

THE GLEANER.

Vol. 1.

MELBOURNE, MARCH, 1897.

No. 9.

HOW TO LEAD A MEETING.

Come filled with your subject.
Be on time in opening and closing.
Be perfectly natural and yourself.
Be tremendously in earnest.
Speak so that all can hear.
Get out of the old ruts.
Do not take up another's time.
Have something to say and say it.
Have singing books for the singers.
Don't sing as if at a funeral service.
Never mind the critics.
Strike for results while the iron is hot.
Always give the best you have.
Use plenty of Bible and use it warm.
Seek for power from on high before you come.
Don't look uneasy when a crank gets up.
Have a good variety in every service.
Make the stranger cordially welcome.
Don't think you are the meeting; you are only leader.
Give a suitable invitation to the unsaved.
Have confidence in God and show it.
Get the people's minds off yourself and on God.
—Selected.

LITTLE THINGS.

(Continued.)

LAST month I made a few suggestions to our agents concerning some little things in their work, such as reporting, keeping accounts, etc., and I wish to add a few more items for this number of the GLEANER. We hope these suggestions will be carefully noticed and followed, for they all have much to do with the success of this department of the Lord's work. Some items may seem small and of little importance, but it is not so. Each occupies its important place, and any failure leaves the agent's work faulty.

SUDDEN CHANGES

in the plans and work of our agents have sometimes been made without any notice or suggestion being given to the Society, and much anxiety and trouble has sometimes been caused by it. We may have expected

an agent to work for a long time, and very likely have ordered many books from London to meet his wants, and then without notice he leaves the work. This seems much worse to us when we find that he has been planning the change for months, and has said nothing about it. If we could know quite clearly what the plans of our agents are, we could plan better to assist them, and if they wish to leave the work, we could prevent overstocking with books if we knew the plans a few weeks before. I am sure all will see the great importance of this, and be pleased to act in harmony with the suggestion.

WHEN RETURNING BOOKS

to the office, please send a list of the books sent. Failure to do this makes the cost of entering at this port 2s. 6d. more to the agent who returns the books. It also makes additional work and trouble to pass them through the Customs.

KEEP IN THE TERRITORY

that has been assigned to you until you have made arrangements with the general agent for other territory. Sometimes it seems necessary to make a change quickly, but please do not decide to make the change till the proper arrangements have been made. Some other agent may have been sent to the place where you desire to go, and you may get mixed up with him to the loss and disadvantage of both; or the book you are selling may have been there before you.

ALL ORDERS

for books or other supplies should be made with much care. It is frequently the case that some important item is omitted, such as the shipping address, the private address, or the date of delivery; and sometimes even the number of books of a certain kind has been omitted. Then we have to write for further instructions, and thus delay the shipment; or we may have to guess at the item, and we are not very good at that business. When possible, it will be well for you to have a second person check up your order, and thus make certain that it is all right.

E. R. P.

We fail in sacred duty,
When we forget to pray;
Or seek God's gracious presence,
To guide us day by day.—Sel.

“TIME IS MONEY.”

ZEEHAN, TASMANIA.

THIS is an old adage, and it is also true that in the Lord's work at this late hour of the day, it is too precious to be lost. The Lord can bless a man who works hard better than He can a man who is only half awake, and might as well be asleep. Can you explain the logic of the canvasser who worked forty hours one week, and sold twenty books, and the following week, after working only twenty hours and selling ten books, he complained that he did not have as good success as the previous week because he had bad territory? A few months since, when the general canvassing agent in America was asked if he wanted a canvassers' institute in connection with the General Conference, he replied that he did not “if it was to discuss more methods. Our chief need at present is more of the gospel of hard work.” Now, brethren, the hot, sleepy time of the year is about gone, and it is time we were girding up our loins like men, and getting down to solid work. I hope none of our agents will join the ranks of those tired “working men” who are advocating a six hour day, and one or two holidays per week! There are no “soft jobs with big pay” in the Lord's service, but there is good pay (not wholly in gold) for those who work hard. Last week an agent sent in a report of about £50 sales in one week. I looked for the number of hours, and found he had worked forty-nine. One agent writes, “I am in debt because I lost too much time.” Of course he is; and the only way to get out is to lose no more of it.

E. R. P.

MOONTA, S. A.

