



## “Evangelizing Britain” with “Present Truth”

*Present Truth* enjoys an average circulation of about twenty thousand copies per issue. Where do they go?

The answer is found in the table on page seven. There you will see the churches, with their membership and the number of papers taken. It will not be difficult to work out the number of copies per member.

One of the impressive facts gained from this list is that barely 1,500 copies of *Present Truth* are being circulated among the 7,500,000 inhabitants of London! Evidently there is a little more that could be done here.

Into Birmingham, with its 900,000 inhabitants, we are sending about 250 copies of *Present Truth*, although *Good Health* is somewhat better represented.

In Manchester and district, with its 1,000,000 souls, we are distributing about as many as in London—1,500 copies!

Into Sheffield, with its 500,000, we are sending three dozen!

So we might go on—but you can discover all sorts of interesting facts for yourself by just looking down the list.

Some churches are taking less than one copy per member!

And in such an hour as this! It is enough to make the angels weep.

If—yes, if we were to put the same enthusiasm, the same overflowing energy, the same elaborate organization, into the circulation of our missionary paper as into the gathering of funds for missions, should we not soon place its numbers alongside those of the Roman Catholic *Universe* or the *Chris-*

### A Challenging Situation

BY THE EDITOR

*tian Herald*—and so make it a real power in the land?

Is it not high time we changed this situation? Couldn't we at least *double* the circulation without any very serious effort and without hurting anybody?

*Present Truth* is our only periodical in this field containing God's last warning message for this time. Among the fifty million people of these islands it should have a circulation of at least 100,000 copies per issue. And yet here we are still hesitating around 20,000! When *are* we going to move on towards our goal?

Shall we not make a start now?



### “They Pay What they Owe”

“WHAT do you think of these new Adventist people?”

The question was probably on scores of lips when Stanborough Park was bought and our institutions moved down to Watford.

A local shoemaker's wife gave an answer which rejoiced our hearts:

“Well, I must say this for them—they pay for what they get—they pay what they owe!”

Not those exact words perhaps. But our people  
(Continued on page 6.)

### AN EXPLANATION

MANY of our people seem to have thought that the special Jubilee number of *Present Truth* was prepared solely for the Big Week Campaign in April. On the contrary it was intended to last throughout the whole of 1934, to be sold in addition to the ordinary numbers.

Nearly 40,000 copies have been sold up to date—a splendid achievement—and 10,000 remain to be disposed of between now and the end of our Jubilee year.

Before every other activity is submerged by the Harvest Ingathering Campaign, we would appreciate it if all friends of *Present Truth* would do their best to help dispose of the remaining stock of the Jubilee number. If each church would order 200—for sale between now and December—the whole edition would be cleared.

Your help in this matter will be very greatly appreciated.  
A.S.M.

# The Bible and the Harvest Ingathering Work

BY W. E. READ

THE first Ingathering effort of which we have any record in the Scriptures is recorded in the book of Exodus. It was at the time the children of Israel were about to leave Egypt and begin their journey toward the promised land. About the only difference in their effort and ours is that their campaign was probably in the spring, whereas ours is in the autumn. It may not have been a harvest campaign but it was surely an Ingathering effort. Yet how wonderfully the Lord blessed them as they went forward in faith and courage to gather from the people. In chapter eleven, verse two, we read of how the Lord bade them approach their neighbours with the request for gifts. By reading chapter twelve and verse thirty-five, we learn that they were obedient to the command of God. Verse thirty-six records how the Lord blessed His people. It says: "The Lord gave the people favour in the sight of the Egyptians, so that they lent unto them such things as they required." Heaven witnessed to their venture of faith, and much means was gathered into the treasury.

Some have wondered why the Lord should tell the children of Israel to "borrow" from the Egyptians. The fact is that they did not borrow in the sense which we understand that term. The original word translated "borrow" is used many times in the Old Testament, and in no less than eighty-seven instances is rendered by the word "ask." In other places it is rendered "desire," "request," and similar words. So really what the people did was to solicit from their neighbours, and gathered in the gold and silver for the cause of God.

