ready for use and it is much appreciated by all the students. The library will also be the principal's office. The "Doll's House" is being prepared for a practise room for the music students.

Elder Field's very appropriate sermon Sabbath forenoon was on the "Origin of Time." First he told us about the "hour" and the different devices used to mark an hour's time.

Brother W. E. Abernathy spent two days of last week with us. He was helping Professor Atteberry with the work in the business office.

Mr. P. H. Jones, of the Hurlbutt Farm School, recently spent two days at the Southern Junior College.

Mr. Mark Fulbright, of Cleveland, Tenn., stopped with us Thursday and Friday. He was on his way to Sneed's Island, Fla., where he will teach the church school.

Miss Ethel Forney, of Nashville, Tenn., is visiting Professor and Mrs. Atteberry.

The readers of the WORKER would have enjoyed the experience meeting Sunday night in the chapel. It is true that when we are actively engaged in some line of work our testimony meetings are not dry and formal.

Elder W. H. Anderson, of Africa, has been visiting his daughter, Miss Naomi, at the Southern Junior College. We are looking forward to some very interesting lectures by Elder Anderson on Africa, its people, and the problems of mission work there.

Elder B. M. Heald, home missionary secretary for the South-eastern Union Conference, has been spending the week at the Southern Junior College. He has given a series of very interesting lectures on practical Christianity. It is not only what we believe but what we practise that is going to count most in the finishing of the work. There is an active missionary spirit on the part of the students and teachers of the college, which has been revived by Elder Heald's lectures.

Mr. Verle Neall, of Washington, D. C., who is acting as stenographer and amanuensis for Elder Evans, visited the school last week. Mr. Neall gave us a very interesting account of his work since leaving the Southern Training School. It is always interesting to those at the college to learn of the activities of others who are out in active service.

Work is being done on the cottage across the road, and it will not be long before Brother and Sister Magee and family will be located permanently. This will be a great help, as all the room in the dormitory is needed for students who are coming the second semester.

Professor Marshall has just completed his new poultry business office. It is an underground apartment and would amuse our readers should they have the opportunity of seeing it.

Elder W. H. Anderson and his daughter, Naomi, spent Sabbath in Graysville and Sunday in Chattanooga. Elder Anderson spoke in the churches at both places. His lectures were very interesting and much appreciated.

"Each day should be distinguished by at least one particular act of love."

A Popular Price

There are certain prices that people will pay much more readily than they will others. Most people like a price that they can pay with one coin or bill, and require no change. A popular price makes things sell more readily.

We are now to have the *Signs Weekly* at a popular price, one dollar for a yearly subscription. The size is to be the same as the Ingathering number, which is fast becoming a popular size, so we are to benefit in two ways.

Now is the time for each church to see that it gets a big club for its members to circulate, and to use to obtain many yearly subscriptions. One hundred *Signs* a week for one year will cost \$80, if paid for in advance. If forty members will pay 50 cents at the beginning of each quarter, this good club will come in each week for the members to use. Twenty members paying one dollar each quarter, or eighty paying twenty-five cents, will do just as well. Larger or smaller clubs can be had on the same basis.

The next thing is to make good use of the papers. One excellent way is for some members to take some as sample copies and go from door to door, obtaining yearly subscriptions. Here is a suggestive canvass for such work:

"Good morning! This is Mrs. ———, I believe. ——— is my name. I am making a few calls today in the interest of a well-known paper, and will be pleased to step in a moment and explain.

"(After being seated.) You know, Mrs. ———, the world is full of periodicals, most of them good in their way. Their news and discussion of varied questions are of value. But they lack in one important particular. That lack is supplied by this paper. It tells the deep, hidden meaning of big transpiring events; it explains the unusual world conditions, and satisfactorily too, for it makes use of Bible prophecy that was written for our time. People of every denomination find profit and pleasure in reading this paper. Its subscription price is but \$1. As a special inducement to subscribe at this time, we are offering this attractive premium book, "Questions and Answers," of 255 pages, which is well bound in cloth. It answers 271 of those difficult questions that have puzzled Bible students for so long. It makes perfectly clear many supposedly inharmonious texts. This helpful volume may be had with a yearly subscription to the paper for only \$1.50. Shall I make out the receipt for you?"

