

ATLANTIC UNION

GLEASNER

“Lift up your eyes, and look on the fields; for they are white already to harvest.”

VOL. I

SOUTH LANCASTER, MASS., JUNE 18, 1902

No. 24

IN SERVICE.

MAKE use of me, my God;
Let me not be forgot,
A broken vessel cast aside—
One whom thou needest not.

I am thy creature, Lord,
And made by hands divine;
And I am part, however mean,
Of this great world of thine.

Thou usest all thy works,
The weakest things that be,
Each has a service of its own,
For all things wait on thee.

Thou usest the high stars,
The tiny drops of dew,
The giant peak and little hill—
My God, O use me, too.

—*Horatius Bonar.*

THE TWO CLASSES.

“BECAUSE sentence against an evil work is not executed speedily, therefore the heart of the sons of men is fully set in them to do evil.” The means which the Lord has employed, in the gracious provision of his mercy, to soften and subdue the objects of his love, has, through the workings of Satan, encouraged the depraved and hardened hearts in perversity, resistance, and transgression, so that David, even as far back as his day, was led to exclaim, “It is time for thee, Lord, to work: for they have made void thy law. Therefore I love thy commandments above gold; yea, above fine gold.”

O that all might consider, before it is everlastingly too late, that there are limits to the mercy and forbearance of God! There are those who, by their impenitence under the beams of light that have shone upon them, are very near the line where the forbearance of God is exhausted. In mind and heart they are saying, “My Lord delayeth his coming,” and they are eating and drinking with the drunken. But God declares of such, “Sudden destruction cometh upon them; . . . and they shall not escape.”

At this time, when great light is shining forth from the word of God, making dark mysteries plain as day, is the day of mercy, of hope, of joy and assurance to all who will be benefited thereby, to all who will open their minds and hearts to the bright beams of the Sun of Righteousness. But there is an opposite class to this,—those who will not come to the light, who despise the truth because it exposes error, and transgression, and sin; and as a result, depravity and boldness in transgression are becoming all-pervading.

There are diligent students of the word of prophecy in all parts of the world, who are obtaining light and still greater light from searching the Scriptures. This is true of all nations, of all tribes, and of all peoples.

These will come from the grossest error, and will take the place of those who have had opportunities and privileges and have not prized them. These have worked out their own salvation with fear and trembling, lest they should become deficient in doing the ways and will of God, while those who have had great light, through the perversity of their own natural heart, turned away from Christ because they were displeased with his requirements. But God will not be left without witnesses. The one-hour laborers will be brought in at the eleventh hour, and will consecrate their ability and all their entrusted means to advance the work. These will receive the reward for their faithfulness, because they are true to principle, and shun not their duty to declare the whole counsel of God. When those who have had abundance of light throw off the restraint which the word of God imposes, and make void his law, others will come in to fill their places and take their crown.

While many have reduced the word, the truth, the holy law of Jehovah, to a dead letter, and by their example testify that the law of Jehovah is a hard, rigorous burden; while they say, “We will lay off this yoke, we will be free, we will no longer remain in covenant relation with God, we will do as we please,” there will be men who

have had very meager opportunities, who have walked in ways of error because they knew not any other or better way, to whom beams of light will come. As the word from Christ came to Zacchæus, "I must abide at thy house," so the word will come to them; and the one supposed to be a hardened sinner will be found to have a heart as tender as a child, because Christ has deigned to notice him.

Great is the work of the Lord. Men are choosing sides. Even those supposed to be heathen will choose the side of Christ, while those who become offended, as did the disciples, will go away and walk no more with him, and others will come and occupy the place they have left vacant. The time is very near when man will reach the prescribed limits. He has now almost exceeded the bounds of the long-suffering of God, the limits of his mercy. The record of their works in the books of heaven is, "Thou art weighed in the balances, and art found wanting." The Lord will interfere to vindicate his own honor, to repress the swellings of unrighteousness and bold transgression.

(To be continued.)

GOD'S GIFT TO MAN.

"FOR he hath made him to be sin for us, who knew no sin; that we might be made the righteousness of God in him." 2 Cor. 5:21. When we appear before God in the judgment, we shall need righteousness; for if we do not have it, we shall be condemned. Since we have sinned, or have known sin, we have no righteousness of our own. Isa. 64:6. If I need a barrel of flour, I must go to those who have it and obtain it from them. So we must obtain righteousness from Him who has it in abundance with which to supply us; but we can not purchase it with silver and gold; we must accept it as a free gift.

