

REPORT *of* PROGRESS



THE SOUTHERN

UNION CONFERENCE

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No. 5

Southern Union Conference

Biennial Session in Progress in Nashville—
Delegates from Each State and Representatives from Sister Conferences
Present—Southern Publishing Association Meets in Annual Session

The fourth biennial meeting of the Southern Union Conference convened in the Seventh-day Adventist church building in North Nashville, January 20, at 9 A. M.

Elder C. F. McVagh, President, called the meeting to order and read the notice of the appointment. The Chairman made some appropriate remarks in calling the meeting to order. He said, "It should be evident to all that this is one of the most important gatherings ever held in this city by our people, and as we are to labor in behalf of advancing the Lord's work, we should seek him for help at this important time.

"We have requested Elder R. M. Kilgore of Dickson, Tenn., to lead in the devotional services. I am glad he is with us to-day. As one of the pioneers of this work, his presence with us gives inspiration as well as courage. He was the first president of the Southern Union Conference, and succeeding him came Elder G. I. Butler, another man of wide experience, who, in turn, was succeeded by Elder Geo. A. Irwin. If there is one thing above another that is pleasing to me in my experience as your president, it is that I have succeeded predecessors who have been so signally blessed of the Lord."

In taking charge of the devotional services, Elder Kilgore referred to the beginning of the work of Seventh-day Adventists. When small in proportion it was mighty in power and influence, because of the divine character of the message committed to us. He read the fortieth psalm, and invoked the blessing of the Lord upon the meeting in an earnest prayer.

The following delegates were enrolled: At large,—C. F. McVagh, A. J. Haysmer, C. P. Bollman, W. A. Wilcox, W. R. Burrow, A. F.

Harrison, S. B. Horton; State Conference delegates: Kentucky,—A. O. Burrill, H. U. Jacob, E. G. Hayes, Walter Jones, C. F. Dart; Tennessee River,—C. F. Parmele, H. C. Balsbaugh, Mrs. Bertha Parmele, H. E. Simkin, Thos. E. Pavey, A. H. Jones, R. M. Kilgore, T. D. Rowe, J. S. Washburn; Alabama,—J. R. Bagby, W. S. Cruzan, R. I. Keate; Mississippi,—W. S. Lowry, F. R. Shaeffer, M. C. Whitmarsh, H. G. Miller; Louisiana,—E. L. Maxwell, W. H. Saxby, E. H. Rees, I. T. Reynolds; Mrs. C. A. Saxby.

On motion duly seconded it was agreed that visiting brethren from sister conferences be invited to participate in the deliberations of the meeting.

MISSION REPRESENTATION

Moved, That for the purposes of this session of the Conference, and in addition to the voters provided for in the constitution, the Executive Committee be, and they are hereby authorized to issue credentials to such members of the Southern Union Mission as they shall deem necessary to give the mission proper representation in the Conference. Seconded and carried.

COMMITTEES

A. O. Burrill moved that the Chair be authorized to name the committees. This was duly seconded and carried.

At this juncture, the Chairman stated that he did not feel like assuming the responsibility of naming the committees without counsel with the brethren in charge of the field. And, after counseling together with them, he would submit the following names for the different committees:—

Pastoral: R. M. Kilgore, A. J. Haysmer, S. B. Horton; and D. E. Blake, S. A. Jordan, A. J. Haysmer.

Nominations: A. J. Haysmer, A. O. Burrill, R. I. Keate, C. P. Bollman, C. F. Parmele, E. H. Rees, W. S. Lowry, J. S. Washburn, J. R. Bagby.

Plaus and Finance: E. L. Maxwell, Richard Hook Jr., C. P. Bollman, W. A. Wilcox, A. F. Harrison, P. E. Palmer, E. G. Hayes, T. D. Rowe, W. R. Burrow.

Credentials and Licenses: R. M. Kilgore, W. H. Saxby, F. R. Rogers, G. B. Thompson, W. S. Cruzan.

Constitution: C. P. Bollman, E. L. Maxwell, S. B. Horton.

Seating of Delegates: H. E. Simkin, C. F. Dart, I. T. Reynolds.

Distribution of Labor: A. O. Burrill, W. R. Burrow, J. R. Bagby, W. S. Lowry, E. L. Maxwell.

Auditing Committee: The Executive Committee in addition to F. R. Rogers, P. E. Palmer, W. J. Blake.

Owing to the fact that the Southern Publishing Association legal meeting was called for eleven o'clock, and as but little time remained between this point and eleven o'clock it was decided to devote the same to a testimonial meeting, which was spirited and full of encouraging features. Meeting adjourned.

