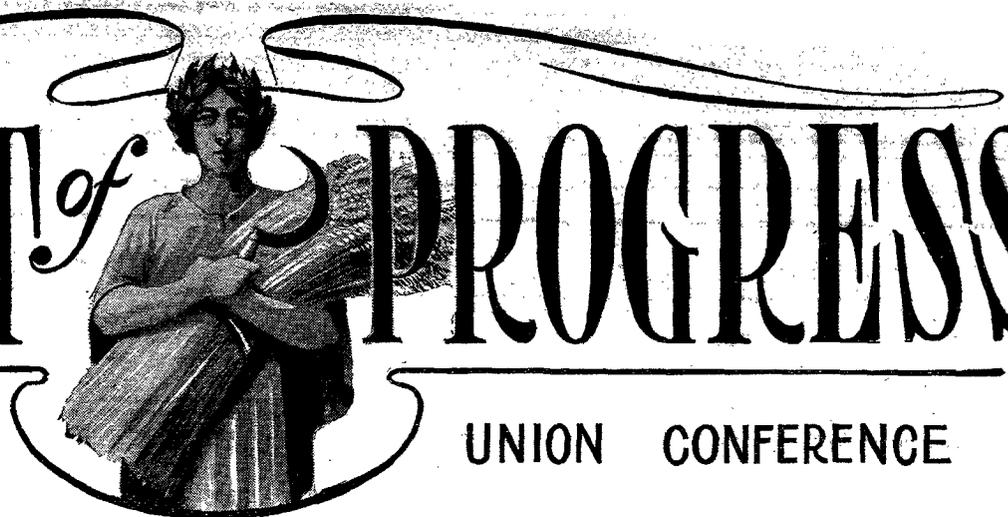


REPORT of PROGRESS

THE SOUTHERN

UNION CONFERENCE



Vol. 2

NASHVILLE, TENN., JAN. 14, 1908

No. 1

MORNING

THE morning cometh!

The bitter night that wraps this guilty earth,
That night so full of weeping and of sighs,
Is now far spent; we wait the glorious birth
Of day, the golden dawn of paradise.

The morning cometh:

The shapeless fog which the valley fills,
And climbs in serpent folds the mountain
steep,

Becomes a rosy mist upon the hills,

A shining vapor where the waters sleep.

The morning cometh!

And gladder are her songs than those of night,
Touched less with tears and trembling
chords of pain,

But dreaming of baptismal floods of light,
And pearly, new-blown dawning after rain.

The morning cometh!

A note of praise thrills through these dusty
hearts,

These hearts so long in silent fear bowed
down;

Immortal life from mortal languor starts,

And the pale martyr wears a starry crown.

—*World's Crisis.*

A LESSON IN LIBERALITY.—No. 1

TO THE church in Corinth, Paul wrote: "Moreover, brethren, we do you to wit of the grace of God bestowed on the churches of Macedonia; how that in a great trial of affliction the abundance of their joy and their deep poverty abounded unto the riches of their liberality. For to their power I bear record, yea, and beyond their power they were willing of themselves; praying us with much entreaty that we should receive the gift, and take upon us the fellowship of the ministering to the saints. And this they did, not as we hoped, but first gave their own selves to the Lord and unto us by the will of God."

At the time of this writing, the apos-

tle was on a journey, one object of which was to collect means for the relief of the poor saints at Jerusalem. He had established in the Corinthian church, as also in Galatia, a system of weekly offerings, and had enjoined upon Titus, in his visits to the churches, to give special attention to the forwarding of this benevolent enterprise.

The brethren in Macedonia were very poor. In receiving the gospel, they had placed themselves under persecution and oppression. With some, every advantage was denied them because of their faith. Because of their poverty and their trials, they knew how to sympathize with those who were in need. In their poverty they gave so liberally that the brethren were surprised at the amount raised.

The reason for their liberality was that they had in their hearts the love of the truth. They themselves had tasted of suffering. Trusting in the Lord, they had been comforted, and their hearts went out in sympathy to their brethren in need. They were willing to deprive themselves of goods and of money, that they might relieve the suffering saints in the church at Jerusalem.

Not only was Paul actuated by a desire to relieve the sufferings of his Jewish brethren, but also by the hope that the tangible expression of the love and sympathy of the Gentile converts would soften the bitter feelings cherished toward them by many of the believers in Judea. Notwithstanding the poverty of the brethren in Macedonia, they joined readily in the apostle's plan, and urged him to accept their bounty for the needy Christians at Jerusalem. They had the utmost confidence in his integrity and judgment, and considered him the proper

person to take charge of their gifts.

The brethren in Macedonia experienced the truth of the words of Christ, "It is more blessed to give than to receive." They felt that the cause of Christ was one everywhere. This spirit of unsectional liberality should characterize the churches of to-day. They should continually keep the burden on their souls for the advancement of the cause of God in any and every place.

Titus had visited the churches in Macedonia. So successful had he been in calling forth the liberality of the brethren there, that Paul desired, as he wrote to the Corinthians, that as he had begun, so he would also finish in them the same grace also.

"Therefore," he continues, "as ye abound in everything, in faith, and utterance, and knowledge, and in all diligence, and in your love to us, see that ye abound in this grace also."

Here benevolence is placed by the side of faith, love, and Christian diligence. Those who think that they can be good Christians, and yet close their ears and hearts to the calls of God for their liberalities, are in a fearful deception. There are those who abound in professions of great love for the truth, and, so far as words are concerned, have an interest to see the truth advance, but who do nothing for its advancement. The faith of such is dead, not being made perfect by works. The Lord never made such a mistake as to convert a soul, and leave it under the power of covetousness.

In appealing to the brethren at Corinth to give liberally, Paul reminds them of the great sacrifice made in their behalf by the Lord Jesus Christ: "For ye know the grace of our Lord Jesus Christ, that,

though he was rich, yet for your sakes he became poor, that ye through his poverty might be rich.

"And herein I give my advice," Paul continues, "for this is expedient for you, who have begun before, not only to do, but also to be forward a year ago. Now therefore perform the doing of it, that as there was a readiness to will, so there may be a performance also out of that which ye have. For if there be first a willing mind, it is accepted according to that a man hath, and not according to that he hath not."

"For I mean not that other men be eased and ye burdened," he declares, "but by an equality, that now at this time your abundance may be a supply for their want, that their abundance also may be a supply for your want: that there may be equality: as it is written, He that had gathered much had nothing over; and he that had gathered little had no lack."

In his journey to Corinth, Titus was accompanied by another brother who was highly esteemed among all the churches. Still another who had labored diligently with the apostle was sent to accompany these brethren.

