

PACIFIC UNION RECORDER



"Then They that Feared the Lord Spake Often One to Another."

Vol. 9.

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No. 26

The Field

Report of the Annual Meeting of the Pacific Press Publishing Assn.

The sixth annual meeting of the members of the Pacific Press Publishing Association was held in Mountain View, California, January 24, 1910.

The president in his opening remarks called attention to the protecting hand of God that had been over the institution and the employees during the year that has just passed and to the prosperity that has attended our publishing work throughout the entire field.

The treasurer presented a revenue and financial statement showing in detail the workings of the institution.

The manager's report is as follows:

Dear Brethren and Sisters,

Friends and Fellow Workers:

Three years ago last July our entire plant, including buildings, books, and machinery, was destroyed by fire. Since that time the work of reconstruction and restoration has been going on, until now we have a well-equipped plant, and a fairly good stock of books ready for delivery.

Many of us here to-day well remember the sad experiences through which we passed, and the feelings of discouragement that would at times creep over us, in spite of our best efforts. But now, "behold what God hath wrought." Within three and a half short years our factory has been restored—better and

more convenient than the one destroyed, though not so imposing—every department is well equipped with machinery, so that our facilities are equal to, if not better than, before the fire. Our interest-bearing debt has been reduced, and we are in a better condition financially than ever before.

The volume of business has also been steadily growing, until this last fiscal year we record the largest volume of denominational business in the history of the institution. But the most of this work has been done on a very close margin, some of it at a loss, hence the net gain is not what it should be.

This question of cost, and the price at which we should sell our product, is one that should receive careful study. It is a subject that is agitating the minds of printers and publishers everywhere.

Last October an International Cost Congress was held in Chicago, and was largely attended by leading printers and publishers from all parts of the United States and Canada, and the one theme under consideration was the subject of *cost*.

In his opening remarks, the chairman, Mr. W. J. Hartman, made this statement:

"Ignorance of cost, carelessness in estimating, together with the frequent cutting of prices, have all combined to keep the printer poor, and ruin the trade for fellow printers, and has brought our craft into disrepute."

And right on this point we have instruction from a much higher source. We quote the following from Testimonies Volume 4, No. 30, pages 597 and 598:

"Our houses of publication are the

property of all our people, and all should work to the point of raising them above embarrassment. In order to circulate our publications, they have been offered at so low a figure that but little profit could come to the office to reproduce the same works. This has been done with the best of motives, but not with experienced and far-seeing judgment.

"At the low prices of publications, the office could not preserve a capital upon which to work. This was not fully seen and critically investigated. These low prices led people to undervalue the works, and it was not fully discerned that when once these publications were placed at a low figure, it would be very difficult to bring them up to their proper value.

"Mistakes have been made in putting down prices of publications to meet certain difficulties. These efforts must change. Those who made this move were sincere. They thought their liberality would provoke ministers and people to labor to greatly increase the demand for the publications.

"Ministers and people should act nobly and liberally in dealing with our publishing houses. Instead of studying and contriving how they can obtain periodicals, tracts, and books at the lowest figure, they should seek to bring the minds of the people to see the true value of the publications. All these pennies taken from thousands of publications have caused a loss of thousands of dollars to our offices, when a few pennies more from each individual would scarcely have been felt."

These words are just as true and just as applicable to-day as they were the day they were written, and we believe should be acted upon.

As stated in the Testimony, "Instead of studying and contriving how to obtain periodicals, tracts, and books at the lowest figure, they should seek to bring the minds of the people to see the true value of the publications."

In the recent past steps have been taken to raise the price of some of our publications, but still more needs to be done along this line.

To illustrate this point, take, for example, our Canadian Branch, which was started about two years ago. Wishing to do all we could to help and encourage the brethren in that field, we decided to furnish them with subscription books at the same price that is charged in this country, paying the duty ourselves. What is the result? This year we are obliged to record a loss at the Canadian Branch of nearly \$1,000 (\$980.24).

It must be borne in mind that during the past two or three years there has been a marked increase in the price of all material that goes into the manufacture of books and periodicals, and there is every prospect of still further advances. Therefore, it behooves us to give this question of costs and prices serious consideration.

Other publishers are doing this, and acting accordingly. Just a few days ago we received the following notice from the American branch of the Oxford University Press:

"Our former prices on Bibles and Testaments are hereby withdrawn, owing to increased costs of production. New quotations will be submitted on application."

The John C. Winston Company, of Philadelphia, have just sent out a similar notice, and this is only a sample of what is being done by other publishers.

In the world at large there has also been a marked advance in wages, made necessary on account of the increased cost of living, but so far this has not affected our publishing houses to any great extent. Nevertheless this is an item that must also be taken into consideration.