C. F. McVagh, *Chairman*,
S. B. Horton, *Secretary*.

Southern Publishing Association

The first session of the second annual meeting of the constituency of the Southern Publishing Association of Seventh-day Adventists convened at the Seventh-day Adventist church on Twenty-third Ave. North and Seifried streets on Thursday, January 20, 1910, at 11 A. M., pursuant to the notice which was printed in the *Review and Herald* and *REPORT OF PROGRESS* for six consecutive weeks.

The meeting was called to order by the President, C. F. McVagh, prayer being offered by Elder Santee.

The Chairman then requested that the Secretary read the By-Laws showing just what our constituency consists in.

Article IV on membership was read as follows: "The members of this corporation shall consist of the Board of Directors of this Corporation, and (1) the Executive Committee of the Southern Union Conference of Seventh-day Adventists (unincorporated); (2) the Executive Committee of the Southeastern Union Conference of Seventh-day Adventists (unincorporated); (3) the Executive Committee of the Southwestern Union Conference of Seventh-day Adventists (unincorporated); (4) such members of the Seventh-day Adventist General Conference Committee as may be present at any regular or called meeting of the Association; (5) the managers of the

branch houses already in operation, or that may be hereafter established by this Association; (6) such stockholders of the Southern Publishing Association, at Nashville, Tennessee (a stock company), as shall donate their stock in said association to the Southern Publishing Association of Seventh-day Adventists (incorporated), and who shall make written application for such membership prior to July 1, 1908.

"Section 2. A quorum for the transaction of business shall consist of not less than fifteen members, who shall be actually present in person."

The Secretary then called the membership roll, twenty-seven members answering to their names.

It was then moved by E. L. Maxwell, seconded by C. P. Bollman that the Chairman, associated with the presidents of the Southeastern and Southwestern Unions, V. O. Cole to act in the absence of Eld. Chas. Thompson, appoint the regular committees.

The manager's report was then read as follows:—

REPORT OF THE MANAGER

It is with pleasure that we take up a review of the work done during 1909. The Lord's blessing has surely been with those in the office and with the field workers.

During the year we have lost by death two employees, Miss E. J. Burnham, who died February 12, and Miss Lucy Philmon, who left the employ of the association in July with what was supposed to be a light illness, but in October the Lord saw fit to remove her by death. We miss these laborers, but we feel to thank God that they sleep in Jesus.

During the year we have employed an average of forty-nine employees and every one of these are either members of our church or have expressed a desire to become members.

The total sales, retail value, in the Southern Union Conference have amounted to \$34,008.77; the Southeastern Union, \$27,000.82; and the Southwestern Union, \$61,058.88 for nine months; while the sales outside our territory have amounted to \$21,655.57, making a grand total of \$143,724.04.

We have manufactured 51,528 regular volumes, and 35,242 juveniles, making a total output for the year of 86,770 volumes. To turn out these books, has required paper to the value of \$14,509.64 besides other material of minor importance.

We have sold during the year a grand total of 115,747 volumes. Of these 19,180 were "Best Stories;" 7,616 "Christ Our Saviour;" 11,074 "Gospel Primer;" 15,896 "Bible Footlights;" 860 "Seer of Patmos;" 1,885 "Steps to Christ;" 727 "Home and Health;" 14,911 "Daniel and the Revelation;" 5,342 "Coming King;" 17,100 "New Testament Primer;" 1,697 "Scriptural Evidences;" 1,559 "Past, Present, and Future;" 2,185 "Great Controversy;" 5,322 "Bible Readings;" 2,300 "Change of the Sabbath;" 700 "Desire of Ages;" 600 "His Glorious Appearing;" and the balance is made up of miscellaneous books. In addition we have sold approximately 456,583 single numbers of the "Family Bible Teacher."

At the present time we have 22,190 volumes going through our bindery, the most important of which were 1,000 "Christ Our Saviour," 1,000 "Gospel Primer," 1,000 "Bible Footlights," 1,748 Past, Present, and Future," 5,000 "Daniel and the Revelation," 4,000 "New Testament Primer," and our pressroom is printing a 10,000-edition of "Great Controversy," 5,000-edition of "Daniel and the Revelation," and 9,000 "Bible Footlights."

For your information we will make some comparisons beginning with 1902. The figures as shown are net, or the actual amount received by the office on its book sales:—

1902	\$18,927.92
1903	22,245.75
1904	32,394.57
1905	29,628.80
1906	38,143.01
1907	52,695.58
1908	48,071.36
1909	55,223.32

Grand Total\$297,330.31

Our *Watchman* sales for 1909 show a total for eleven months of 253,800, and the present subscription list of the *Watchman* shows a total of 5,067.

