



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

VOL. XIV

COLTEWAH, TENNESSEE, AUGUST 19, 1920

No. 35

Marching Toward the Goal

L. M. PETERSON

What would you think of a ship sailing at random upon the great ocean with no destination in view? Tell the average man that such an act was taking place and he would be almost sure to say "The captain of that boat must be crazy." No one would care to contradict him. A ship with no definite goal in view is of no value for it will never make port.

Men are like ships. They have certain aims in life, but often hardships and adversity cause them to lose courage and they drift with the winds as does a sail ship when caught in the terrible storms on the high seas. A few years ago I had for companions men who are commonly designated as laborers. Week after week I have worked with them in the great wheat fields of Central West. Good hearted fellows they were, most of them, but they were vagabonds with little thought of the future. When asked about their destination, they have often been known to reply, "I don't know but I am on my way." These words often provoke a laugh, but they are not words at which to laugh; for they spell failure and what is sadder than a wasted, misspent life? The under-world today is filled with men and women. Investigate and you will find that most of them

never had any definite, unwavering aim in life. Men of talent and education today are menial drudges because they never decided what place they were going to fill in life and then stuck to the decision made. Decisions do not count for much unless we abide by them. Goals that are changed each week will never bring us to the highlands of success.

Men in every walk of life recognize the value of an aim or a goal. It is an essential factor to success. Jurists, educators, men of commerce, missionaries and ministers have all had visions that they have spent years and even a lifetime in realizing.

Missionary Volunteers need a goal to spur them on, to concentrate their energies, to remind them of their duties and to keep them sailing ahead on a definite course. First we need an individual goal. Let us ask ourselves the question, "What does God want me to be?" We will never be truly happy until we are where God wants us to be. His purpose for us may not be just what we would select for ourselves if we consult our selfish inclinations but we may be assured that his way is best. "I'll be what you want me to be" should be our attitude in choosing a career. Above all, we should not let selfish, sordid mo-

tives influence us in our life's work. In fact, we cannot be loyal Missionary Volunteers unless we adopt their aim. "The gospel to all the world in this generation." This is a great goal, a lofty purpose, a noble aim, for what is greater than the proclamation of a saving message to a lost world? This aim should grip our lives. It should stifle any worldly ambition, it should lead us to give our talent, our strength, our all to the service of Jesus who bore so much for us.

If we as volunteers had a spiritual comprehension of the task confronting us, we would plead a pentacostal power to accomplish it. We must keep our eyes on the goal for the fields are white for the harvest. By losing sight of our aim we change our course. How many of our youth today are serving the world because they lost sight of the goal that meant toil and service, but it is a service that brings joy.

Collectively, Missionary Volunteers' need a goal for it unites us. It is a common task that God has called us to. In unity of purpose there is strength, for it gives harmony in action. It is our work. We are all in partnership in this great work of saving lost souls.

COLPORTEURS' REPORT

FOR SOUTHERN UNION CONFERENCE
FOR WEEK ENDING AUGUST 7, 1920.

KENTUCKY CONFERENCE

Name	Hrs.	Orders	Value	Deliv.
J. F. Ashlock	25	1	3 00	200 00
Wm E Bickett	42	17	92 50	18 00
Chas Barrows	32	22	109 00	
Voy Elair	16	5	25 25	60 50
Chester Cunningham	30	25	86 00	
Mrs L J Edwards 3wk	84	26	126 50	213 50
Claud Hughes	26	4	29 75	136 50
Geo W Jones	26	23	95 00	1 00
M E Jacobs	22			78 50
F A Mote	46	2	6 00	410 50
Roy Mote 2wk	43	30	133 75	120 10
Roscoe Moore 2wk	52	20	74 50	72 50
C E Sinning	16	14	35 80	
M M Sterner	25	18	86 00	36 00
E C Shoemaker 2wk	65	38	79 00	13 65
Dora Shoemaker 2wk	49	17	32 50	19 00
Bernard Shoemaker 2wk	37	9	21 00	14 00
Lyndon Skinner	18	21	102 00	
D Talmage	36	15	53 00	5 00
T E Wheeler	28	21	97 00	
P R Wheeler	19	17	79 50	
E B Whittier	18	30	155 00	