"Much more they which receive abundance of grace and of the gift

of righteousness shall reign in life by one, Jesus Christ." Rom. 5:17. God has given us righteousness in Jesus Christ. What is righteousness?—It is right doing! How can God give us right doing when we have been doing wrong so much?—Because Jesus did no wrong. Where in life must the right doing of Christ begin to be applied to our life?—From the very earliest beginning of the life.

When I was a little boy I would get angry, and say very bad things at times, and feel hard toward some of my little boy playmates. This was not heavenly. In heaven they would not do so. Jesus when he was a little boy did not become angry with his playmates, and feel hard toward them. No, no, he was always kind and pleasant no matter what they did to him. Now if I accept Jesus as my own Saviour, God will accept his right doing when a little boy, and will not remember my wrong doing against me. Praise his name.

There are those who have been taught that baptism was not necessary, but who have lived up to all the light that they had, and have done without baptism; Jesus was baptized for such ones, for he fulfilled all righteousness on that point, and God accepted it.

For twenty-three years of his life the writer did not keep the Sabbath. This was a sin of ignorance. When the light came twenty-eight years ago the Sabbath became a delight, but how shall the twenty-three years of disobedience be met in the judgment? Oh, my Saviour kept the Sabbath. He never broke the Sabbath in his life. Hence his life of obedience covers those years of disobedience, so that now God accepts me as a Sabbath-keeper from the beginning of my life.

Again; for twenty-five years and more I did not pay tithes. I was a robber, taking and appropriating to my own use holy money, which the

Lord had said was his. Again I need the life of Jesus. When in the flesh he paid tithes doubtless of all his earnings, and he worked at carpentry for a number of years. Oh! how thankful I am that Christ's life of obedience can cover those years of theft.

Reader, did you ever speak evil of any one, and thus injure him? Your Saviour did not speak evil of any one. So if you will now stop that wicked thing, and believe in Jesus, his right doing upon that point will hide that dark blot on your character.

Have you neglected any duty since you were a Christian? Christ neglected no duty and is still faithful in everything. If you take up your duty and neglect it no more, his life will enable you to be accounted faithful during all your life.

In all these things, we must turn from the wrong and do right, then Christ can and will be to us righteousness. He came to save us from, not in, our sins. May the dear Lord help us to appreciate this gift and may we live so that his righteousness may be ours indeed. Praise ye the Lord.

J. W. WATT.

THE blessed thing which the Bible calls faith is a state of the soul in which the things of God become glorious certainties.—*F. W. Robertson.*

EVERYBODY is making mistakes. Everybody is finding out afterward that he has made a mistake. But there can be no greater mistake than stopping to worry over a mistake already made. "Forgetting those things which are behind" includes the forgetting to worry over the irredeemable past. "Reaching forth unto those things which are before" is the "one thing" for every child of God to do notwithstanding the many mistakes which all insist he has certainly made.—*Morning Star.*

The FIELD

THE PENNSYLVANIA CAMP-MEETING.

THE readers of the GLEANER may be glad to know that the prospects for success in the camp-meeting in Johnstown, Pa., are being realized. The Spirit of God has been with us from the very beginning in a marked manner. The first Sabbath was a glorious, good day; a general move in the camp to seek God was manifested. Near the close of the Sabbath, the congregation repaired to a stream of water running right by the camp-ground, where nine precious souls were buried in baptism.

Attendance from the outside has been large from the beginning. Sunday afternoon was occupied by a temperance meeting. There were four or five speakers. Elder Fitzgerald, of Philadelphia, led out, followed by W. F. Schwartz, Dr. A. J. Read, and E. E. Franke. There were also several ministers and lay brethren of other denominations who entered into the spirit of the meeting. Nearly every phase of the temperance question was dwelt upon. The meeting occupied about two hours and a half. The vast congregation of about three thousand remained, almost to an individual, until the close.

On Sunday evening a still larger number listened to the sermon by Elder Franke on "The Glorious Appearing of Christ." The Lord is giving his servants freedom, and large congregations are present at all the meetings. We are encouraged to believe that excellent results will follow the work of the camp-meeting.

