

PACIFIC UNION RECORDER



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

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Pacific Union Conference S. D. A. Directory

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The Field

ARIZONA

Annual Meeting

Dear Arizona Brethren:

The date fixed for our next general gathering is almost here—November 6, 10 A.M. As already announced, this meeting will be held in Phoenix, and low rates can be obtained by all who attend, owing to special rates on account of the Territorial Fair.

Who can afford to miss this opportunity? Listen! Elder Irwin, our union president, will be with us; Elder Andross, president of Southern California Conference is expected; and also Elder Loughborough, who has proclaimed God's message for more than sixty years, and who has had many most wonderful experiences, some of which he will illustrate by means of charts, has promised to be with us. These men of experience, in addition to our own corps of faithful conference workers, will afford ample talent to make this the best

meeting ever held in our conference. Brethren, we feel that no one can afford to miss this treat, a feast of good things which is in store for those who come.

However, we trust not alone to human help to make our meeting what it ought to be. The Author of our faith beholds the great needs of His people in Arizona, and will Himself be present to prompt the sowing of the seed of truth and assist in watering it, that increased and ever-increasing rays of light may go forth from His saints during the years to come.

Free entertainment will be given all the regular delegates. We wish once more to urge our people everywhere, scattered or in companies, to attend this meeting.

When the roll is called, who will be there?

Conference President.

CENTRAL CALIFORNIA

Conference Notes

Following the good meeting at San Luis Obispo, we were privileged to meet several of the scattered members in the Jolon Valley. We spent a very profitable evening with them in studying God's providences for His people and the signs of the soon return of our blessed Master. Quite a number of the neighbors joined with us in this study.

From Lockwood we continued our journey to Monterey, where a meeting had been arranged with the church. Some of the important features of the message were rehearsed with them, especially such subjects as are intended for the special upbuilding of the cause of God and His people. The little church was revived. They are working as best they

can to spread the knowledge of the truth. A church school has been started in this place, which we trust will be a means of blessing to the children as well as the homes of our people.

One brother felt that the time had come for him to leave the common duties of life, and take up the sale of our periodicals, and thus scatter the truth to the thousands who are there in darkness. Another sister is also thinking to devote a portion of her time to selling our periodicals. We believe this to be a profitable field, and trust the Lord will bless these souls in their efforts to enlighten those about them.

This little company at Monterey are working along in peace and harmony, and we believe God will bless their efforts to advance His cause.

It may also be of interest to mention that during the summer the tent company at Salinas were blessed in finding eight souls who were willing to take up the cross in keeping the commandments of God. We are sorry, however, to say that four of these have already moved to other places.

The Fresno church are planning for a series of meetings in the near future.

J. H. Behrens.

SOUTHERN CALIFORNIA

Conference Interests

Last summer Elder F. W. Paap, assisted by Elder A. S. Booth and two Bible workers (Sisters Florence Merrill and Meta Miramontez), pitched a tent in Colton and conducted a series of meetings. The meetings created quite an interest, and resulted in a few taking their stand for the truth. For some time several Sabbath-keeping families have

been located there, and have been holding meetings in private homes on the Sabbath.

Before the camp-meeting, it seemed necessary for Elder Booth to join Elder J. W. McCord in a series of meetings in Los Angeles, so other help was furnished to assist Brother Paap in binding off the work there.

The question of erecting a church building came up before the meetings closed, and a fund was raised for that purpose. We now have a beautiful little chapel that we hope will soon be ready for dedication. Sabbath, October 7, I was called to assist in the organization of a church. A meeting was held Sabbath afternoon, and a number of our brethren and sisters from Loma Linda, Riverside, and San Bernardino, and a few from Redlands, were present at the organization. A church of twenty members was organized and fully officered. Elders Paap, Burden, and Richardson assisted in the organization.

The Lord has blessed in the work in Colton; and with the new church building centrally located, and with the support that they will receive from the surrounding churches, especially from Loma Linda, the work ought to grow rapidly.

Elders F. W. Paap and M. H. St. John are now conducting a series of tent meetings in Riverside. The tent is located next to the Y. M. C. A. building, and is on one of the main streets of the city. They report a good interest. Sister Beulah Baker, one of our Bible workers, is laboring in connection with this effort.

I was present at the opening service, and was impressed with the character of the audience present. It was not a large audience, but was composed of a good class of people, and we are very hopeful for good results.

Elder Christiansen has begun a series of meetings on University Heights, in San Diego, and is to be assisted by Elder J. E. Bond, who has recently come to our conference from Arizona, and Sister Belle Hickox, Bible worker. Brother Christiansen reports a fairly good attendance, and interest increasing.