In the following words Paul commends to the Corinthian church these brethren who had so willingly undertaken a difficult task:—

"Whether any do inquire of Titus, he is my partner and fellow-helper concerning you; or our brethren be inquired of, they are the messengers of the churches and the glory of Christ. Wherefore show ye to them, and before the churches, the proof of your love, and of our boasting on your behalf."

MRS. E. G. WHITE.

TWO GIVERS

RECENTLY there have been brought to my personal observation two contrasted instances of giving. They point their own lesson.

The first case is that of a girl about fourteen years of age, who is extremely poor, but loves her Master. A chance to pledge to missions was given, and the girl put her name down for two dollars and a half. Where she would get it she did not know. Her parents reprimanded her for her act. But her heart's love was so great that, when the appeal came, she could not restrain herself. She told her parents that there

was something within her that forced her to give. With full confidence she felt that a way would be provided for the meeting of the pledge. She prayed and patiently waited.

When the summer vacation from school came, she went to work in the canning factory. Now she could easily pay the pledge; but no, that money must go to help support the family and prepare them for the necessities of the winter. This, then, was not the open door to her.

But a door did open. A neighbor had a misfortune in harvesting his pea crop. The rains made it impossible to gather the peas into the barn until many of them had fallen upon the ground. These would have gone to waste, but Miss Nellie saw her opportunity. She went to the farmer and asked whether she might pick them, and he said: "Certainly, and I will pay you for them." After the day's toil at the factory, while it was still light, she labored evening after evening until her task was completed. The farmer settled with her, and to her great surprise she had earned more than the amount pledged to the missionary cause. This was the Lord's money, and all was for him. What love! What sacrifice! How the Lord appreciates such service!

The second case is that of a wealthy woman. Her husband is said to be worth a million dollars. She is a member of the missionary society. There is no sacrifice for her to make, no anxious thought as to how the money is to be secured, no hard, back-aching toil after the day's task had been accomplished. She has simply to open her costly purse and place the bill upon the plate.

It was at a thank-offering of the woman's missionary society. Others were casting into the plate, at the entrance door of the church, their gifts as they felt they could afford. This woman, elegantly dressed and sweetly perfumed, pursued her way in the procession to the thank-offering plate. She paused, extended a hand bedecked with jewels representing thousands of dollars, in which was a five-dollar bill, and asked the treasurer to take out a dollar. Her love for the Master was measured by the value of one dollar. But was it?—*Sel.*

"He who considers consequences with too much attention is ordinarily a man of no courage."

WHY WAIT?

If I to-morrow night should die,
You would endeavor to forget
My faults, my weaknesses, and try,
Perhaps, to even magnify
The virtues that were mine, and let
Your judgment of me rest at last
Upon my worthy deeds alone.
You would forget, when all was past,
The weaker traits that I had shown.

Why will you not, ere I depart,
O'erlook my faults sometimes, and see
And judge with kindness in your heart?
Why will you not, before I start
Upon the long, last journey, be
Content to judge me by the best
And fairest things I've done and said,
And kindly overlook the rest—
Why will you wait till I am dead?

—S. E. Kiser.

TEACHING BY CHARACTER

AN American teacher was employed in a secular school in Japan under a contract which bound him not to say a word on the subject of Christianity. The obligation was scrupulously kept, but it could not obscure the unconscious influence of a Christian spirit which in him wrought a daily transfiguration. He was steadily watched as the unconscious virtue went out of him like a divine halo about his life, and the young men under his teaching began to seek the source of that speechless, but all-conquering form of life.

Forty of them, unknown to him, met in a grove and signed a covenant to abandon idolatry. Twenty-five of them entered the Kioto Christian training school and some of them became ministers of the gospel.

Not a word was spoken by this Christian teacher. He simply lived the Christian life before these young men; unconscious influence did the work. This is a way of making Christians we all can follow. It requires no special preparation or means or opportunities to follow this way, but the mother in her home, the teacher in his school, the business man behind his counter or in his factory, the professional man in his office, every one in his place, can so live the Christian life that others will take knowledge of him that he has been with Jesus and so be drawn toward and possibly into the same life.—*Presbyterian Banner.*

"A RICH man who is not liberal resembles a tree without fruit."

THE VALUE OF SIMPLICITY

THESE maxims won a prize offered in 1897 for the ten most effectual rules for the preservation of mental and bodily health:—

“1. General Hygiene: Rise early, go to bed early, and in the meantime keep yourself occupied.

“2. Respiratory Hygiene: Water and bread sustain life, but pure air and sunshine are indispensable for health.

“3. Gastro-intestinal Hygiene: Frugality and sobriety are the best elixir for a long life.

“4. Epidermal Hygiene: Cleanliness preserves from rust; the best-kept machines last longest.

“5. Sleep Hygiene: A sufficiency of rest repairs and strengthens; too much rest weakens, and makes soft.

“6. Clothes Hygiene: He is well clothed who keeps his body sufficiently warm, safeguarding it from all abrupt changes of temperature, while at the same time, maintaining perfect freedom of motion.

“7. House Hygiene: A house that is clean and cheerful makes a happy home.

“8. Moral Hygiene: The mind reposes and resumes its edge by means of relaxation and amusement, but excess opens the door to the passions, and these attract the vices.

“9. Intellectual Hygiene: Gaiety conduces to love of life, and love of life is the half of health; on the other hand, sadness and gloom help on old age.

“10. Professional Hygiene: Is it your brain that feeds you? Don't allow your arms and your legs to become ankylosed. Dig for a livelihood, but don't omit to elevate your thoughts.”—*Selected*.

THE GIBRALTAR OF TRUTH

WE live in a time of strong controversy over all the greater issues of life. The most passionate tempest of all beats upon the Bible. But this wondrous book breasts all the raging billows of theological agitation. Churches rise and wane, sects have come and gone, schools of thought have been created and superseded, systems have been evolved and extinguished; and in the midst of all, this monument of inspiration and embodiment of revelation remains intact as when the first complete Canon was sent forth. It has been forcibly said that the Bible is the incarnation of the Holy Spirit. The world at last seems to real-

ize that in it there is something invulnerable and imperishable. It is the Gibraltar of truth, on which storms of opposition can only beat themselves to death.—*Christian Commonwealth*.

WHAT TO LEARN

LEARN to laugh. A good laugh is better than medicine.

Learn to attend strictly to your own business—a very important point.

Learn the art of saying kind and encouraging things, especially to the young.

Learn to avoid all ill-natured remarks and everything calculated to create friction.

Learn to keep your troubles to yourself. The world is too busy to care for your ills and sorrows.

Learn to stop grumbling. If you can not see any good in this world, keep the bad to yourself.