The conference reports already received show a general growth of the work in the State. During the last three years there has been an increase of over \$6,000 in the amount of tithes paid, an average of over \$2,000 every year.

We are having less preaching during our camp-meeting, than at any other camp-meeting I have ever attended. Practically all the hours during the day are occupied in giving instruction or studying together as a congregation the different lines of our work. The Lord is blessing this method of conducting the meeting. The Sabbath-school work, the health and temperance work, the work of scattering the truth by means of the printed page, the school work, and other lines are being studied.

During the canvassers' institute, held just previous to the camp-meeting, the canvassers sold nearly a thousand dollars' worth of books in this place. This is an excellent preparatory work for the camp-meeting.

We hope that the readers of the GLEANER will remember us in their prayers, that God may greatly bless our efforts during the remainder of the meeting, and the work that shall follow.

R. A. UNDERWOOD.

NORFOLK, VA.

OUR work in Norfolk, Va., is about the same as when I last wrote. The most that we have done so far has been with the papers, *Signs* and *Gospel Herald*. For some time we have been using one hundred copies of the *Signs* and there are now nearly one hundred and fifty *Gospel Heralds* going into homes in the part of the city where we live and are working.

It does not look hopeful that we are to have a tent in this city this summer, though it seems that we ought to have one, as this is not only, in many respects, the most important and enterprising city of the State but it is a gateway of the South, being the terminus of great railroad lines penetrating deep into the interior, and making this busy seaport their outlet.

Much of our work so far has been simply preparatory for a tent, but as we seem to lack both means to pro-

cure a tent, and suitable assistance to conduct an effort, in addition to what the conference is doing in other places, we shall probably do only what can be done by following up the home work at present.

This is a field where people seem interested in theater-going and other such pleasures, and are narrowed down to their creed in religion. I think this is largely due to the fact that few people read much here. The extent of illiteracy is deeply felt by many teachers in the schools here. Education is not compulsory, and the school facilities are insufficient to even accommodate those who desire to attend. It has seemed to me that this field is promising for church school teachers who wish to build up a self-sustaining school. There are many such private schools, and need of many more. This field appears to present an encouraging opening also for nurses. There are few nurses in the city, so far as I have observed, and the suffering among the people as the result of bad living is great.

I shall be glad to correspond with any who are looking for such a field.

LEE S. WHEELER.

ROCK HALL, MD.

SOME time has passed since my last report, notwithstanding I have been under marching orders all the time. I was called to attend the general meeting at Baltimore, which was a time of refreshing for all, as we had the privilege of meeting brethren Haskell, Washburn and Sheafe, and hearing their words of cheer and comfort.

The committee, after considering the wants of the field, decided that I should return to this place and follow up the work, as a call had been made from the church. After a few days of rest, I then took up my work again, my wife coming with me to help smooth the way.

The past two weeks has been a

busy time, the enemy "working with all power and signs and lying wonders."

Little Emma, the only child of Brother Charles Judefind, the elder of the church, was taken away by death very suddenly, which caused deep sorrow as she was greatly beloved by us all; but we do not sorrow without hope, for she will come again from the land of the enemy.

Deep interest has been manifested in our meetings. The new ones being helped, and last Sabbath three more came forward. One who had left the fold for years returned and joined the church, making many hearts to rejoice and also causing rejoicing in heaven. Two joined by baptism, and Sunday afternoon we buried them beneath the waters of the bay. They came forth from the watery grave to walk in newness of life. It was a beautiful sight indeed, many witnessing the service, all realizing the solemnity of the occasion, and many feeling that they, too, ought to go forward. We are looking for a time when many more will decide to take up their cross and follow Christ.

We shall stop here for a few days more and then go to Fords Store to labor as the Lord may direct. Pray for us.

F. W. AND M. C. MACE.

AUDITOR'S REPORT FOR MAINE.

AS WAS noticed in the GLEANER, the auditor of the Atlantic Union Conference came to Maine several weeks ago for the purpose of auditing the books of the conference. He spent over two weeks in the work and presented the following report:

"I have carefully examined the accounts of the Maine Conference and Tract Society from July 30, 1900, to May 1, 1902, as recorded in the books of the conference and tract society, and find the same to be correctly kept. The statements and balance sheets as prepared by the treasurer are strictly

in accord with the transactions as recorded.