We are told in the sixtieth chapter of the book of Isaiah and the margin of the fifth verse, that in the last days "the wealth of the gentiles shall come unto thee." Some may think in reading a statement like this, that in the closing up of the work, large legacies may be bequeathed to this remnant people. Now this may or may not come. One thing is certain, the prophecy is true and this word is actually being fulfilled before our eyes to-day. We must remember, however, that sometimes God depends upon the co-operation of His people to bring about

the fulfilment of His Word. Think of the statement in Matthew 6:26, where we read of the little birds. In the sermon on the mount Jesus said: "Behold the fowls of the air; for they sow not, neither do they reap, nor gather into barns; yet your heavenly Father feedeth them." Now, how does the Lord feed the little birds? Does He bring their breakfast morning by morning to the nest for these small creatures to eat as soon as they awake from their night's slumber? No! They have to go out in

search of their food. But even though they search for it, it is none the less the gift of God to them. In Psalm 104:27, 28, we read: "These wait all upon Thee. . . . That Thou givest them they gather." So it is in the prophecy of Isaiah. The wealth of the gentiles will come to this people, but the Lord will give us what we gather. So, brethren and sisters, let us be faithful in the gathering and God will give the increase.

We can surely go out with confidence to-day. There is a very encouraging scripture in the book of Ecclesiastes, in chapter two, verse twenty-six. There we read: "For God

giveth to a man that is good in His sight wisdom, and knowledge, and joy: but to the sinner He giveth travail, to gather and to heap up, that he may give to him that is good before God." Moffatt's translation of the latter part of the text is as follows: "But He sets the sinner the task of gathering and amassing wealth that he may leave it to the man whom God approves."

So the Lord gives to worldly men employment. He gives them the power to gather wealth and riches, but why? In order that they may pass it over to God's cause. Oh, if we could realize the truth of this and go out in the Ingathering work remembering that the money is there, and that it is there for us. It is the Lord's, anyway, for He says: "The silver and the gold is Mine." Don't let us think that it is begging. The people have the Lord's money and we should go out and ask them to give it back to Him. May the Lord give us all renewed courage and hope and bless us with abundant success in our appeals to the people this year.

## HARVEST INGATHERING ACHIEVEMENT

### *What Will the Record Be?*

During the past six years the results have been as follows:

1928	.....	£7,246
1929	.....	8,001
1930	.....	8,348
1931	.....	8,820
1932	.....	8,976
1933	.....	8,990

Seeing this is our Diamond Jubilee year can we not raise £10,000?

This would mean an average of almost £2 for each member.

Let us say with Caleb of old, "We are well able!"

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**Look Out for the Diamond Jubilee "Worker"—Next Issue**

## Notes from the Union President

WE have been very much encouraged by the good reports coming in from different parts of the field that some have already started in the Ingathering work. Very cheering results are being reported from some quarters. We were glad that Stanborough Park made a good start last Sunday. Fourteen of our members not connected with the institutions went out for the day and obtained a little more than an average of £1 each. Let us press into the work before the holiday season is in full swing, and remember earnestly to seek the Lord for success in our endeavours.

There is no doubt but that conditions in the country are improving in many ways. The Board of Trade statistics indicate that there is less unemployment, and that business generally is on the upgrade. This means that there is more money in circulation; and this, together with the wonderful promises of the Lord, should encourage us to go forward with real courage and confidence, knowing that as we work diligently, the Lord will crown our efforts with success.

A VERY helpful publication has just come through from the Review and Herald Publishing Association. It is entitled, *The Testimony of Jesus*, and is written by the editor of the *Review*. It deals with the subject of the Spirit of prophecy, not so much from the standpoint of the biblical basis for this gift, but canvasses various experiences through the years, which are very helpful and encouraging. All our workers and church officers should give a book of this kind their careful study, and we take this opportunity of commending it to you. The book is bound in stiff cover and has 128 pages. It may be obtained from the publishing house at Watford for 2/-.

ANOTHER little publication which will be of real help to those who are starting in to conduct cottage meetings and hold Bible studies, is a little book entitled, *Helps to Bible Study*. This is a pamphlet of sixty-four pages, and the publishing house is prepared to supply this for 10d. There are twenty-eight lessons, nicely prepared, which will materially assist all those who are contemplating taking up the Bible work in our churches.

ERE long our student colporteurs will come to the end of their summer's work. Most of them have been working faithfully and diligently during the vacation period. Let us pray that in the closing weeks of their work the Lord may abundantly bless them with good success, so that they may be able to earn the funds necessary for them to return to college to continue their education. Remember these young people at the throne of grace.

WE were very pleased to welcome Professor H. M. Johnsen from our training school in Denmark, who visited Newbold recently. Brother Johnsen has not only been successful in his scholastic

work in connection with our educational institutions, but has also done a large work in directing the industrial activities. We were very glad for the good counsel he was able to give us in connection with our industrial problems at Newbold.

REFERRING to special efforts which are being conducted by laymen, one of our brethren from the other side of the Atlantic writes:

"In a recent revival service which I conducted in our church, I baptized sixteen candidates, some of whom were brought into a full knowledge of the truth through . . . laymen's efforts. The entire church has experienced the greatest revival in years. A number of our young people and children have been converted, and our membership has become burdened for the salvation of souls. Some of the sisters have started cottage meetings; some are taking up colporteur work and magazine-selling, and still others are thinking of going out into the surrounding counties and attempting something for God."