Brethren Silas Davis and Philip Knox have recently pitched a tent in El Cajon Valley, but as yet I have not heard as to how their meetings opened.

Elders McCord and Booth are finishing up their series of tent meetings on Thirty-first and Main streets, Los Angeles.

Last Sabbath I was privileged to speak in Los Angeles to a large audience of our people—perhaps 600. It was a union meeting of the Carr Street and Central Avenue churches. The Lord blessed in this gathering, and a donation of \$106 was taken up, at the close of the meeting, to apply on a new building that the Central Avenue church are planning to erect on a lot that they have recently purchased on Thirty-sixth and San Pedro streets.

The Lord has greatly blessed the tent efforts conducted by Elders McCord and Booth, since camp-meeting, with quite a large number of individuals who have taken their stand for the truth. They have been assisted greatly in their efforts by the faithful labors of the Bible workers who have been working in Los Angeles, as have also the other tent companies working in various parts of the conference.

Elders Willis and Elbridge Adams have conducted a series of meetings in Ontario. Brother and Sister John Hildley assisted in this effort. Quite an interest has been manifested, and some have taken their stand for the truth. This series is about to conclude; but we trust that others who are deeply interested will yet take their stand with the church, which has been greatly helped by the tent effort conducted there.

The Lord blessed the labors of Elders Paap, St. John, and others who assisted them in following up the interested ones at Long Beach after the camp-meeting, and quite a number have been baptized as the result of this work. Elder C. A. Ford is now located at Long Beach, building up the interest; and Sister Merrill has been transferred from Colton to Long Beach to assist in the work. They are now erecting a beautiful church building, that will cost them between \$3,500 and \$4,000, on a corner lot just in front of the Long Beach Sanitarium on Tenth Street. We hope that the brethren will be able to dedicate this building soon free of debt.

The work throughout the conference is in a prosperous condition. The conference headquarters have recently been moved from 424 South Broadway to very commodious quarters on Fifth Street, next door to the Temple Auditorium, 417 West Fifth Street, Los Angeles.

The treatment rooms are also located here; and we are hoping that with larger quarters, and altogether more suitable

for our work, our medical work will prosper more than it has in the past in this great city.

We trust that our brethren and sisters will pray for the success of the work throughout the field, and for those who are spending their entire time in carrying forward this blessed work to a happy and glorious triumph.

E. E. Andross.

October 26.

CALIFORNIA Pacific Press Items

So many of our workers are now connected with the publishing work in foreign fields that we feel sure the following quotations from letters recently received will be of interest to the readers of the RECORDER.

Brother B. A. Roberts writes from China as follows: "I believe Brother Gillis is writing about some folders we are getting out, so I will not need to say much. I will say, though, that they are the best thing we have got out for the poorer class. We expect to give most of these away; that is, the mission buys them from the press, and then has the canvassers give them away. If any one wants to do some good missionary work here in China, if he will donate some money to pay for these folders, we will see that they are distributed properly.

"We have twelve subjects that we are getting out, and are printing 20,000 each of the first edition. The way they are going now, that will not be a drop in the bucket. Most of our stations are using four and five thousand to start with, and we have thirteen stations here in China. We received a donation from the States the other day amounting to forty dollars gold to purchase literature with. This forty dollars will pay for 50,000 of the folders. These contain from eight to sixteen pages, and a man that reads one has no excuse for not knowing the gospel."

We can see from this letter that there are new ways being developed for reaching the people. If any one is interested in this matter, please remember Brother Roberts's suggestion about sending donations to help along this phase of the work in China.

A letter just received from Brother John L. Brown, in Spain, shows encouraging prospects for the book work in

that priest-ridden country. Following a general meeting at Barcelona, Brother Brown conducted an institute in which he had a small class, and the results have been quite gratifying.

Since receiving this information from Brother Brown, a letter has come from Brother L. E. Borle, who has charge of the publishing work in the Latin Union Conference, advising us that three men from this canvassing class are at work and meeting with good success. Unfortunately, one of the class is down with typhoid fever; but the prospects for his recovery are good.

Brother Brown has entered the offices of many of the high government officials, besides meeting successfully business and professional men in Barcelona. He sends us the picture of one of the large universities there, with the following written across the back: "I have gone to this university several times to see the director, but have been unable to catch him in his office. Shall make more calls." This remark is characteristic of Brother Brown's work.