Sample copies of "Questions and Answers," to show to prospective subscribers will be furnished at 75 cents. This amount will be returned to any member who sends in twenty yearly subscriptions. Receipt books are free on application to your tract society.

"We now have great facilities for spreading the truth; but our people are not coming up to the privileges given them. They do not in every church see and feel the necessity of using their ability in saving souls. They do not realize their duty to obtain subscribers for our periodicals." "Testimonies for the Church," Vol. IV, p. 391.

Here we are told that our members do not come up to their privileges and do not feel the necessity of using their ability in saving souls. In what way do they show this? They do not realize their duty to obtain subscribers for our periodicals. On the other hand, if some of our members in every church will take hold of this work of obtaining subscriptions, they may expect some souls to be thereby saved, for this statement clearly connects the two together. Does this not encourage you to take up this work?

EDITH M. GRAHAM.

Do not fail to get a Morning Watch Calendar for 1917. The texts are drawn entirely from the Psalms, and bring to each one of us a rare opportunity for becoming familiar with that matchless collection of sacred songs. Order from your tract society.

Colporteurs' Report, Week Ending Jan. 6, 1917

ALABAMA CONFERENCE						
Book	Hrs.	Ords.	Value	Helps	Total	Deliv.
T Battle...D&R,BF	60	22	\$48 00	\$6 60	\$54 60	\$48 00
U Bracy...BS,BF	38	105		64 10	64 10	
H L Edwards...BR	8					6 00
L H Perley...BF	27	1	1 50	35	1 85	
Bibles.....			11 70		11 70	
Totals (Agts. 4). 133 128 \$61 20 \$71 05 \$132 25 \$54 00						

LOUISIANA CONFERENCE							
			\$	\$	\$	\$	\$
J B Hardy.....BR	9						\$9 00
T S Sligh.....BR	2	2	9 00				9 00
E P Campbell* HM	21	3	6 00	17 25	23 25		16 00
Totals (Agts. 3). 32 5 \$15 00 \$17 25 \$32 25 \$25 00							
G'dTotals(A. 11) 258 200 \$318 45 \$91 65 \$410 10 \$79 00							

KENTUCKY CONFERENCE						
			\$	\$	\$	\$
J O Wheeler BR	27	19	\$68 50			\$68 50
R F Hickman..BR	24	12	42 00	1 75	43 75	
Jeff Hickman..BR	18	18	65 00	75	65 75	
Bibles.....			75		75	
Totals (Agts. 3). 69 49 \$176 25 \$2 50 \$178 75						

TENNESSEE RIVER CONFERENCE						
			\$	\$	\$	\$
R H Hazelton....	24	18	\$66 00	\$ 85	\$66 85	

Summary to Date				
Conference	Orders	Helps	Deliveries	
Alabama Conference..	\$ 61 20	\$71 05		\$54 00
Kentucky Conference..	176 25	2 50		
Louisiana Conference..	15 00	17 25		25 00
Tenn. River Conference	66 00	85		
Totals.....	\$318 45	\$91 65		\$145 85

Gets up at 4:00 A. M. to Read "The Christian Sabbath"

The wife of a Michigan church elder in writing to a sister living in Nashville, has this to say regarding her husband's opinion of "The Christian Sabbath":

"The book is being wonderfully enjoyed by him. He was up at four o'clock reading it, and he could not be satisfied to enjoy it alone, but had to keep reading to me every few minutes when he came to something that he thought especially good. As a result, I did not get any more sleep that morning. But I, too, greatly enjoyed it, and think as W. expressed himself, 'It is the grandest thing I ever read on that subject.' The book was received in the mail on Friday while he was away at work. He began reading it Sabbath, even letting his good old *Review* go unread, as he became so absorbed in the book. As soon as he can spare the money, he intends to buy several copies to sell and give away to those who know not the precious truths which it teaches. It is the clearest and most convincing treatise on the Sabbath question that I have ever seen. Be sure to read it if you have not already done so. The subject is handled in a masterly manner."