COLORED

I E Bradley	24	11	53 50	4 00
Mrs Ada Fort	12	7	33 50	9 00
Wm Martin	70	21	74 25	
Julia Slaughter	6	1	31 00	1 00
Total	871	420	1705 05	1412 75

LOUISIANA CONFERENCE

W A Hunt	48	62	374 00	33 00
L B Spear	50	35	173 00	25 00
W C Martin	11	37	172 00	
Eugene E Gloor	34	31	159 50	
Byron H Lord	15	25	126 50	1 00
W D Bush	21	22	100 00	4 50
Wm Watson	30	10	46 00	86 50
H W Sellars	20	9	42 50	
W C Causey	8	7	35 00	
A F Watson	22	7	31 50	
Byron H Lord	30	6	30 00	121 00
Obie White	11	5	24 50	
R N Kerr 2wk	37	7	21 50	122 00
Amine Pendas	37	1	5 50	205 00
John Harzman	22			79 00
Pinkie Johnson	9			15 00
Mrs R W Babylon	3			13 50

COLORED

T R Longware	42	92	529 75	8 25
A Sawyer	39	65	347 95	
Bibles			61 55	21 35
Total	489	421	2281 25	735 10

TENNESSEE RIVER CONFERENCE

M Odegard	49	41	213 50	
H E Beck	34			201 00
W C Starkey	26			186 30
Otto Christensen	51	28	134 00	
J L Gordon	24	20	110 00	
F L Harrison	5			97 00
Mary E Hinds	22		2 00	91 00
Jesse Miller	50	25	87 00	
R R Brooks	10			87 00
Harold Jones	20			87 00
H T Forsythe	28	16	76 00	
Wm J Keele	16			72 00
Ira Sherich	12			64 00
R J Hyatt		4	6 50	39 35
H G Miller	44	13	37 25	7 75
G F Knapp	8	4	10 00	36 85
Geo Wallace	39	4	14 00	23 00
B Paul Keele	1			7 00

COLORED

G Jenkins	35	31	151 00	
Louis Rayford	38	26	140 00	
Jas Nicholson	33	18	72 50	2 50
Virgie Wilson	31	16	69 00	32 00
Mollie Hurdle	20	6	40 00	
Georgiana Rice	21			52 00
L B Getter	16	16	52 00	
Bibles			24 25	
Total	633	268	1245 15	1171 21

MISSISSIPPI CONFERENCE

C R Cannada	58	109	711 50	67 50
Jere D Smith	52	56	289 00	22 50
L V Bowen	51	34	204 50	43 50
P Stuyvesant	50	24	134 00	14 00
J Hickey	49	52	263 50	13 00
Rosa Sharp	45	14	35 00	
W Pergande 2wk	154	33	162 00	702 00
Wash Speed	41	34	181 25	7 25
H D Brooks	39			199 50
Floy Morgan	33	17	89 00	8 00
Alice McSwain	34	33	98 50	16 00
Mrs W Pergande	32	25	126 25	7 25
Flora Savelle	32	23	117 50	8 00
Don Courville	32	47	284 85	29 85
Julia Inabinè	31	12	56 00	1 00
Cyril Courville	26	35	183 50	7 50
Ralph Clark	40	7	34 00	56 00
Bessie Morgan	20	7	32 50	78 00
A D McKee	17	4	20 50	
Georgie Mangum	16			172 00
M Hastings	13	19	95 25	1 75
Mrs H D Brook	9			67 00
Mrs Ida Harrell	9	4	23 75	3 75

COLORED

Fannie Cox	68	131	794 50	24 00
A U Johnson	57	57	342 00	31 50
John Wheatley	56	28	132 00	7 00
L J McElroy	55	46	260 75	32 25
Wm Watts	52	56	265 50	1 50
W L Cneatham	51	26	170 00	24 00

LOUISIANA CONFERENCE

Louisiana News

L. E. Christman is spending a few days at Lake Charles, where, with Elder E. H. Huntley, he is making further arrangements for the Louisiana campmeeting to be held at that place.