Shall we not follow this good example and seek to do even more than we are doing to make known the message of a soon-coming Saviour! W.E.R.

## Stanborough Park Church School

FRIENDS of the Stanborough Park Church School will be pleased to learn of the successes gained by several of its pupils.

At the College of Preceptors Preliminary Examination recently held in London four entered and all passed, as follows:

Lois Futchter  
Basil Gravett  
Myrtle Richter  
Winnie Spicer

Three of the above gained distinction in arithmetic, while Basil Gravett also passed the entrance examination for the Watford Technical School.

Two other boys, Keith and Barrie Andrews, passed successfully the entrance examination to the Watford Grammar School, and Wilfred Futchter and Rowland Hebbs passed a similar examination for the Watford Central School. These results reflect great credit on the staff of teachers, who have laboured earnestly and zealously under not too favourable conditions.

It is with very great regret that the children—now sixty in number—bid good-bye to their esteemed headmistress, Sister R. Rodgers, who retires with the close of the summer term, after nine years of faithful and enthusiastic service.

A.S.M.

THE Bible is God's voice speaking to us, just as surely as though we could hear it with our ears. If we realized this, with what awe would we open God's Word, and with what earnestness would we search its precepts! The reading and contemplation of the Scriptures would be regarded as an audience with the Infinite One.—*"Testimonies," Vol. 6, page 393.*

# South England Conference

*President: Pastor H. W. Lowe.*

*Office Address: 395 Holloway Road, London, N.7.*

## Notes from the President

STATISTICAL reports for the half year are now available, and we are glad to say that our tithe shows an increase during this period of £280, as compared with the same period of last year. Our total mission offerings are £100 more for the same period. We had anticipated an amount of tithe this year which would mean our raising more in this respect than the conference has ever before raised, and we are glad to say that we are only £87 below our budgeted figure and the books were closed before everything was in. Several churches, with the Harvest Ingathering goal in mind, made membership adjustments, which means that although we added eighty-four new members, we dropped approximately the same number, either by transfer or by apostasy, so that our membership is practically stationary. Baptisms are in prospect at Bournemouth, Wimbledon, S. London, Cheltenham, and Holloway, and the third quarter should show a considerable gain in membership.

Brother C. A. Reeves is holding his second baptismal service on Sabbath, July 28th, in the Wimbledon Church. His campaign is thus bearing good fruit.

Brother Clifford Anderson is having full meetings in the tent at the rear of the Lewisham Church, and plans a good baptism this quarter.

Brother Jackson will, D.V., hold a baptism in Bournemouth on the 28th as the result of his recent public meetings.

## AUTUMN PLANS

OUR committee has just decided on several advance moves in the direction of vigorous evangelism for the autumn. We hope that Brother R. A. Anderson and his staff will be blazing a trail in Hammersmith, or some adjacent district in the western section of London. Brother Reeves, we trust, will be working aggressively in the Clapham district. An effort is also planned for Plymouth by Brother L. A. Watson, while if all goes well, we are trusting to have Brother B. F. Hardy and Brother W. J. Cannon in new work in the Hornsey and Ponders End areas respectively. Brother J. M. Howard is hoping to unfurl the flag in Ilford. Now is the time to pray for all these plans and efforts that they may be fruitful soul-winning agencies in the hands of the Lord.

## COLLEGE PLANS

BROTHER G. BAIRD from the college has been rendering excellent help to our churches during the summer, as the result of which we shall have quite a large exodus of students from the South Conference this year. If any of our members are in a

position to help us in our Students' Aid Fund, now is the time to assist these young people. Those who have made pledges either at the conference session, or to Brother Baird, in his visits around the churches, should kindly send their gifts along to the conference treasurer in due course.

## HARVEST INGATHERING

THE great campaign is upon us. Encouraging beginnings have already been made in many places, and we trust all our members will rally to the cause of missions at this important hour. There is nothing like a good early beginning. Workers and laity alike should jump into the fray at once and victory will be assured. May God bless all our valiant "Ingatherers" this year. H. W. LOWE.



## Going, Going—Almost Gone!

THE last opportunity to book for the South England Conference Missionary Volunteer Camp to be held at Exmouth, Devon, August 5th to 19th.

You will enjoy:

- An Ideal Holiday
- Ideal Company
- Ideal Surroundings
- Ideal Bathing
- Ideal Hiking
- Ideal Sea and River Trips
- Ideal Seasons of Worship

What more could the heart desire?