LAST week I called upon a lady who is much interested in the truth. It appears that Brethren Michaels and Craddock have held Bible readings with them. She said that her husband and herself would never forget the pleasant times they had had together. She also said she had received good letters from Melbourne. She does not attend any place of worship because of the error taught. Her husband attends occasionally, but is not at all satisfied. They have Bible readings at home together. She said her mother saw the truth and that it comforted her in her last days. She longs for the time when the living preacher will come to Moonta. I was told over and over again that many who used to attend the churches seldom go now. I asked the cause. Some say they do not know. Others, that ministers preach for a living. Perhaps our denominational books have something to do with the matter. May the Lord hasten the time when all shall hear the truth.

M. MOSEDALE.

WE have already found weekly subscribers for the dozen *Echoes* ordered some time ago, and think we can place two dozen more if you will send them along at once. We have a good interest already among some of the people. One family who purchased “Bible Readings” from Bro. Fisher see the Sabbath and are preparing to take their stand. We had an excellent meeting with them last week. The Lord is working upon hearts. There is a large field here for missionary work.

P. B. RUDGE.

CROYDON, NORTH QUEENSLAND.

WHEN I increased my club of *Echoes* to twelve copies, I had only three subscribers. I have since found customers for the remainder, all being really pleased with the paper. Please send me another dozen. I will make it my duty to obtain subscribers for these likewise. My prayer is that they may be the means of bringing many to a knowledge of the truth. I received a letter from Normanton a few days ago from a subscriber to the *Echo*. He informs me that his paper is received regularly, and that he is beginning to think it is all true.

J. O. WILLIAMS.

CHARTERS TOWERS, QUEENSLAND.

SINCE returning from Townsville I have been occupied in visiting my readers. I find in all cases a willingness to continue. I am leaving the people as far as possible to make their own decisions without any persuasion. The truth, when plainly set before them, seems to do its work when pressed home by the Spirit of God. Nine in all have accepted the truth, and others are interested. We are looking forward to the visit of the ministers to put things on a firm footing. If it is decided to make a public effort, the town should be worked with the *Echo*. I think some of the new Sabbath-keepers will be ready to work soon. We are meeting with some opposition from the ministers, who are adopting their usual tactics to prejudice the people against us and our books.

T. WHITTLE.

ONE of the brethren in the *Echo* office took fourteen yearly subscriptions for the *Sentinel* in one hour last week. He found the time by taking a part of two lunch hours. He also took four subscriptions while coming to his work one morning on the train. “Instant in season and out of season” is the way for busy people to find time to do a little work for the Master.

MONTHLY SUMMARY AUSTRALIAN CANVASSING WORK.

February, 1897.