We are glad to say that all the work now going through our plant is denominational entirely, and at the close of business December 31, the Nashville office shows a net gain of \$6,240.90; the Fort Worth Branch shows a gain of \$5,332.48; and our Atlanta Branch, which has only been in operation about eight months, shows a gain of \$1,408.31, or a total gain for the year of \$12,981.69.

We feel to thank God for the care that he has for his work and that his blessing has been added to the efforts put forth. Our Fort Worth Branch has had phenomenal success during the year. They have been operating in a territory where a severe drought has been on, and yet the Lord has sent his angels to go before the faithful canvasser and impress the people to purchase our books.

As an evidence that God has been with us, we would refer to the failure of the City Bank and Trust Company, which involved our finances to some extent. Our available funds being tied up, it seemed sure that the office would be financially embarrassed, but our Fort Worth Branch responded to our appeal with a remittance of \$5,000.00, Atlanta also sending several hundred dollars. Then a large number of canvassers also rallied to our support, so that through the grace of God we were enabled to go on with our business. The officers in many of the local banks offered to loan us anywhere from two to five thousand dollars to tide us over the emergency, but we were able to respectfully decline their offers of assistance, which we believe has strengthened our credit in the community.

With the betterment of the work in mind, we would respectfully recommend that the recommendations adopted by the General Conference Committee at College View, Neb., Oct. 8, 1909, be put in force as quickly as possible. We would especially favor the proposed raise in prices on our standard subscription books, "Patriarchs and Prophets," "Great Controversy," "Daniel and the Revelation," "Home

and Health," and "Practical Guide to Health," to three, four, and five dollars.

We would also favor the re-establishment of the tract societies in our local conferences, as the present method of handling our agents at such a long distance from the base of supplies has proven very unsatisfactory.

However, before reopening the tract societies, we must use care in the selection of secretaries. Ability and some experience is very essential, hence we favor Article 27 of the recommendations regarding "The Training of Tract Society Secretaries."

We would also urge the systematizing of our periodical work, asking our conferences to select, as quickly as possible, a suitable person as missionary secretary, and that each conference take full charge of the work of canvassers for periodicals in their respective territories in harmony with Article 62 of the recommendations.

In return for the above service the publishing house allows a discount of ten per cent. and the tract society makes settlement with the office every thirty days.

We would also recommend that Article 55, relating to "financial policy" be adopted in our territory and that it become operative at the earliest possible moment.

In closing we wish to express our gratitude to God for his manifold blessings, also to thank the members of the board, the faithful employees of the association, the field workers in our territory, for their hearty co-operation and faithful service which has made it possible for me to read such an encouraging report. Respectfully submitted,

SOUTHERN PUBLISHING ASSOCIATION.
R. Hook Jr., Mgr.

As this report contained several recommendations, it was moved by S. B. Horton, seconded by C. Santee, that the report be referred to the committee on plans for the consideration of the recommendations submitted. Carried.

Brother R. L. Pierce, manager of the Fort Worth Branch, and Brother L. D. Randall, manager of the Atlanta Branch, both submitted encouraging reports.

At this point the Chairman announced the committees, each committee to consist of seven members:—

Committee on nomination: V. O. Cole, David Voth, R. L. Pierce, R. W. Parmele, W. R. Burrow, G. W. Dortch, C. L. Kilgore.

Committee on Plans: Clarence Santee, A. O. Burrill, L. D. Randall, E. L. Maxwell, C. P. Bollman, R. L. Pierce, and Chas. Thompson.

On motion meeting adjourned until 2 p. m.

C. F. McVAGH, Chairman,
R. HOOK JR., Secretary.

SECOND SESSION

The minutes of the previous meeting were read and approved. After prayer by Brother Nelson, the Chairman called for the report of the Treasurer. The report was quite thoroughly discussed. It was finally moved by Elder Nelson, seconded by C. Santee, that the report be adopted with the auditor's certificate attached. Carried.

The question of loss on REPORT OF PROGRESS

was quite thoroughly talked over, and on motion of Elder Burrow, supported by Elder Maxwell, the question was referred to the committee on plans.

Brother R. L. Pierce then gave the financial statement of the Fort Worth Branch, followed by the statement of the Atlanta Branch by Brother L. D. Randall. These reports were adopted by vote.

