

PACIFIC UNION RECORDER

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

VOL. 13

MOUNTAIN VIEW, CALIFORNIA, JANUARY 29, 1914

No. 26

Annual Meeting of the Pacific Press Publishing Association



MAIN ENTRANCE TO PACIFIC PRESS PUBLISHING ASSOCIATION'S GROUNDS

Synopsis of Proceedings

The tenth annual meeting of the Pacific Press Publishing Association was held according to appointment in the Pacific Press Assembly Hall, Mountain View, Monday, January 26, 1914. There was a good attendance, among the number being Elder E. E. Andross, president of Pacific Union Conference; Elder E. W. Farnsworth, president of California Conference; Elder C. L. Taggart, president of California-Nevada Conference; Elder H. W. Cottrell, president of Western Oregon Conference; A. M. Free, district attorney of Santa

Clara County; Dr. George Thomason, medical superintendent of St. Helena Sanitarium; Dr. J. A. Sanderson, Berkeley Sanitarium; Dr. L. J. Belknap, Garden City Sanitarium; Elder W. C. White; J. J. Wessels, manager St. Helena Sanitarium; Elder E. J. Hibbard; S. T. Hare; Prof. M. E. Cady; W. L. Camp, cashier Farmers' and Merchants' State Bank; W. E. Whalin; and a number of our tract society secretaries and field agents. Several of the delegates were delayed *en route* by washouts.

C. H. Jones, president and general

manager, extended a hearty welcome to the delegates.

Eight applications for membership had been filed with the secretary in harmony with the by-laws, and these were unanimously received by vote of the association.

Treasurer's Report

The treasurer presented a report showing the financial standing of the association for the past year, the volume of business amounting to almost \$450,000. This amount shows an increase in the regular volume of business over last year of \$32,775. During

FINANCIAL REPORT OF PACIFIC PRESS PUBLISHING ASSOCIATION

Condensed from Report of Treasurer

December 31, 1913

ASSETS	LIABILITIES, CAPITAL AND SURPLUS
Money on Hand and in Banks	Notes Payable (within Denomination)
Notes Receivable	Personal Accounts, Royalty, etc.
Due from Publishing Houses and Tract Societies ..	Institutions, Tract Societies, etc.
Commercial and Personal Accounts	Branch Offices
Real Estate, Buildings, and Equipment at	<u>\$71,448.27</u>
Mountain View, Kansas City, Port-	RESERVE FUNDS
land, and Calgary	Accrued Interest
Less Reserve for Depreciation, 1907-1913 ..	Unexpired Subscriptions
<u>115,937.92</u>	Employees' Pension and Relief Fund
Supplies—Bound Books and Manufac-	Special Fund
turing Materials	<u>17,757.96</u>
Mountain View, Cal.	Total Liabilities and Reserve Funds, Dec. 31, 1913
Kansas City, Mo.	<u>\$89,206.23</u>
Portland, Ore.	CAPITAL AND SURPLUS
Calgary, Alberta, Canada	Capital
<u>\$295,885.87</u>	Surplus, December 31, 1913
TOTAL ASSETS, December 31, 1913	<u>\$206,679.64</u>
	PRESENT WORTH, December 31, 1913
	<u>\$295,885.87</u>

the past year, the interest-bearing debt has been reduced over \$18,000, or 25%. Since the rebuilding of the factory after the fire, and the elimination of commercial work, the interest-bearing debt has been reduced from \$123,347.16 to \$55,754.21, a reduction of \$67,592.65, or 55% reduction in seven years. The cash on hand and in banks, notes receivable and accounts receivable, would entirely wipe out our interest-bearing debt if so applied.

In 1908, after the transfer of the Pacific Press Publishing Company business to the association, 70% of the assets were represented in liabilities. At the close of the year 1913, only 30% of the assets were represented in liabilities, a reduction of 40% in the percentage relation. While this reduction of liabilities has been going on, the assets of the institution have been increased from \$243,762.29 to \$295,885.87, and the present worth from \$21,159 to \$206,679.64. The total net gain of the association for the year was \$26,278.63.

In harmony with the action taken by the constituency in 1908, one tenth of this amount, or \$2,627.86, has been placed in our reserve fund, and held subject to such investment as the constituency may direct. Since this plan was started in 1908, the Pacific Press has set aside \$12,348.64 from its net earnings to establish the publishing work in foreign fields. Letters of appreciation from the mission fields tell us this action on the

part of the members is a great encouragement to our brethren who are struggling to establish the work in the great, needy foreign mission fields.

During the past year, \$1,060.86 has been secured through appeals issued in our papers, and forwarded to the General Conference at Washington for distribution. These donations, added to those previously secured through appeals issued in our papers, and the amount invested by the institution in missions, give us a grand total of funds secured and solicited for mission work since the rebuilding of the institution in 1907 of \$34,397.89.

**Total Retail Value of Sales
Including Branch Offices**

Subscription Books, including 40% books	\$256,539.25
Trade Books, including Bibles	53,753.00
Trade	\$36,057.85
Educational	15,995.15
Bibles	1,700.00
Tracts	18,940.05
Periodicals (Retail value, including S. S. Quarterly)	116,366.11
S. S. Quarterly ..	10,894.55
Little Friend ...	20,745.00
Signs Weekly ..	42,547.50
Signs Magazine ..	42,179.06
Relief Books	1,463.25
Ministry	709.50
C. O. L.	753.75
Miscellaneous	2,563.11

Total value of publications sold	\$449,624.77
These sales were made as follows:	
Home Office	\$264,739.77
Kansas City Office ..	98,791.55
Portland Office	50,205.73
Canadian Office	35,887.72
Total	<u>\$449,624.77</u>

All the bills have been promptly paid, and a saving of \$913.31 was made in cash discount.

While the net gain of the institution is not as great as for 1912, the financial standing has been greatly improved. The year 1913 has been one of the most prosperous in the history of the institution.

The auditor, J. J. Ireland, presented the following report:

"To Whom It May Concern:

"This is to certify that I have made a careful examination of the books of account and the vouchers on file of the Pacific Press Publishing Association. The revenue statement, which embodies a statement of the actual amount of business that has been transacted of the several trading accounts, together with the balance-sheet, are true reports of the present condition of the business as at the close of December 31, 1913, as disclosed by said books of account.

"On comparing this financial report with that of one year ago, we find that of the actual net earnings for the year, 65½% of them has been used in reducing the liabilities, while but 34½%

is represented in increased assets of the corporation.

"Respectfully submitted.

"(Signed) J. J. Ireland,
"Auditor."

NOTE.—The financial policy that has been followed by this corporation during the past few years is worthy of commendation. To illustrate: As is outlined in the report, out of every \$3.00 received in net earnings by the corporation, nearly \$2.00 has been applied upon the obligations, while but a little more than \$1.00 is found in increased assets.

J. J. Ireland.

The president and general manager, C. H. Jones, read a very interesting report, showing in detail the working of the various departments, the organization of the office and field, new publications, and many other interesting facts connected with printing and publishing our books and papers. A detailed report is found on pages 4 to 8 of this paper.

In the absence of H. H. Hall, manager of the Book Department, Brother James Cochran presented a report for the department, which will be found in detail on pages 8 and 9 of this paper. Reports were also presented from each of the three branch offices. These are also printed in detail.