This has been the banner year for the sale of our publications, the total volume of business amounting to \$370,789.43, against \$349,331.60 for last year, showing a gain of \$21,457.83.

We are glad to report such a substantial increase in the sale of our publications, but the greatest cause for rejoicing comes from the knowledge that

this truth which we all love so dearly is being so widely scattered, and that as the result of this many souls are being brought to a saving knowledge of the truth.

We attribute the increase in sales largely to the fact that our organization is being perfected, and that we have a better corps of trained workers. The conventions that have been held in various parts of the field in the interests of the subscription book and home missionary work have helped to make this splendid showing.

New Publications

During the past year we have published the following new books, tracts, and pamphlets:

Christ Our Saviour, Dutch, Education, English.	
Home and Health, Spanish.	
Ministry of Healing, Subscription edition.	
McKibbin's Bible Lessons No. 1.	
McKibbin's Bible Lessons No. 2.	
McKibbin's Bible Lessons No. 3.	
Patriarchs and Prophets, Spanish.	
Practical Guide to Health.	
Selections for Our Little Folks.	
Testimonies Volume 9.	
Thoughts from the Mount of Blessing.	
A. G. L. 92, The Law of Rest in the Healing of Disease.	
B. S. L. 103, Should Christians Be Members of Secret Societies?	
B. S. L. 104, Justified by Faith.	
B. S. L. 200, Dressing for Health, pamphlet.	
B. S. L. 201, Simple Treatments for Common Ailments.	
B. S. L. 202, The Spirit World, pamphlet.	
B. S. L. 203, Mormonism and the Bible. Spanish tracts, Nos. 1 to 23.	
The total number of books printed and bound during the last year amount to 130,000.	
The total number of tracts and pamphlets printed during 1909 are as follows:	
Bible Students' Library ...	480,473
Apples of Gold Library ...	373,175
Spanish tracts	151,000
Total	1,004,648

School Text-Books

In harmony with the request of the Educational Department of the General

Conference, we have accepted the responsibility of issuing a series of text-books for our church schools and colleges, and already have books under seventeen different titles for the various grades, and more are in preparation. To get these books out in an acceptable manner has taken the most painstaking and careful effort, as well as a large outlay of means, amounting to over \$10,000. We are glad to say, however, that these books have received the highest commendation from our leading educators, and we think are proving a great blessing to our schools.

Spanish Literature

We have also been asked to take charge of issuing publications in the Spanish language in this country, and this line of work is developing rapidly. We now publish the following books in the Spanish language:

Christ Our Saviour.	
Coming King.	
Gospel Primer.	
Home and Health.	
New Testament Primer.	
Patriarchs and Prophets.	
Steps to Christ.	
23 illustrated tracts, from 8 to 32 pages each.	

Those fields in which the Spanish language is spoken are rapidly being opened up, especially Mexico, Central and South America, and the Philippine Islands, and our canvassers are meeting with remarkable success. From old Mexico comes a report of the largest sale of subscription books in a given time of any part of the world.

Our total investment in Spanish literature, including electrotype plates, engravings, books, etc., amounts to nearly \$4,000.

The sales for 1908 were \$11,076.15; for 1909 \$24,336.05, a gain of \$13,259.90.

Publications in Foreign Languages Other than Spanish

Three years ago we purchased from the Review & Herald and the International Publishing Assn. their entire stock of books in the various foreign languages, including electrotype plates. We have been adding to these from time to time, until now we have an investment of about \$24,000 in these foreign publications.

Brother H. H. Hall, manager of our Book Department, will give you a more

with the view of covering the main points of our faith in each series.

3. That in case the General Conference Committee decides to continue the plan of having a Thanksgiving Ingathering for foreign missions our pioneer missionary paper, the *Signs of the Times*, be used as a medium with which to give the necessary information, and prosecute the campaign.

4. That careful study be given to *Our Little Friend*.

- (a) As to the field it should occupy.
- (b) Its subject matter.
- (c) Plans for increasing its circulation.

5. That we urge every conference to appoint a missionary secretary, in harmony with the recommendations of the General Conference, and that we promise our hearty cooperation in every effort made to make the home missionary work more effective.

6. That careful study be given to the subject of cost and selling price of our publications, with a view to placing all upon a paying basis.

7. That continued and persistent effort be put forth to decrease the interest-bearing debt.

In submitting this report to the members of this Association, we desire to express our gratitude to God for His protecting care over the plant and over the employees and for the degree of prosperity that has attended our labors during the past year; also for the union and harmony that have prevailed throughout the various departments, and the hearty cooperation of all in trying to carry out the plans and purposes of the institution. Especially do we feel grateful to conference officials and our brethren and sisters generally for the interest they have taken in the circulation of our literature; and last but not least, to our corps of faithful canvassers who have helped to make this work a success.