"The Christian Sabbath; Is It Saturday or Sunday?" is a new 128-page book by Elder Carlyle B. Haynes. It is a companion volume to "The Other Side of Death," by the same author. The above is a fair sample of many letters already received regarding this new book. The prices are 50 cents for the cloth bound book and 25 cents for the paper covers, postpaid. In lots of ten or more to one address, a discount of fifty per cent is allowed, transportation extra. Send all orders to your conference tract society.

Appreciative and Appreciated

"Personally, I think the *Signs Magazine* has been greatly improved, and every one else I have spoken to thinks the same thing. The cover certainly is a good one. In fact, I think is the best cover I have seen for a long time, and I sincerely believe our magazine workers will have such good success with this issue that it will be necessary for us to order an additional supply before the month is out. Count on us to push both the weekly and the monthly to our utmost ability." A Tract Society Secretary.

The above is a sample of many letters that have been received by the publishers during the past few days.

* Two weeks.

Louisiana Conference

Conference Directory

C. N. SANDERS, President.

C. B. CALDWELL, Secretary and Treasurer of Conference and Tract Society.

G. B. BOSWELL, Field Missionary Secretary.

Mrs. C. N. SANDERS, Educational and Y. P. M. V. Secretary.

Mrs. E. L. MORROW, Sabbath School Secretary.

OFFICE ADDRESS, 810 Jackson Ave., New Orleans, La.

A Call for Recruits

The attention of our people in the State of Louisiana is called to the fact that a colporteurs' institute is to be held in the city of Shreveport, January 24 to February 2. The Lord has abundantly blessed this branch of the work in this State the past year, giving us a gain of more than one hundred per cent in the sales of the previous year. But as we are instructed that the "book work is to go forward with increasing success," we expect to see a much larger work accomplished the coming year than was accomplished during 1916.

There are a number that have already indicated their purpose to be present at this institute and receive a better fitting up for service, but we believe there should be many others to volunteer and join the band of faithful workers who are carrying our message-filled books to the homes of the people, thus leading them to understand the significance of our times, and giving the warning of the impending doom of this old world.

Provision has been made for the free entertainment of all those who plan to enter the colporteur field following the institute, and railroad fare will be refunded at the institute to those who enter the work permanently for 1917.

G. B. BOSWELL.

"If we paused to think that angels
Walk beside us in the way,
Would we not be far more careful
What we do and what we say?"

"If we paused to think that heaven
Hears the secret thoughts we think
Would we not be very careful
Of what spirit's fount we drink?"

SOUTHERN UNION WORKER

Published weekly (fifty numbers) by

THE SOUTHERN UNION CONFERENCE

EMBRACING

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

2014 23rd Ave. N., 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.

With the Men Behind the Books

1917 Catalogue Ready

Our 1917 catalogue of publications is now ready, and a supply has been sent to each tract society office in our territory. As this catalogue contains a number of important changes, it will be well for each one to secure a copy as early as possible.

Southern Union Book Sales

The book sales of the Publishing House for the past year show a gain of over \$10,000 to the various conferences in the Southern Union. This is indeed a very encouraging gain, and should cause rejoicing in the hearts of our faithful colporteurs through whose efforts this splendid increase has been made possible. In the sales from the Publishing House, Mississippi again heads the list, with Kentucky a close second. All the other conferences show encouraging gains.

Publishers' Convention

This week a Publishing and Home Missionary Convention for the territory of the Southern Publishing Association is being held at the home office of the institution. The following delegates are in attendance:

From Washington: Elders I. H. Evans, W. W. Eastman, F. W. Paap, Meade MacGuire, and Miss E. M. Graham.