RESOLUTIONS ADOPTED

Gratitude

We would call to remembrance the many mercies and blessings so freely bestowed upon us during the past year from the loving hand of our kind heavenly Father, among which are the very substantial increase in the business of the association, thus materially assisting in the finishing of the gospel work in the earth and hastening the glorious day of deliverance; the large reduction of its indebtedness, notwithstanding the general financial depression; the preservation of the health of our workers, both in the offices and in the field, and their protection from accident. Therefore,

1. *Resolved*, That for these and many other blessings we hereby express our heartfelt thanks, and consecrate ourselves anew to the service of Him who is love.

Periodicals

Whereas, The *Signs of the Times* in all its history has been recognized as one of our most efficient agencies in winning people to the truth of the third angel's message; and—

Whereas, It furnishes a medium through which all may have a part in bearing the gospel message to the ends of the earth; and—

Whereas, Its circulation is not, nor has it been, in keeping with the important truth it bears to the world; therefore,

2. *Resolved*:

(a) That we request the North American Division Conference Committee, in consultation with the General Conference Committee, to arrange a Sabbath program each six months, in the which instructions shall be given, and special emphasis placed upon what may be accomplished through the medium of the *Signs of the Times* weekly, with a view to securing clubs of the paper for missionary work, and arousing our people to send it to their friends and acquaintances.

(b) That we earnestly recommend to all our local conferences the supplying of clubs of the *Signs* to be used by Bible workers and evangelists in city work.

(c) That we recommend and request continued efforts on the part of conference officers and ministers in the securing of clubs of the *Signs* weekly for missionary purposes, until all our churches and isolated Sabbath-keepers have provided themselves with this important periodical, and are doing what they consistently can to extend its circulation.

Whereas, The *Signs of the Times Magazine* has made a steady and substantial growth in its subscription list and sales during the past three years, and many responses have been received from the field, expressing appreciation and gratitude for the light of truth and spiritual help which it has given; therefore,

3. *Resolved*, That we thank God for this privilege and opportunity of presenting the message of the kingdom to so many who otherwise might not hear it, and thus hastening the soon coming of the King.

Whereas, It has been demonstrated that the *Signs of the Times Magazine* meets a special need, and supplies a peculiarly important field; therefore,

4. *Resolved*, That in view of the urgency and perils of these times, we urge our people to put forth greater study and greater effort with a view to extending its circulation.

Whereas, Preparations are being made to arrange some especially strong numbers of the *Signs of the Times Magazine* for the summer scholarship campaign, embodying the issues of June, July, August, and September; therefore,

5. *Resolved*, That we make a special effort to advertise these numbers, and raise our subscription list for the summer to at least 75,000 copies.

6. *Resolved*, That we express our appreciation to our brethren and sisters throughout the field who are assisting us so splendidly in preparing matter suitable for the columns of the *Signs of the Times*, both the weekly and the magazine.

Whereas, It is inadvisable to have two periodicals occupying in part the same field and in part different fields with practically the same name; therefore,

7. *Resolved*, That to save confusion a suitable name be given the magazine, as the incoming board and the editors of the magazine may decide.

8. *Resolved*, That we request the General Conference to consider favorably the *Signs of the Times*, either weekly or monthly, as they may select, to be used in the Harvest Ingathering campaign of 1915.

Whereas, Our *Little Friend*, having now entered upon its twenty-fifth volume, has added several new features, chief among which is the Little Ones' Page each week, well illustrated, and printed in large type, making it a better helper to the mother in the home; and—

Whereas, We are planning to issue a double temperance number with a colored cover about the first of April, and a missions number later in the year; therefore,

9. *Resolved*, That we urge our people to place this pioneer children's paper in every Seventh-day Adventist home where there are English-speaking children, and also in homes outside of our own people, (a) by personal work, (b) through our canvassers and book agents, and (c) by more extensive advertising; that it may create a taste for good reading and be a help to our own children, and furnish them an agency for missionary work among children outside.

Pacific Press Training-School

10. *Resolved*, That we approve of the organization of the Pacific Press Training-school, and hereby express our appreciation of the good work already accomplished; and further, that we urge all employees, as far as consistent, to avail themselves of the privileges afforded in this school; and be it further—

11. *Resolved*, That we extend to the teachers, who have so kindly donated their services to this school, our heartfelt thanks for their faithfulness, devotion, and self-sacrifice, and congratulate them on the degree of success attained.

Bookmen's Convention, 1915

Whereas, The missionary and bookmen's convention held at Mountain View, California, January 12 to 23, 1913, was productive of such good results, as seen in the increased sales of our subscription books during the past year; therefore,

12. *Resolved*, That we earnestly request the union and local conferences in Pacific Press territory to take into favorable consideration the question of holding another general missionary and bookmen's convention here at Mountain View during the year 1915; and further,

13. *Resolved*, That in case it is decided to hold such a convention, the Pacific Press agrees to extend the same courtesies in the matter of entertainment, sharing of traveling expenses, etc., that it did last year.

Pension and Relief

Whereas, It is clearly the duty of organizations and institutions in the work of the Lord to care for those who have grown old or infirm in their service, or are afflicted or injured so as to incapacitate them for service, in accordance with the principles set forth in the suggestions made by the General Conference Committee at a meeting held in Washington, D. C., October 14, 1913, regarding the Sustentation Fund of the General Conference of Seventh-day Adventists; therefore,

14. *Resolved*, That the Pacific Press Publishing Association continue to set apart each year an amount equal to five per cent of its pay-roll, this to be known as the Pension and Relief Fund.

15. *Resolved*, That this fund be held by the treasurer of the Pacific Press, and paid out on the order of the board of directors in harmony with the regulations governing pensions, adopted at the meeting of the association held January 23, 1911, the cases needing relief on account of sickness, accident, etc., to be considered and adjudicated by the directors, each on its merits, as necessity and justice may demand.

Whereas, The state of California has recently enacted a very stringent and far-reaching law known as the "Workmen's Compensation Act," which may seriously affect this institution; therefore,

16. *Resolved*, That there should be held of the Relief Fund in our treasury funds available to meet prospective emergencies which may fall within the scope of the law.

17. *Resolved*, That in continuing our established custom, it is understood that the association stands ready to assist out of the Pension and Relief Fund, as far as duty to its own employees will permit, persons out of its employ but belonging to the same class of workers, namely, employees of our regular denominational institutions and tract societies, and colporteurs; and that in this it will stand pro rata with other institutions in harmony with the principles set forth in the suggestions of the General Conference Committee concerning the distribution of the Sustentation Fund.

Investment in Missions

18. *Resolved*, That we reaffirm the action taken by this association of setting apart one tenth of its net gain each year for the purpose of assisting in establishing and building up our foreign publishing work, and we recommend that this policy be continued.

Whereas, Urgent appeals have recently come to us asking for assistance in carrying forward our publishing

work in China, India, Korea, Japan, South Africa, the Philippine Islands, and other places; therefore,

19. *Resolved*, That the board of directors be instructed to respond to these appeals, as far as practicable, in harmony with the preceding resolutions, subject to the approval of the General Conference Committee.