The following quotations are from a letter just received from Brother C. E. Weaks, in charge of the book work in India: "News from the Pacific Press field sounds good to me. The work is moving forward encouragingly throughout the field, but we are in great need of more laborers. Working here is quite different from working in America. I wish you could take a round of a few weeks with me. The distance from here to Colombo [where he expected to meet a canvasser] is about 2,500 miles; so you see I have quite a journey before me. The cost is only about \$12, however, so you see we travel cheaply. We travel third class, because there isn't any fourth. Imagine making the journey from Chicago to Frisco sitting on a board. But it is interesting. When night comes we just spread our bedding out on that board, if there happens to be room, and you would be surprised how little we sleep. These are simply some of the 'light afflictions' which I would not exchange for the highest position this world can offer. I am willing to spend my life here traveling seated on a board if I can only join that company that will soon visit the other worlds.

"It seems a pity to see so many returning when the needs in these places

are so great. So many are returning because of ill health. We have had our share of experience along this line, as Mrs. Weaks failed up here in the mountains about three months after we arrived last year. She was not strong all winter. She has had a very hard summer this year, being in bed almost constantly for two or three months. Her weight was down to 99½ pounds. We could not believe that the Lord's will was that we should leave the field. When the brethren were up to the general meeting, we unitedly laid her case before the great Physician, and He was faithful to His promises. Mrs. Weaks began immediately to improve, and she is now much better, having gained in weight, and feels quite herself again. I am feeling good as usual.

"The proposition of getting the message before these 300,000,000, speaking 147 languages, is a problem. The question of getting our literature before them staggers me; but somehow, some way, it will be done. My constant prayer is that the Lord will give me much of His Spirit and wisdom to enable me to do the part He would have me do."

Such whole-hearted consecration and unselfishness is certainly refreshing. Following this letter from Brother Weaks comes a good order for books to be shipped to Lucknow, India. Let us not forget the workers in these difficult fields, as they certainly need our prayers.

F. H. Gage.

October 29.

Conference Current

Brother J. J. Ireland and Miss Lela Bullock have been at the Oakland office this last week looking over the conference and tract society accounts.

Elders Farnsworth and Brorsen have been spending some time in the Sonoma Valley recently. Last Sabbath and Sunday they held meetings with the Sonoma church.

Elder E. E. Andross, president of the Southern California Conference, made a pleasant call at the office last week. He reports very encouraging progress in his field.

After spending six weeks in Oregon and Washington, Miss Rose Ginther,

Sabbath-school and young people's secretary of the California Conference, returned to her work on Friday.

On his way from the coast territory to their conference office at Fresno, Elder J. H. Behrens, president of the Central California Conference, stopped a few hours at the Oakland office last week. Brother J. W. Rich, canvassing agent and young people's secretary for the same field, was also a caller a day or two earlier.

Claude Conard.

October 27.

St. Helena Sanitarium Siftings

Elder H. Shultz, of Lodi, occupied the sanitarium pulpit on Sabbath.

Sister J. Scriver, of Sacramento, has returned to the sanitarium, and will probably remain for some time.

Elder E. E. Andross, president of the Southern California Conference, is a guest of the sanitarium for a few days.

Sabbath afternoon Brother Cush Sparks, of China, spoke on the lawn, of the work in China, to a very interested audience of patients and helpers.

Miss Nancy Hamilton and Miss Jessie Little, of Lodi, Mr. and Mrs. Franklin Wheeler, of Cottage Grove, Oregon, and Mr. Alfred Wheeler, of Oregon, have recently joined the fall class.

Miss Martha Jensen has returned to the sanitarium, and received a warm welcome from her friends here. She is accompanied by her sister, Miss Annine Jensen, of Hastings, Nebraska.

Elders Taylor and Robinson, assisted by a quartet of singers from the sanitarium, have been holding meetings one night each week at Calistoga. The meetings have been carried on for several months. Considerable interest is shown, and it is intended soon to start a series of night meetings in the hall there.

A new road is under construction, beginning at Blackmon's Grove and ending at the sanitarium. This will do away with the hard climb up the hill. The road will be about one and one half miles in length, and a uniform grade of

one and one half per cent. It is expected to be completed by the first of the year.

The young people's consecration meeting held in the large new class room last Sabbath evening was one of special uplift to all present. The study of the privileges of prayer brought the Lord very near. His Spirit was manifested in the liberty with which so many responded to the invitation for sentence prayers and testimonies.

Following the usual custom, the junior class planned to entertain the senior class this week. A ride to a beautiful spot near Calistoga was arranged for. There were twenty-five in the party. Dr. Effie Brown and the writer were chaperons. Refreshments were served in the evening around a camp-fire, and later an interesting program was given by the junior class. Myrtle B. Hudson.

October 26.

NORTHERN CALIFORNIA-NEVADA

Conference Items

Elder T. H. Watson started a tent effort in Merced last week.