AGENT AND TERRITORY.	DAYS.	HOURS.	CAN.	ORD.	M.	L.	C. G.	C. M.	C. P.	HELPS.	TOTAL VALUE.
PATRIARCHS AND PROPHETS—											
Down's Mr. J. B. ... Kyneton, Vic. ...	17	90	192	28	4	5	10	9	—	£3 3 6	£1 13 6
Mills, Mr. P. W. ... Armidale, N. S. W. ...	18	141	248	27	4	1	12	10	—	1 11 6	16 6 6
Oliver, Miss L. ... Launceston, Tas. ...	17	140	164	15	5	1	4	5	—	3 2 0	13 16 0
Gill, Miss M. ... Launceston, Tas. ...	17	145	146	13	2	2	5	4	—	3 9	12 1 6
Carswell, Mr. W. R. ... Toowoomba, Q. ...	19	144	219	38	3	5	16	14	—	3 10 0	27 5 0
Carswell, Mrs. W. R. ... Toowoomba, Q. ...	15	122	155	32	2	7	16	7	—	2 16 6	23 11 6
BIBLE READINGS.—											
Turnbull, J. I. ... Lillydale, Vic. ...	5	34	52	9	1	3	—	4	—	1 0 0	6 17 6
Dean, Mr. J. L. ... Cowra, N. S. W. ...	—	—	—	5	—	3	—	2	—	—	3 10 0
Chapman, Mr. T. A. ... Macleay River, N. S. W. ...	20	123	184	44	1	6	3	29	5	15	23 14 0
Chapman, Mr. T. A., H. H. Book. ...	—	—	—	3	—	1	—	2	—	—	4 10 0
Reekie, Mr. P. ... Warwick, Q. ...	13	106	126	39	2	13	10	11	3	1 9 0	25 11 6
Reekie, Mr. P., Prophecies of Jesus ...	—	—	—	9	—	—	—	—	—	—	2 18 6
Fisher, Mr. W. F. ... West Coast, Tas. ...	4	26	49	3	—	1	—	2	—	12 0 0	2 7 0
Adcock, Miss E. ... S. Brisbane, Q. ...	14	59	107	31	7	6	9	7	—	1 7 6	22 9 0
Walker, Miss G. E. ... S. Brisbane, Q. ...	13	47	78	21	3	2	2	11	2	1 0 0	12 18 6
Innis, Mr. J. ... Hagley, Tas. ...	7	55	43	16	3	3	7	3	—	9 0 0	11 11 6
Innis, Mrs. K. ... Hagley, Tas. ...	5	30	25	2	1	—	—	1	—	9 0 0	1 19 0
Johanson, Mrs. F. ... Perth, W. A. ...	15	100	—	41	20	2	16	3	—	3 2 0	36 2 0
DANIEL AND REVELATION—											
Hindson, Mr. J. ... Geraldton, W. A. ...	—	—	—	25	22	1	—	2	—	—	24 0 0
Reekie, Mr. F. W. ... Eastern R. ...	—	—	—	1	1	—	—	—	—	—	1 0 0
GREAT CONTROVERSY—											
Masters, F. ... York, W. A. ...	—	—	—	13	3	1	9	—	—	—	9 7 6
H. H. BOOK.—											
Mackenzie, Mr. A. G., Wandiligong, Vic. ...	8	62	53	28	—	9	—	19	—	—	41 17 6
Currow, Mr. A. ... Wandiligong, Vic. ...	15	124	143	41	1	21	—	19	—	—	65 12 6
Currow, Mr. A., "Masterpiece" ...	—	—	—	9	—	—	—	4	—	—	8 15 0
Michaels, Mr. C. P. ... Gippsland, Vic. ...	10	—	—	37	—	5	—	28	—	—	54 5 0
Michaels, Mr. C. P., Ladies' Guide ...	—	—	—	5	—	1	—	4	—	—	4 11 0
Reekie, Mr. F. W. ... Eastern Railway, W. A. ...	19	141	266	89	1	15	—	73	—	3 7 0	132 14 6
Bell, Mr. R. S. ... Quirindi, N. S. W. ...	—	—	—	4	—	—	—	3	—	—	5 17 6
Hindson, Mr. J. ... Geraldton, W. A. ...	20	—	—	54	12	9	—	33	—	—	94 2 6
LADIES' GUIDE.—											
Johanson, Mrs. F. ... Perth, W. A. ...	—	—	—	25	10	5	—	10	—	—	27 15 0
Bell, Mr. R. S. ... Quirindi, N. S. W. ...	16	—	—	40	2	5	—	35	—	—	36 10 6
Gooding, Mrs. C. ... Moonta, S. A. ...	19	126	121	27	—	7	—	20	—	2 17	29 14 6
Gregg, Mrs. M. A. ... Islington, N. S. W. ...	20	137	233	98	5	22	—	71	—	3 2 0	95 4 0
Mosedale, Mrs. ... Moonta, N. S. W. ...	19	105	129	29	—	5	—	24	—	2 14	29 9 0
MAN THE MASTERPIECE—											
Masters, Mr. F. ... York, W. A. ...	4	—	—	26	2	8	—	—	—	—	30 3 0
SUNSHINE—											
Olsen, Miss A. ... Toowoomba, Q. ...	5	29	54	5	—	—	—	—	5	—	1 12 6
Lacey, Miss N. ... East Maitland, N. S. W. ...	16	96	91	8	—	—	—	5	3	1 2 0	3 19 0
Hawkins, Miss M. ... East Maitland, N. S. W. ...	17	98	120	7	—	—	—	5	2	2 8 0	4 18 6
Hughes, Mr. C. H. ... Brisbane, Q. ...	—	—	—	—	—	—	—	—	—	3 13 0	3 13 0
SUNBEAMS—											
Stoate, Mr. R. J. ... Bendigo, Vic. ...	10	90	217	40	—	—	9	—	31	3 15 0	24 17 6
Totals	417	2380	3215	987	117	183	141	483	63	£50 14 6	£1001 12 0

BIBLE ECHO SALES during February, 1897.