Directors

The following directors were unanimously elected:

C. H. Jones
H. G. Childs
H. H. Hall
M. C. Wilcox
James Cochran
B. M. Shull
W. E. Whalin

Advisory Committee:

E. E. Andross
R. A. Underwood
Charles Thompson
C. W. Flaiz
H. S. Shaw
E. W. Farnsworth
J. H. Behrens
C. L. Taggart
F. M. Burg

Officers

At a meeting of the newly elected board, they organized as follows:

President and general manager,
C. H. Jones
Vice-president, H. H. Hall
Secretary and treasurer, H. G. Childs
Auditor, J. J. Ireland

One feature of the day particularly enjoyable from a social standpoint was the annual dinner. About two hundred were seated at the first table. Just as every one thought he was about to enjoy a good dinner, an interruption occurred by M. C. Wilcox arising and announcing that this was the birthday of Mrs. C. H. Jones, wife of the president of the Pacific Press. Brother Jones has been connected with the Pacific Press for over thirty-five years, and his wife has been closely interested all this time in the success and prosperity of the institution. Elder Wilcox concluded by presenting in behalf of the friends a large and beautiful birthday cake.

During the dinner, remarks were made by Elders Cottrell and Andross, by Attorneys Free and Parlin, and by Doctors Belknap, Reed, and Thomason. A large and well-trained orchestra furnished music during the repast. The

young ladies of the institution who served were daintily garbed, wearing white aprons and caps, and added much to the effectiveness of the arrangements.

The entire Pacific Press family join in praise and gratitude to our heavenly Father for His protective care which has been over the publishing house and our workers during the past year, and for the manifold assurances that this is the Lord's work, and humbly consecrate ourselves anew to His service.

H. G. Childs, *Secretary*.

Annual Report of the Manager for Year Ending December 31, 1913

Read at the Annual Meeting of the Association, January 26, 1914.

DEAR BRETHREN AND SISTERS, FRIENDS,
AND FELLOW WORKERS:

Forty years ago next June witnessed the starting of the publishing work here on the Pacific Coast. It was marked by the establishment of our pioneer missionary paper—the *Signs of the Times*—the first issue bearing date of June 4, 1874, and to Elder James White and wife belongs the credit of starting this paper. The type was set in rented rooms in a building at the corner of Twelfth Street and Broadway, Oakland, Cal. After the type was set and made up into pages, the forms were sent to a near-by printing-office, where the presswork was done. The papers were then brought back to the office, where they were wrapped and addressed, and then W. C. White, who is with us to-day, took them to the post-office in a wheelbarrow. From this small beginning the work has continued to grow, until now we have one of the most complete printing and publishing houses west of Chicago, using nearly fifty car-loads of paper every year.

The past year has been one of marked prosperity. The volume of business, aside from the Harvest Ingathering *Signs*, is the largest ever recorded, amounting to \$449,624.77. Had the *Signs* been used in the Harvest Ingathering campaign this year, the same as last, as we confidently expected, we would have reached the goal we fixed at the beginning of the year, namely, "Half a million dollars." Therefore we feel that our faithful canvassers and all who have acted a part in the circulation of our literature are to be congratulated on the splendid showing. The Lord has certainly blessed the work

during the past year, for which we praise His holy name.

Not only have earnest efforts been put forth to increase the volume of business, but particular attention has been given to the reduction of our interest-bearing debt; and you will notice from the treasurer's report that this has been reduced during the past year over \$18,000. This amount could easily have been absorbed in the purchase of new machinery, which is really needed; but the directors thought it better to get along with present facilities, and thus be able to reduce the indebtedness. Several of the presses we are now running passed through the fire and are far from up-to-date. And yet we have been able to get along and do the work, but it will be necessary to replace some of these old presses soon with those that will do not only better but much more rapid work.

The following figures, taken from the treasurer's report, show how the business has been increased, and the interest-bearing debt reduced, during the past two years:

In 1912 the increase in volume of business over that of the previous year was \$15,788.78 (exclusive of the Missions *Signs*), and the interest-bearing debt was reduced \$12,864.95; in 1913 the increase in volume of business over that of the previous year was \$35,475.70 (exclusive of the Missions *Signs*), and the interest-bearing debt was reduced \$18,198.43.

Our net gain for the year ending December 31, 1913, including branch offices, was \$26,278.63. This is exclusive of donations.

Our assets, including real estate, plant, equipment, and supplies at both the home office and its branches, amount to \$295,885.87. Our liabilities are \$89,206.23, leaving our present worth \$206,679.64.

Since the rebuilding of the factory after the fire, and the elimination of commercial work, our interest-bearing debt has been reduced from \$123,347.16 to \$55,754.21, a reduction of \$67,592.95, or 55% in seven years. Our cash now on hand and in banks, notes receivable, and accounts receivable, would entirely wipe out our interest-bearing debt if so applied. While this reduction of liabilities has been going on, the assets of the institution have increased from \$243,762.29 to \$295,885.87, and the pres-

ent worth increased from \$21,159.96 to \$206,679.64.

During this same time, \$34,397.89 has been set aside for mission work. This includes one tenth of the net earnings of the institution, together with money received through appeals that have appeared in the columns of the *Signs of the Times*, for funds for various missionary enterprises.

In this connection it might be interesting to note that in 1900 our interest-bearing debt amounted to \$170,660.58, while at the present time, as noted above, it is only \$55,754.21.

All bills have been promptly met, thus making a saving in cash discounts during the past year of \$913.81.

Book Department

Our Book Department makes a splendid showing this year, the best in all its history. The volume of business, including sales of our branch offices and miscellaneous sales, amounts to \$344,153.21, a gain of more than \$20,000 over last year.

We attribute this substantial gain, in part at least, to the large and enthusiastic missionary and bookmen's convention held here at Mountain View, January 12 to 23, 1913, when nearly every bookman and tract society secretary in Pacific Press territory was present. We hope that another convention similar to this can be held here in 1915.

This year our conventions are being held in connection with the union conference biennial sessions, and ample time is being given for the consideration of this important branch of the work.

In addition to our regular periodicals, we have printed during the past year books and tracts as follows:

Cloth and leather bound books	137,275
Pamphlets	237,820
Tracts	1,966,293

During 1913 we have shipped from the home office to various parts of the field, over two hundred tons of books and tracts.

Home Workers' Books

An unexpected interest was taken in the sale of home workers' books during the past year, and for a time it was difficult to meet the demand. Over one thousand of the new and attractive little prospectuses were called for, and the sales of these books were simply marvelous. Parts of the field that never

before had taken any interest in this line of work took hold of it with enthusiasm, and the results were astonishing. It simply shows what can be done by our lay members when they once get started. With this good record, we anticipate much larger sales the coming year.

Books in Foreign Languages

In "Testimonies," volume 7, page 160, we read the following in regard to the importance of issuing our publications in foreign languages:

"A far greater effort should be made to extend the circulation of our literature in all parts of the world. The warning must be given in all lands and to all peoples. Our books are to be translated and published in many different languages. We should multiply publications on our faith in English, German, French, Danish-Norwegian, Swedish, Spanish, Italian, Portuguese, and many other tongues; and people of all nationalities should be enlightened and educated, that they, too, may join in the work. Let our publishing houses do all in their power to diffuse to the world the light of heaven."