Learn to hide your aches and pains under a pleasant smile.

Learn to greet your friends with a smile. They carry too many frowns in their own hearts to be bothered with any of yours.—*Christian Life*.

SOUL-WINNING TRACTS

THERE is need, now and then, to remind ourselves of the important fact that great results are frequently achieved from most humble beginnings. Here is an instance:—

One day a little boy, belonging to a Sunday-school in Philadelphia, met one of his friends, to whom he mentioned his expectation of a visit to his relatives in the country.

“Well,” said his friend, “and what are you going to the country for?”

“Oh, I shall run about and play in the fields and enjoy myself very much.”

“Well, so much you are going to do for yourself. What else do you expect to do?”

“Why, I can help the farmers, perhaps.”

“Well, so much for yourself and the farmer; but what, my little friend, do you expect to do for your Heavenly Father?”

“What, me!” replied the child, in astonishment. “What can such a child as I do for God?”

“You can do much. Now, I'll give you a bundle of tracts. Take these, and when you go into the country, distribute them.”

“Oh, to be sure, sir, I can do that.” And he received the tracts.

Now, here was the seed sown. Let us see the result. The boy, thus armed, went into the country, as he anticipated. After being there a day or more, a boy living in the neighborhood asked him if he would help him gather the cows together and bring them home.

“Oh,” thought the juvenile missionary, “here will be a good chance to give one of my tracts.” So off they started for the cows.

The child, for he was no more, took out one of the silent preachers, saying, “Here is something for you.”

“What is it?” looking it over; “what is it?”

“It is something good to read,” said the lad.

“But I cannot read. Never mind, I'll take it home; they can read it there.”

Some days after, the country boy met his city friend. “Well,” said he, “that little book you gave me made a great stir at our house, I tell you.”

“Did it, though? How do you mean?”

“Why,” replied he, “they read the tract, and then they read the Bible, and they made me get out the old carriage and clean it up, and then we all got in that could, and the rest got on before and behind, and rode off to church. That tract's done great things, I tell you.”

Subsequently it was ascertained that this one tract was the means of converting twenty-four souls.—*Selected*.

SELF-CONTROL.

ALMOST everything worth knowing we teach ourselves after leaving school. But the discipline of school is invaluable in teaching the important lesson of self-control. Self-denial and self-control are the necessary postulates of all moral excellence. A man who will take the world easily will never take it grandly. To lie in the lap of luxury may be the highest enjoyment of which a feeble character is capable; but a strong man must have something difficult to do. Moreover, the happiness of the human race does not consist in our being devoid of passions, but in our learning to control them.—*Prof. J. S. Blackie*.

THERE'S no pleasure, sport, or fun
Like the joy of duty done.

—*Joseph A. Torrey*.



"HARVESTERS needed. The ripening grain
Waits to welcome the reapers' cry.
The Lord of the harvest calls again;
Who among us shall first reply,
'Who is wanted, Lord—is it I?'"

"The Master calls, but the servants wait.
Fields gleam white 'neath a cloudless sky;
Will more seize the sickle before, too late,
Winds of winter come sweeping by!
'Who is delaying, Lord—is it I?'"

NEW EXPERIENCES

AFTER camp-meeting I had opportunity to take up colporteur work again for a while. After making it a subject of repeated fervent prayer, I began with much peace and simple faith, and from beginning to end, a period of about three months, God blessed me anew steadily with success in getting orders, and with good deliveries. For most of the time I canvassed for "The Seer of Patmos," finishing with "Daniel and the Revelation," and using the "New Testament Primer" for a small book. I also took orders for, and delivered, quite a number of Bibles, New Testaments, and Psalms. In money value the total work amounted to \$332 worth of books actually delivered.

Not having been doing this branch of work for some time, I felt my insufficiency greatly when the time came for the delivery of the books for which God had given me orders. In the faith that hitherto the Lord had helped me, my wife and I again besought God in prayer to bless in delivery, and he greatly blessed.

Most of the deliveries came after the present money panic came upon us. One three days' delivery was over two weeks late on account of non-arrival of books. I also passed through the unusual experience of changing my leading book because of an unavoidable change of prices by our publishing houses. I naturally felt fearful to do this in the same territory.

Through it all I most prayerfully endeavored to do all with an eye single to the glory of God. In every strait I kept the solemn fact before me that as people were steadily dying on every side, they needed the truths of eternal life, despite all unfavorable circumstances. And truly God blessed in the circulation of these books of present truth now as in former times.

In regard to the delivery that was over two weeks late: having the smaller books, I made a partial delivery previous to the final one, and in a number of instances in answer to my request to bear with me until the books came, I was paid in advance for the undelivered books.

After this new, definite favor of God upon his work, my wife and I were much exercised

to praise and thanksgiving; for we saw that it was in answer to believing prayer that God favored the work. By this and other experiences of the blessings of God, we have been much refreshed in soul. We have again seen that when our minds are set to God's work with an eye single to his glory, he prospers the work.

H. C. BALSBAUGH.
Paducah, Ky.

MEMPHIS TENN.

I AM NOT accustomed to writing reports, yet as I have been requested to write occasionally of my experiences in Memphis while engaged in Bible work, I will try to do so.

The past month I have come in contact with many noble individuals besides my regular Bible readers, and have had an opportunity to call their attention to present truth. Yesterday (Sunday) I gave four readings, and walked nearly all day. And now to-day I have many appointments to fill, by way of readings and important visits with families in the interests of the church and cause generally.

I have been requested to have a care for the colored church as circumstances seemed to require, and look after their spiritual welfare as often as my time will allow; and I am doing so. I cannot help feeling a great interest for this race, and I am glad of the opportunity of speaking to them words calculated to strengthen and encourage them in the third angel's message. And while I am doing this, my own soul is being blessed also. My time night and day is more than filled up with work for the white population; but I want to say that the colored race appreciate the interest that is manifested in them by the white people.

I have a class of six white people out beyond Binghamton that I am giving readings to every two weeks. I have now so many readers that I can only visit them once in two weeks. Then I have another class of four or five out near Fleece Station on Madison Street. They are all fine promising people, and are much interested, as all my readers are generally. Then there are many in the vicinity of the city where I live who are investigating. Some have commenced to keep the Sabbath, and many are convinced of the truth and seem ready to step out and obey. Some of these persons are desiring to attend our meetings on the Sabbath.