Such is camp. REGISTER NOW and obtain your camp booklet, badge, and voucher at once.

H. T. JOHNSON.



## A Sunshine School

THIS is the impression we received when visiting the Holloway Sunday-school on the occasion of its anniversary. Three years ago this school was started in the New Holloway Hall, with a mere handful in attendance. To-day we find some twenty-five to thirty children regularly attending. What an inspiration to look into their faces! There is

### REGISTRATION FORM

PLEASE register my name for the 1934 Camp, August 16th to 26th, and reserve for me a Camp Booklet, Badge, and Voucher.

Name in full.....

Address .....

.....

Age (if 18 or under) .....

Fill up and cut out this form and send with registration fee of 6d. to M.V. Secretary, H. T. Johnson, 395 Holloway Road, London, N.7. immediately. Please write "CAMP" on the envelope.

Ronnie who recites the twenty-third Psalm, and Joan who repeats the Ten Commandments. Olive has not missed once since the school commenced. Rita has missed just three times. Dennis has been coming for two years with only one break. Lily has been a regular attender. Prizes are given for those who attended regularly and thirteen of the children received a book. We should not forget John, the song leader, and others who have helped to make the school bright and cheery. We understand that some of these children are now attending Sabbath-school.

Miss Bray and her co-workers are to be commended for the splendid work they are doing. We wish the Holloway Sunday-school continued success. We see wonderful possibilities in this good work.

Every church throughout the land should have a Sunday-school, and make it a recruiting ground for real church extension. F. W. GOODALL.



### South England Colporteurs' Report, 1933

"UNTO thee, O God, do we give thanks, unto Thee do we give thanks: for that Thy name is near Thy wondrous works declare." Psa. 75:1.

These words quoted from the book of Psalms can justly be used as a heading to this report of the colporteur work for the South England Conference for the year ended December, 1933. It was a year of many problems, difficulties, and occasional setbacks, yet withal a year of victory for the faithful colporteurs of this conference.

In spite of the increased prejudice on the part of the people, due to the door-to-door methods used by many commercial companies, and the indifference shown as a result of the modern trend of thought and worldly interests, the results obtained by the thirty-seven colporteur-evangelists who laboured in various parts of this field show a marked increase over the preceding year to the extent of £1,140.

The total reported sales for 1933 were £8,118, made up as follows: Value of orders, £6,509; value of periodicals, £1,609. This represented 56,541 hours of labour.

And now a word or two about some of the trusted men and women who made these results possible. Here is our good veteran soldier of the cross, Brother F. J. Kinman, who holds the fort in the districts around Aldershot. He has fired munition to the value of £511 in the service of his King and is worthy of special mention for his diligence and devotion to duty.

Brother Rowland has been labouring in and around the city of Gloucester. He reports an increase in his sales to the extent of £58, for which we are grateful, as it shows us that God is leading in this work.

We have a family united in the colporteur work who have been working in the eastern part of the conference, and who have also increased their sales

to the value of £42. I refer to W., C. H., and A. Smith.

The good work of Brethren W. E. Gregory, A. Lacey, W. G. Chappell, and J. Olliver is also to be commended as adding to the gain in sales. We rejoice that the Lord has blessed their efforts and has kept these men in their daily service for Him.

It is always a pleasure to report recruits to the ranks of the colporteurs. In 1933 we welcomed Brother J. H. Bayliss, a graduate of King's College who, inspired by the meetings held at our annual Colporteurs' Institute, gave himself whole-heartedly to the task of carrying the printed page, a task in which he has enjoyed many rich experiences and blessings.

Brother H. G. Stearman, who has had remarkable success in selling *Christ Our Saviour* and *This Mighty Hour*, came to us after serving in the Royal Navy and now finds real and lasting pleasure in the service of his heavenly Father.

In Brother H. Welch, of Portsmouth, we have another recruit. He labours faithfully circulating our shilling books, and has followed in the footsteps of his two sisters Gladys (who was recently laid to rest to await the coming of the great Life-giver) and Marguerite, who also witnesses for the truth in England's largest naval port.

The faithful work of our colporteur sisters is reserved for the end of this report, though being by no means least. We have in Sister C. Sully a veteran worker, who for many years has patiently "carried on," and who is now approaching the end of the colporteur journey. Her hours of work for 1933 were 1,107—an inspiration and example to our younger men and women.

Sister A. Matthews reports an increase of £48 on her sales and 1,254 hours of service. Well done! Sister Matthews. If every colporteur reported similar hours our gain would be even higher. Then we have Miss D. Kent, Miss E. Chamberlain, and Miss A. Nottage, all doing their part in taking the message to the homes of the people. Mrs. A. Burroughes, of Norwich, in spite of home duties, manages to increase her sales by £26. We do greatly appreciate the work that has been done by these earnest sisters as they face the world with courage and zeal, giving of their best to the Master.