We are glad to report that Dr. R. A. Buchanan, who has been suffering from broken limbs caused by a collision with an automobile, is much improved.

We have just received information from Elder Osborne that the tent effort at Modesto has closed, and that a number have taken their stand for the truth.

We have just learned of the death of Brethren J. N. and James Webb's father at Linden, California. The funeral was held Sabbath, October 28. Our sympathies go out to these brethren and other bereaved members of the family.

Elder C. L. Taggart sends us word from the northern part of the State that an excellent meeting was held at Chico Sabbath, October 21. Every seat in the church was filled. Elder Taggart spent last Sabbath, October 28, in Modoc County, visiting the new Sabbath-keepers that have been brought out under the efforts of Brethren Holbrook, Alder, and Johnson.

Verah MacPherson.

Educational

Lodi Normal Items

We humbly thank our heavenly Father for the continued increase in our enrollment.

J. W. Rich, of Fresno, occupied chapel hour Tuesday morning, and was listened to with interest.

The normal Sabbath-school numbers about sixty-three. Irl Fewell is superintendent, and Agnes Ball secretary.

An evening writing class starts November 1, from 7 P.M. to 8 P.M., and will be held three nights in the week. Prof. I. C. Colcord is teacher, and has some fine work on exhibition as an incentive to prospective students.

Miss Olive Hoiland says that she is having the girls spend their extra domestic time in planting flowers and bulbs and making hanging baskets for the porch. She would be glad for any roots, slips, or bulbs to help her in the good work.

Our educational secretary, Miss Lida Ackley, occupied chapel hour Thursday morning illustrating by the irrigation system how God always has something for us to do. The hardest part was often not in removing the dirt, but stopping up the gopher holes and leaks. So the young Christian must watch for the leaks in character building. A short Bible study followed, naming some of these leaks; as, our conversation, our manner, the expression of our countenances. Each has an influence, and must be guarded. It was a practical and graphic lesson.

Secretary Normal Faculty.

Opening Days at Pacific Union College

For some time previous to the 26th of September the sound of the hammer and saw could be heard at Pacific Union College, showing that preparations were being made to open the school on time. Work was rushed on the new dormitory to provide comfortable rooms for the

young ladies, and also to make room for the young men in the building occupied up to this time by the ladies.

Some features of the dormitory are of special interest. There are forty student rooms, the dimensions of each being 12 x 16 feet. These rooms are to be provided with commodious wardrobes and water connections. The finishing in a number of rooms is especially pleasing. A gasoline torch is used to burn the woodwork, thus bringing out the grain. This is followed with a filler and varnish. The building will be lighted with electricity, and heated with hot water.

Most of the students arrived promptly; and although some slight confusion, incident to moving, was apparent at first, a cheerful and willing spirit was manifested by all, and the work was soon running smoothly. There are about eighty young people, enthusiastic concerning the hard work just before them, in the school homes.

Exercises for the opening were held in the chapel at ten o'clock Tuesday morning, the 26th, the faculty giving the students a brief entertainment with music, followed by explanations concerning the school work.

We note a number of new teachers. Prof. George B. Miller, formerly of Walla Walla College, will teach a class in harmony, and will have charge of the Spanish department. Mrs. Miller teaches in the normal department. Elder W. A. Hennig, lately from Washington, D. C., who labored for a number of years in Australia, is to have charge of the Bible department. The preceptor is Prof. F. W. Field, a returned missionary from Japan, who will teach biological sciences. Mrs. J. H. Paap has charge of the instrumental music.

A number of advanced classes have been organized, among them Hebrew (in which are five young men), solid geometry, psychology, Spanish, French, and second year Greek.

Sabbath morning, Mrs. E. G. White addressed the students and teachers. As a basis for her remarks, she read the first and second chapters of 2 Peter, emphasizing the need of acquiring virtue, knowledge, patience, etc., and dwelling upon the fact that he that lacks these things is blind, and has forgotten that he was purged from his old sins.

Comments were made in part as follows:

"We have to meet with just such characters wherever we go. They try us to the quick to see how little understanding and knowledge they have in regard to the work that they should do individually to act their part in the great plan of salvation. I have felt intensely that we need every day to understand what our individual duty is before God, and it requires diligence that we may rise higher and higher in understanding and knowledge of Jesus Christ.

"If we become careless, a blindness comes over us, and we really think we can set everybody else right. But that will not answer. You have an individual work to do for yourself; and the very fact that you suppose you can set everybody else right, shows that you need to be converted from the crown of your head to the sole of your foot.