I am also distributing about forty copies of our good *Watchman* and thirty *Signs of the Times* each month in other parts of the city, and visiting at the same time with much interest, and in this way many doors are opened for the truth to be presented through Bible work. I meet all classes of people, infidels, Universalists, Christian Scientists, the sanctified and holiness element, Mormons, and the Millennial Dawn people. And I am happy to say that I find a few precious souls who are ready to appreciate present truth when they hear it. Such as these I delight to instruct in the way of God's holy and righteous law. This good, old-fashioned third angel's message is my delight and joy. I rejoice in contem-

plating the final victory of the truth of this glorious gospel.

Our good *Watchman* I use very much. It is a great help to me in my work. I am happy to say that the *Watchman* is filled with reading matter rich in the truth of the word of God. Weekly the articles are of the deepest interest. They are articles which are profound and deep in signification of the messages of warning that the Lord is giving to the world in this last age. Those who are engaged as laborers in the third angel's message can use no better reading matter than the *Watchman* to call attention to present truth.

The spiritual articles which the *Watchman* contains every week indicate that the writers are deep-thinking and godly men; and may the Lord lead them in their important work. My prayer is that the blessed Lord will direct their thoughts into deep searching channels of thought, which will be sure to call the reader to the solemn and important period of this world's history.

I met an individual a short time ago whose attention I called to the *Watchman*. He made the following remark: "I don't read many of the papers, but that paper I will read."

Well, the present message of truth that God is giving to the world is the greatest thing and the greatest enterprise that was ever placed before this fallen race, and its importance we cannot appreciate too highly. It is my meditation mostly day and night. My soul rejoices in God my Saviour. I love him because he first loved me. I delight to do his will as I know it. My life and strength shall be worn out in his service. I am nothing but weakness, unworthiness, and deficiencies; but Jesus my Saviour is my strength and hope. He is all strength and love. O let us get ready to meet him.

I am out almost every night until ten o'clock. Circumstances seem to call me out late nights, because I cannot meet the men at any other time. But any way to get to the people. Fifty years of my life have been spent in this precious cause, and I praise the Lord that these last years are being the brightest and happiest of them all.

I can truly say, in the words of the eighteenth psalm, "I will love thee, O Lord, my strength. The Lord is my rock, and my fortress, and my deliverer; my God, my strength, in whom I will trust; my buckler, and the horn of my salvation, and my high tower."

F. T. WALES.

EXTRACTS FROM LETTERS

A LADY writes from Gastonia, N. C.: "I have been thinking for some time I would write and tell you how I appreciated the *Watchman* you sent me. I like it best of any paper I ever read. In the near future I expect to send you my subscription for the paper, and also for one of my friends and a sister. I think I have got her as interested in the message as I am, and I hope you and yours will pray for her. I have moved from New London to Gastonia. Can I get a church discipline of faith, as it is sometimes called? I want to know all that an Adventist

has to believe to be ready to connect with that church. I was so sorry that I was not able to attend the meeting you mentioned which was held at Spartanburg.

"I have been a Presbyterian ever since I was twelve years old, but am deeply interested in the message, and I hope that you will pray for me that I may understand in the right way."

Still another writes: "Your letter came Sabbath, and I like the books you sent me. I know I shall enjoy reading them and to be able to have a better knowledge of the truth and to receive the blessing and to draw near to the Lord. The more I work for the Lord, the happier I am, and the more I want to work. I never feel so happy as when I am reading the Bible, or talking to some one about these truths I so dearly love.

"Our Special *Watchmans* have come, so I expect to get out with mine. I have always been timid in selling anything; but I have put that feeling behind me, and intend to look forward, for the Lord has promised to send his angel to open the way before us. Pray for me."

We have many other letters of this nature, but from these we may see that the Lord is working for those that are honest in heart. He is sending us to look for these, and we must "fish for them," and then the reward will be given to those that do a faithful work, and so let us pray that all of the workers will bear these things in mind, for the time is short in which we may do this work.

MRS. M. H. TUXFORD-CROTHERS.

FLORIDA NEWS ITEMS

FOUR persons have been added to the Tampa church. Officers were elected, and the elder

THREE new ones presented themselves for membership in the Terra Ceia church during Elder Parmele's visit there. A full set of officers was elected, and the church much encouraged. They desire to have a church school there next year. It is hoped this may be brought about.

BROTHER WOODRUFF and his daughter, from near Grand Rapids, Mich., have recently arrived at Plant City. They are planning to spend one year in Florida, and if they are still favorably impressed with "the land of flowers," the whole family will surrender the title of Wolverines for that of Crackers.

FROM Jacksonville comes the cheering news that a grocer and his wife have just accepted the truth under the labors of Elder and Mrs. L. H. Crisler, and others are deeply interested. We are also made to rejoice that three "very substantial" members were received into the Jacksonville church No. 2 on a recent Sabbath.

A FULL set of officers were elected for the Plant City church during Elder Parmele's visit. Brother Woodruff, who has served faithfully as elder of a church in Michigan, was chosen elder, and Brother Gould was ordained to the office of deacon. The church is much encouraged to be able to begin the new year fully officered.

and deacon ordained during Elder Parmele's visit to Tampa, Sunday, December 22. The new church building, a beautiful cement block structure, will soon be ready for dedication. It is free from debt, and is all ready except placing the pews in position.

FROM many of our churches comes the joyful word that the week of prayer has been a season of special refreshing. One treasurer writes: "To-day many testified that this has been the best week of prayer that they ever yet have experienced. The services closed with a short praise service, in which all took part, as well as some outsiders who were in. The annual collection was \$40.00."

THE following is from a letter from Elder C. B. Stephenson. This letter relates to the effort being made by Brethren Stephenson and Mitchell near Crawfordville. It was not intended for publication, but is too good to keep:—

"The interest here is very encouraging thus far. Several have said they were going to obey and keep the commandments of God. The Baptist preacher is among them. . . .

"The colored people are very anxious for us to preach for them. I will likely do so soon. One colored woman walked two miles on a bad day to have us explain the Sabbath truth to her. She seemed to be a bright, well-read woman. She seemed well pleased, said she was going to obey, and 'went on her way rejoicing.' The colored minister called on us also, and said, 'You are right in keeping the seventh-day Sabbath.' . . .

"I am very well, and am doing much hard work. I am thankful to God for returning health, which enables me to engage in the work of my choice. My hope, faith, and courage were never better."

SIXTY YEARS OF PROGRESS IN THE PUBLISHING WORK

REPORTS of progress are healthful tonics. The story of God's providences is one of the mainsprings of courage and enthusiasm. The history of the rise and progress of our publishing work is an inspiring story. Let it be told over and over again.

The First Tract.

Our publishing work may be said to have had its beginning only a few months after the great advent movement of 1843-44. In the spring of 1845 Elder Joseph Bates published a tract, containing about 45 pages, on the Sabbath question. The pioneer workers were greatly assisted during the first two or three years of their work by this tract, which they distributed through the mails and wherever they could find persons who would read.