In harmony with this instruction, and at the request of the General Conference, the Pacific Press has given special attention to this line of work, and already has an investment of between thirty and forty thousand dollars in foreign books and plates. During the last year we have published the following:

- "Great Controversy," Spanish;
- "Practical Guide to Health," Spanish;
- "Practical Guide to Health," German;
- "Coming King," Spanish (revised);
- "Gospel Primer No. 2," German, Danish, and Swedish.

Arrangements have been made to bring out in the near future the following books:

- "Great Controversy," Russian;
- "Great Controversy," Finnish;
- "Patriarchs and Prophets," Portuguese;
- "Practical Guide to Health," Danish.

The following new publications in the English language have been published during the past year:

- "Great Controversy," trade edition, thin;
- "Patriarchs and Prophets," trade edition, thin;
- "Counsels to Teachers";
- "Fundamentals of Geology";

"Bible Nature Series No. 3";
 "New Testament History";
 "Gospel Primer No. 2";
 "A Perfect Law," B.S.L. 208;
 "From Eden to Eden," Our Times Series No. 7;
 "The Baptism of Jesus," A.G.L. 95;
 "Shall We Eat Meat?" A.G.L. 96;
 "Satan: His Origin, Work, and Destiny," A.G.L. 97.

We also have in hand and shall bring out in the near future the following:

"Testimonies," volumes 1-9 (in three volumes, printed on genuine Oxford Bible paper);

"Vegetarian Cook Book" (revised edition).

"Signs of the Times" Weekly

Some striking changes have recently been made in the general make-up of the *Signs of the Times* weekly, and we have also been able to secure a large corps of editorial contributors. Among these are some of the leading men of the denomination. These changes have given general satisfaction, as is evidenced by the rapid increase of the subscription list. Last year at this time the list stood at about 13,000; this year it is over 18,000, and still on the increase. We hope that before the close of the year it may reach 50,000. The total number printed during the year was 854,000, an average weekly circulation of 17,000.

Our plan now is to cover all important points of the message every six months, so that persons can begin their subscriptions at any time and still get the message in the six months' period. While the old, old story will be repeated over and over again, yet, each time, it will have a new setting. It is our purpose to make the paper fairly throb with the vitalizing forces of this message. Letters are constantly being received at this office from persons who have accepted the truth or become interested in it through the reading of the *Signs*. Here is one recently received:

"Enclosed find our first order, for Sabbath-school supplies for our little Wooden River Sabbath-school. The work has been slow but encouraging; and after a few months' labor and prayer, it brings gladness to our hearts to send this report. We have an organized school of nineteen members, all being new Sabbath-keepers outside of our own family. These new Sabbath-keepers, we are pleased to report, have

all been interested readers of the *Signs of the Times* sent to us by the Vancouver Young People's Society."

"The *Signs* does bring people into the truth."

On account of ill health, Brother M. C. Wilcox, who has acted as senior editor of the *Signs* for so many years, handed in his resignation a few months ago, which was accepted, and Brother A. O. Tait was elected to fill the vacancy.

Brother Wilcox was granted a leave of absence for six months. At the end of that time we trust he will have sufficiently recovered so that he will feel free to take hold of the work again with us.

"Signs of the Times Magazine"

The *Signs of the Times Magazine* is coming to be more and more popular with our agents and our people generally. Several months last year the sales were larger than those of any of our other denominational ten cent magazines. It is recognized as "the magazine with the message," and the message it has borne from month to month has brought light and gladness to scores and hundreds, as is evidenced by letters received at this office.

The average monthly circulation last year was 35,466; total number printed, 447,500. Nearly every month, the entire edition was sold and more were called for.

Arrangements are now being made for four special series of articles from our leading brethren, on the signs of the times and their relation to the fulfillment of prophecy. These articles will show that we are in the last moments of time, and that soon Jesus will come. It is our purpose to make the journal stronger and better than ever before; and if we do, we believe our people will give it the circulation its importance demands.

"Our Little Friend"

Our Little Friend is still growing in favor, as is shown by the increase in the subscription list. The average circulation in 1912 was 14,000 a week, while last year it was 16,000, an increase of 2,000 copies weekly.

Several new features have been added during the past year, the most important of which is the page for the little ones. This page is set in large type, and well illustrated, and is proving very attractive to the children.

Mrs. Vesta J. Farnsworth will still continue on the editorial staff, and will furnish articles on missions and the Sabbath-school lessons the same as heretofore.

The total volume of business in the Periodical Department for the year 1913 was \$105,471.56.

Donations to Missions

In "Testimonies," volume 7, pages 144, 145, we read the following:

"As the message of truth advances into new fields, it is God's purpose that the work of establishing new centers shall be constantly going forward. . . . At various points in missionary lands publishing houses must be established. . . . In this work it is the privilege, yea, the duty, of our established institutions to participate. . . . Just as soon as an institution has gained a standing-place for itself, it should reach out to aid other instrumentalities of God that are in greater need."

In the onward march of the message, publishing houses have been established in various foreign fields, and it has been the privilege of the Pacific Press to cooperate in furnishing several of these offices with presses and printing material, in harmony with the instruction given above. Following is a partial list of these supplies:

To India

1 C. B. Cottrell & Sons Co. cylinder press;
 1 lithographic press (forwarded this year);
 1 typewriter.

To China

1 Colt's Armory press (forwarded this year);
 1 No. 7 Boston wire stitcher;
 1 Daniells planer and jig saw;
 Other printing material;
 Over \$500 worth of machinery purchased in 1910 through the General Conference.

To Japan

1 Colt's Armory press;
 1 No. 4 Boston wire stitcher;
 1 typewriter;
 Complete outfit of type, cases, material, etc.

To Korea

1 standing press;
 1 cutter;
 1 Victor safe;
 1 Remington typewriter;
 1 Boston wire stitcher and supplies.

To Mexico

1 cylinder press.

Amount forwarded to missions during the past year\$1,938.59

Total amount of printing machinery, material, etc., invested in missions \$6,098.49.

In response to a call from the Philippine Islands, our board has already voted to purchase a Boston wire stitcher and a paper cutter for that field.

Then we have a letter from Elder W. B. White, urgently calling for a cylinder press for South Africa; and another letter from Prof. H. R. Salisbury, appealing to us to send them a type-casting machine for India. Shall we respond to these calls? That is for you to say.

Other appeals have come to us for help for various institutions and enterprises. These will be presented to you at the proper time, and you will take such action as you see fit.

Pacific Press Training-School

In regard to the matter of educating and training workers, we read the following from "Testimonies," volume 7, page 147:

"As our publishing houses take upon themselves a burden for missionary fields, they will see the necessity of providing for a broader and more thorough education of workers. They will realize the value of their facilities for this work, and will see the need of qualifying the workers, not merely to build up the work within their own borders, but to give efficient help to institutions in new fields. God designs that our publishing houses shall be successful educating schools, both in business and in spiritual lines. . . . Let opportunity be given for all to acquire the greatest possible efficiency. Let them become acquainted with different lines of work, so that, if called to other fields, they will have an all-round training, and thus be qualified to bear varied responsibilities."