Sunday, August 8, the New Orleans Church No. 1 enjoyed a very pleasant picnic at Audobon Park.

The largest remittance received from any one church this year was handed in by the New Orleans church for the month of July. It amounted to over eight hundred dollars for tithe, and over two hundred and thirty dollars for the mission fields.

We are glad to receive assurance from so many of our members that they are laying plans to attend campmeeting. If you have not already done so, you should write to the Tract Society at once to reserve for you a tent and such other items as you may need.

We are pleased to commend Mrs. R. W. Clevenger, of Baton Rouge, for the work she has been doing in that city. She has succeeded in placing literature racks in two of the railroad depots, and is endeavoring to keep them supplied with literature. She is using her personal means to secure tracts and magazines for this purpose, and would appreciate any reading matter that will be available for this purpose.

In spite of the discouraging fact that so many men are out of work in Baton Rouge, she is soliciting for the Harvest Ingathering with an enthusiasm that is sure to bring results

Mrs. Clevenger is also a live and important factor in the Sabbath School, as well as other of the church organizations. It is by such energy and determination as she has displayed, that will carry this message to the world. We may profit by her example.

Any literature given to her for the reading racks, should be mailed to Mrs. R. W. Clevenger, 1725 Main St., Baton Rouge, Louisiana.

A Pleasant, But Unexpected Visit

Elder W. A. Sweany and his wife, and I came into New Orleans from California, August 3, expecting to sail to Central America the next day. We made our preliminary arrangements as rapidly as possible and when everything was in readiness, we were notified that the boat would not sail until the 6th. It is now the 10th, and the date of sailing is still indefinite. The reason for this uncertainty is that there is a strike on the banana plantations in Honduras, and the company cannot get a cargo until the strike is settled, so do not care to send their boat across. No one can tell how soon that may be, nor how long it might take, but in the meantime, we are held up here from day to day.

But this disappointment has its compensation, for it has given me an excellent opportunity to visit my old friends, among whom I labored in years gone by. It also affords an opportunity to note the growth of the work in this city. I have had the privilege of speaking to our people and the public three times, and meeting with the Young People's Society once. The membership of the New

Orleans church has a little more than doubled. The congregation has outgrown its old quarters, and now meets in a neat tabernacle on St. Charles Street, built at an expense of about \$1100, located on a lot for which it is necessary to pay a rental of \$50 a month. Two public services a week are also held in this temporary structure. Just now the church is working hard to raise a fund, with which to erect a new building. Elder Meiklejohn, the pastor, has his hands more than full in visiting persons, in which he is ably assisted by Sister Morgon, a Bible worker. In addition, it is necessary for him to carry a very heavy burden in connection with the building enterprise.

Surely this large and important city should have a good house of worship. When the present edifice was purchased, it was the best we could do, and our people did well to secure it, but the work has outgrown it, and the importance of the times demand something that will in itself attract people to the message. It seems to me that our people everywhere should be very sympathetic with this enterprise, and lend a helping hand wherever possible.

R. W. PARMELE.

The vacillating man, however strong in other respects, is always pushed aside in the race of life by the determined, the decisive man who knows what he wants to do, and does it; even brains must give way to decision.

Truth needs no flowers of speech.—Pope.