"Respectfully,

"Geo. W. Palmer, Auditor."

E. H. MORTON.

THOSE "OBJECT LESSONS."

WITHOUT question those of our people who attended the Bath meeting and listened to the stirring appeals of Professors Magan and Griggs, must have concluded that the educational work was one of the most important factors in this closing message, and that the "Object Lessons" work was that part of the educational work now most important.

We are glad to report that the "Object Lessons" work is now on in the State of Maine for a finish, and shall we not make short work of it? About twenty-two hundred copies remain to be sold here in Maine, approximately four to a member. Just a few days of faithfulness on the part of all, and the victory is won, and the blessing enjoyed.

Really it was a small thing that we were expected to perform in the first place, yet in the aggregate, if each one faithfully performed his part, it became a large thing.

Is there not a lesson for us as a people to learn in this "Object Lessons" campaign? When we all unitedly take hold of any special work, each one doing something, how quickly large results are reached, but the sequel is in each one doing something.

Shall we not as a conference determinedly take hold of this work, and wipe out the portion of the reproach that is ours to bear? How easily we could come up to our camp-meeting and sing the jubilee song! Will we not as a conference determinedly set ourselves to work, and never stop until our quota is disposed of? At the Bath meeting, it was evident that those in attendance had determined to return to their homes and quickly

discharge their obligation in this matter.

As will be seen by the report of the meeting, Elder Dexter and myself are to devote what time remains between this, and tent season, in assisting in this glorious work. Since but few churches can be visited, let each church elder call the members together and formulate plans for immediate action.

May God bless the "Object Lessons" work in Maine is my prayer.

P. F. BICKNELL.

EDUCATIONAL

OUR ACADEMY AND
CHURCH-SCHOOLS

SUMMER INSTITUTE.

THE summer gathering of the church school teachers and all others interested in church school work at South Lancaster Academy promises to be a success. A goodly number have signified their intention of attending, and we are looking forward to a most profitable and pleasant session together. There are many yet in this Union Conference who should avail themselves of this opportunity for receiving a training and preparation for church school work this coming fall and winter. All who are intending to take up church school work with us in the Union Conference during the coming school year should be in attendance at this institute at South Lancaster. The work commences July 2, and, as far as possible, every one should be here at that time. The institute continues eight weeks, closing August 19.

Our announcement, giving courses of study, expenses, etc., may be had by addressing the undersigned.

Calls are coming from all parts of the field for consecrated, trained teachers, and we urge all our young people, who are qualified to do so, to take this course of training and prepare for the work the coming year. Last year schools were started and had to

close because no teacher could be procured. Young people, do not let this be said of us the present year. Let us arouse, consecrate ourselves anew to God and prepare for his work.

FREDERICK GRIGGS.

SOUTH LANCASTER ACADEMY.

THE Twenty-first Annual Announcement of South Lancaster Academy is now ready for distribution. It may be had at any of the camp-meetings in the Atlantic Union Conference. We wish a copy of this announcement to be placed in every Seventh-day Adventist home in the Union Conference. In the conferences where no camp-meetings are to be held, effort will be made to get a supply to each church. They may also be had by addressing the tract society secretary of your conference, or the undersigned at South Lancaster, Mass. In either case three cents may be enclosed for postage.

We might add that with the announcement we are sending out a "Sunset Calendar." We trust that our people all over the Union Conference will extend to us the favor of allowing this calendar to speak for us in their homes. In return we believe it will be of service to you. Let us hear from you.

FREDERICK GRIGGS.

"HE that is little in his own eyes, will not be troubled to be thought so in others."

I THINK we are not as thankful as we ought to be; we are lacking in the spirit of praise. We are far too much given to complaints and wailings, and I do not think these can please our holy Father. If you are seeking to help another here, are heaping benefits on any one, it is not cheering to listen to a ceaseless tissue of lamentations. God expects his blessings to be acknowledged, both temporal and spiritual.—*Selected.*

MEDICAL MISSIONARY

THE REMOVAL OF THE SOUTH LANCASTER SANITARIUM.