In harmony with this instruction, the Pacific Press Training-school, which was so successfully organized and conducted last year, has been continued this year, with increasing interest and success. Following is the regular program:

Monday Night

- 7:00 to 7:45 Prophetic History.
- 7:50 to 9:00 Church, Tract Society,

and Conference Accounting; Business Problems; Commercial Law.

7:50 to 9:00 Grammar.

Thursday Night

- 6:45 to 7:30 English.
- 7:30 to 8:15 Modern History.
- 8:15 to 9:15 Technical Printing.

These classes are well attended, the school having an enrolment of between sixty and seventy. A small tuition is charged to cover incidental expenses, and so far the school has met all expenses, so there is no debt.

The teaching force is voluntary, made up from our own employees, who make no charge for their services, and at present embraces the following: M. C. Wilcox, L. A. Reed, H. H. Hall, H. G. Childs, T. F. Culhane, James Cochran, J. L. Stansbury, Kathrina B. Wilcox, A. O. Tait, F. H. Gage, M. B. Drake.

In addition to these regular classes, arrangements have been made for a series of public lectures, to be given on every alternate Saturday evening. The course embraces the following:

1. The Rainbow Analyzed—A Study of Color.
F. H. Gage, September 27, 1913.
2. The Church in the Early Centuries. Church History Series, No. 1.
Elder A. O. Tait, October 18, 1913.
3. The Glandular System and Its Functions.
Dr. George Thomason, November 1, 1913.
4. The Waldenses. Church History Series, No. 2.
Prof. C. W. Irwin, November 15, 1913.
5. Mechanics in Nature (stereopticon).
L. A. Reed, November 29, 1913.
6. Wycliffe, Huss, and Jerome. Church History Series, No. 3.
Elder M. C. Wilcox, December 20, 1913.
7. Reformation in the Sixteenth Century. Church History Series, No. 4.
Prof. J. A. L. Derby, January 3, 1914.
8. Review of Current Events of 1913.
Prof. George W. Rine, January 17, 1914.
9. Mighty Men of Post-Reformation Times. Church History Series, No. 5.
Elder M. C. Wilcox, January 31, 1914.

10. Astronomical (stereopticon—title later).

Prof. Charles Burckhalter, February 14, 1914.

11. Providences Leading Up to 1844 Movement. Church History Series, No. 6.

C. C. Crisler, February 28, 1914.

12. (Open) March 14, 1914.

13. The Closing Message. Church History Series, No. 7.

Elder E. E. Andross, March 28, 1914.

14. From Franklin to Marconi; Electricity Up to Date.

F. H. Gage, April 11, 1914.

15. Travel Lecture.

H. H. Hall, April 25, 1914.

16. (Open) May 9, 1914.

The lectures already delivered have been very interesting and instructive, and well attended.

Special department meetings are held on each alternate Saturday evening, such as typeroom, foundry, photo-engraving, pressroom, bindery, etc. Great interest has been manifested in these meetings, and taken all together, we see a marked improvement in our work as the result of the training-school.

A vote of thanks is due the teachers who have worked so faithfully, and have so generously donated their time, and they are to be congratulated on the degree of success attained.

We might add that we have adopted the same course of study as that carried on in our regular denominational schools; and should one of our employees go from our office to one of these schools, credit for work done in the Pacific Press Training-school would be given.

Scores of persons who received their training at the Pacific Press are now filling responsible positions in various parts of the world. At the present time one of our most faithful employees is under appointment to China.

Branch Offices

Reports from the managers of our three branch offices will be read at this meeting, hence I will not go into details, but simply call attention to a few points.

Kansas City Branch

S. N. Curtiss, manager.

Total sales for the year 1913 \$98,791.55

Net gain for the year 1913 .. 503.63

Portland Branch

J. F. Beatty, manager.

Total sales for the year 1913 \$50,205.73

Net gain for the year 1913 .. 1,916.20

Calgary (Canadian) Branch

J. M. Rowse, manager.

Total sales for the year 1913 \$35,887.72

Net gain for the year 1913 .. 1,091.29

In justice to Brother Curtiss, manager of our Kansas City branch, we wish to say that one reason for the small net gain of that branch is the fact that quite a large share of the business is on foreign books, on which there is a very close margin, some being handled even at an actual loss. We recommend that the incoming board of directors give special attention to this question, and endeavor to place our foreign book business on a paying basis.

Soon after the close of the year 1912, Brother W. V. Sample resigned as manager of the Canadian branch, and Brother J. M. Rowse was appointed to take his place. Brother Sample is now connected with the Periodical Department here at the home office.

Foreign Book Business

Our foreign book business is assuming such large proportions and calling for such heavy investment of means, our board of directors felt that we ought to make an effort to secure better and more thorough cooperation with our foreign publishing houses in the matter of making translations and bringing out books in foreign languages. Therefore it was voted to ask Brother H. H. Hall to visit our publishing houses and tract societies in Europe and South America, with a view to securing this cooperation, which would mean a great saving to all parties concerned. Brother Hall consented to go, and left for Europe about two months ago. He is now on the ocean, on his way from Europe to South America, and expects to be back here about the first of April. We have encouraging reports of his trip thus far, and hope for good results. It is our desire to secure cooperation and avoid competition.

Spiritual Interests

We are pleased to say that we have a very efficient, consecrated, and devoted set of workers, those that are not working merely for wages, but for the love of the truth, and who can be relied upon in every emergency. They take

a real interest in their work, and as a general thing are prompt and faithful in attending religious services, doing missionary work, paying tithes, offerings, etc. We think that at the present time every employee is a member of the church in good and regular standing. It is a pleasure to be connected with such an earnest, devoted set of workers.

The week of prayer was a season of special refreshing, every employee taking part and renewing his consecration. Aside from the evening meetings at the church, department meetings were held in the office each morning.

The office was closed one day during the Harvest Ingathering campaign, when nearly all took part in distributing the papers and soliciting donations for foreign missions. As a result of this work \$398.01 was collected.

The Lord has wonderfully blessed the Pacific Press the past year. One more year of prosperity like the past, and our debt, which has been such a handicap, will be practically wiped out. Then it will be our privilege to assist to a still greater extent in the work of extending this message into the regions beyond, or in assisting other needy institutions.

In the language of the prophet we can say, "The Lord hath done great things for us; whereof we are glad," and to Him be all the glory.

In submitting this brief report, we desire to express our appreciation of the hearty cooperation of the employees, and of the union and harmony that has prevailed throughout the various departments of the office. We also feel grateful to conference officials and our brethren and sisters throughout the field for the interest they have taken in the circulation of our literature, and particularly to our faithful colporteurs, who have worked early and late, and aided so materially in bringing about such splendid results. May the year to come be still more prosperous is the prayer of

Your fellow laborer,

C. H. Jones, *General Manager.*

Report of Book Department

At the close of each year since 1906, we have been able to report, "This has been the banner year in book sales." The year just closed records by far the largest business in the Book Depart-

ment since the organization of the institution. The splendid gain may be attributed to numerous causes, but the paramount reason is, the message found in the various publications is past due the world, and God has placed a desire in the hearts of a loyal and devoted people to carry the printed page and place it in the hands of a people who have a desire to purchase.