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F L Harrison	5			97 00
Mary E Hinds	22		2 00	91 00
Jesse Miller	50	25	87 00	
R R Brooks	10			87 00
Harold Jones	20			87 00
H T Forsythe	28	16	76 00	
Wm J Keele	16			72 00
Ira Sherich	12			64 00
R J Hyatt		4	6 50	39 35
H G Miller	44	13	37 25	7 75
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B Paul Keele	1			7 00

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H D Brooks	39			199 50
Floy Morgan	33	17	89 00	8 00
Alice McSwain	34	33	98 50	16 00
Mrs W Pergande	32	25	126 25	7 25
Flora Savelle	32	23	117 50	8 00
Don Courville	32	47	284 85	29 85
Julia Inabinet	31	12	56 00	1 00
Cyril Courville	26	35	183 50	7 50
Ralph Clark	40	7	34 00	56 00
Bessie Morgan	20	7	32 50	78 00
A D McKee	17	4	20 50	
Georgie Mangum	16			172 00
M Hastings	13	19	95 25	1 75
Mrs H D Brook	9			67 00
Mrs Ida Harrell	9	4	23 75	3 75

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Fannie Cox	68	131	794 50	24 00
A U Johnson	57	57	342 00	31 50
John Wheatley	56	28	132 00	7 00
L J McElroy	55	46	260 75	32 25
Wm Watts	52	56	265 50	1 50
W L Cheatham	51	26	170 00	24 00

Perthia Hampton	50	45	270 00	10 50
Alex Cox	49	102	687 25	131 75
R I S Thomson	42	51	248 00	11 00
Andrew Toms	41	80	399 50	10 00
West Brown	39	6	32 00	23 00
Bertha Cade	37	27	148 85	10 35
E S Scales	36	78	501 00	32 00
E R Francis	34	45	402 00	116 50
Rouse McLeod	32	21	156 75	38 25
Floyd Booth	29	29	174 50	12 50
J H Patterson	24			91 50
E Clark	25	8	21 00	17 00
L H Conolly	3			13 50
Bibles			556 20	
Total	1663	1425	8147 95	2163 45

ALABAMA CONFERENCE

Robert Bagley	38	16	46 00
Ray Brenner	49	39	201 50

J E Foley	65	20	64 00
J C Goodner	34	26	121 25
D M Holland	55	30	150 00
J C Holland	48	47	221 00
A C Hughes	11	13	65 00
Paul Hughes	25	31	91 50
E J Lloyd	20	4	29 35
Clayton McNeill	28	37	193 50
N F Nelson	33	9	44 25
W V Nelson	41	22	126 50
M S Peppers	16	26	117 00
Edwin J Santee	32	37	239 10
R I Smith	40	31	148 30
E V Sykes	40		4 00
E C Widgery		25	92 50
M E Whatley	19	24	65 50

COLORED

Matilda Mathews	56	14	66 25
Bibles			99 45
Total	650	452	2185 95

ALABAMA
CONFERENCEThe Alabama Conference of Seventh-day
Adventists

The fifteenth annual session of the Alabama Conference of Seventh-day Adventists is called to convene August 26th to September 5th in connection with the annual campmeeting in Birmingham, Alabama, for the election of officers, for the granting of credentials and licenses for the ensuing year, and for the transaction of such other business as may properly come before the conference at this time. Each local church is entitled to one delegate for its organization and one delegate for every ten members or major portion thereof.

J. F. Wright, President.

B. C. Marshall, Secretary.

The Alabama Conference Association of
Seventh-day Adventists

The annual meeting of the Alabama Conference Association of Seventh-day Adventists, (a legal corporation) is called to convene in connection with the fifteenth session of the Alabama Conference of Seventh-day Adventists to be held in Birmingham, Alabama. The first meet-

ing will be called Monday morning August 30 at eleven o'clock. This meeting is called for the election of board and trustees and to transact such other business as shall properly come before said corporation. The delegates to the conference session are accredited delegates of the association.