THE past week has been an eventful one for our Sanitarium work in New England, and no doubt many of the readers of the GLEANER have already heard that arrangements have been completed which contemplate the removal of the Sanitarium from South Lancaster to Melrose, near Boston. No doubt many will be interested in the circumstances which led to such an important change. It was only after the most earnest prayer and careful consideration that the board of trustees arrived at this important decision.

For some time it has been very evident to the managers that there were a number of conditions and influences in connection with the situation at South Lancaster which were decidedly unpropitious for the future of our work. Although the work has been very successful during the three years it has been here, this very success was a strong argument for the change, inasmuch as we had already reached the limit of our present quarters, and the environments precluded the possibility of expansion here. While with a very few exceptions our work has been highly appreciated by the people of this community, these exceptions are of such an influential character as to suggest the possibility of more or less embarrassment for our work in the future. Furthermore, the town of Lancaster is without a public sewer system, which is almost indispensable to our work; and for more than a year we have been facing the perplexing problem of how to dispose of our sewage without finding any satisfactory solution. This matter constituted a grave menace to our work. Still another serious drawback was the lack of suitable recreation

grounds for our patients during the summer. The only accommodation of this kind was a few shade trees on our front lawn and directly on the street, thus exposing patients in wheel-chairs and cots to the annoyance of dust and traffic and to the publicity of all the passers. Still another consideration was the isolated situation of South Lancaster, necessitating one or more changes in order to reach it by rail from almost any direction. While we have appreciated these drawbacks during the past three years, the managers have felt that the Lord planted the work here, and until he should provide a better place, we would here be content.

Early last spring our attention was called to a remarkably fine site for a sanitarium within a few miles of Boston. The property was called the Langwood Hotel and is widely known among the people of Boston and vicinity on account of the great natural beauty of its environments. This property consisting of forty-one acres is located in the midst of the Middlesex Fells, a park of three thousand five hundred acres which has been reserved by the State for public use in order to preserve the wonderful natural beauty of its rugged hills, dense woodlands and sparkling lakes. All this is open to the guests of the hotel, while on the spacious grounds of this private property are tennis-courts, golf-links, sunny lawns, shady pine groves, orchard, meadow, farm, and garden; in fact, it would seem that every possible need in the way of natural environments had been provided. The front lawn overlooks a beautiful lake, while from the highest point the view stretches away for many miles over cities, towns and woodlands into the ocean itself.

The ample and substantial buildings are thoroughly equipped with all modern facilities, as electric lights, steam heat, water and sewer connections, etc., and are thoroughly furnished ready for occupancy. The

place is nearly a mile from the city and is entirely secure in its isolation, as the surrounding land belongs to the State and can never be built up; and yet the place is within easy access of several million people, being surrounded on every side by populous cities. Trains run every few minutes to and from Boston, while a single fare on the trolley takes one to the heart of the city. Melrose, Malden, Medford, and several other cities, are within easy driving distance. Altogether it seemed an ideal place for our work. Six different members of our board investigated the place personally and all received the same impression. Dr. Kellogg also looked over the property just before sailing for Europe, and his advice was to secure the place by all means.

Although the property was formerly valued at \$100,000, it was finally offered to us at less than half this amount, and on exceedingly easy terms. Still the board hesitated on account of the problem of managing two sanitariums so far apart, and yet occupying so nearly the same field. When at this juncture Mr. Thayer came forward with a very generous proposition to buy our entire plant here, it seemed evident that the Lord was opening the way for us to secure the Boston place, and the board was perfectly unanimous in this feeling. By the terms of the sale here we are to receive the full valuation of the property, and yet be allowed to remove the entire plant, including the buildings; and are allowed to retain possession for another year. Under the circumstances, there seemed to be nothing to be done but to make the change. We expect to fit up our new quarters at once, in order to accommodate the overflow from here. We shall probably continue our work here as usual for another year, which will give ample time to bring about the transfer.

Since the announcement of the sale of our place here, we have re-

ceived letters from all parts of New England offering inducements for the Sanitarium. Some of these offer us a free site. We have also received many expressions of regret from the citizens of Lancaster and the business men of Clinton at the prospect of our leaving this vicinity; and on our part, we also very much regret the change, except for the prospect of greatly improved opportunities for our work.