Features of interest not enlarged upon in the general manager's report may be mentioned, as follows:

Tract Circulation

There has been a tremendous tract circulation during the year 1913. Our records show we sold 1,654,898 tracts and 22,836 of our large pamphlets. This is almost double the sale of any previous year.

The systematic methods employed in tract distribution we believe to be one of the causes of the increase. The pocket package idea, which originated at our convention at Mountain View a year ago, has added very much to tract circulation. The dollar and five dollar tract packages have come to be as standard as a regular subscription book.

Book Circulation

There has been a substantial increase in book sales in each of the five union conferences in which we operate. The net gain over the preceding year is \$23,838. The very slight decrease in sales to foreign countries may be largely accounted for by inability to carry on our subscription book work in the republic of Mexico. Our few workers in Mexico are able to sell, but for more than eight months we have not been able to effect delivery. The railways of this country refuse goods billed to points in Mexico. Hence, where previous years we have sold several thousand dollars worth of books in that country, we have accomplished practically nothing this past year. The total sales of the department amount to \$344,153.20.

Demand for Books in Foreign Languages

A year ago, at our annual meeting, there came a very urgent appeal from different sections of our territory, and especially from the northern and Canadian portions, for standard books in the Russian, Polish, Rumanian, Bohemian, and Portuguese languages. So urgent was this appeal, we have deemed it advisable to import from Hamburg, Ger-

many, and other places, the following large books:

600	"Mystery Unfolded"	Bohemian
500	"	" Rumanian
200	"	" Hungarian
1,000	"	" Polish

and several smaller books in these and other foreign languages. A set of plates for "Mystery Unfolded" Russian have been purchased of Hamburg, and are now in transit to Mountain View. We fully expect a large sale of this book in the United States and Canada the next few years.

Work Done for Us by the International Publishing Association

Aside from books manufactured at our own plant here at Mountain View, the International Publishing Association of College View, Nebraska, has printed for us the last year more than 7,000 copies of books in foreign languages. They have bound for us more than 6,000 copies. Among these are such books as

"Practical Guide"

German

"Coming King"

German and Danish

"Daniel and the Revelation"

Danish and Swedish

"Christ Our Saviour"

German, Danish, and Swedish

"Steps to Christ"

German, Danish, and Swedish

"New Testament Primer"

German, Danish, Swedish, and Spanish

"Heralds of the Morning"

German, Danish, and Swedish

and a number of other smaller books.

The International Publishing Association is now translating for us "Practical Guide" Danish. This book will be completed and ready for the market by the middle of the year.

Field Organization

We had excellent field organization during most of 1913. Each conference in our territory, with one exception, had a field agent. Each of the union conferences had a union field agent the most of the year. Brother A. A. Cone, who had charge of the Pacific Union Conference, resigned his position the first of November, so that the past three months we have been deprived of union help. Brother C. G. Bellah, who has served the Central Union Conference so long and faithfully, has also discon-

nected from the book work, and will enter the ministry. We earnestly hope competent persons can be secured early to fill these vacancies.

Strong canvassing bands have been maintained in most of our colleges and academies. The student help has been a great factor in the circulation of our literature, and doubtless will continue to be a strong factor.

Our Plans for 1914

To continue strengthening our field organization in harmony with our relation to local organization.

To get in still closer touch with our fellow workers out on the firing line, and our conference offices, making lighter their burdens as far as possible.

To continue issuing books in predominant languages to supply the growing demands in portions of the United States and Canada.

A continuation of an aggressive policy in supplying literature in many languages in the open and unorganized fields beyond the borders of the United States.

James Cochran.

Report of Kansas City Branch

A report which gave only bare facts and figures would manifestly omit the one all-important factor in the work of the publishing evangelist. Without God, we can do nothing. So in this report, we feel that first and foremost should be grateful acknowledgment and thanksgiving to the One who has presided over the work, who has impressed hearts to engage in it, who has made efficient the efforts of leaders and colporteurs, who by His Spirit has touched hearts through the gospel literature which has been circulated. For any and all of the success of the year, to Him be the glory and the praise.

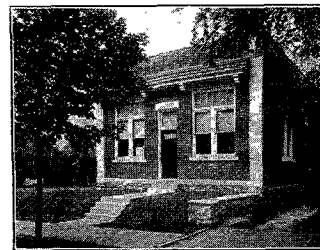
The bookmen's convention at Mountain View in January, 1913, gave to every field agent and tract society secretary who attended, a new and powerful inspiration,—a fuller realization of the importance and sacredness of the work in which each is engaged, and all returned to their conferences with increased zeal and a greater determination to push the work as never before.

Institutes were held and very practical instruction was given, to the end that every person who entered the work might have an intelligent idea of it, and

above all to impress the thought of its sacredness, and the fact that by the colporteur's side is One who has all power and who knows no failure.

The manager of the branch attended institutes in the Wyoming, East Colorado, West Kansas, East Kansas, Nebraska, and Iowa conferences, and gave at each a stereopticon talk on the "Making of a Book," thus helping to acquaint each person with the mechanical side of the publishing work, and to give confidence that our books are made in the best possible manner, in keeping with the importance of their subject-matter.

As we look over the reports month by month, we note that there is a gain in the sale of subscription books and in total monthly sales every month but three. A larger force of permanent canvassers has been in the field during



KANSAS CITY OFFICE

1913, but not quite so many students worked during the vacation period. This accounts largely for the loss on subscription books during the three months.

All started out with high hopes, and some excellent records were made; but in Kansas, and portions of Nebraska, Missouri, and the Dakotas, there was a severe drought. Its effect was most seriously felt in the two Kansas conferences, and as a result these show small losses as compared with 1912, as does also Nebraska. South Missouri rallied nobly during the last four months of the year, and leads in the gain in the Central Union, while Wyoming, North Missouri, East Colorado, and West Colorado all appear in the gain column, thus giving the Central Union a gain over 1912 of \$5,650.25 on subscription book sales.

In the Northern Union, Minnesota leads. In fact it leads in all our Pacific Press territory, the total subscription book sales for the year being \$13,010.12.

The gain over the year 1912 is \$3,410.57. North and South Dakota also show splendid gains. Iowa fell badly behind in 1913, but notwithstanding this, the Northern Union shows a gain of \$2,844.97.

The Kansas City Branch also records a gain in sales of trade books, educational books, and tracts, the total increase over 1912 being \$13,000.

Scholarships were earned in our territory by the sale of subscription books as follows: Union College, eight and three quarters; Danish-Norwegian Seminary (Hutchinson, Minnesota), five and one half; Maplewood Academy (Maple Plains, Minnesota), eight; Clinton German Seminary, three and one half; Plainview Academy (Redfield, South Dakota), four; Wyoming Industrial School (Hemingford, Nebraska), one. Total, twenty-eight full scholarships, four half scholarships, and one three-fourths scholarship. We understand that in addition to these, five or six scholarships have been earned in our two unions by persons who sold the *Signs Magazine*. We have no figures from the other publishing houses, but it is probable that between forty and fifty persons are in school through scholarships earned in our territory during last summer's vacation. The privilege of helping that number of young people to secure an education is in itself sufficient reward for a year's effort. Think of the possibilities for good in these two score of young persons, when their education is secured and they take their part in the responsibilities and work of this message.