The First Paper

The periodical work began in July, 1849, when Elder James White published, at Middletown, Conn., the first number of *The Present Truth*. The story of that earnest, devoted effort by Elder and Mrs. White to publish the truth is thus told in a letter by Mrs. White:—

"My husband then began to publish a small sheet, at Middletown, eight miles from Rocky

Hill, Conn., and often walked this distance and back again, although he was then lame. When he brought the first number from the printing-office we all bowed around it, asking the Lord, with humble hearts and many tears, to let his blessing rest upon the feeble efforts of his servant. He then directed the paper to all those who he thought would read it, and carried it to the post-office in a carpet-bag. Every number was taken from Middletown to Rocky Hill, and always before preparing them for the post-office, they were spread before the Lord, and earnest prayers mingled with tears offered to God that his blessing would attend the silent messengers."

Early during the next year, 1850, the first number of the *Second Advent Review and Sabbath Herald* was printed. This took the place of *The Present Truth*, just described. The publishing committee was composed of four persons, Joseph Bates, S. W. Rhodes, J. N. Andrews, and James White. . . .

The First Effort to Sell Our Literature.

Previous to the year 1855, all publications printed in behalf of the third angel's message were paid for by donations, and the tracts and pamphlets were given away to interested parties. It was not supposed, up to that time, that it would be possible to sell to the general public literature dealing with a question so unpopular as the third angel's message.

In the year 1855, Elder J. N. Loughborough, while holding a short series of tent-meetings in Rochester, N. Y., conceived the idea that our publications could be sold. The total retail value of a copy of all the tracts and pamphlets published up to that time was thirty-five cents. . . . He secured a supply of what tracts and pamphlets were then published, did them up in thirty-five-cent packages, and at the close of his meetings on each of three successive Sundays, offered them for sale, and sold \$50 worth each day.

From 1855 to 1879 our publishing work consisted largely of publishing and distributing tracts and pamphlets. Those that were sold were chiefly handled by ministers from the desk, and by our people in their home missionary work. In 1879 the sales totaled for the year approximately \$32,000 for the entire denominational work.

The First Subscription Book.

In the year 1879 the word of the Lord came to the leaders in this movement, through Mrs. E. G. White, stating that the time had come for advance steps to be taken in the publication of the message; that larger books should be prepared, illustrated, and put up in popular form; and that they should be sold from house to house by agents.

Two years later, in 1881, at a camp-meeting held in the state of New York, plans for the development of the subscription book business were arranged by Brother George King, our pioneer canvasser, who recently fell with the harness on in New York City. Elder J. N. Loughborough tells of having seen this dear brother going from one to another on the camp-ground, with two little black, cloth-covered books under his arm. They were the first copies of "Thoughts on Daniel" and

"Thoughts on Revelation," by Elder Uriah Smith, as they were first bound up separately and sold as trade books. Brother King urged that these books be bound together in one volume, and illustrated, and sold from house to house by agents; and he guaranteed, or offered to guarantee, to sell 5,000 copies of the work, if the Review and Herald Publishing Association would undertake the enterprise. Elders White and Loughborough heartily co-operated with Brother King, and the Review and Herald undertook the work of publishing our first subscription book. That was only twenty-five years ago. It is not probable that these men, although they were men of faith and prayer, imagined what a world-wide work would develop from this humble beginning.

What Hath God Wrought?

During the past sixty years, since Elder Joseph Bates issued the first tract on the Sabbath question, the publishing work has been the great pioneer means of the gospel for this time in carrying the truth around the world, and to nearly every nation under heaven. There are now twenty-two Seventh-day Adventist publishing houses, in which are employed between four and five hundred persons, devoting their entire time to the manufacture of our literature.

According to the latest statistics, we now have 697 tracts, containing 8,042 pages; 99 periodicals; 174 pamphlets, containing 15,212 pages; and 215 bound books, containing 69,167 pages.

These publications are printed in 51 languages; namely, Bengali, Bohemian, Bulgarian, Burmese, Danish-Norwegian, Dutch, English, Estonian, Finnish, French, German, Hebrew, Hindi, Hungarian, Italian, Laplandish, Lettonian, Livonian, Mandarin (China), Polish, Portuguese, Roumanian, Russian, Santali, Servian, Slovakian, Spanish, Swedish, Urdu, Welsh, Zulu, Fijian, Icelandic, Japanese, Raratongan, Tahitian, Arabic, Basuto, Armenian Greek, Cantonese (China), Amoy dialect (China), Greek, Hawaiian, Kaffir, Maori, Samoan, Swahili, Tamil, Tongan, Turkish-Armenian, and Yiddish.

Best of all, there are now more than one thousand persons devoting their entire time to the sale of this literature, and they are making the publishing work self-supporting, thus leaving the tithes for the support of the gospel ministry.

During a period of about thirty-seven years, from the time Elder Bates published his tract, in 1845, until the beginning of the subscription book work, in 1882, the total sale of our publications amounted to \$300,000.

As an illustration of how rapidly this work is spreading and growing, as it works its way among the many nations of the world, note carefully the following figures, showing the expansion of the work for the past seven years. The total sale of publications during the year 1901 alone amounted to about \$300,000, or an amount equal to the total sale of publications during the first thirty-seven years of our work. During 1902 the sales were \$430,027.71; in 1903, \$477,714.98; in 1904, \$436,600.68; in 1905, \$547,067.03; and in 1906, \$824,-

027.09. During the year 1907 the sales will doubtless total more than a million dollars.

The strong hand of our God has been working with similar manifestations of power in the other departments of his cause, as will be seen from the following facts:—

Of educational institutions there are 58 colleges, academies, and intermediate schools, with an enrolment of 4,123, and 255 teachers employed: there are 434 primary schools, having an enrolment of 7,784, and employing 498 teachers.

There are about 66 sanitariums and about 50 treatment-rooms. The total assets of all denominational institutions engaged in the three lines mentioned aggregate \$3,754,440.58.

The last quarterly summary of our Sabbath-schools shows that we have in the United States and Canada 2,332 schools, with a membership of 52,224. In foreign fields we have 1,063 schools, with a membership of 24,507. Total number of schools in the world, 3,395; total membership, 76,731. For the quarter ending June 30, 1907, our Sabbath-schools gave to missions \$17,805.43. The past year they gave \$57,915.71—more than \$1,000 per week—for the work in foreign lands. During the past twenty years, \$513,849.35 has been given by our Sabbath-schools for missionary work. Most all of our schools are working toward the plan of giving all their donations to missions.