J. F. Wright, President.

B. C. Marshall, Secretary.

MISSISSIPPI
CONFERENCEMississippi Conference Association of
Seventh-day Adventists

Notice is hereby given that the annual session of the Mississippi Conference Association of Seventh-day Adventists will be held in Jackson church, Sept. 6-12. The first meeting will be held Tuesday morning Sept. 7 at 10 o'clock. Officers will be elected and such other business transacted as should properly come before the Association.

W. R. Elliott, President.

N. L. Taylor, Secretary.

Mississippi Conference of Seventh-day
Adventists

Inasmuch as there will be no Campmeeting in Mississippi this

year, it has been decided to hold the Annual Session of the Mississippi Conference of Seventh-day Adventists in the church at Jackson, Sept. 6-12. Each church is entitled to one delegate for its organization and one additional for every ten members or major portion thereof.

In connection with the regular Conference business special instruction and spiritual help will be given to those present. We hope every church will have a full representation.

W. R. Elliott, President.

N. L. Taylor, Secretary.

What is Pluck?

Pluck is that spirit in man which fails to understand the meaning of despair.

Which enables one, when fighting against adverse circumstances and knocked down, to rise and try another round.

The best remedy for despair.

The absence of fear in the presence of danger.

That which keeps a man up when he is down.

The offspring of courage and the mother of success.

The courage to do the right thing at the right time.

TENNESSEE RIVER CONFERENCE

News Items

The following extract is taken from a letter from one of our student colporteurs working near Lawrenceburg. "Thursday night I had a very interesting experience. I began to look for a place to spend the night and the Lord led me to a nice looking house where I got an order from the lady and \$1.00 advance payment. On inquiry I learned that the husband was foreman of a section gang on the railroad, and that they had never kept any one over night. As I turned to go, she said that they would keep me for she knew I was a Christian.

That night when the husband came home he treated me like a knight and talked pleasantly about the Bible.

When they called on me to ask the blessing at the table, (in that home where it had never been asked before,) I could not keep down the lump in my throat as I wondered why the Lord would use me, as unworthy and sinful as I am, to give the Truth to those people who were not in the least religious.

In the morning the man took me over to the section house, told the men who I was and told them to each order a book, I took six orders from them and the foreman gave me his second order as he wanted to send one of the books to his brother.

I know that the Lord will bless and take care of me if I will remain true to Him."

Another faithful colporteur writes;

"The people here are poor, generally, but they seem anxious for the message. Many

of them just begged me to come back and speak to them until I promised to return later and hold some Bible studies with them.

Pray with me that the Lord will open the way for them to study the truth.

The work of pitching the camp is well under way, with Elder Davis of Paducah in charge. Brethren Sheirich, Brooks and Hudson are working at the camp days and attending to their correspondence evenings.

Miss Riter has returned from her vacation with four pounds gain as a result of her trip.

If any of our people are staying away from the camp-meeting because they fear there will not be accommodations for them, let us urge you to come now even if you get here a few days late. Plenty of additional tents have been secured and everything possible will be done to care for late comers.

The Tennessee River Conference Association of Seventh day Adventists.

Notice is hereby given that the Tennessee River Conference Association of Seventh-day Adventists is called to convene in connection with the annual camp-meeting August 19-29, in Maplewood Grove, Nashville, Tenn.

The first meeting will be held Thursday August 19th at 10:30 A.M. This meeting is called for the purpose of electing officers for the ensuing year and for transacting such other Association business as may demand attention. All accredited delegates to the conference are delegates to the Association.

I. M. Martin, President.

F. L. Harrison, Secretary.

The Tennessee River Conference of Seventh-day Adventists.

The thirty-third annual session of the Tennessee River Conference of Seventh-day Adventists is called to convene August 19-29 in connection with the annual campmeeting, in Maplewood Grove, Nashville, Tenn., for the election of officers, for the granting of licenses and credentials for the ensuing year, and for the transaction of such other business as may properly come before the conference at this time. Each church is entitled to one delegate for its organization, and one for every fifteen members or major portion thereof.