"I have felt intensely that while we are making preparation, we should not disappoint the Lord and the angels. I can not do your duty; you can not do my duty. We each have a responsibility to carry on this work right here on these grounds. We want to be in a position that we can glorify and honor God.

"I am so thankful that we have this situation away from the cities, and can not see the evil of the cities. We want this place to stand as a memorial of God. We have a work to perfect while we are here. We purchased this place in order to educate our children away from what is going on in the cities. I am glad you are attending here. You want to keep separated from the things of the world, and you want to lay hold upon divine things.

"The Lord is God, and He is coming, and we want to stand as faithful stewards. God help us that we may get ready to meet Him that cometh in the clouds of heaven with power and great glory."

C. S. Corkham.

Pacific Union College News Items

Elder C. L. Taylor, chaplain of the St. Helena Sanitarium, is building a cottage near the college, so as to give his children the opportunity of attending school.

Elder G. A. Irwin, after remaining at the school for a few days following his return from the Middle West, has gone to Washington, D. C., to attend a meeting of the General Conference Committee.

Seven new students have been enrolled at the college during the past week. There are now thirty-two young ladies and forty-three young men in the home, besides about forty students attending from the outside.

Prof. C. C. Lewis gave a very interesting address Friday morning, the 20th instant, concerning the present war between Italy and Turkey. Many alarming facts were mentioned showing how the prophecies of Daniel 12 are rapidly fulfilling.

The young ladies are now very comfortably situated in their new dormitory. The young men have the building that the young ladies formerly occupied. This change is especially pleasing for the young men, many of whom had to live in tents last year.

Sunday, October 15, some of the students and faculty were busily engaged in moving the dining department and kitchen to the new dormitory. The new dining-room is much larger and pleasanter than the old one, and the kitchen more convenient in every way.

The Missionary Volunteer Society has been organized, and three meetings have been held. The general subject of the last meeting was the canvassing work. Personal experiences were given by several of the students who have been in the field during the past summer.

Work has begun on the college heating and lighting plant. The building will be forty feet square, and will be located about fifty feet north of the young ladies' dormitory. The boiler will be placed sixteen feet below the surface, in order that the gravity system of return may be employed. Prof. M. W. Newton, who has the work in charge, expects to complete it by the holidays.

Dr. D. H. Kress, medical secretary of the Pacific Union Conference, made the college a visit Thursday, October 12. He gave an interesting and profitable talk on the development of education and health reform in this country during recent years. He particularly emphasized the necessity of raising the standard in the matter of health reform. "The conditions in the world are becoming alarming. There never was a time when there was greater need for the principles which we hold."

Brother Robert O'Neil, who recently acquired the property of Mr. Bert Blum on Howell Mountain, has broken ground

for a new house. The site is near the road to the White cottages, opposite Professor Lewis's home. The old house, with the land surrounding it, has been purchased from Mr. O'Neil by a Mr. A. Talcner, who, since coming from the State of Washington about a year ago, has been living not far from the sanitarium. They have been remodeling the house, and have a very pleasant and convenient home for the education of their children.

J. K. Battin.

Missionary Work

SOUTHERN CALIFORNIA

Missionary Paragraphs

In these troubled, material days—days of uncertainty and unsettlement—sincere minds are reaching out for a firmer hold on what is truth. Everywhere people are reading our literature, recognizing the truth in it. We are living in a time of wonderful opportunity. Eternal consequences hinge upon our action now. While the people are thinking seriously, we must provide opportunities for them to get in touch with the great message. We can help mightily in scattering the literature. Truth-seeking people want it.

Los Angeles

Last night the cashier in one of our vegetarian cafeterias told me that fully one third of the fifty *Signs* placed on the tables each week are carried away by interested readers. She also informed me that during one noon hour, last week, nine individuals asked for extra copies of our papers.

At another time one gentleman who had lingered at a table, reading the *Signs*, stepped to the cashier's desk, and said: "Have you a dozen of these papers to spare? I want some of my friends to read certain articles in here." The cashier could not supply him, and he was referred to the conference office. I must say, just here, that the workers in the two cafeterias have recently renewed their good club of the weekly *Signs*, with a little increase in the number.

City Volunteers

Last Sabbath afternoon our Missionary Volunteers of Los Angeles met in a

union service in the tent tabernacle at Thirty-first and Main streets. Brother Charles Nixon, leader of the Carr Street society, acted as chairman of this gathering, and in the first part of the session gave a strong, short talk on the real purpose of the Volunteer movement. Emphasis was placed on the need of action in missionary lines.

Miss Ethel Teas, leader of the Paradise Sanitarium society, told of the good work carried on by the sanitarium family, in missionary correspondence with the weekly *Signs*, scattering back numbers of the papers and magazines among San Diego's homes, following up former patients with our literature, and the plans for local work with the Ingathering *Signs*.