Five changes in field agents have been made during the year; and taking all the conditions into account, we feel that great credit is due the faithful men and women, young and old, who pursued their work through storm and heat. They will surely have their reward.

In view of the increase in amount of business, it would seem that the Kansas City Branch ought to show a larger gain this year than last. But it will be remembered that a large stock of miscellaneous foreign books, many of which were taken over from the Review and Herald several years ago, are carried in stock here. These, unless sold promptly, get out of date, and must be cut out of the inventory or be greatly reduced in price. The inventory has been cut down this year over \$1,600; and an allowance

of nearly \$400 has been made for bad debts in the individual accounts which accumulated on our ledger some years ago, when the office sold direct to the canvassers. These items give the basis for such a financial statement as we have been obliged to render.

Profits are necessary in order that an institution may continue in business, but they are not the main object toward which we strive. Our publishing work has but one reason for existence, and that is to bring people to a knowledge of this truth and to acceptance of Christ. We are glad that quite a number of persons are now rejoicing in this truth, as a result of the literature circulated during 1913. For this we feel devoutly thankful.

The outlook seems most encouraging. Our field is better organized, and all the conferences are looking forward with hopeful anticipation to greater results for 1914. We trust these hopes may be realized in increased sales, and greatly increased fruitage for the heavenly garner. To this blessed work we give ourselves for another year.

S. N. Curtiss.

Annual Report Portland Branch

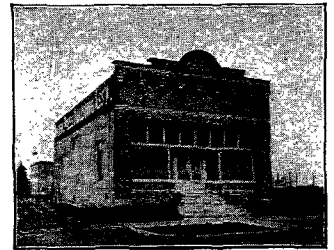
Through the abundant blessing of the Lord, we are enabled to report continued prosperity at the Portland Branch office. The best year in its history has just passed, the total sales reaching a little over \$50,000, making a gain of \$2,000 in the value of sales for the year. The net financial gain was \$1,916.20.

We are glad to report progress in the sale and use of nearly all lines of publications, and wish to call attention to some features, which we believe worthy of notice.

More home workers have been in the field than ever before, selling our small books, and with good success. Something over two hundred Home Workers' Prospectuses have been placed in our field during the past two years. The value of sales in this line the past year, amounted to \$7,654.50, representing about fifteen thousand of these books placed in the homes of the people. "Best Stories" took the lead, with a sale of 3,437 copies. "New Testament Primer" came next, with a sale of 1,343 copies; then "Steps to Christ," 1,136 copies; "Friend in the Kitchen," 1,020; "Christ Our Saviour," 600; "Paradise

Home," 589; "Making Home Happy," 546; "Glorious Appearing," 498; "Elo the Eagle," 367; "Mount of Blessing," 200; and others in smaller numbers. Many gained courage for further service in the same line; and others, a training for a larger work next year. So we were never more hopeful of the good results to be accomplished in this line of work.

Our trade book sales amounted to \$8,737, representing many thousands of this class of books going into the homes of our people, many of them to be lent out to neighbors. Among these



PORTLAND OFFICE

were one thousand volumes of the "Testimonies." We are glad for this, as it indicates a desire for study and improvement among our people.

The large sales of educational books surely indicate a strong and growing interest in our church school work in this union. The sales for the year in this line were \$2,813. We look upon this as encouraging, not alone from the standpoint of value, but it shows an army of young people in training for service, many of whom will enter the book work, and become successful salesmen.

Next we might mention tracts, of which a much larger number than usual have been used. The value of tract sales for the year was \$2,871, being a gain of nearly \$1,000 over the previous year. These were used in various ways, many in city efforts, and in connection with special meetings on the Eastern question and religious liberty. Some were used in a systematic way, on the envelope plan, and thousands singly, as opportunity offered. This shows that our people appreciate the value of these smaller publications, and are learning better each year how to use them effectively.

The subscription book sales were somewhat less than for the previous

year; but the increase in the sale of home workers' books, which in the general reports are classed with the subscription books, makes the total within a few hundred dollars of last year. The total amount is \$35,574.15. Among our leading books were "Bible Readings," with a sale of 1,009 copies; "Heralds," 2,120 copies; "Past, Present, and Future," 2,316 copies; "Practical Guide," 1,978; "Daniel and the Revelation," 552; "Great Controversy," 331. Quite a number of our boys sold \$1,000 worth of books during the summer vacation.

A comparatively new and rapidly growing line of work is that of the various reading courses, already comprising more than a score of books. Along with these courses may be placed the "Morning Watch Calendar," four thousand of which have already been ordered in this union for the year. Evidently these lines of worthy endeavor are destined to become an important feature in our plans for the future.

The health of your branch office men has been good during the year, so that we have been able to handle the business with despatch, as well as to do some aggressive work in promoting business. Your manager had the privilege of attending two of the six camp-meetings, as well as a number of general councils and committee meetings. Our union agent, Brother W. R. Beatty, attended the other four camp-meetings. All these occasions were used in giving publicity to this line of work, instructing the people in missionary lines, and the sale of publications.

In looking back over the past ten years, we note an encouraging growth in our field. In the year 1904, the total sales of the Portland Branch were less than \$10,000, while the past year reached the \$50,000 mark. This would make an average yearly gain of \$4,000 for the ten years.

We know not what the present year may bring forth, but the results of the past years would seem to indicate that we are operating on a basis that betokens continued growth. The work of the past year has not gone along easily, but has required very careful attention, both in the office and out. But in all our work and plans, we have had not only the good will, but the most hearty cooperation, of our leading men. We trust that this close union may continue, and with the blessing of the Lord

result in a large measure of success during 1914.

Very respectfully yours,
J. F. Beatty, *Manager.*

Annual Report Canadian Branch

Calgary, Alberta,

January 14, 1914.

To the Members of the Pacific Press Publishing Association in Annual Session Assembled.

Greeting.

Your representatives in the Canadian Northwest have only words of courage and thanksgiving to present to you at this time.

Our first thought is to pour out our hearts in sincere gratitude to the great Giver of all good things, and to thank Him for the many rich gifts it has been His good pleasure to shower upon us during the year that is now in the past. As we look backward and survey the doings of the year, we see many instances where humanity was frail, but our God has graciously overruled all to His name's honor and glory, and His cause has gone triumphantly forward.

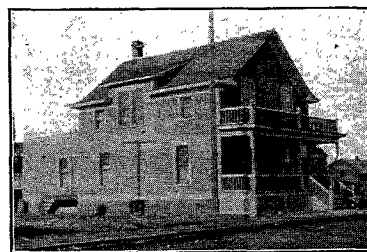
The first and doubtless the greatest change that has affected the work of your branch at Calgary during 1913, is the change of managers, which took place early in the year. Brother W. V. Sample, who had carried the work so faithfully for several years, and who did so much to establish firmly the branch office here, left Calgary about the middle of February. Your present manager was unavoidably detained at Regina, and did not arrive until about two weeks later, or about March 1. Since that time we have found plenty to keep us busy, and have enjoyed every moment of our year's work.