Eld. S. B. Horton, manager of the Periodical Department then submitted his report on the *Watchman* magazine as follows:—

As is well known, the *Watchman* magazine is about twelve months old. There were but eleven months in 1909 that witnessed the publication of the *Watchman*. It might be thought that the loss on the *Watchman* as shown by the manager's report is quite an item, but it is not much more of an item than the loss account of the previous *Watchman's* experience, and in the previous *Watchman* we had the advantage of a larger circulation of the weekly *Watchman*, whereas, we have had but eleven months' experience in handling this monthly. All things considered, it does not seem to me that the gross loss is greater than on previous reports, when you consider the matter of bringing a new magazine into existence.

I am going to give you a list of the circulation by months:—

STATISTICS CIRCULATION DEPARTMENT FOR 1909

	Published	On hand
February	30,000	None
March	30,000	4,900
April	23,800	5,350
May	25,000	5,350
June	30,000	50
July	25,000	4,110
August	20,000	1,100
September	20,000	3,200
October	20,000	4,750
November	20,000	110
December	20,000	215
Total 12 mo.	263,800	29,135
		<i>Retail Value</i>
Distributed		\$23,466.50
On hand		2,913.50
Output		26,380.00

I would like to call your attention to the sale of the *Watchman* in the different conferences:—

	SOUTHEASTERN						Total
	July	Aug.	Sept.	Oct.	Nov.	Dec.	
N. C.	44	79	71	82	149	39	464
S. C.	75	155	110	97	149	99	685
Ga.	183	248	237	285	590	1192	2741
Fla.	83	203	508	308	209	202	1513
Cumberland					76	815	891
Grand Total							6294
	SOUTHERN						Total
	July	Aug.	Sept.	Oct.	Nov.	Dec.	
Ky.	1203	392	94	84	171	1966	3910
Tenn.	254	943	564	332	900	530	3523
Ala.	1423	1390	615	580	1382	633	6023
Miss.	254	425	211	311	173	148	1522
La.	374	154	619	602	389	378	2516
Grand Total							17494

	SOUTHWESTERN						
Ark.	241	40	136	25	731	387	1560
Okla.	177	953	251	438	449	242	2510
Texas	1859	3476	1525	1484	2038	1229	11611
N. Mex.	23	153	36	5	25	22	264
Grand Total							15945

I think if we can organize our conferences into a more systematic campaign, it will be more beneficial to the State as well as the publishing house and the periodical business. The circulation of the *Watchman* for the last two months has averaged about 20,000.

The *Watchman* has been receiving the attention of other fields, as evidenced by some correspondence we have, in which they state that our paper is, comparatively speaking, on a plane with other magazines. They have recommended the publishing house in regard to the editorial and circulation work.

The territory in which this magazine is published should see that a proper constituency is obtained. More papers are being sent out of the Southland than are being used in the Southland. It seems to me that our brethren in the North would be very much encouraged if they could see a larger output of this product in its home field. Less than ten thousand of the *Watchman* are confined to this field.

Our coming publishing board management should take up the question of visiting the schools of our denomination just before they close in the spring. Whoever takes charge of the circulation department ought to go to the schools and get acquainted with the students who are to go out in the field. Here is a great avenue of usefulness in behalf of our periodical work. I am glad to have a part in this work. The judgment will reveal the souls that have been gathered through the circulation of our periodicals.

Following a recess of five minutes the Chair expressed his thankfulness for the many avenues we have for spreading the message, and suggested that he did not believe we could spend the time any better than to hear from the *Gospel Sentinel*, and called on Eld. C. P. Bollman to give a report of same.

Brother Bollman responded with a very interesting and instructive explanation of the purpose of the *Sentinel*, after which there was a general discussion of the paper.

Moved by Elder Maxwell and duly supported that the subject of the *Gospel Sentinel* be referred to the committee on plans. Carried.

On motion, meeting adjourned to 9 A. M., January 21. C. F. McVagh, *Chairman*, R. Hook Jr., *Secretary*.

The day's exercise closed with a sermon by Elder R. W. Parmele, president of the Florida Conference, on the subject of "Organization," from Eccl. 4:9-12.

THIRD SESSION

THIS meeting was held pursuant to adjournment, at 9:00 A. M., January 21. After prayer by Elder Charles Thompson, the minutes of the previous meeting were read and approved.

The following delegates having arrived, they were given seats in the meeting: Charles Thompson, R. T. Dowsett, C. B. Stephenson, George Thompson, P. G. Stanley.