So we might enumerate many more who are one with us in this great work of soul saving. All who share with us the burden of proclaiming the truth by means of the printed page deserve mention for services rendered. We value them all very highly.

The good fellowship that exists between the publishing house and the colporteurs is worthy of special comment, as this is so necessary to smooth running, and means much toward the building up and expansion of the literature ministry. May the spirit of co-operation that knits us together remain unbroken to the glory of God and the saving of men and women as we strive to do our duty in the future.

C. L. KELLY.

## "They Pay What They Owe"

(Continued from page 1.)

were glad that the tradesmen had the impression that Adventists believed in this practical Christianity in their financial transactions.

"Owe no man anything," was an injunction which they often repeated.

"The eighth commandment . . . demands integrity in the minutest affairs of life. It forbids overreaching in trade and requires the payments of just debts"—so reads *Patriarchs and Prophets*, page 295.

Confession, repentance, restitution—how quickly the Holy Spirit impresses these things upon the soul that is yielding to the divine influences. Payment of long-standing debts has often been the fruit of genuine conversion.

A few days ago a man came up to the Press office and asked to see the manager. After he had introduced himself, he said:

"I owe you some money for books I obtained some years ago. Can you tell me how much it is exactly?"

"Well, yes, probably we could. How long ago was the debt contracted?"

It was back in 1921. Thirteen years ago!

On investigation we found the record—£35!

"Will you feel it is quite satisfactory if I give you a cheque for that amount—or do you think I should pay interest?" he asked.

"We will consider it perfectly satisfactory," we declared.

He pressed the point. He wanted to be perfectly sure.

"I am sort of feeling my way back, and want to do just what God desires me to do."

Then there was the old preceptor at the college who had helped him in times past. He owed this good man about half a guinea. Could we find him and pay him this pound—the half-guinea plus interest?

And there was another man to whom he owed money. He, too, used to be on Stanborough Park. Could we give any news of him? Would we endeavour to find him so that he also could be paid?

No wonder an odd tenderness came over us as we saw him feeling his way back to the heavenly Father. He had wandered far away in other ways, he said, but now wanted to make things right.

"If the wicked will turn away from all his sins that he hath committed, and keep all My statutes, and do that which is lawful and right, he shall surely live, he shall not die." "He that believeth on Me hath everlasting life." Ezek. 18:21; John 6:47.

A.W.

## Soul-Winning Colporteurs

COLPORTEUR-SECRETARY Grand Pre of Mexico writes: "Possibly a brief summary of the work of our outstanding soul-winners might be of interest. Heading the list is Sister Hernandez with well over 150 baptized members to her credit. Entire churches in the Vera Cruz district owe their existence to her faithful efforts. Brother Perez, a converted saloon-

keeper, comes next with 113 souls won to the truth. His latest convert, Brother Leon, already has four stars won by his three months of work in Pachuca. Colporteur Carpintero reports forty-six baptized through his efforts; Brother Arriga, thirty; Brother R. M. Flores, twenty-six; Antonio Sanches, twenty-four; Luis V. Ortega, eighteen; and so it goes.

"Truly there is no stopping place when we begin counting the marvellous blessings being showered upon our 'Knights of the Book' here in Mexico."

## At Rest

BARRETT.—Brother H. A. Barrett suddenly fell asleep in Jesus at his home in Hockley, Sunday, February 4th. With words full of resurrection promise we laid him to rest on February 9th in Hawkwell Church Cemetery, Essex. Our prayers are that God will give consolation and endurance to Sister Barrett in her loneliness and sustain her daughter, Mrs. Bevan, and her son in their great loss. JOHN G. BEVAN.

TYRRELL.—Sister Clara M. C. Tyrrell fell asleep in Jesus on Sunday evening, July 1st, age seventy-four. She joined the Bristol Church in May, 1928, and to the last was a good, faithful member. She was generous almost to a fault, ever being ready to help those in need. She helped liberally in clearing the Bristol Church debt, and was a generous giver to the cause. In July, 1931, she left Bristol and finally settled at Westcliff-on-Sea. She had a more or less troublous life, but her end was very peaceful and she was ready, repeating several times before breathing her last, "Jesus, I come." On Thursday afternoon, July 5th, in the presence of a few friends and members of the church, we laid her to rest in the Sutton Road Cemetery, Southend-on-Sea. We expect to meet our sister again on that morning so soon to dawn, when Jesus comes to gather His children home. ALFRED E. BACON.