These statistics are not given in any spirit of boasting, but as items of information and encouragement to the reader. To the Lord belongeth praise, for through him has this work been wrought.

SECRETARY PUBLISHING DEP'T,
Seventh-day Adventist General Conf.

THE CANVASSERS' INSTITUTE IN ATLANTA, GEORGIA.

"THE thing that hath been, it is that which shall be; and that which is done is that which will be done; and there is no new thing under the sun." Eccl. 1:9. It is now expected to hold a canvassers' institute in Atlanta, Ga., and the time appointed is February 26 to March 11, 1908.

The Lord has said long ago that the canvassing work is to be revived, and we believe the time has fully come when this work that has been so "strangely neglected" is being revived in the old Empire State of the South. The past few months it has been demonstrated that books can be sold in Georgia. We have had but few agents, but their record compares favorably with those in other fields.

There is every reason to believe that we should have a good, strong, and aggressive company of canvassers in Georgia. The rapid fulfilment of prophecy clearly indicates to us that the end of all things is fast approaching, and what we do in the way of getting our literature before the public must be done quickly. We have been told that we are to "carry the word of God to every man's door." This is a mighty work, and it calls for unreserved consecration on the part of this people.

I most earnestly appeal to our young men and women not to allow themselves to "be

bound down to mechanical employment." "When the canvasser enters upon his work, he should not allow himself to be diverted, but should intelligently keep to the point with all diligence." Some "canvassers have been called from their evangelistic work to engage in other work. This is not as it should be." "This order of things must be changed. God calls the canvassers back to their work."

I would urge upon our dear brethren and sisters to weigh the above statements carefully, and see if it does not appear to you that you should engage in this "honorable business," and dedicate your lives to it. In what work can the God-fearing, faithful man or woman engage that will bring greater blessings and larger returns than that of evangelistic canvassing?

At the institute we expect to have the very best help obtainable in this field, and careful and prayerful study will be given to these great principles, and instruction, both by precept and example, will be given as to how to sell our publications. Arrangements are being made to care for those who attend the institute free of charge, but with the understanding that they go out into the field and spend some months canvassing.

If there are some who cannot come, or go into the field, but feel it would be a privilege to assist with your means, it may be sent to our conference treasurer, M. L. Woodall, 16 White Hall Terrace, Atlanta, Ga., stating that it is for the institute.

The institute will be held at the church, 507 E. Fair St. We are expecting great blessings, and a spiritual refreshing, and a fitting up to do valiant service for God during the year 1908. Those who are interested and will plan to come, may write to A. L. Manous, 602 Capitol Ave., Atlanta, Ga., or the writer.

Keep the matter on your hearts and pray for its success, and plan to attend yourself.

GEO. W. WELLS, *President Georgia Conf.*
77 Beecher Street, Atlanta, Ga.

THE SOUTH CAROLINA INSTITUTE

A CANVASSERS' institute will be held at Greenville, S. C., 317 Buncombe St., Feb. 6-20, 1908.

To our faithful canvassers who expect to continue in the work, board, rooms, fuel, etc., will be free; also railroad fare to and from their territory.

We will be glad to have any attend who desire a spiritual feast. Board may be had at 15 cents a meal, and other expenses will be reasonable.

What to Bring.

Bedding, Bible, "Hymns and Tunes," "Coming King," "Daniel and the Revelation," "The Story of Daniel," "The Seer of Patmos," and "Ministry of Healing."

Will all who are coming please notify the undersigned as soon as possible.

It is a real paying investment to give the canvassers a free institute. Of course this must be paid for from some source. We believe the brethren and sisters of South Carolina will gladly respond with donations for this purpose; also those in more favored con-

ferences in the North, who cannot come themselves, but wish to help the work along in this needy field, now is your opportunity.

Send all donations to Mrs. R. T. Nash, Campobello, S. C., or to the undersigned.

C. F. DART, *Field Missionary Agent.*

317 Buncombe St., Greenville, S. C.

BIBLE WORK IN FLORIDA

IN company with Brother W. Manns, I visited our little company of believers at Tampa, Fla., on the last Friday and Sabbath in November. We found them enjoying the good blessing of God. There were twelve members when the company was organized, and on Sabbath there were twenty-two in the Sabbath-school. In the evening we were invited to hold a Bible study at the home of Brother and Sister Anderson, and we did indeed have an interesting time studying the word of God together. Truly that word is a lamp unto our feet and a light unto our path. Ps. 119: 105. As I go from place to place, I see the great need of studying it more, in order to show myself "approved unto God, a workman that needeth not to be ashamed, rightly dividing the word of truth." 2 Tim. 2: 15. How else can I make the people see what the Lord would have us do?

O for more Bible workers in the field to urge the people to search the Scriptures; for in them we know that we have eternal life, if we are only obedient. And "blessed is that servant whom his Lord when he cometh shall find so doing." Matt. 24: 46. "Blessed are they that do his commandments, that they may have right to the tree of life, and may enter in through the gates into the city." Rev. 22: 14.

Pray for me, dear brethren and sisters, that I may be a faithful worker in the Lord's vineyard. And let us all pray that the Lord will send laborers to do the great work awaiting them in this needy field. The work needs to be done now, for we know that the Lord will soon come in the clouds of heaven.

C. G. MANNS.

TRACT AND MISSIONARY WORK

The Correspondence Plan.

THE use of tracts in connection with correspondence cannot be recommended too highly. The *Watchman* and Liberty leaflets are particularly appropriate for this special purpose. Those who are posting the *Watchman* or other periodicals, and are corresponding with those to whom the papers are sent, will find these little leaflets especially valuable. They may also be enclosed in ordinary letters, inasmuch as they are all on vital topics.

Besides this general plan of enclosing the leaflets in letters, use them with the plan adopted for posting the *Watchman*. Send tracts to names and addresses, accompanying the first ones with letters. Send one tract each week until five or six have been sent, then write another letter. Send to ministers and professional men in this way.

Reading-Racks.

People waiting for trains at depots are generally glad to get hold of almost anything to

read. There may be other public places, as halls, public buildings, or ferry wharves, where racks can be placed. Any small church, or even an isolated individual, may keep up a rack of this kind; and no one can estimate the good that may result therefrom. In one place a blacksmith kept a little reading-rack in the rear of his shop; and as people waited for work to be done, he pointed the matter out to them. He bears witness to the fact that an immense amount of literature was taken and read, and some were converted through this means. God has said that his word "shall not return to him void." Some day—it may not be until eternity—we shall see the fulfilment of this promise if we are faithful in scattering the word.

Miscellaneous Distribution.