C. C. NICOLA, M. D.

The PRINTED PAGE

"Publicly,
and from HOUSE to HOUSE"

THE BOOK WORK.

NEW ENGLAND CONFERENCE.

WEEK ENDING JUNE 6, 1902.

Name	Place	Ords	Val	Hlps
DESIRE OF AGES.				
1 Cora A. Spencer,	Worcester,	2	10.50	1.50
2 Lottie Wright,	Natick,	3	14.00	3.50
GREAT CONTROVERSY.				
3 M. C. A. Jacobs,	Worcester,	10	26.25	2.25
4 C. E. Mattison,	Campello,			8.25
STORY OF REDEMPTION.				
5 Mrs. G. Laycock,	Worcester,	5	6.00	4.50
Totals,	5 Agents,	20	\$56.75	\$20.00

Time.—No. 1, 18 hrs; 2, 16 hrs; 3, 18 hrs; 4, 28 hrs; 5, 15 hrs. Total, 95 hrs.

Deliveries.—No. 1, \$83.00; 2, \$11.00; 5, \$6.50.

NEW YORK CONFERENCE.

WEEK ENDING JUNE 6, 1902.

Name	Place	Ords	Val	Hlps
PATRIARCHS AND PROPHETS.				
1 A. B. Coverstone,	Lorraine,	5	12.25	
BIBLE READINGS.				
2 Ada B. Noftsger,	Utica,	13	28.00	4.00
GREAT CONTROVERSY.				
3 *J. H. Deeley,		21	48.50	.50
MARVEL OF NATIONS.				
4 Herman Greene,	Taylor,	16	22.25	3.25
COMING KING.				
5 Mrs. F. N. Johnson,	Rome,	1	1.00	
6 *Lillian Carnahan,		9	9.00	1.75
7 G. B. Stevens,		16	16.50	
8 Mrs. M. Fryer,	Middletown,	1	1.00	
9 Clara M. Coe,	Gloversville,	6	7.00	.25
10 Mrs. H. H. Wilcox,				7.70
Miscellaneous,				17.45
Totals,	10 Agents,	88	\$162.95	\$17.45

Time.—No. 1, 33 hrs; 2, 11 hrs; 3, 41 hrs; 4, 35 hrs; 6, 16 hrs; 7, 21 hrs; 8, 5 hrs; 9, 17 hrs. Total, 179 hrs.

Deliveries.—No. 1, \$2.25; 2, \$7.50.

*Two weeks.

PENNSYLVANIA CONFERENCE.

WEEK ENDING JUNE 6, 1902.

Name	Place	Ords	Val	Hlps
GREAT CONTROVERSY.				
1 G. B. Jenkins,	Emerald,	1	2.25	17.75
LADIES' GUIDE.				
2 Mrs. M. B. Colecord,	Couders't,	5	15.00	2.75
OBJECT LESSONS.				
3 Mrs. A. Vincent,	Bradford,	15	18.75	3.10
4 Mrs. L. M. Russell,	Warren,	11	13.75	
5 Mary E. Diener,	Allentown			1.50
Totals,	5 Agents,	32	\$49.75	\$25.10

Time.—No. 3, 20 hrs; 5, 5 hrs. Total, 25 hrs.

Deliveries.—No. 1, \$6.50; 4, \$15.00.

FOLLOWING UP THE INITIATIVE.

It is said that many a signal victory has been turned into defeat because it has not been followed up, or because of the lack of an adequate reserve force, or because the reserves have failed to cooperate; on the other hand, some of the world's most renowned generals and statesmen have been noted for striking again and again in quick succession, and this is what has made them great.

As Christian workers we are in the war; we have "the sword of the Spirit, which is the word of God," and this same book is an arsenal out of which may be obtained every weapon of offense and defense; weapons which are mighty even "to the pulling down of strongholds." The smaller weapons of our warfare, as may properly be claimed, are our books, tracts, periodicals, etc., which are laden with truth and vitalized by the same mighty Spirit which gives to the word of God its power.

As to our denominational equipment, we can say further, that we have the formal organization,—publishing houses, tract societies, and agents, ministers, Bible workers, etc.,—but have we the wisdom which shows itself in cooperation and that wise generalship alluded to in the former part of this article? When we have gained an advantage, do we follow it up for repeated and final victory?