SALWAY.—We have suffered a heavy loss by the death of Brother Frank Salway, who, after suffering from a slight cold, passed away peacefully in his sleep on June 19th. Our brother learned of the Sabbath truth thirty-five years ago in Liverpool through Brother Richardson, when canvassing with *Present Truth*. He gave ten years of his life to God's cause in Kenya, Uganda, and Tanganyika. The new hospital at Gendia, the homes for missionaries at Nakuru, and most of the permanent residences and schools were built by him. He exerted a good influence on the natives who worked under him, and was a valued colleague. Pastor O. M. Dorland with the vicar of the parish conducted the burial service at Everton Cemetery, Bawtry, where he was laid to rest. The people of the village, his workmen, and the new company at Doncaster mourn the loss of a courageous and kind Christian. Our hearts go out in sympathy to his wife, son, and two daughters who are bereaved. A. H. THOMPSON.

W. T. BARTLETT.

SANDERS.—The Wellingboro' Church will miss the sunny presence of Sister Florence Sanders, who has been a faithful member with us for twenty-three years. She had been ailing for nearly two years and on July 15th sank quietly into her rest in Jesus, at the age of sixty-eight years. We look forward with joy to the time when Jesus shall come to unite us once more with those we have loved and lost in this old world. F. CASSON.

FRAZER.—Sister Margaret Frazer was baptized by the superintendent of the Scottish Mission on December 23, 1932. She accepted the truth as the result of attending the meetings during the first effort conducted by Brother G. Tapping in Dundee. She died very suddenly on May 25th, in the Royal Infirmary, from the chapel of which institution the funeral took place on May 28th. Brother Tapping conducted the service in the chapel, and also at the graveside. She loved the truth and was anxious to be an overcomer. We left her to rest, "until the day dawn and the shadows flee away." J. ARCHIBALD.

WATSON.—Sister Watson passed away on June 7th, in a Dundee nursing home. Over thirty years ago she accepted present truth and was baptized while living in America. Returning to Scotland some years later, she has continued to be a faithful, consistent Seventh-Day Adventist, just and upright in word and action, with a store of sincere kindness underlying a quiet, reserved nature. Her name was on the isolated list of members for many years, but having removed to Dundee she was transferred to the membership of the Dundee Company two years ago. On June 9th Pastor W. G. C. Murdoch, principal of our training college, conducted a quiet, impressive funeral service in the home and beside the grave. Sister Watson fell asleep trusting in her Saviour, and she rests awaiting a glorious resurrection at His coming. J. ARCHIBALD.

HYND.—Sister Hynd, who had only been a member of the Dundee Company since December 23, 1933, when she was received into fellowship by vote, fell asleep on February 6th. She attended the meeting on Sunday evening and though not well her illness and death on Tuesday, February 6th, was very unexpected. She came into the truth through the ministrations of Brother G. Tapping in Dundee and was an earnest Christian. J. ARCHIBALD.

# Where Is "Present Truth" Being Sold?

## SOUTH ENGLAND CONFERENCE

Church	Mem.	P.T. No. 12.	P.T. No. 13.	G.H. June
Bath	34	24	60	5
Bournemouth	66	180	165	42
Miss Bedford		20	20	...
Brighton	68	115	115	29
Bristol	95	546	312	71
L. B. Conroy		510	500	18
W. Evans		72	74	14
E. L. Jenkins		240	150	...
Miss F. Talley		72	...	...
Cambridge	29	140	140	27
Miss A. Nottage		30	...	50
Croscombe	31	18	18	1
Croydon	30	224	229	98
Gillingham	12	...	...	...
Miss Chamberlain		140	140	6
Hastings	25	47	97	4
A. E. Hulbert		15	30	6
High Wycombe	20	90	87	15
London.—				
Edmonton	30	58	38	11
Forest Gate	24	34	34	40
E. R. Wells		40	33	6
London, N.	233	456	136	350
W. G. Chappell		...	...	700
London, N.W.	35	50	50	64
London, W.	46	277	284	315
London, S.	44	110	60	141
Tottenham	42	100	125	6
Walthamstow	100	290	290	127
Mrs. Gale		200	300	...
Wood Green	118	110	110	212
Wimbledon	79	450	450	...
Luton	26	20	20	5
Norwich	59	220	230	21
Miss F. Burgess		64	4	...
Mrs. Burroughes		34	33	40
L. Vince		12	12	45
Plymouth	97	340	385	8
Portsmouth	66	85	80	500
James Dean		300	200	300
H. Welch		100	175	5
Reading	41	38	38	40
Southampton	57	210	210	47
Southend	61	320	345	9
Southstoke	15	39	30	21
Stanborough Park	288	143	143	8
Watford	76	71	71	...
Yarmouth	66	77	77	...
C. R. Bonney		57	54	6
V. Walkden		208	208	30
Companies.—				
Clapham	33	100	100	11
Derham	13	31	31	...
Gloucester	22	25	...	1
Kingston	6	74	74	3
Salisbury	15	8	8	80
Miss Woollen		6	6	...
H. G. Buckle		50	42	...
Southall	8	...	...	22
J. Wood		90	90	...