It is our prayer that God may guide in all the plans that are laid at this meeting, and that the coming year may be one of still greater prosperity.

Respectfully submitted,

C. H. Jones,
General Manager.

Reports were also submitted from the various departments and from the several branch offices situated at Kansas City, Mo., Portland, Ore., and Regina, Sask.

Recommendations were adopted as follows:

Resolution of Gratitude

For the unmerited favor and abundant love of our heavenly Father, especially manifest

In His protecting care which has been over our publishing house and our workers during the past year;

In the constant reproofs and instruction given by His Word and Spirit;

In the manifold assurances and multiplied evidences that this is His work and that His coming draweth nigh;

In the success which has attended our periodical and book work, and especially our Spanish work, in greatly increased sales, in augmented ranks of workers, and in marvelous success;

In the sympathy and co-operation of our fellow workers in the fields;

In opening fields and other opportunities to work for Him;

For all these and unnumbered blessings, we desire to express our sincere gratitude and devotion to our Lord and Master, and to humbly consecrate ourselves anew to His service.

Approval of General Conference Recommendations

Resolved, That we approve of the recommendations adopted at the General Conference Council held at College View, Nebraska, last October, concerning prices, discounts, and methods of handling our books and periodicals; and further,

We recommend, That the incoming Board of Directors be and are hereby instructed to give the question of costs, prices, and discounts careful study, with the view of keeping all our publications on a paying basis.

Suggestions for Increasing Circulation of the "Signs of the Times"

Whereas, It has been demonstrated that our pioneer missionary paper, the *Signs of the Times*, is not only the most inexpensive, but also one of the most effectual agencies we have for getting the truth before the people; therefore,

We recommend, That earnest and continued efforts be put forth in connection with conference officials and tract society secretaries, to increase the circulation of both the Weekly Journal and the Monthly Magazine,

(a) By urging every church and iso-

lated individual to take a club of the Weekly *Signs* for general missionary work, and

(b) By endeavoring to secure an agent in every city and town to sell the Monthly Magazine.

Increased Price on Subscription Books to Canadian Branch

Whereas, On account of heavy freights and duties our Canadian Branch office has sustained losses amounting to more than \$1,700 since its establishment about two years ago; and

Whereas, There is little prospect of its becoming self-supporting unless prices on subscription books are raised; therefore,

We recommend, That these facts be presented to the West Canadian Union Conference and the suggestion made that the regular subscription books be raised to \$3.50, \$4.50, and \$5.50, and other books proportionately, at as early a date as is practicable.

Amendment to Section 2 of Article XI of By-laws

Resolved, That Section 2 of Article XI of the By-laws of this Association with regard to meetings of the Board of Directors, be and the same is hereby amended to read as follows:

"Regular meetings of the Board of Directors shall be held at the office of the corporation, in said town of Mountain View, on the first and third Wednesdays of each and every month at 2 o'clock P.M. Notice of said regular bi-monthly meeting is hereby dispensed with."

Using "Signs of the Times" for Missionary Ingathering Campaign in 1910

Whereas, The yearly publication and circulation of a periodical devoted to the foreign missionary interests of the denomination has come to be regarded as a regular means of helping on our work in distant fields; and

Whereas, The *Review and Herald* has been used for that purpose the past two years; and

Whereas, The *Signs of the Times* is everywhere known as a strong advocate of foreign missionary work, and has already collected thousands of dollars for that purpose; therefore,

We respectfully request the General Conference Committee to consider the advisability of using the *Signs of the*

detailed report of the book work during the past year.

"Signs of the Times"

The *Signs of the Times* is now published as a Weekly Journal and a Monthly Magazine.

During 1907 the Weekly Journal had a very severe setback when it was cut down in size, and published in connection with the Monthly Magazine. This move came very near killing the Weekly, and it would have been the death of any ordinary periodical, but the *Signs* not only had vitality in itself, but had a strong hold upon the hearts of our people, it being recognized as our pioneer missionary paper. Hence, after being restored to its original form, it lived, and has been growing in favor ever since. But for the first half of 1909 the subscription list was down to less than 15,000 copies, entailing a loss of about \$2,000.

In October we began the "Home Bible Study Series," and the subscription list came up to 25,000, and the Weekly *Signs* is now on a paying basis.

The Monthly Magazine

For several months during the summer and autumn of last year the *Monthly Signs* had a circulation of 50,000 copies and over. This was while the students were in the field, working for scholarships. Since that time it has run along at about 30,000 copies monthly. The loss on the *Monthly* during the past year was about \$2,500.