To use another illustration, a great commercial house sends out its drum

mers or salesmen; they obtain their initial orders, but they are not content with these; the first goods delivered in any line are but a *sample*, and the house keeps a record of its customers; from time to time the salesman revisits them, and between times advertising matter is sent and an effort is made to keep up a correspondence, or some kind of systematic communication, in order to hold the trade and to enlarge upon it. No matter how valuable or important the products of a concern may be, unless it advertises and sends out its agents to distribute *samples*, or to take orders, and thus get its goods before the public, their stock will lie dead on the shelf. But the goods of the enterprising merchant do not lie on the shelf, neither should our heaven-sent wares; our publications are such as the people need, and they should have them.

Our publishing houses and tract societies should work together to the end that an adequate corps of competent agents be kept constantly in the field, introducing our books, or putting out the *samples*, so to speak, and the ground should be gone over again and again with others of our good books, to supply the demand that has been created for them; lists of subscribers should be kept by the societies, classified according to their purchases,—the different books they have taken,—and *they should be corresponded with*.

The newspapers are daily chronicling events which are closely related to the facts, predictions or principles contained in our books. You see something of this kind in the paper; you know who has the book—you have the list of purchasers—and now you and your assistants grasp the opportunity to use a weapon "mightier than the sword," and soon the postmen are distributing letters in which you have brought together these current events and the sayings in the book. You have quoted from the

newspaper or the book or both, and you tell the page, and now the book is taken from the table and read with interest, and the owner is brought to realize what a treasure he has "and did not know it," as was recently expressed by a person who had had "Great Controversy" on his shelf for ten years, and who, by the way, has now accepted present truth, a result which might follow in many instances if this work of "following up" were attended to as it should be.

What can we say to emphasize sufficiently the importance of this much-neglected work, this lack of good common sense in our methods of operation in carrying on the Lord's work? Is not this after-work of cultivating and watering almost universally neglected, and is it not criminal neglect? And is not this *initial* work of our agents greatly underestimated?

But to return again for a moment to this matter of correspondence; when calling attention to some particularly interesting topic, we would suggest that reference might be made to other works on the same subject, to some book, larger or smaller, or to tracts and pamphlets, whichever seems most suitable, and thus there other publications be advertised and sales made; and it may not be out of place for us to suggest right here, that, as is the custom in the commercial world, when sales are thus affected, the agent who broke the ground, or who first introduced the line, be given a share in the profits that accrue from sales made directly from the house (the publishing house or the tract society). Cooperation in labor, we urge; community of interests in sharing the products of this labor we merely suggest, as a problem to be worked out later if thought worth while.

Already the canvasser is recognized as a valuable adjunct in preparing the way for the minister and the Bible worker, and we are glad to see these different classes of laborers assim-

lating more and more each to the work of the others, and we hope the time is not far distant when no field which has been plowed by the canvasser and sowed with good seed will be left to grow up again to weeds and briars.

W. B. WALTERS.

ITEMS OF INTEREST

BOSTON.

—The Sunday night services are growing in interest and attendance.

—Brother H. C. Wilcox arrived in Boston the sixth inst. to spend a few days in the interests of the book work.

—Elder S. N. Haskell gave us an exceedingly interesting, edifying, and encouraging sermon on the nearness of the Saviour's coming, Sabbath afternoon, the 7th inst. He admonished us to put away all differences while the opportunity is ours, as we can not know when probation closes. Brother H. B. Tucker, of South Lancaster, attended our service with Elder Haskell. They both left too soon to please us.

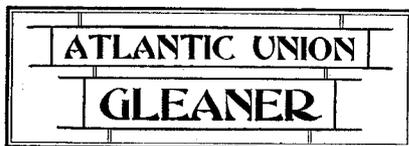
G. R. RUGGLES.

—The address of Elder C. H. Edwards, until further notice, will be 983 Freeman St., Bronx, New York City.

—Brethren George R. Israel, of the GLEANER office, and Paul C. Mason, of the Academy, are enjoying a bicycle trip to Rome, N. Y.

HEALTH FOODS.