The Chairman then called for reports of committees. Committee on Nomination submitted the following report:—

Your Committee on Nomination would respectfully submit the following names to fill places made vacant by expiration of term of office on the Southern Publishing Association Board of Directors for the succeeding two years:—

Elder C. F. McVagh, R. Hook Jr., C. P. Bollman, W. A. Harvey.

Because of his removal to China, the committee recommends that this constituency declare the place of Elder W. A. Westworth on the Board vacant, and that Elder Charles Thompson be elected to fill it.

Moved by Elder Maxwell, seconded by Elder Santee that we accept the report by reading each name separately. Carried. After considering each name, question being called, vote was taken upon the whole.

The nominating committee also made the following recommendations: That the By-Laws be so amended as to admit of a board of eleven members, instead of nine, to give place for one additional representative from the Southeastern Union Conference and one from the Southwestern Union Conference, and to comply with this recommendation.—

We recommend, That V. O. Cole and Elder C. Santee be elected by this body as the additional members.

We also recommend, That the By-Laws be changed to make five a quorum.

As this recommendation contemplates a revision of By-Laws, it was duly moved and seconded that the Chair appoint a committee on constitution and by-laws.

The Chairman named Elders Santee, C. P. Bollman, and R. W. Parmele as the members of this committee.

The committee on plans then made partial report as follows:—

RECOMMENDATIONS

1. *Resolved*, That we co-operate with the several conferences and tract societies in selecting and training book and periodical agents in harmony with the suggestions adopted at the recent Bookmen's Conventions.

2. *Whereas*, Our local conferences and tract societies are the natural and most effective means of furnishing supplies; and,—

Whereas, We are under the necessity of systematizing the periodical work for the best interests of all concerned; therefore,—

Resolved, (a) That we co-operate with the local conferences in the selection, training, and protection of suitable persons to handle our periodicals; (b) that supplies be furnished on order of the local conference or tract society, the publishers allowing the regular tract society discounts; (c) that in those conferences not in a position to properly handle the subscription book business, arrangements be made with the publishers to handle the same on the five per cent. basis as heretofore; (d) that before conferences shall assume control of the subscription book work, competent help be secured.

3. *Resolved*, That we concur in Recommendation 62 of the General Conference Department, adding another section thereto, so that the recommendation shall read: That each

conference take full charge of the work of canvassers for periodicals in their respective territories by,—

(a) The selection and training of workers for periodicals; (b) the assigning of territory; (c) the adoption of a general reporting system; and (d) that all club orders be forwarded through the tract society when such society exists.

Moved by Elder Burrow, seconded by Elder Thompson that we adopt by considering each item separately. Carried.

After a lengthy discussion the question was called, and the report unanimously adopted.

On motion, meeting adjourned.

C. F. McVAGH, *Chairman*,
R. HOOK JR., *Secretary*.

FOURTH SESSION

Meeting was called at 1:30 P. M., Friday, January 21. Prayer was offered by Elder Voth, after which minutes of previous meeting were read and approved.

The Chairman called for report of committees, the committee on plans submitting the following final report:—

Moved and seconded that the report be adopted by considering each item separately.

4. *Whereas*, The services of the union field agents are of inestimable value to the publishing house as well as to the union conference, therefore,—

Resolved, That we share equally with the union conference in the wage and expense of the union conference agents within our territory.

Moved by Elder Maxwell seconded by Elder Bollman to lay the resolution on the table. Motion put and lost.

5. *Whereas*, Our canvassers have frequent calls for Bibles containing a family record, in many cases the family record being the principal reason for buying a Bible, and believing this to be quite a selling feature, therefore,—

We recommend, That a family record be placed in "Daniel and the Revelation."

Question called and was referred to the publishing house board.

7. *Resolved*, That we concur with the General Conference recommendations regarding the schedule of prices and discounts on our publications.

8. REPORT OF PROGRESS. *We recommend*, That the printing of REPORT OF PROGRESS be referred to the board, and that they arrange with the Southern Union Conference on the basis of actual cost of material and production with the least possible added incidental costs or expense. Voted to refer to board.

9. In order that our tract societies may receive a profit rather than sustain a loss when mailing trade, text, and song books, we would recommend that the amount of postage on each of these books be stated in our catalogue of publications, and that this additional amount be required on mail order.

Question being called on resolutions 4, 6, and 7, it was put to vote and carried.

10. *Whereas*, The past year has been one of unexampled prosperity to this association,

Resolved, That we recognize the prospering hand of the Lord in the degree of success that has been attained, and that we endeavor

by increased devotion and faithfulness to so relate ourselves to the Lord's work that he can send still greater prosperity during the present year. Carried.

On motion meeting adjourned to 7:00 P. M., January 22, 1910.