Brother H. H. Hall paid us a short visit early in the spring, at which time our summer's work was talked over and plans were outlined. The need of more stock room was quite apparent, and plans were drawn up and later presented to your board, who passed upon them favorably.

Accordingly, the writer, with the assistance of one man, erected a 20 x 26 foot addition joined to the rear of our office building. This addition is a frame structure, with concrete foundation, eight-foot ceiling, and flat roof. The shipping door was moved from the old stock-room to the new, and a small platform was built. This addition gives

us a nice, roomy stock-room, conveniently arranged for our work, which has aided us materially in handling our business, especially during the rush of delivery time. This addition, together with the improvements made in the old stock-room, cost \$626.93.

Only two institutes were conducted in our field last spring,—one in Saskatchewan and one at the academy at Lacombe, Alberta. The latter was very short, but served to bind off the work of the Colporteur's Band, and the students went to the field full of courage. Doubtless the financial depression of the year made the work a little more strenuous, but really, it is impossible to see wherein it affected our work. Worldly enterprises have gone down



CANADIAN OFFICE

all about us, but this cause has moved steadily forward and kept right on increasing.

Two of our prairie provinces show a substantial gain over last year's work, and Saskatchewan has exceeded her splendid record of last year by an even \$200. We submit the following comparative report of subscription book sales:

	1912	1913
Manitoba	\$ 4,615.15	\$ 8,989.55
Saskatchewan	12,420.53	12,620.65
Alberta	3,063.75	6,567.25
British Columbia	6,431.15	2,948.05

Totals	\$26,530.58	\$31,125.50
Net gain 1913,	\$4,994.92.	
Total sales, all kinds, 1913,	\$35,863.69	
Total sales, including relief,	\$35,968.79	
Net gain in sales for 1913,	\$6,132.01	

In the handling of this \$35,968.79 worth of business, your Calgary Branch has made a net profit of \$1,091.29. Although this is a few dollars less than the gain for 1912, yet, in view of the extra expense incident to the changes that have been made, we feel that this is a fair percentage of net profit.

In view of our comparatively small constituency, the home workers' phase of the work does not attain anything

Pacific Union Recorder

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PACIFIC UNION CONFERENCE OF
SEVENTH-DAY ADVENTISTS
Mountain View California
Subscription Price Fifty Cents a Year

EDITORIAL COMMITTEE
E. E. Andross, E. W. Farnsworth, J. H. Behrens, C. L. Taggart, G. W. Reaser, F. M. Burg, W. M. Adams.

Entered as second-class matter July 6, 1906, at the Post-office at Mountain View, California, under the Act of Congress of March 3, 1879.

THURSDAY, JANUARY 29, 1914

like the proportions that it does in other parts of the Pacific Press territory. However, our people are entering into this work with their characteristic vigor; and judging by the increase in this line the last year, it is destined to make itself felt in future records.

There is a crying need, in this Canadian Northwest, for subscription books in some of the foreign languages, such as Russian, Polish, Italian, Servian, Rumanian, Bohemian, etc. We have thousands of people in our territory who know no other tongue than the one learned in their mother country. One of our young men, a Bohemian by birth, met one of his own countrymen while canvassing last summer. The man listened intently to a good canvass for "Great Controversy," and then asked if the book could be had in the Bohemian. When the negative answer was given, the man turned, and looking over the prairie, told the canvasser that before him was a settlement of one hundred families of Bohemians, every one of whom would buy a book if they could only have it in the language they could understand. Do we wonder that this colporteur, standing there on the plain, with those one hundred homes before him, could not refrain himself from weeping as he realized that he was compelled to turn from his people because there was no literature for them? This experience is only one among many that have come to us from our young men at the front of the battle. Our people have learned that the Pacific Press is endeavoring to meet this need, and they appreciate the efforts that are being made.

Our bookmen and colporteurs are full of courage as they look forward into the new year. A strong Colporteurs' Band of more than forty bright, conse-

crated young people is in progress at the Lacombe Academy. These workers, by God's help, will be able to do great things for Him this coming season.

Plans are being made for some interesting Book Department meetings at the coming union conference, and we feel that everything points forward to a good year during 1914.

It seems that we are only beginning to work this vast field. Great possibilities are still before us; and with the help of our Leader, we are determined to push the battle to the close, and then, with all the faithful, spend an eternity with Him whose grace and pardoning salvation we have labored to tell.

Truly yours for service,

J. M. Rowse.

Brother J. R. Ferren reports a very profitable time spent among the churches in the Central California Conference. Brother G. A. Wheeler, the secretary of that conference, was with him most of the time.

Elder J. H. Behrens, of Central California, was called to Mountain View the early part of the week to attend a meeting of the union conference executive committee. He reported an excellent interest in the public meetings in Fresno.

It was indeed a privilege to greet at the annual meeting of the Pacific Press Elder H. W. Cottrell, who is now president of the Western Oregon Conference. Mrs. Cottrell and his niece, Miss Lois Randall, accompanied him to California, and are stopping at the St. Helena Sanitarium for a time.

The tenth annual meeting of the Pacific Press Publishing Association was held in Mountain View, Monday, January 26, 1913. A full synopsis of the interesting proceedings is published in this issue. The attendance of the friends and members of the corporation was good, considering the stormy weather that had prevailed for several days previous to the meeting. Besides the full attendance of the employees and their families, the following persons from abroad were noticed as present: E. E. Andross, H. W. Cottrell, W. C. White, Elder and Mrs. E. W. Farnsworth, C. L. Taggart, J. J. Wessels, Dr. George Thomason, W. E. Whalin, Dr.

A. J. Sanderson, Dr. J. L. Belknap, Claude Conard, E. E. Parlin, Miss Harriet Saunders. After the morning meeting a delightful luncheon was provided in the factory building by the sisters of the Mountain View Church, and around nicely decorated tables were gathered all the invited guests, the officers and members of the association, with the employees and their families.

A Big Bargain in a Country Home

April 10 of last year I retired from the active ministry on account of ill health. I bought an unimproved farm of 30 acres near the town of Galt, Sacramento County, California. I had the choice of 4,000 acres. As my health has been entirely restored, I am very anxious to dispose of my properties at a very low figure, in order to get back into the work. We are willing to close out at just about what the actual cost has been. The place is divided into two parts, 10 and 20 acres. On the 10 is a good four-room house, well, wood-shed, chicken house, and run; on the 20 acres, a good four-room house, nearly modern, windmill, 3,000-gallon tank, barn and lot, chicken house and run, team of horses, harness, wagons (farm and spring), farming implements, electric motor pumping plant. As to further particulars regarding price and terms, address C. E. Ford, Galt, Sacramento County, Cal.

Work Where You Are

Perhaps you can not go away
To some far distant clime,
To preach the glorious truth of God—
The message for this time;
But then, your own dear little home
Can be your mission field.
Just work for God where'er you be.
Let love the scepter wield.

Perhaps you can not preach like Paul,
In language clear and plain;
But you can live the truth of God,
And work in Jesus' name.
Perhaps you can not do great things
Nor mighty deeds each day;
But you can speak of Jesus' love,
Or give a tract away.

N. P. Neilsen.

"The ability God has given, if not exercised, will degenerate, and men and women unemployed will become as tools that rust from inaction."