Brother C. C. Morlan urged the consideration of our relation, as young people, to the great work of placing the literature in the homes of the people. An excellent interest in these practical ways of aiding the message prevailed through the entire meeting.

The writer mentioned the "Pocket League" work, and eighteen new members joined our constantly growing band of Volunteers who are pledged to carry the message in some printed form and scatter it "as we go." Tract lists were given out at the close of the meeting, to assist the friends in ordering for their needs.

Elder Andross was present, and spoke urgently, using for his text the first recorded words of the Master, "Wist ye not that I *must* be about My Father's business?" Upon every one of us who calls Him Lord, Jesus lays His command to labor with Him and His church, that our Father's kingdom may come. To do good to all men as we have opportunity, to be helpers and healers of mankind, to be the salt and the light of this world, that we may be meet for the glory, honor, and immortality of the world to come,—this is the high vocation to which Christians are called. This is the business for which we are here. Surely it is both noble and joyous.

"To lift the load of misery and sin from men's hearts, and to lighten their darkness with the light of divine truth and love, can tire no man whose heart is right with God." "We may be tired in the work sometimes, but of it never. Strength, patience, courage, material resources, may be tasked to the uttermost,

but our Father's business can never grieve us."

"I *must* be about My Father's business." Why this *must*? Because He could not help Himself? Because conscience gave Him no rest? *Nay*; but because *He delighted to do His Father's will*. So the noblest, purest, greatest souls have always said, rejoicing to spend and be spent in this service, counting not their lives dear to them. It is the "*must*" of love; not the slow step of mere duty, but *the spirit of love that springs to service*. The noblest motives by which men can be influenced are called into fruitful activity by "the love of God, which is in Christ Jesus our Lord."

Ernest Lloyd.

CALIFORNIA

Missionary Notes

I have had some very interesting experiences during the last two weeks in visiting the churches in the southern part of this conference, and believe it will encourage others to know how the brethren and sisters are taking hold of the work.

Los Gatos

Wednesday night, October 11, we met the small company of believers at Los Gatos. The Lord's Spirit was present, and all expressed a desire to enter more heartily into the work of spreading the message. The church school teacher, Miss Winnifred James, volunteered for the forty per cent book work, taking a prospectus. She will spend time in the afternoons getting acquainted with the people and selling them these small books. She has a good church school. Two from the outside are attending.

Watsonville

Friday was spent at Watsonville in magazine work. Mrs. Fleming had some interesting experiences in the Chinese part of the town. We met with the little company Sabbath, and had an excellent missionary meeting. The Lord blessed in the exchange of experiences, and the members were impressed that they should work their foreign field at home more diligently. They raised \$4.15 with which to buy literature for the Japanese, Chinese, and Slavonians, and are to begin at once to sow the seeds of truth among these people. Surely good will result.

Santa Cruz

In coming in touch again with the work of the faithful few at Santa Cruz on Sunday evening, it was most encouraging to find that the members had distributed a large number of tracts since my last visit. They are of good courage, and showed their desire to continue the good work by taking another \$5 tract package, and starting the renewal of the regular *Signs* club. In canvassing with the magazines in Santa Cruz later, I found several interested people to whom Bible readings could be given, were some one there to study with them.

Gilroy

At Old Gilroy, at the home of Brother Edgerton, we had a little meeting Wednesday evening. Brother Hardesty has a blacksmith shop there, and will put up a tract rack in his shop and keep it filled with our literature. As this is in a thickly settled farming district, hundreds of messages of truth will in this way reach families. Surely it will accomplish much good.

Two other isolated families were visited at Gilroy—Sisters Morgan and Snow. Both are rejoicing in the hope of our Lord's soon coming. Sister Morgan is doing a good work in circulating the *Signs* and other reading-matter. In working among the people we found a number who are favorably impressed with the truth through the influence of this work.

San Jose

The Ingathering program was held in the San Jose church Sabbath, and all were interested and pleased. I spoke to the young people in the afternoon, and was glad to find them working and reporting. They will take hold with the church in the use of another \$5 package of tracts. At San Jose the members have been busy each week getting out the literature. The large cupboard in the hall of the church has had its shelves unloaded during the past two months in a most encouraging way. One member has several interested Bible readers of whom she has strong hopes that they will accept the truth.

We are surely glad to see our churches and isolated families taking hold, and pushing the work all along the line. Gideon's army was small, but it did a mighty work for the Lord, because it followed the Captain of the hosts. I

am glad we have the same Captain. Let us keep our eyes open that we may go through with our Leader.