Edward W. Coates, 249 W. 15th St., New York City, is agent for the Sanitas Nut Foods, and Battle Creek Sanitarium Health Foods, also New York agent for Ko-nut, a pure vegetable substitute for animal fats, and all kinds of Nuts, Dried Vegetables and Fruits, also dealer in special Health-food Flour (wholewheat), etc. Freight paid a limited distance on orders of \$5 and upward.



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WE will send the GLEANER to any address until September 24 for ten cents.

THE Sabbath-school Lesson pamphlets for the coming quarter are now ready, and may be obtained of your State tract society.

ELDER A. E. PLACE and family left South Lancaster June 12 to visit friends and relatives in the State of New York. We trust that he may obtain a much-needed rest.

THE following line has been received from Elder R. D. Hottel: "Brother James Gargett, treasurer of the Virginia Conference, died at Chester, June 11. Particulars next week." "Blessed are the dead who die in the Lord from henceforth."

CARDS have been received announcing the marriage in Boston, June 11, of George B. Mason, South Lancaster, and Miss Maud E. Long, McLallen Corners, Pa., a graduate from our Academy, class of 1902. Mr. and Mrs. Mason will be at home at South Lancaster after July 15. Their many friends wish for them a happy, useful life.

WHICH IS MORE PATRIOTIC?

WHILE writing "Which Is More Patriotic?" for the GLEANER last week, we imagined that we heard its readers saying, "We do not waste money on the fourth of July." Good! Undoubtedly many of you do not, and it were well if all could bear the

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same testimony. There are some among us who do not appear to have given this matter careful consideration in all of its bearings, and there is yet quite a little money expended unnecessarily by the children and youth in our midst.

Abraham commanded his children and his household after him to keep the way of the Lord, but this coercive method of persuading children has long since become unpopular. The present theory is that the wishes of the children, not those of the parents, are to be gratified. It occurred to us, however, that, if taken in time, these youth might be led to see the blessedness of giving to God that which, thus bestowed, would become enduring riches.

It has been estimated that a donation averaging fifty cents per member will be sufficient to pay the indebtedness of the Christiania Publishing House. If you are not accustomed to expend money on this annual holiday, please consider what you formerly spent, or how much is expended by those around you, and see if you can not afford to donate an equal amount to this good work. Surely if they can devote so much to the fleeting pleasures of a day, you can deposit more in the bank of heaven—the only place where treasure is sure to yield rich and lasting returns. What a glorious record it would be if the people should offer so willingly that not only this debt would be paid, but there would be a fund in reserve for work in other lands!

THERE is no authority short of God. Look up to him, expect his teachings. And though clouds of uncertainty may come, never let them make you turn your eyes away in discouragement, or think that on the earth you can find that guidance which is not a thing of earth, but which must come to us from heaven.—*Phillips Brooks.*

HEAVEN is never deaf but when man's heart is dumb.—*Quarles.*

AN UNPARALLELED OFFER.

THE Good Health Publishing Company have kindly offered to club *Good Health* one year with the ATLANTIC UNION GLEANER for 85 cts. The regular price of the *Good Health* is \$1.00 and of the GLEANER, 50 cts. You will readily see that this is furnishing you the papers at a trifle more than half price, but these terms are made only with a view to rapidly increasing our list.

THE LIFE BOAT AND GLEANER.

By an arrangement recently effected, the *Life Boat* and the ATLANTIC UNION GLEANER will be sent one year to any address for sixty cents.

According to a notice which has already appeared in our columns, the June issue of the *Life Boat* is an anti-cigarette number. This should be circulated extensively, and it can be obtained at one and one-half cents each. Order of the publishers or of your State tract society.

GOOD HEALTH.

THIS year there will be no special midsummer number. The regular July number will take its place and we have endeavored to make it strong, attractive, and effective. It will be well illustrated and particularly attractive in the presentation of the following articles:

"Disinfection in the Sick Room," by Newton Evans, M. D.; "Sleep Producers," by J. H. Kellogg, M. D.; "How to Keep Cool," by D. D. Paulson, M. D.; "The Settlement in Hot Weather," by Emma Winner Rogers; "Germs in the Kitchen," by F. J. Otis, M. D.; "Seasonable Cookery," by Mrs. L. T. Burden; and "Swimming as an Exercise," by H. B. Farnsworth, M. D.

Good Health should be circulated by the thousands. In lots of ten or more, five cents per copy. Order direct or from your tract society.