Under this heading we might speak at length concerning opportunities for the distribution of these silent messengers. The opportunities are innumerable, and the servant of the Lord must be "instant in season and out of season." Talk with a friend, neighbor, or chance acquaintance about the terrible storms, the political upheavals, war, money matters, etc., and when he shows his interest in these things, take advantage of his interest and hand him a tract, such as "What Do These Things Mean?" "Labor and the Money Power," etc. The conversation you have had, and the interest he has shown, will ensure a reading of a short treatise of this kind, and may do much toward bringing the truth to the individual. You may be riding on the train; leave a tract on the seat. Drop into the public-library or reading-room; leave one of the silent messengers on the desk or table. Call at the busy man's office on business or at the store; leave a leaflet on the corner of the desk, show-case, or counter. When you pass through the parks or squares, leave a tract here and there on the seats.

A farmer going to town for his weekly supplies can take along some of the leaflets and place them in wagons and other vehicles. The busy housewife should keep a few tracts on hand to give to her neighbors as they call and visit her. Select tracts may also be handed to people on trains, at stations, or on boats. When you visit the hospitals or other benevolent institutions, give a few tracts to the inmates when you have an opportunity, or place a few in the reading-room or library. Surroundings and special callings will suggest other plans and ways.

MRS. M. H. TUXFORD-CROTHERS.

TO OUR SOUTH

CAROLINA BRETHERN

SOUTH CAROLINA is not slow to see that our *canvassers* are doing a noble pioneer work, and that they are opening the field to other lines of our work. None of us desire to see the canvassing work hindered, and how much we want to see it advanced will be told by the liberal manner in which we donate to defray the expense of the canvassers' institute.

Few of our people have an opportunity to entertain the canvassers at their homes; and now that we have a chance to entertain them

CANVASSING REPORT
... OF THE SOUTHERN UNION CONFERENCE ...

Two weeks ending Dec. 27, 1907

ALABAMA CONFERENCE				
NAME—	Book	Hours	Value	Deliv'd.
B F Harmon	1 wk...CK	35	\$40 00	\$21 00
R I Keate	1 wk...BFL BS	9		31 50
O A Prieger	1 wk...BFL BS	21	1 00	48 50
CUMBERLAND CONFERENCE				
S G Sharp	.....BFL	16	50 00	63 00
M J Weber	1 wk...BFL GP	52	2 00	101 00
S F Reeder	.....BFL	40	6 60	32 80
S N Yates	.....CK	87	26 00	102 00
J A Caldwell	3wks.CK NTP	27	34 75	19 35
FLORIDA CONFERENCE				
J H Robison	1 wk...MISC	6	2 25	2 25
T H Dobb	.....	44		21 00
GEORGIA CONFERENCE				
C D Wolff	3 wks...CK BS	102	84 00	69 60
M L Woodall	...D&R MISC	24	5 00	8 25
Mrs W C McDonald	BFL	12		2 00
J A Kimmell	1 wk.BFL BS	8		7 50
S G Dent	.....BFL	5	7 25	4 25
H J Graham	1 wk...MISC	12	24 25	22 25
Mrs M M Ward	1wk.BFL BS	12		25 50
E C Rogers	.....CK BS	60	53 50	63 00
Mrs AL Manous	3wks.D&R BS	5		7 75
LOUISIANA CONFERENCE				
A B Cheek	3 wks.BR BS GP	75	36 75	54 00
I T Reynolds	3 wks...BR	15	33 00	112 50
Edwin Booth	1 wk...CK	3		4 00
Jas H Anderson	1 wk.BFL	30	44 80	
C L Collision	4wks.BR D&R	22	12 55	12 55
NORTH CAROLINA CONFERENCE				
Celia McDonald	1 wksofp	30	2 00	40 25
Robt Underwood	1 wk.CK	35		22 25
SOUTH CAROLINA CONFERENCE				
S H Swingle	1 wk...sofp	18	2 00	40 00
F A Evans	.....CK	33	3 75	39 00
H Martin	.....CK	85	105 10	20 20
Mrs H Martin	.....CK	22	19 20	17 20
Mrs H B Gallion	.....CK	26	9 75	20 00
J B Rise	.....CK	33	1 00	9 75
H B Gallion	.....CK	9	1 00	20 00
D M Smith	.....CK	50	29 60	11 60
Ira Young	.....CK	35	15 00	16 55
Mrs E A Wing	1 wk.CK	7	19 00	9 50
TENNESSEE RIVER CONFERENCE				
W R Hanson	.....D&R	40	26 00	20 75
Wm J Keele	.....BS	28	16 50	28 50
W T Dawson	1 wk...BR BS	40	7 70	14 60
Mrs F T Wales	1 wk...sofp	10		26 50
Mrs BA Philpott	.D&R MISC	38	3 95	58 02
Mrs PSTHweatt	.D&R MISC	23	60	8 75
Alice M Patton	1 wk...D&R	25		36 00
R H Hazleton	1 wk...D&R	40	10 50	86 00
Chas Romines	1 wk...D&R	20		20 00
Mamie Moore	1 wk...D&R	50		80 00
H C Balsbaugh	.....D&R	67	38 65	127 35
J T Eaton	1 wk...CK BFL	40	26 85	34 65
RECAPITULATION				
Alabama Conference	.....	65	41 00	101 00
Cumberland Conference	.....	222	119 35	318 15
Florida Conference	.....	50	2 25	23 25
Georgia Conference	.....	240	174 00	210 10
Louisiana Conference	.....	145	125 10	183 05
North Carolina Conf.	.....	65	2 00	62 50
South Carolina Conf.	.....	318	195 40	203 80
Tennessee River Conf.	.....	421	130 75	550 62
Grand Total	.....	1,526	789 85	1,652 47

at the institute, let us all do something, and have a part in the sheaves that will be gathered by the faithful, self-sacrificing canvasser.

Please send the money, as Brother Dart has directed.

R. T. NASH.

President South Carolina Conf.

Report of Progress

PUBLISHED BI-WEEKLY

by the

Southern Union Conference of Seventh-day Adventists
NASHVILLE, TENN.

SUBSCRIPTION PRICE, 25 CENTS A YEAR

Editors: L. A. Smith, E. J. Burnham

Entered as second-class matter July 10, 1907, at the post-office at Nashville, Tenn., under the Act of Congress of March 3, 1879.

Our old-time friend, the *Youth's Instructor*, makes its New Year's bow in magazine form and a new dress. It is enlarged and improved in other ways. But you know all about it yourself; for the *Instructor* is your old friend, too.

MRS. J. M. GUILLIAMS, 630 11th Street, Bowling Green, Ky., would be glad to receive a continuous supply of *Instructors*, *Little Friends*, and any other Sabbath-school helps to be used in a mission Sunday-school. Send postage prepaid.