From the Southeastern Union: W. H. Branson, W. E. Abernathy, D. W. Dillen, C. B. Haynes, B. M. Heald, Mrs. B. M. Heald, L. D. Randall, A. B. Russell, Mrs. A. B. Russell, F. E. Washburn, W. H. Heckman, A. L. Bayley, J. W. Siler, C. T. Roper, Burt White, J. K. Macmillan, J. A. Traugh, O. R. Shreve, J. B. Locken, C. R. Callicott, W. P. Dougherty, J. L. Shuler, T. E. Pavey, A. N. Allen, Fred Meister, Mrs. U. D. Pickard, Miss Ruby Lea, Anna Knight,

From the Southern Union: S. E. Wight, G. H. Curtis, J. W. Davis, L. H. Wood, M. W. Shidler, W. R. Elliott, F. C. Bruce, M. Wheeler, R. I. Keate, J. F. Wright, A. L. Miller, O. R. Godsmark, M. L. Wilson, B. W. Brown, E. A. Williams, James Hickman, C. N. Sanders, C. B. Caldwell, G. B. Boswell, C. J. Buhalts, B. C. Marshall, J. R. Staton, James Bellinger, Jesse Miller, Ferren Brown, E. A. Taylor, Elmer Chastain, J. L. Waller, W. D. Wade.

From the Southwestern Union: J. W. Christian, A. F. Harrison, S. J. Abegg, W. L. Adams, M. G. Haynes, Walter Kirkham, N. R. Hickman, R. B. Coberly, T. J. Hooper, C. L. Collison, C. U. Taylor, John Isaac, W. A. Woodruff, Mrs. W. A. Woodruff, Albert Priest, C. J. Dart, E. L. Neff, C. C. Mattison, N. H. Conway, U. M. Cooke.

The meetings are being held in the Publishing House chapel. The following is the daily program:

7:00- 8:00	A. M. Breakfast
8:00- 8:45	A. M. Bible Study
8:45- 9:15	A. M. Devotional
9:15-10:15	A. M. Convention Work
10:15-10:30	A. M. Recess
10:30-12:00	M. Convention Work
12:00- 2:00	P. M. Dinner
2:00- 5:00	P. M. Convention Work, with fifteen minutes recess
5:00- 7:00	P. M. Supper
7:00- 8:00	P. M. Bible Study

All the delegates are giving earnest study to the advancement of the publishing and home missionary work in this field, and as a result of this convention we believe that much will be accomplished the coming year in the circulation of our literature. A more full report will appear later.

R. L. PIERCE.

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.

News Items

Elder S. E. Wight went direct from the Oakwood School Board meeting at Huntsville to the meeting of the Southern Junior College Board at Ooltewah, which was postponed till Friday, the twelfth, to give time for all to arrive from Huntsville.

Prof. Lynn H. Wood left Nashville Wednesday night to attend the Junior College Board meeting. He stopped at Chattanooga on business en route to Ooltewah.

Brother G. H. Curtis left Nashville Thursday for Ooltewah, where he went to attend the board meeting also.

Brethren J. W. Davis and M. W. Shidler arrived in Nashville Thursday night from Jackson, Miss., where they have just completed a colporteurs' institute for that conference.

At the close of the Southern Junior College Board meeting which was held on Friday, the entire delegation returned to Nashville in company with the general men, to attend the Bookmen's Convention now in session at the Southern Publishing Association. Elder Paap and Miss E. M. Graham, from Washington, arrived Friday morning to assist in this convention.

Thursday and Friday the delegates were coming in from the three southern unions, and we were glad to welcome old friends and new acquaintances.

A dining room has been prepared in the brick building over the union conference office, and meals are being served here to the delegates during the convention.

The "Signs" in Public Libraries

The *Signs of the Times Weekly* is now going to over four hundred libraries and reading rooms in the United States. The publishers have recently had numerous letters from librarians expressing their appreciation of this paper. The following is one received under date of December 6:

"Your letter of a recent date indicates that the *Signs of the Times*, which has been coming to the reading room the past year, is about to expire. I wish to assure you that the *Signs of the Times* is a welcome visitor to our reading room and is highly appreciated by the men of the city. Personally I wish to say that I enjoy greatly the prophetic truth which it brings so clearly to light. I sincerely hope you will see your way clear to continue the donation for another year."

This is another proof of the good work the *Signs* is doing.