I. M. Martin, President.

F. L. Harrison, Secretary.

Expect the Best

The habit of expecting the best would revolutionize the world if everybody adopted it. The trouble with most of us is we do not expect to be happy, but we expect to be unhappy, discontented, miserable. We do not expect to be well; we think there is something the matter with us physically, or that we are predisposed to some disease. We do not believe that we are very strong or vigorous. We think we must be very careful of ourselves, keep out of drafts, and from getting our feet wet; that we must have plenty of sleep or we will suffer seriously; that we must eat certain foods or we will be the victims of dyspepsia or indigestion.

It is the rule of life that we get the results we expect, and because we expect them. Expecting to be happy; expecting to be successful; expecting to win out in your undertaking; expecting the best things to come to you; expecting good.

luck instead of ill luck; expecting harmony instead of discord and trouble; expecting to make friends wherever we go; expecting to be thought well of, to stand for something in our community—this is to establish relations with the things we expect, to attract them, to bring them to us.

I know people who always expect hard luck,—expect things to go against them. They say they have always been unlucky, that fate seems against them, they are always just too late for the things they are seeking. The ferry boat or train is always just pulling out as they get there, the bargains gone or the position filled when they arrive. These people go through life ill-timed; but they do not realize that the fault lies with themselves, in their mind, not in the things they rail against.

You Can't Drive People Into the Truth

A good many people think you can. The Spanish Inquisition thoroughly believed that they could drive people into the truth, and they scourged and racked and burned tens of thousands in the effort to prove it. The New England Puritans believed they could, and they made Blue Laws to cover every act of life, and tried to bring everybody into conformity with them. A good many people today, while they choose not to adopt the methods of either Catholic or of Puritan, believe that people can be driven into the truth, and they go hammering away at errors great and little which are cherished by their opponents. The harder their arguments and the keener and more slashing their onslaughts, the more successfully, they

think, are they giving the truth.

But the fact is, unless you win a man by love you can't convince him of the errors of his ways. Love leads men, it does not drive. The harder we hit Roman Catholics and Christian Scientists and Spiritualists, the farther we drive them from the truth; for truth and love are one, and if they fail to see love in us, they will fail to see truth. If we know Christ, and hold up His character in our acts and our words, we shall draw men to him who is the Truth.

A gentleman writing from Texas says: "I have been a Roman Catholic all my life, but through reading the *Watchman Magazine* the past few months, I have come to be ready to be a Seventh-day Adventist. I was attracted by the fact that though there were teachings in the magazine contrary to my belief, there was no railing against my church and people." That is the policy of the *Watchman Magazine*. The *Watchman* does not drive, the *Watchman* wins.

A. W. SPALDING.

Who Mailed the Papers?

Miss Lizzie M. Gregg, assistant manager of the periodical department in the Canadian Publishing House, recently wrote about an interesting little incident connected with the weekly *Signs*. It follows:

"Somebody mailed a copy of the *Signs of the Times* but it did not reach the person for whom it was intended. It did, however, reach someone else, who received it gladly, read its message eagerly, they secured other literature and finally accepted the truth of God.

"This sister was present at the

recent Maritime campmeeting and was among those who left with arms full of books to distribute to others. Thus the good work goes on and the message wings its way to honest souls."

A late issue of the *Lake Union Herald* contains this item:

"Four years ago some one sent Mr. Muhlhauser the *Signs of the Times* and he subscribed for it. He became interested in the truth of Christ's soon coming. At the time of his death (July 2) the whole family (seven persons) were faithfully keeping the Sabbath."