MRS. T. A. POTTER, R. F. D. 5, Box 7, Bowling Green, Ky., would greatly appreciate a continuous supply of the *Review*, *Signs*, *Watchman*, *Instructor*, and religious liberty literature, to be used in reading rack. Late copies preferred. Also *Life Boats* for jail work. Send post-paid.

We have received two beautiful songs, entitled "Footsteps That Never Come" and "Homeward." These two songs are published in folder form, and 25 cents will purchase them both. Address Charles P. Whitford, Orlando, Florida.

These songs have been given to Brother Whitford by their authors to assist him during his declining health, and all orders will be promptly filled, and duly appreciated by all concerned.

We hope none of our readers will fail to read carefully the article "Sixty Years of Progress in the Publishing Work." It is not a new story, but it is an interesting one, and our hearts thrill with joy and praise as we see what God has wrought in this precious, heaven-sent message of truth. Every little church or company of God's people is a light shining into the world's darkness of sin and error. So all our mission stations, publishing houses, schools, and sanitariums, scattered over the world in both civilized and heathen lands, are centers of light, and the time is soon coming when the world will be lightened with the glory of this message of truth.

The first meeting of the Southern Union Conference was held, according to appointment, Thursday morning, January 9. Elders A. G. Daniells and W. C. White and Professors Griggs and Kern are here from the General Conference. There are present from the

Southwestern Union Conference Elder R. C. Porter, president, and C. N. Woodward, secretary and treasurer; Elder Clarence Santee, president of the Texas Conference; Elder A. Nelson, president of the Oklahoma Conference; Elder V. B. Watts, president of the Arkansas Conference; Elder W. W. Eastman, general canvassing agent, and the canvassing agents of Oklahoma, Arkansas, and Texas; also the tract society secretaries and treasurers from Oklahoma and Texas, and R. L. Pierce, manager of the Fort Worth (Texas) branch of the Southern Publishing Association. A good delegation is present from the Southern Union Conference, including the officers of the conference, the presidents of the state conferences, and other prominent workers. For the first few days, the morning meetings are to be devoted to conference business, and the afternoon meetings to the bookmen's convention.

The following is a list by years of the Sabbath-school donations received from all of our schools during the past twenty years. It was published in the *Sabbath-school Worker*, a magazine that should be in the hands of all our Sabbath-school workers. The list is as follows:—

Year	Members	Total Contributions	Donated to Missions
1887	23,700	\$16,751.83	\$10,615.72
1888	25,375	18,485.77	10,755.34
1889	28,900	22,541.24	11,767.95
1890	32,000	28,642.75	17,707.39
1891	33,400	29,435.05	16,750.94
1892	35,300	37,542.27	23,618.77
1893	40,100	37,936.11	24,162.50
1894	49,626	39,562.42	20,850.05
1895	50,266	37,336.35	19,800.76
1896	54,070	40,125.13	23,666.08
1897	52,045	41,541.40	33,409.32
1898	55,160	40,301.87	21,475.18
1899	53,967	39,071.79	21,842.09
1900	55,255	46,794.40	25,235.47
1901	57,762	43,819.67	21,947.90
1902	59,351	51,642.01	28,298.86
1903	66,811	55,823.85	34,778.85
1904	71,643	60,460.80	40,278.05
1905	71,700	69,421.95	48,972.42
1906	75,622	74,775.26	57,915.81
		\$832,011.92	\$514,549.35

During this time, \$45,658.48 was given to the Haskell Home.

Amount used for expenses of schools in twenty years, \$272,504.09.

California schools gave to Australia \$700.

JANUARY NUMBER OF LIFE AND HEALTH

This number treats of cold-weather diseases. Would you like to have the benefit of some very practical suggestions from successful practicing physicians upon the nature, cure, prevention, and home treatment of such diseases as the common cold, la grippe, influenza, bronchitis, pleurisy, pneumonia, and that insidious and fatal disease, tuberculosis?

In the majority of cases, these diseases have their beginning in the neglected or mistreated common cold. The purpose of the January

number of *Life and Health* is to bring to the public a knowledge of the real nature of these diseases; how to prevent them, and how to treat them successfully in the home without the use of harmful, ineffectual drugs; imposed upon the public as "sure cures" for almost all the diseases to which the human system is subject.

While we are not waging a war on patent medicines, we are attempting to reveal a better way through the fundamental principles governing life and health, and to teach the application of these principles in both health and sickness.

The general articles discuss such topics as: Influenza and Its Rational Treatment; Health—Man's Greatest Wealth; Tendency to Catch Cold; Domestic Dangers Averted; Cold Weather Hints to Mothers; The Dignity of Conferring Life, or the Responsibility of Fatherhood; A Talk with Our Girls about Thin Waists in January; Some Home Treatments for a Cold; Every Child in a Garden—Every Mother in a Homecroft; Early Treatment of a Cold; Sunlight for Consumptives; Bubonic Plague in San Francisco; Pneumonia from Mice; Drugs and Disease, etc.

The Current Comment Department is filled with good food for thought on such topics as: The Indoor Habit; Open-Air Treatment for Pneumonia; Treatment of Colds; Overcoats and Health; The Plague; The Rat and Disease; Bubonic Plague; Temperance Instruction; Inter-Collegiate Athletics; What Happens When You Smoke; Viavi Treatment; Cause of Alcoholism; A Laboratory Doctor; Better Days Coming, etc.

The News Notes deal with most important transactions, discoveries, and results in connection with health problems.

Address *Life and Health*, Takoma Park Station, Washington, D. C.

THE CANVASSING WORK IN GEORGIA

The following is a summary of the canvassing work in Georgia for eleven months, ending Dec. 28, 1907:—

No. of Ag'ts	Month	Hours	Orders	Val. of Orders	Del.
3	2d	196	126	\$167.25	\$ 60.75
3	3d	326	127	327.40	148.00
3	4th	240	101	251.50	81.00
4	5th	340	220	369.25	184.00
5	6th	413	188	369.25	298.15
7	7th	381	211	380.75	179.15
6	8th	502	475	783.25	210.05
6	9th	246	90	120.25	453.85
3	10th	270	111	228.93	294.91
5	11th	452	316	524.65	287.55
5	12th	361	151	223.50	438.50
4½	II	3,727	2,116	\$3,745.98	\$2,635.91

From the above figures it will be seen that we have had an average of 4½ agents for the eleven months, but that none of these have worked full time.

Our agent's profit for every hour they worked runs from 9¾ cents to 60 cents. The average profit is 25½ cents for each hour.

ARTHUR L. MANOUS, *Field Agent*.
602 Capitol Ave., Atlanta, Ga.