Earnest and continued efforts should be put forth to increase the subscription list of both these journals.

A few months ago, in response to a call from the Pacific College, Elder A. O. Tait resigned as editor of the magazine, and Prof. L. A. Reed was chosen to fill his place.

"Our Little Friend"

Our Little Friend has not had that attention which its merits demand, hence the subscription list has been going down. We attribute this in part, however, to the fact that Sabbath-school scholars are now required to pay for the paper when heretofore it was furnished to them by the school free. At the present time the subscription list stands at about 14,000 copies. Earnest efforts are now being made to increase the circulation of this paper, and the outlook is more encouraging.

Photo-Engraving Plant

In rebuilding our factory no provision was made for restoring our photo-engraving department, and we have been handicapped, to a certain extent, by being obliged to get our work done on the outside at considerable inconvenience and extra expense.

At a late meeting of the Board of Directors it was voted to restore the photo-engraving department, fitting it up for doing our own work exclusively, and a small room at the northeast corner of the factory has been added to accommodate the department, which is in charge of Brother F. H. Gage.

From 80 to 100 persons are employed in the various departments of the office with an average weekly pay-roll of about \$900.

Branch Offices

Our Kansas City Branch office at 1109 E. 12th St., Kansas City, Missouri, is in charge of Brother James Cochran. A report from Brother Cochran will be read at this meeting.

Our Portland Branch, located at 61 N. Park St., Portland, Oregon, is still in charge of Brother J. F. Beatty, who has sent his report to be read at this meeting.

Last August Brother C. M. Cottrell, manager of our Canadian Branch, was called home on account of the sickness of his father, and Brother W. V. Sample, former manager of our Portland Branch, took his place, and still has charge of the Canadian Branch. His report will also be read at this meeting.

Finances

It is a source of encouragement to know that during the past year our interest-bearing debt has been reduced over \$14,000, and other accounts \$6,674.38, making a total reduction in our indebtedness during the past year of over \$21,000.

We hope to see the time, and that at no distant date, when this debt will be entirely wiped out. Then the profits can go to help carry forward the work in more needy fields.

Nine years ago our interest-bearing debt amounted to about \$175,000. At the present time it is less than \$100,000.

Three years ago, on account of the fire, our books showed a deficit of over \$13,000.

Our assets at the present time, includ-

ing plant, books, and machinery, amount to \$252,865.27.

Total liabilities, \$156,279.54.

Our capital and surplus, or net worth, is \$96,585.73.

We have paid our bills promptly, thus availing ourselves of a liberal cash discount, and also strengthening our credit, which is rated as first-class.

In harmony with the action taken two years ago, we have set apart a tithe of our net gain to the union conferences which make up our constituency.

We have also donated to various missionary enterprises during the past year \$1,333.09.

While this financial statement is very satisfactory in many respects, yet our net gain of \$5,212.04 is not what it ought to be, considering our large investment. There are just three ways to bring about a change for the better:

1. Increase the volume of business.
2. Reduce the cost of production.
3. Increase the price of our publications.

The first two propositions are constantly kept before our office employees and field workers.

Spiritual Interests

We are pleased to say that nearly all our employees are earnest, devoted Christians, true and loyal to the message, and taking an active part in all lines of missionary endeavor.

Chapel services are held in the office chapel every Sunday morning, and other special meetings from time to time. A good interest is always manifested in these meetings.

Sister White was with us during a portion of the week of prayer, and her labors and counsel were much appreciated.

The office was closed one day during the special Thanksgiving Ingathering campaign, and nearly every employee took part in soliciting funds for our foreign missions. About \$200 was collected, and many rich experiences related.

Recommendations

We suggest for your consideration the following:

1. That special efforts be put forth to increase the circulation of the *Signs of the Times* Weekly Journal and Monthly Magazine.
2. That we continue the plan of issuing special series of the *Signs* Weekly,

Times in its Missionary Ingathering campaign for 1910.

Should this request be granted we promise our hearty cooperation in making the campaign a success by—

(a) Furnishing a 32-page paper at the price heretofore paid for the *Review*;

(b) Placing our facilities at the disposal of the committee and furnishing the clerical help necessary to carry on the campaign in connection with the General Conference laborers.

All the details of the arrangement to be left with the incoming Board of Directors in counsel with the General Conference Committee.

The Board of Directors elected for the ensuing year is as follows: H. W. Cottrell, R. A. Underwood, E. T. Russell, C. W. Flaiz, E. E. Andross, M. C. Wilcox, W. M. Healey, G. A. Snyder, C. H. Jones, H. G. Childs, H. H. Hall, B. R. Nordyke, J. O. Corliss.