C. F. McVAGH, *Chairman*,
E. H. REES, *Secretary pro tem*.

FIFTH SESSION

This meeting was held January 22, at 7:00 P. M. After prayer by R. L. Pierce, the minutes of the previous meeting were read and approved. A quorum being present, the Chairman called for the report of the Committee on Constitution, which was given as follows:—

Resolved, That Article 5, Section 1, of the By-Laws of this Association be so amended as to read,—

The members of this corporation shall elect eleven persons to act as directors for this corporation, five of whom shall be elected in January, 1909, for a period of two years. At all subsequent elections, all vacancies caused by expiration of terms of service shall be filled by the election of directors for a term of two years.

Resolved, That Article 5, Section 5, be amended, substituting "five" in the place of "a majority of," with the understanding that no measure be considered carried unless the entire quorum shall have voted in favor thereof.

It was moved to adopt by considering each item separately. Question being called on the whole, it was put and carried.

Upon motion meeting adjourned *sine die*.

C. F. McVAGH, *Chairman*,
R. HOOK JR., *Secretary*.

THE last meeting of the Bookmen's Convention opened at 7:00 P. M., January 19.

The first paper on the program was by H. G. Miller, field missionary agent of Mississippi, as follows:—

CONCENTRATION OF EFFORT IN SELLING OUR BOOKS

God has said that our publications should be scattered like the leaves of Autumn, and that there is no more important work than that of getting our publications before the people.

When we consider the large number of precious books that God has caused to be written and printed, ranging in price all the way from twenty-five cents to seven dollars per copy, it does seem that we are without excuse when we give to their circulation a divided interest. God in his wisdom has provided these many publications that we may all have a part in giving this truth to the world. Have we been true to our work at all times? On page forty-eight of "Manual for Canvassers" we read: "My heart aches as I see those who profess to be looking for the Saviour devoting their time and talents circulating books that contain nothing concerning the special truths for this time."

We have a different mission and we should not be turned from it to side issues.

Many are the inducements which Satan pre-

sents to turn us aside from our God-given work. Would it not be well to close an effort for the spiritual good of a family or individual by leaving with them a paper or tract and the good impressions from the description of your book, instead of offering them a motto or cake of medicated soap. I cannot believe, brethren, that we should allow ourselves to be thus diverted from our work by the sale of simply commercial articles.

Many of our publishing houses have eliminated commercial work, and shall we not follow their good example, and thereby raise the standard of the canvassing work still higher?

How many books should be handled at one time? I advise agents to work with the one book that they themselves appreciate, and which has helped them spiritually. When two or more leading books are handled at one time the interest of the canvasser is distracted, his reports are confused, and a record of his work cannot be kept intelligently.

Concentration means unity of purpose,—one aim. The apostle said: "This one thing I do, . . . I press toward the mark." Phil. 3: 13, 14. He preached eighteen months at Corinth under very unfavorable circumstances, and with apparently little success. I fear that some of us would have sought better territory.

We sometimes lack *perseverance and sticktoitiveness*. Would it not be well to heed the admonition found in Romans 12:7, which admonishes the minister to wait on his ministering, and the teacher to wait on his teaching, and let us add,—the canvasser on his canvassing.

How is it with us as leaders? Here we are, a representative body of men bearing responsibilities in the book work and other departments of the third angel's message. Do we practise concentration in our work by giving it our undivided interest and attention? Does the State agent always wait on his agency and agents, or is he sometimes encouraged to pursue Bible work, or to enter the ministry even against his best judgment? If so, his interest is divided, as well as his influence.

Shall we not as State agents, set a good example by faithfully pursuing our work? Let us ever remember that as leaders we wield a molding influence over those united with us in labor.

Dear brethren, do not the times in which we live, the importance of the message which we bear, and the sad condition of the world, demand that we reconsecrate ourselves to the one work God has committed to us?

Let us be true and loyal to the sacred trust, and become a united army of well trained soldiers with a definite aim, even as the seven hundred men of ancient Israel, who were well chosen, every one of whom could sling stones to a hair breadth and not miss. Judges 20:16.

Discussion

Brother C. F. Dart led out in the discussion of this paper. He said, "I am a strong believer in concentration of effort. If it was not for that belief we would not have State agents. I like to see a State agent attend to his business, and I don't believe his work is

to preach part of the time, and to hold Bible readings part of the time. We have a definite mission and that is to get our literature before the people. I am glad that we have eliminated from our office the commercial work. I would advise concentration even to one book and also a few bindings. The more we put our minds on one thing the better success we will have."