## WELSH MISSION

Church	Mem.	P.T. No. 12.	P.T. No. 13.	G.H. June
Blaenavon	5	23	2	11
Cardiff	59	191	236	36
W. Smart		...	...	2000
Newport	78	128	134	43
L. Britton		72	72	7
Porth	12	68	76	2
Swansea	40	93	...	63
Companies.—				
Aberdare	9	48	48	10
Barry Dock	22	16	17	...
Henllan	4	4	4	3
Hereford	10	...	...	...
Llanely	9	25	...	100
Mrs. Payne		84	84	1
Rhos	9	10	10	8
Miss Stanton		45	45	12
Mrs. Mummy		130	...	50

## NORTH IRELAND MISSION

Church	Mem.	P.T. No. 12.	P.T. No. 13.	G.H. June
Belfast	50	200	900	225

## IRISH FREE STATE MISSION

Church	Mem.	P.T. No. 12.	P.T. No. 13.	G.H. June
Dublin	33	43	43	139

## SCOTTISH MISSION

Church	Mem.	P.T. No. 12.	P.T. No. 13.	G.H. June
Edinburgh	58	116	116	41
Glasgow	90	100	...	12
Mrs. Campbell		12	12	6
T. Paton		60	60	5
Companies.—				
Aberdeen	32	36	36	40
Dundee	30	167	117	27
Stirling	12	53	...	12
Uddingston	12	...	...	...
A. Innes		100	100	50

## NORTH ENGLAND CONFERENCE

Church	Mem.	P.T. No. 12.	P.T. No. 13.	G.H. June
Birmingham, S.	60	55	100	25
J. Benefield		...	...	2500
T. G. Belton		24	60	72
Miss E. Brown		25	25	...
Blackburn	19	50	65	...
Bradford	28	11	10	...
C. Poole		...	...	2000
Bolton	19	26	26	18
Coventry	26	103	103	37
Derby	52	60	60	18
Grimsby	26	108	20	30
Handsworth	56	35	33	7
Hull	87	199	147	15
Kettering	51	65	75	60
Leeds	82	160	160	20
Leicester	34	...	80	10
Lincoln	30	18	18	8
Liverpool	102	250	...	100
S. G. Cowley		...	1100	...
Manchester	149	205	257	20
Mrs. S. Burgess		...	60	14
Mrs. Leigh		400	500	200
Mrs. M. Prest		50	...	...
W. McLeod		650	700	850
Newbold	128	16	16	...
Mrs. Buckle		70	30	2
Newcastle	70	200	200	40
N. Shields	21	56	100	...
Nottingham	74	133	90	14
Mrs. Till		80	50	43
J. E. C. Davey		80	...	100
Rotherham	30	40	32	4
Rushden	14	24	24	...
Sheffield	41	36	37	6
P. Binks		...	...	2000
S. Shields	30	250	210	280
Stoke	16	80	80	50
Wellingborough	24	18	18	4
Wolverhampton	17	7	7	3
Worcester	36	28	28	2
York	24	103	113	10
Companies.—				
Bromsgrove	8	...	...	...
Mrs. Harris		17	17	4
Killamarsh	14	...	...	...
Miss Tesh		150	...	50
Middlesbrough	9	...	...	...
F. W. Coppock		22	55	2
W. Dowson		9	6	4
Scarborough	12	40	40	13
Sutton	15	34	34	4
Wakefield	19	200	200	63
W. Hartlepool	13	24	24	6

PRINTING.—Handbills, posters, etc., for effort work. Billheads, memos., tickets, labels, catalogues, etc. Cheap prices, prompt dispatch. Estimates free. Write: A. & E. Sharp, Electric Press, Bentham, Lancaster.

## SUNSET CALENDAR

	London	Nott'm	Cardiff	Edin.	Belfast
August 3rd	8.46	8.57	8.59	9.18	9.23
August 10th	8.33	8.43	8.46	9.3	9.9

## The Missionary Worker

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EDITOR: A. S. MAXWELL  
Copy for next issue.—August 1, 1934

# THE COLPORTEUR AT WORK

B. Belton 1933.

## The Demonstration (Continued)

"WHY are our books prepared so elaborately? Why so many expensive plates? And is it necessary to have such good paper and binding? If produced in a cheaper style more people could afford to purchase and have access to the message?"