H. G. Childs, *Secretary*.

Pacific Press Items

We recently received a cablegram from Singapore, Straits Settlements, for a thousand "Heralds of the Morning."

The date of our Pacific Coast bookmen's and missionary convention has now been fixed for February 20 to March 2. It will be held at Portland, Oregon.

Our subscription book sales to foreign countries for 1909 amount to \$27,219.25. The year before, they were \$15,992.60. Indications are that 1910 should total not less than \$40,000.

An order has just been received from Lima, Peru, for the following Spanish books:

200 "Patriarchs and Prophets," cloth;
50 "Patriarchs and Prophets," half leather;

50 "Patriarchs and Prophets," full leather;

200 "Home and Health," cloth;
50 "Home and Health," full leather.
50 "Home and Health," full leather.

Our College View bookmen's and missionary convention, which closed the afternoon of the 12th inst., was the best

meeting of the kind we have ever held. With but two exceptions, every tract society secretary in both the Northern and Central Union Conferences was present. Every field agent and missionary secretary was also in attendance. Elders R. A. Underwood and E. T. Russell were with us a portion of the time. Evening stereopticon lectures were given for the benefit of the students of Union College, and the chapel was always well filled.

A conservative estimate indicates that our subscription book sales will increase thirty per cent in Kansas City district during the year 1910.

Brother G. C. Hoskin, tract society secretary of Iowa, gave us the following incident at our College View convention:

A Catholic young man, who was employed as station agent, found part of a copy of the *Signs*, and requested a complete sample, and subscribed for five. He saw a notice of the *Watchman*, and subscribed for that. The priest objected; but he saw notices of the *Instructor* and *Protestant*, and obtained and read them.

He next secured a copy of "Great Controversy," and wrote the tract society for an agency. They told him that only Sabbath-keepers were accepted as agents, and he immediately asked what the Sabbath was. They sent the state agent to see him, but he had to arrange to have the agent go to his home, as the priest had spies watching the station.

He accompanied the state agent into the freight warehouse, and received a Bible reading. His younger brother also joined them and asked for a Bible reading. Noon came, and the young man went out and obtained food, and they went on with their Bible study. The priest, after learning of this, threatened the young man's life, and on the next Sunday cursed him publicly; said he would go blind. But the young man wrote Brother Hoskin that he was still able to read our good literature. He told the priest that he would no longer stay in the devil's net.

He wanted to know if we had any more good books like "Great Controversy." Recently he subscribed for five copies of the Home Bible Series of the *Signs*, and Brother Hoskin believes he will soon take his stand for the truth.

H. H. Hall.

January 23.

Education through Salesmanship (Concluded)

Test of Integrity

Integrity in service is the highest test of true love and friendship. In service reproof will come to the worker, and not always in the most gentle form; however it is well to remember that the spirit with which reproof is received demonstrates character and the strength of the cord which binds hearts together. Heaven-born friendship always receives correction gracefully. Thus the environment while canvassing is such that if you try canvassing, it will surely try you.

Attitude—the Shell Around the Kernel

Break it gently, *but break it*. The attitude of the successful book solicitor must be most affable. Attitude may be used as a lever to pry one's way into the "other fellow's" mind. It is the thing you read before the man gets quite under your close observation. Attitude is the wireless message that is sent in advance of the spoken word. In fact, you can meet attitude in the "other fellow" before he turns the corner. A man's walk talks; his poise as he stands or sits is always telling stories about him, and on many occasions the attitude interpretation is more correct than the words which he speaks.

Providential Appointments

The well-trained, experienced solicitor soon learns to read people as one reads an open book, and it is in this field he ought to use a world of charity for the weaknesses of humanity. If he is a Christian belonging to the King's Messengers, he will see in every man the possibility of having a serviceable part in God's great plan. He will have enough generosity of soul to lend a helping hand as opportunity presents itself. The Christian solicitor's highest idea is to enrich with Heaven's light the lives of those whom he meets. Thus faith and confidence grow while filling providential appointments. Faith, confidence, and righteousness can not be maintained without study of the Word, meditation, prayer and *work*.

The Magic Key

It is the canvasser's first business to find the magic key that unlocks the situation and opens an interview with his prospect. It is his first business to find

the right approach, whatever it may be. He must learn the power of first impressions, then he will soon discover that if he makes a wrong impression at first it will probably take more time than he can get in the interview just to counteract this unfavorable influence and get back where he started. He will learn that with some people it is next to impossible to erase first impressions, if he has allowed himself to make a defect on the vision of his patron. Inability to find the magic key which unlocks this situation may mean in the end loss of souls. Any person who is looking forward with a determination to work in a public way, can find no more profitable school than that of the canvassing field for at least two or three years. If a certain amount of canvassing was obligatory in all our colleges and institutions of learning, especially for those who hope to qualify for college professors, ministers, evangelists, editors, and office representatives, I believe it would be a good thing. It would help to qualify the student for his life occupation, not only in the above lines, but in any occupation in life where he may be called to serve. It would give him educational qualifications that no college has yet placed in its curriculum.