Brother A. F. Harrison emphasized the subject under consideration. He said "Shoot directly at the mark. Don't shoot at two marks, and go between them."

Eld. J. R. Bagby, I. T. Reynolds, and others took part in the discussion.

Eld. E. L. Maxwell of Louisiana was then called on to "pick up the dropped stitches."

He said, "There is one thing that I would like to have heard more of and that is the part that our sisters act in the work. We don't say very much about the sisters and the part they play, but I would like to have it understood by all of us that the sisters do have a very active part in this work. As the book work comes up we are getting a better appreciation of our agents, and I believe that ought to apply to their wives. The ministers' wives are separated from their husbands for months at a time, and yet sometimes in the very face of all their sacrificing efforts to raise the family alone, they hear the slanderous report that ministers' children are worse than any other children. I believe the children of our ministers and canvassers will develop into the best workers we have in our cause. I believe the Lord will bless if we come to the realization of the fact that our canvassers' wives are worthy of our prayers.

"I would like to speak of the conference president's privileges in regard to the canvassing work, for I believe we have privileges as well as the missionary agents, and we appreciate them. I think we have a great privilege in writing to the canvassers and getting letters from them. When I saw in PROGRESS the report concerning the work our canvassers had done during our banner month, I wrote a letter immediately to each one of them, encouraging and congratulating them on the showing they had made, and I received a letter from every one of those agents almost without exception. I appreciate the letters I get from the canvassers.

"I believe we ought to take a very active interest in stirring up the churches and finding those who may become successful agents for our periodicals and books.

"We should have but one object in view, and that is the giving of the message to the world. Let the truth alone be the object for the existence of the truth. We are to be free and open in all of our dealings and in all of our councils. The prosperity of the message demands this. Our experience has demonstrated that when the brethren know our troubles and difficulties as well as our triumphs, they sympathize and rejoice with us.

"This canvassing work in which we are engaged, is the work of God. It bears the divine stamp. The work that we are doing in scattering our literature is the fulfilment of the plan that was uttered thousands of years ago. Job 19:23. Through the ages,

God has kept that plan up and to-day he is answering it through the instrumentality of our books."

C. P. Bollman read an interesting paper before the Conference, entitled,—

OUR TEN-CENT MAGAZINES

"EXPERIENCE is a dear school," but in our work such lessons are worth all they have cost. It took us years to learn that our bound books could be sold by canvassers, and how to sell them successfully. But the time was not wasted for the learning was done in the doing.

It took even longer to learn how to sell our American papers. In this branch of our denominational work our brethren in Europe and even in South America and the islands of the sea were in advance of us. This was due in large measure, first, to the custom of European people who buy weekly papers to a greater extent than we do; and, second, to the fact that our brethren in Europe and in other countries have learned to live more economically than we who imbibed from childhood the spirit of this great, extravagant country.

In England, for instance, a large number of our brethren and sisters have made a living by selling *Present Truth* for a penny—two cents in our money. But no great degree of success was attained in the paper work in the United States until we began the publication of our ten-cent magazines.

Special illustrated editions of our weekly papers selling at ten cents each were the forerunners of our ten-cent magazines. They pointed the way to success. It was difficult for anybody to sell a sufficient number of copies of even a five-cent paper to make the work self-supporting. The margin of profit was too small for America. But even in this country it has been demonstrated that there is a living for the industrious paper-seller in our ten-cent periodicals. The success of the few has given courage to the many, and the growth of this line of paper work has been almost phenomenal. In his report made to the last General Conference the Secretary of the Publishing Department said:—

"The periodical work is taking on new form, and is making rapid progress. For several years the sale of papers had been carried on successfully on the streets and from house to house by agents in Germany, England, South America, and Australia. But until recently very little progress has been made in the United States, and what had been accomplished has been with the greatest difficulty.

"The development of a good line of ten-cent magazines seems to be solving this proposition rapidly and satisfactorily. In fact, the progress of the magazine work during the past year has been both surprising and gratifying. The progress of this work may be indicated by the fact that during March, 1908, 50,000 copies of ten-cent magazines were sold in the United States and Canada; while during the corresponding month this year (1909), 175,000 copies were sold."

This success is further emphasized by the statement read before this Convention on Tuesday by Brother Horton, who has it direct

from the president of the General Conference, that in the race for success, the Review and Herald books and periodicals are now neck and neck; in other words, that now fifty per cent. of all receipts from the sale of literature from that office is received for periodicals, principally, of course, ten-cent magazines. We little realize what this means for the progress of our work, but the mere statement ought to be sufficient to cause every one of us to thank God and take courage.