W. D. Fleming.

The People Want Our Small Books

Two weeks ago, when describing the new home workers' book prospectus, which shows our beautiful line of books for the children, the youth, and others, I made this statement:

"Efforts have proved that almost any member of the family, including children, . . . can go out and successfully interest the people in these attractive books. Many are delighted with the chance to buy something of real educational and spiritual worth, instead of something else, as holiday gifts."

Possibly the "small voice" whispered to you, as you read this, "Try it; send for that prospectus; and give your neighbors this opportunity." It so whispered to me, and I secured a prospectus, and have thus far put in four hours I could spare, among the people near by (just as you would do in your neighborhood), with the following results in orders:

3 "New Testament Primer," cloth,	\$1.80
2 "New Testament Primer," board,	.70
2 "Glorious Appearing," board,	.50
1 "Story of Piteairn"	1.00
3 "Glorious Appearing," Japanese	.75
1 "House We Live In"	1.00
1 "Best Stories," board	.50
	<hr/>
	\$6.25

Needless to say, after this demonstration, without previous experience, I feel deeper enthusiasm in this work than before. So as another request for workers goes out, it is with the feeling that from a *missionary standpoint, and from every other standpoint*, we have absolutely nothing with greater possibilities to offer to our home workers, during the weeks between now and Christmas, than the work with these beautiful books.

The preparation for the work is very simple, indeed. The following suggestions are sufficient to assist one to take hold of this work intelligently:

Preparation

Get in mind the little canvass for each book given in front of sample in prospectus. Arrange covers in binder so as to show children's, then young people's, and older ones'. Some may be

REPORT OF BOOK WORK FOR WEEK ENDING OCTOBER 7, 1911

Agent	Book	Hrs.	Ords.	Helps	Value	Delivered
Central California						
Milton K. Dymot	Heralds	23	11	\$4.50	\$26.50	
Mrs. E. Morelock	G.C.	27				\$83.00
Mrs. M. Shackelford	P.G.					63.25
3 Agents			11	\$4.50	\$26.50	\$146.25

REPORT OF BOOK WORK FOR WEEK ENDING OCTOBER 14, 1911

Central California						
Mrs. P. Rosenfeld	P.G.	24	21	\$2.60	\$84.60	
Milton K. Dymot	Heralds	11	7	1.50	15.50	
2 Agents		35	28	\$4.10	\$100.10	
Average sales per hour, \$2.86.						

REPORT OF BOOK WORK FOR WEEK ENDING OCTOBER 21, 1911

Central California						
Milton K. Dymot	Heralds	23	16	\$7.50	\$39.50	
G. W. Eddy	D.&R.	30	5		17.00	
2 Agents		53	21	\$7.50	\$56.50	
Northern California-Nevada						
Geo. Morrison *	P.G.	59	23		\$93.50	
Ina Davis	P.G. and Herald's	19	31		89.00	
2 Agents		78	54		\$182.50	
* Two weeks. Average per hour, \$2.34.						

omitted if you wish. Practise holding prospectus on left arm, opening toward customer, so it can be easily shown.

Introduction

Be as natural and easy as you would in making a friendly call. (It is well to learn in advance whether there are children in the home.) Greet the person pleasantly, and *expect* to be invited in. You need not say why you have come, until you are seated; then easily turn the conversation to your work by some statement like this:

"I am spending a little time in the interest of the children and young people especially. You know there is nothing you can do that will be more lasting in influence than to cultivate their interest in *good reading*." (Get customer's assent.) "With this in mind, [opening prospectus] I am showing now, when people are thinking of making gifts, a line of beautiful character-building books. I have something of interest to all—from the little one just learning to read, to the oldest in the family."

Go right into your canvasses in a clear, brief, enthusiastic way, watching customer's interest, and learning, if possible, ages of children. (Make clear

that these are simply sample pages.) For the older ones, emphasize the importance of "Glorious Appearing," "Paradise Home," "Steps," and "Mount of Blessing." Do not pass the foreigner. Even the Japanese will buy if you explain it in English, and tell them you can get it in the Japanese language. The Lord will surely give you a rich blessing in this work.

You will find it pleasant, and in your first two hours' work you will have paid for your prospectus, which is only \$1. We want at least a hundred home agents for these small books within the next two weeks in this union. In your consideration of the work, remember this: There are families in your neighborhood who will appreciate the opportunity to buy these books. You may be the only one who can give them this opportunity. Will you do it?

Write your tract society to-day for a prospectus and order book.

J. R. Ferren.

"We want to hear from you,
And that right often, too;
Not one great long report,
But many, good and short."