Educational System

"The entrance of Thy word giveth light."

The school that disciplines the mind

And quickens wisdom's wit,

Is concourse with mankind

On themes of Holy Writ.

Soliciting orders for good books is now a part of the world's great educational system. It is well known that many students who obtain means to pay their way through college while canvassing develop a most genial and serviceable ability to meet men of different minds in a most successful manner, and heaven only will reveal the full harvest from such seed-sowing.

The King's Messengers

The King's Messengers' fraternity is heaven appointed, and is commissioned to act as a *portable home circle university* in all lands. Its members are called of heaven to go with the choicest and purest masterpieces of literature to the very homes of the people, and entreat them to drink at the fountain of wisdom and knowledge.

God's three greatest gifts are the Spirit, the Son, and the Book; but the Book has been magnified above His name. How well the circulation of our publications demonstrates the quickening power to enrich the fruits of the word from heaven. Thus we are confident that every seed-thought from the Book of Books will not be void of bountiful harvest, and our book circulating university may yet come to be the higher educational course outlined by divine prediction.

All are invited to attend the King's Messengers' Home Circle University. Its teachers and students covenant to act as field representatives until the kingdoms of the world are become the kingdoms of our Lord and His faithful servants for an eternal inheritance.

Matriculation

If you have a sinful heart, penitent, cleansed, purified, and made white by the blood of Christ, and willing to *be tried*, this is the only required qualification for matriculation.

W. H. Covell.

Teachers' Exchange

Sanitarium Church School

On January 21 we closed the first half year's work of our school at Sanitarium. The term began with twenty-six in the advanced room and eighteen in the primary, closing with forty-one in the advanced and twenty-six in the primary. The attendance has been good throughout, and the interest has been excellent.

The regular course of study has been carried, with the addition of a series of studies in water color, which have been given by Mrs. T. D. Sanford. All have enjoyed these studies, and have been much benefited by them. We have learned to look for and appreciate many of the beauties of nature which we have overlooked in the past.

At Christmas time the children went to the woods and gathered a large boxful of beautiful berries, which were sent to the Christmas Exchange in San Francisco to be given to poor and sick children there. We were glad to send a little brightness into the lives of so many who see so little of the beauty of life; and the letter of appreciation which came to

us from the Exchange fully repaid us for the little effort put forth.

Two of the pupils are Koreans, very bright and faithful students, and earnest Christians. Their ambition is to quickly fit themselves for work in their own land. Truly if our American young people applied themselves to their studies and their work as do many of the Orientals, they could accomplish many times more than they do. It is good to have a part in the training of future workers for the Master, in home and foreign lands, and we are glad to report that the general spirit of the school is good. Practically all are members of the church, and we are all striving together to make the school just what it should be, intellectually and spiritually.

Max Hill.

Emma E. Marchus.

January 23.

Religious Liberty

How Much Will You Do?

[To the officer in charge of the church service for Feb. 5, 1910: Please read this to the church Sabbath morning, and supplement it with remarks urging each member to contribute liberally to the needed funds for the religious liberty campaign work.]

What is it all about? What can we do about it? The whole thing is summed up in this: A vigorous campaign in religious liberty has been launched, to meet the attacks of the foes of freedom. They are using every device, and moving every available force, to carry a Sunday law in the next legislature.

We are desirous to do such a strong counteracting work, that the people of California may be thoroughly educated in the principles of religious and civil liberty. This is to be more and more the work of the message committed to us. But we need funds with which to do this work, and we need them now. Soon we shall have passed the point of need in this direction, and then we shall all regret that we have not done our part in sounding the warning to those sitting in darkness.

See that jaded-looking team. They have a heaping load of supplies to be

delivered at a certain place, at a stated, definite time. But look! They are set fast in a bad place in the road. The driver applies the lash, but in vain. As the whip descends on one horse, he quickly presses against the collar, and then subsides, before the other one is quite ready to move. The whip is then applied to the other horse with the same result. All this time the wheels of the wagon are settling deeper in the mire, with constantly less prospect of the one pair of worn horses pulling the load from its stalled position.

Could two or more spans of horses be attached in front of the wearied ones, and all pull together, the load may be moved and drawn to its destination in time to meet the emergency. This is just now the need with the religious liberty team. It needs help to take its load to an assigned destination. Who will volunteer the needed assistance? A strong effort is demanded. Already the expense is running high, and ought to be met. Will you contribute to-day, and generously? Now is the opportune time. Do not delay, but let all pull together, and see that the load of supplies reaches its destination on time.