Every little while these points are raised by well-meaning friends.

There are a number of reasons why our publications should come to the people in an attractive dress. But we will deal with the one that falls within the scope of our present study. Besides, it is one of the most cogent. It is the importance of making a favourable appeal to the eye, as referred to in our previous study.

Various authorities tell us that by far the strongest impression made in the mind is by way of "eye gate," that the appeal through the eye is more effective than through the other "royal highways" of hearing, smell, taste, and touch.

How often a person who is obviously not religious will tell the colporteur that it is "a beautiful book" he is showing. The bait of an attractive "get up" has secured his favourable attention toward the publication being displayed. As the plates and other good illustrations catch his eye he settles himself to listen to the canvass. Thus his sense of hearing is enlisted in the selling process, supplementing the effect of the eye appeal. If the order is forthcoming much of the credit is due to the "Silent Salesmanship" effected by the first-class material and artistic style of the book itself.

It is the writer's conviction that many more sales

are made than if our books had no such attractive qualities. Instead of being an obstacle in the way of reaching the people with the message, the embellishing of our books constitutes a powerful lever for accomplishing their wider circulation and study. On this account we colporteurs greatly appreciate the fact that the literature is well and artistically prepared. It enables us to "please the eye" of our prospects, and thus pull more orders.

Remembering this effectual avenue to the mind, the colporteur should practise steadying the eye of his customer to the particular statement, or chapter heading, or illustration, to which he is calling attention. Not with a mere flick of the hand, nor with the index finger even, but neatly with the little finger he should point steadily to the words as he reads.

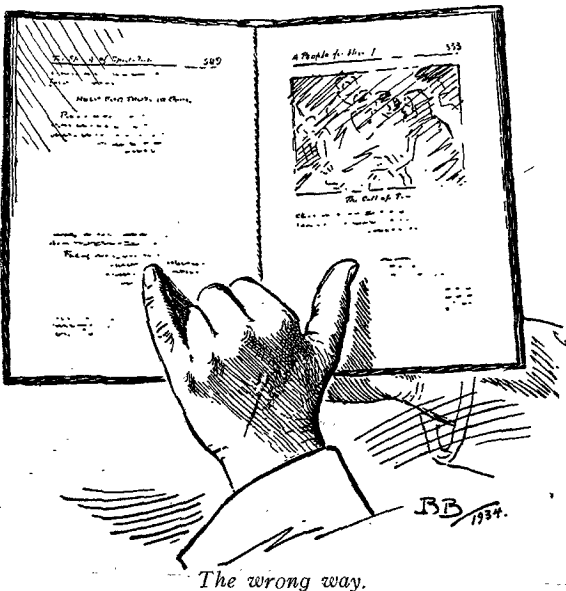
In your first endeavours to use the little finger you will probably find that your thumb has a decided tendency to project itself, resulting in the unfortunate appearance illustrated in sketch No. 1.

But persevere with the little finger method of indicating until it becomes easy and natural, whether using the right hand or the left, as in sketch No. 2.

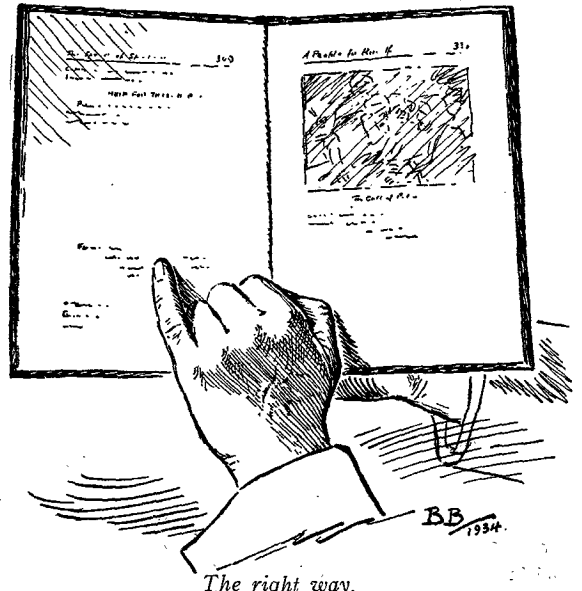
B. BELTON.



Our work has been marked out for us by our heavenly Father. We are to take our Bibles and go forth to warn the world. We are to be God's helping hand in saving souls—channels through which His love is day by day to flow to the perishing.—"Testimonies," Vol. 9, page 150.



The wrong way.



The right way.