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J. H. Behrens, C. L. Taggart, H. G. Thurston,
D. A. Parsons.

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THURSDAY, NOVEMBER 2, 1911

Brother A. A. Cone is spending this week at Lodi Normal and Pacific Union College, organizing canvassing bands.

On Monday of this week the total number of orders received for the Ingathering *Signs of the Times* reached 424,199.

Brother J. J. Ireland left, this week, for Phoenix, Arizona, to audit the conference and tract society accounts, preparatory to the annual session of the Arizona Conference, November 6 to 13.

Brother Walter Harper, our tried and faithful canvasser of many years, was a visitor at the office this week. Brother Harper is on his way to Loma Linda, to spend some time with his aged father. Also Brother C. W. Peter, San Francisco ship missionary, made a brief call.

Brother J. T. Thompson, formerly of Manitoba, arrived in Oakland the 19th instant to take up field missionary work in this conference. With the earnestness with which Brother Thompson enters upon his work, we believe he will bring this department to the front.

During his recent trip to the North Pacific Union, among other places Brother A. A. Cone visited the Laurelwood (Oregon) and Meadow Glade (Washington) Industrial academies, in company with the union and State canvassing agents, in the interest of the book work. Prof. J. L. Kay, for a few years connected with Fernando Academy, is in charge of the former, and Prof. J. B. Clymer of the latter. Brother Cone says both are fine schools. At Laurelwood a canvassers' band of twenty-seven was organized, and at Meadow Glade a band of twenty-four was formed.

The retail value of the subscriptions and sales on our various papers and magazines which have passed through the California-Nevada Missionary Society office since May 1 amounts to \$1,961.02. This is certainly very good for a small conference whose missionary organization is new. It gives some suggestion of what may be developed by more organized effort from the office and in the field. Now as we come to the time of year when people read, let us be loyal to our weekly and monthly messengers of truth, and take a larger part in their circulation than ever before. They are bringing people into the truth.

How to Present the Ingathering "Signs"

The following notes on preparation for the Ingathering work are passed on for the help of those who may not have received the little instruction leaflet, or had the benefit of a practise service:

Attitude

Feel that this is God's work, not ours. Love for it constrains you to go. Courage comes as result of earnest prayer. You may have unlimited confidence, because this message is triumphing in all the world.

Preparation

Become familiar with the paper. Get in mind points that impress you to use in interesting others. The points below are given to help in this. They are not intended to constitute a canvass, because you would not want to tell any one person so much. Refer to two or three fields as illustrations of the work and needs. The paper will tell them the rest.

Opening

Meet friend or stranger cheerfully.

Suggestive Form

"I have called to leave you one of our beautiful Harvest Ingathering papers. (Hand naturally, opening another copy.) It shows another year's progress of the gospel in all the world.

"You remember the Saviour's words, 'This gospel of the kingdom shall be preached in all the world for a witness unto all nations; and then shall the end come.' [Point to quotation in first article.]

"So [pointing to title of the first article] modern missions are truly a sign of our times. Fifty-seven countries have

now been entered, and the reports of work going on are intensely interesting."

(Give briefly points of interest on such countries as Africa, India, and Korea, to show work being done.)

Closing

"Now, I know that after you have read these articles, your heart will be touched, and you will be glad to have had a part in this great and good work. Last year the Ingathering brought needed help; and our men and women in the fields look for help to meet present situations. This card shows that whatever gift you entrust to me will be forwarded direct, and I know that the Lord will bless you, as He has promised to do. You may sign here, specifying the amount you wish to send. Thank you very much."

To a person hesitating because of ability to give but little, say:

"You know it isn't always the largest gift that accomplishes the most good. If you can spare but twenty-five or fifty cents, that will help, as often a penny tract is the means of bringing the light to a whole community."

To objectors to foreign mission work:

"True, we must care for those at home. But the gospel must go to all the world. Christ tells us that; and you will find to-day that the churches who are doing the largest work in fields beyond, are most active at home. Of course, if you prefer, whatever you wish to give may be used in the home field. One department of the paper is devoted to the work in our large cities in this country."

Magazine Report — California Conference

	Hours	Copies	Value
Mrs. Fleming (2 weeks)	43	873	\$ 87.30
Mrs. Graves (4 weeks)		1,000	100.00
Ruth Crane	14	90	9.00
Miscellaneous		200	20.00
		2,163	\$216.30

Wanted

A position on a ranch by a Seventh-day Adventist. For references write or see Elder J. W. McCord, or Elder A. S. Booth, 417 West Fifth St., Los Angeles, Cal. Guy Payton, General Delivery, Los Angeles, Cal.