Pacific Religious Liberty Assn.,
J. O. Corliss, *Secretary*.

Something New

The Sabbath-school Department of the General Conference has prepared a Sabbath-school Birthday Card which affords each teacher an easy and delightful way of remembering birthdays. Teachers will do well to show their personal interest in their pupils by the use of this card. It is appropriate for all ages, but the youth and children will especially appreciate attention of this kind.

This particular birthday card was prepared with Sabbath-school teachers and their classes in mind. The "best wishes" which the card carries, cluster around the Sabbath-school. Teachers will find the message just what they would like to say, and pupils will ever be reminded of the privileges and blessings of the Sabbath-school.

And the card is really beautiful. It is a lithograph in seven colors on a very fine grade of wedding bristol-board. The decorative feature is a spray of autumn leaves. Give your pupils something to remember you by; something that is

pretty; something that will lead their minds to that which is pure and good. Each teacher should order one for each member of his class.

Price, postpaid, five cents each. Send cash with the order. Address Sabbath-school Department of the General Conference, Takoma Park Station, Washington, D. C.

OBITUARIES

Woods.—Died at Reedley, Cal., Jan. 14, 1910, Morton Chas. Woods, age sixty-seven years. When eighteen years old he accepted faith in the Saviour, and connected with the Baptist Church. During the last thirty-five years of his life he was connected with the Seventh-day Adventists.

For some time he was forcefully reminded that one who was not his friend laid claims to his body. His heavenly Father for his good or for the good of those who knew him, seeing how patiently he endured, permitted him to suffer for many years. We believe he fought a good fight, finished his course, kept the faith, and there is laid up for him a crown of righteousness, which the Lord, the righteous Judge, shall give him when He comes to gather His children from the land of the enemy. A short sermon was preached just prior to interment, inviting all to look to the God of all comfort for the much needed consolation for the hour.

A companion, two sons, a daughter, and many friends are left to make preparations for the better world, where families now broken will again be united.
C. L. Taggart.

Butler.—Albert Butler was born in Canada, Nov. 9, 1833, and died at Mountain View, Jan. 15, 1910. He accepted the call to the message at Otsego, Mich., in 1886, and was faithful to his profession. He was married Nov. 28, 1885, and for the last five years has lived in California. His companion survives him. The services were conducted in the Mountain View church by the writer, assisted by Elder Wm. M. Healey, of San Diego.
J. H. Behrens.

"That is a good book which is opened with expectation and closed with profit."

Annual Meeting of the California Conference S. D. A.

The thirty-ninth annual session of the California Conference will convene at Lodi, Cal., Feb. 1, 1910, and will continue until February 6. The first meeting of the session will be held at 9:00 A.M., February 1.

Each church in the conference is entitled to one delegate for the church, and one additional delegate for every twenty members. A full delegation is earnestly desired.

S. N. Haskell, *President*.
Claude Conard, *Secretary*.

California Conference Association S. D. A.

Notice of Annual Meeting

The fourteenth annual meeting of the California Conference Association of the Seventh-day Adventists will be held in connection with the thirty-ninth annual session of the California Conference of Seventh-day Adventists, at Lodi, Cal., Feb. 1 to 6, 1910, for the purpose of electing a Board of seven directors and transacting such other business as may come before the meeting.

The first meeting will be held at 9:00 A.M., February 2.

H. W. Cottrell, *President*.
Claude G. Conard, *Secretary*.

BOOK WORK — ARIZONA

For Two Week Ending January 14
"Home and Health"

	Hrs.	Ords.	Value
W. O. James	26	26	83.60

Sanchez and Globe

Since the close of our recent conference at Phoenix, I have been back to Sanchez and Globe, and held several meetings with our brethren in these places.

At present I am spending some time in distributing literature among the Mexican people. Shortly I will begin meetings in my own house in behalf of these people. We believe the Lord has many who will rejoice with us in the truth. Pray earnestly for our work.

M. Serna.

PACIFIC UNION RECORDER

Published Weekly by the

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Editorial Committee

J. J. Ireland H. W. Cottrell Claude Conard

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THURSDAY, JANUARY 27, 1910.

From private advices we learned that Elder W. T. Knox and wife arrived safely in Washington, D. C., January 12. He assumed the duties of treasurer of the General Conference on the 16th inst.

Brother Max Hill, principal of the Sanitarium church school, is spending a week of his vacation visiting his mother in Mountain View. A report of this school will be found in another column.