CHURCHES.	MEMBERSHIP.	ECHOES.	UNORGANISED COMPANIES	ECHOES.
Adelaide	146	4,130	Brought forward	11,419
Ashfield	66	280	Bendigo	60
Ballarat	50	228	Brisbane	1440
Bismarck	56	60	Geelong	366
Brighton	20	96	Ipswich	48
Broken Hill	11	624	Kangarilla	36
Cooranbong	50	232	Launceston	72
Hawthorn	50	184	New Zealand	5,224
Hobart	96	444	Miscellaneous	2,989
Kellyville	16	60		
Latrobe	10	48		
Melbourne	214	583		
Malvern	24	96		
Marimatta	70	168		
Perth	29	600		
Prahran	52	702		
Prospect	12	48		
Rockhampton	63	360		
Sydney	84	1980		
Toowoomba	28	208		
Williamstown	58	288		
Carried forward		11,419	Total	21,654

NOTES.

NOTICE the summary, Total sales £1,001 12s. Largest four weeks' work we have yet recorded.

BRN. W. H. J. WILSON AND J. I. TURNBULL have begun to work the western district of Victoria for the "Home Hand-Book." Our best wishes follow these workers, and we expect they will keep up the good record that has been made by all the agents who have worked with this valuable book.

PASTOR HAWKINS returned to Adelaide on the 3rd inst., and on the 7th inst. a series of tent meetings, to be conducted by Pastors McCullagh and Hawkins, was opened in a central part of the city. The attendance the first evening was about three hundred, and the prospects for the work there are encouraging.

FROM time to time advertisements from various business houses appear in the *Bible Echo* and the *Southern Sentinel*. We endeavour to insert only good, clean advertisements which will be in harmony with the tone of our papers, but our readers must not conclude that the managers of these papers are acquainted with the worth or genuineness of any of the articles advertised.

ON the 12th inst., Bro. and Sister N. A. Davis, with their two children, arrived in Melbourne after a week's voyage from Brisbane. They have come to work with "Home Hand-Book" in this colony. The tide seems to be rolling back to Victoria, and it looks as though this colony, where so many books have been sold in the past, will again stand at the head. Bro. and Sister Davis now expect to begin work in Ballarat and district.

THE BIBLE ECHO.

WE are glad to report that the circulation of the *Echo* is steadily increasing. In December the number distributed was 19,872. In January this number was increased to 20,890, 1018 more than the previous month. During February we have disposed of 21,654, a further increase of 764. A comparison of the summaries shows that the increase has not been largely from any one place, but that there has been an added interest in many different parts of the field. This shows a healthy growth, and we trust that the words of appreciation that are received from time to time from the readers of the *Echo* will stimulate others to do what lies in their power to place this valuable paper in the hands of their friends and neighbours. Who can tell what good even one paper sent out each week may do?

THE SOUTHERN SENTINEL.

THE first number of the *Southern Sentinel* in its new form has been very heartily received and quickly circulated. The edition of 4000 copies has been sold, and there are orders to hand which we are not able to fill. It is indeed cheering that our people have responded so promptly and heartily in this enterprise, and we regret that a larger edition of this first number was not printed, so all might have been supplied. Those who may be taking yearly subscriptions, and do not have the first copies to supply to the people, will need to arrange for the subscriptions to begin with the second number. This number will soon be ready, and will contain matter of the greatest importance. An edition of at least 10,000 copies ought to be circulated. A gigantic and well organised effort is being put forth by the churches of Australia to influence by petitions and otherwise the men who have been chosen as delegates to the Federal Convention, to lead them to mould the Federal Constitution, which they are to frame, on a religious basis, which will recognise the Christian religion as the foundation of the government of Australia. If this effort is successful, the way will be paved for the enacting of laws to enforce the majority's *ideas* of the Christian religion. The object of this second number of the *Sentinel* will be to explode the absurd sentiment, which is so actively abroad in nearly all the churches of the world, that God will be honoured if His name is inserted in the constitutions of civil governments, and if Christ is recognised by some civil expression as the king of the nations of this world. Now is a grand time to work when this question is before the people, and we can work in no better way than by pushing this number of the *Sentinel* as earnestly as possible. Please send in your orders as soon as you can.

AUSTRALIAN TRACT SOCIETY.

To ALL who are desiring the cloth "Hymns and Tunes," at 6s. 9d., we would say that a quantity have just arrived, and we are now prepared to fill any orders received.

THE GLEANER.

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