Who mailed the *Signs* to the homes mentioned in the above incidents? We do not know. But the day of glad surprises is not far distant. Senders and receivers of the literature will rejoice together over the happy results. Let us not grow weary in the scattering of the seed. Keep the *Signs* going to relatives, friends and neighbors. There is something about the weekly visits of this "silent preacher," its variety of subjects and the way they are treated, that does have effect upon the readers. After you have mailed out a few copies of the *Signs*, follow them up with a little letter. Let it be short, breathing the spirit of kindly interest.

The greatest man is he who chooses right with the most invincible resolution.—*Seneca*.

Judge not thy neighbor until thou find thyself in his position.

Decision of character outstrips even talent and genius in the race for success in life.

Southern Union Worker

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Pertaining to the Union

Union Conference Directory

J. L. McElhany, President.
F. L. Harrison, Sec'y-Treas. and Auditor.
John Thompson, Ed. and Y. P. J. V. Sec'y
V. O. Cole, Union Missionary Sec'y.
O. R. Staines, Home Missionary Sec'y.
C. J. Buhals, Financial Secretary.
T. G. Bunch, Union Evangelist.
E. A. Sutherland M.D., Medical Sec'y.
Office Address, 2006 24th Avenue North,
Nashville, Tenn.

Notes From the Union Office

Eld. O. R. Staines returned to the office Monday afternoon, having spent a few days in Washington in helping outline the lessons to be used in the Medical Missionary Institutes which are to be held in the different churches. On his return from Washington, he stopped at Covington, Ky., Sunday, August 8th, spending a little time with the workers there. He also spent a few hours at the Kentucky office.

Prof. J. C. Thompson went from Ooltewah to Louisiana where he is spending a couple of weeks in the interests of the Educational and Missionary Volunteer work.

Miss Grace Wilcox of Keene, Texas, is coming to Nashville to connect with the Union office as stenographer and bookkeeper.

The Nashville church school is in process of construction and it is expected it will be finished so that school can begin in September. This building will be a

credit to our work in Nashville and will cost approximately \$10,000.

We are sorry to learn that Eld. T. G. Bunch, our Union Evangelist, has been ill for a number of days.

Eld. J. H. Lawrence has commenced a series of meetings in Paducah, Ky., and reports that the attendance and interest are very good.

Southern Junior College News Notes

Miss Eva Russell recently visited friends at S. J. C. She is planning to teach church school this year.

Miss Maxwell and Miss Lea left last Thursday for their vacation. Miss Maxwell will go to New York to visit relatives and friends during the remainder of the summer, while Miss Lea will visit relatives in Cleveland, Tenn.

Last evening the girls and boys enjoyed a watermelon feast along with many games.

Mr. Wallace Webb, of Washington, D. C., visited friends in Collegedale last week.

Mrs. Nobia Allen recently visited friends at Reeves, Ga.

Since Summer School we have

had the smallest crowd this year. The dining hall seems almost deserted. We, who are here, are anxiously awaiting the return of the students this fall.

Miss Mable Branson and her brother, Paul, are visiting at Collegedale for a few days.

Miss Matilda Nelson is visiting friends in Graysville.

First Impressions

What is it not worth, my friend, to make a favorable impression on the people with whom you come in contact? That is the secret of the merchant's and the manufacturer's success. That is how great fortunes have been built up—making a good impression on the customer.

What sort of an impression do you, who are salesmen leave upon the purchaser's mind? Do you humor him while he is buying? He may have lots of things troubling him that you know nothing about. Treat him kindly. Are you the shock absorber for the jolts, the jars, the bumps of your business? Don't let the customer feel the bumps. Take him over them gently, no matter how cross, crabbed, or disagreeable he may be.

The spirit of progress is a deadly foe to traditions.

CAMPMEETING DATES

Tennessee River, white, Nashville - - - - Aug. 19-29
Alabama, white, Birmingham - - - - Aug. 26-Sept. 5
Louisiana, white, Lake Charles - - - - Sept. 9-19
Mississippi, colored - - - - - Sept. 17-26
Alabama, colored, Birmingham - - - - - Sept. 17-26