Brother H. H. Hall, after an absence of three weeks in Nebraska attending the bookmen's and missionary convention at College View, returned last week to his desk in the book department of the Pacific Press Publishing Assn., of Mountain View. During his travels he found the earth covered with a mantle of white.

At this writing, January 23, the Pacific Union Conference is about to convene, and we believe our readers will be pleased to know the names of the delegates who have been chosen by the various conferences to attend this meeting. They are as follows:

Arizona: H. G. Thurston, I. P. Dillon.

Utah: S. G. Huntington, S. T. Hare.

California: S. N. Haskell, J. H. Behrens, H. Shultz, B. L. Howe, A. Brorsen, E. D. Sharpe, G. A. Snyder, Dr. H. F. Rand, L. M. Bowen, A. O. Tait, I. C. Colcord, W. H. Covell, S. G. White, Mrs. Carrie R. King, C. M. Gardner, H. C. Basney, Claude Conard.

Southern California: E. E. Andross, H. W. Lindsay, J. J. Wessels, H. G. Lucas, Wm. M. Healey, M. H. St. John,

J. A. Burden, Julia A. White, R. S. Owen, E. S. Horsman, C. E. Ford, Frank Lane.

Pacific Union Conference: H. W. Cottrell, J. J. Ireland, J. O. Corliss, J. R. Leadsworth, H. H. Hall, C. W. Irwin, M. C. Wilcox, J. N. Loughborough, Dr. M. L. Edwards, L. A. Reed, H. G. Childs, E. E. Parlin, W. E. Whalin, C. L. Taylor, C. E. Frisbie, C. E. Leland.

Representatives from the General Conference: I. H. Evans, G. A. Irwin, A. J. S. Bourdeau, W. C. White.

Wanted

Unmarried man to do common labor at Garden City Sanitarium, San Jose, Cal. Write before coming, stating age, etc.

L. J. Belknap.

Help Wanted

We are desirous of securing the services of ten graduated or trained nurses at once. Apply to St. Helena Sanitarium, Sanitarium, Cal.

Notice

The next class in the St. Helena Sanitarium and Hospital Training School for medical missionary nurses will be organized Monday, April 4, 1910.

Owing to the large number and great variety of cases that flock to this institution for relief, and the wide experience thus offered the students both in surgical and general hospital nursing, the course is especially strong from a practical and missionary standpoint.

In addition to the opportunities for missionary work at the sanitarium, the San Francisco dispensary, which the institution has taken over, affords training in city mission work. The institution has also undertaken to open up mission work in China the present year, thus giving those who desire, a definite foreign mission field for which to prepare and upon which to enter when their course is completed.

Twenty-five consecrated young men and women, whose desire it is to enter the work for the sake of fallen humanity and not for profit, are wanted to join this class. There are also classes in Bible, history, and music for the regular workers.

Send for the training school catalog by addressing Dr. H. F. Rand, superintendent, or Mrs. S. J. Whitney, secretary, Sanitarium, Napa County, California.

February 5, 1910

Will the church elders, and leaders of congregations that may not be organized, please keep in mind the date, February 5, 1910, which is the day set apart for the reception of an offering in the interest of the religious liberty work?

There is a large executive expenditure incurred throughout the field in the distribution of literature in the interest of religious liberty, besides the expense incurred in meeting congressional and legislative Sunday rest bills in Congress and the state legislatures. These are necessary expenses that must be incurred, and surely must also be provided for.

Shall we not, therefore, have a large contribution in the interest of this very important work on February 5? Let each one who can, give all the way from \$1.00 to \$25. Then let the many smaller amounts roll into the treasury for this purpose, for we are face to face with a great issue. It will require mental and physical strength and money to accomplish this task of warning the people and retaining, for a time longer, our civil and religious liberty—civil liberty in religious rights.

Brethren, you know the Biblical message pertaining to the future that awaits all. Now that we have heard the message of salvation on this question, seen and tasted of the sweets and joys of liberty, it is our time to ACT in the interest of mankind. Let us act Feb. 5, 1910.

Mark all offerings for this fund "Religious Liberty," and send to your local conference treasury.

H. W. Cottrell.

Wanted

Ten young ladies, two young men, one bookkeeper and stenographer, two cashiers, and two men for dish washing to work in new cafeteria soon to be started. Address E. G. Fulton, 259 South Hill Street, Los Angeles, Cal.

FOR SALE.—Good 6-room cottage, pantry, bath, toilet, etc. Corner lot 100 x 150 feet. Variety of bearing fruit trees, berries, flowers, etc. Good barn, cement walks. Splendid locality. Near church school, church, and Pacific Press. Will sell at a sacrifice. Address F. J. Brainerd, Mountain View, Cal.