Before leaving this statement let us examine it a little. It means that in less than five years our paper sales have grown from nearly nothing in this country to figures equal in dollars and cents to the book sales from our largest publishing house. It means that for every \$3.50-book sold and delivered in Review and Herald territory, thirty-five of our ten-cent magazines are sold. For every \$2.50-book sold by canvassers, paper-sellers place in the hands of the people twenty-five copies of our magazines. It means that fifty cents of every dollar received by that publishing house for literature comes from the sale of the periodical literature.

Brethren, if as we have reason to believe is the case, our books and tracts have found their way into nearly every home in hundreds of communities, that we may not expect as the result of the increasing success in the sale of our ten-cent magazines?

A very encouraging feature of the situation is that their success with our magazines has not been at the expense of the book work. While the sales of our ten-cent magazines have been increasing by leaps and bounds, the sales of our other literature have not been standing still. Success in one line begets and increases courage in other lines. The periodical work has called into action three thousand new workers, and their success, instead of detracting anything from those who were selling other literature, has simply stimulated their efforts. Brethren, we used to talk of letting the printed pages fall like the leaves of autumn, when we were paying for a very large part of the literature ourselves; the Lord is now enabling us to see how this expense may be borne by the people who receive the papers, and not only so, but also how those who scatter these pages are to be supported.

And now a few words about methods. Real financial success must be attained along right lines. It is not so stated in just that way in the Bible, but it is nevertheless true that "order is heaven's first law." It is also the first law of anything that is a success. The success attained in the book business is due in large measure to organization. In the canvassing field definite territory is assigned to each canvasser, and some of the most successful canvassers and those who have seen the most fruit of their labors in souls brought into the truth have been those who have canvassed over and over again the same territory, of course taking each time a different book. A similar system has been followed wherever the paper work has been most successful. With our ten-cent magazines the paper-seller has a new "book" so to speak, each month, and by handling more than one magazine he

may have more than one new "book" each month.

One thing that recommends the ten-cent magazine as a missionary agent, is the fact that every number contains a good variety of matter, and, especially in the case of the *Watchman and Signs*, he who reads either one of these magazines for a few months will have had opportunity at least to learn something of almost every point of present truth. It should not be forgotten that the paper-seller can place a magazine in scores, yea, in hundreds of families where it is impossible to place a book. This is equally true of people who are not able to buy a book, and of busy men who feel at least that while they can read a magazine they have not time for and consequently will not purchase a book.

It would seem that for several reasons there should be as much system in the sale of our periodicals as in the sale of our books. There should be ample protection for those who make a regular business of selling magazines. They should be encouraged to go over the same territory again and again, securing regular customers, finding out that which especially interests each reader, and endeavoring to supply any demand that may arise for further light upon any subject upon which there is special inquiry. The "grass-hopper" canvasser, that is, the one who is here to-day and gone to-morrow and whose ambition is to see how large sales can be made, and who never expects to meet his customers again, is almost sure to develop the commercial spirit, for the very reason that he can never see anything develop from his work. He is not privileged to see souls reaching out after truth and accepting it as it is brought to them from month to month. The paper-seller needs such experiences for his own spiritual good, and the people who buy and read our periodicals need the personal touch which is given by the resident paper-seller who conscientiously works the same territory again and again, not only with a view of earning a livelihood and making a record, but with a view of making Seventh-day Adventists.

Do not misunderstand me; I would not even seem to imply that the traveling paper-sellers have no higher motive than making records and money at the same time: the self-denying work of many of them disproves this; but this I do say that while it is better that our papers be sold in that way than not be sold at all, it is still better that they be sold by resident agents, meeting the people from time to time and laboring with them with the definite object of winning them to the truth. And, as before intimated, this sort of work can be made a success only by organizing our periodical work something as the book work is organized, instructing agents, giving them definite and exclusive territory, and protecting them in that territory.

In my judgment this work ought to be under the charge of the local conference or tract society. Our publishing houses cannot give this work the close supervision it ought to have and must have if it is to be made the success it ought to be. The record of the past year is a good one; the record of the present year ought to be much better, and as nothing

succeeds like success, each new record but points the way to a better one, and all together form an index finger pointing faithful workers in every line of missionary effort to the kingdom of God.

Brother L. A. Smith presented before the Convention the matter of revising and publishing a new edition of the book "Marvel of Nations." Some remarks were made and the matter left until a later date for the consideration of the brethren.

Brother Hook presented the question of the REPORT OF PROGRESS. Vote carried to make a supplement to the paper instead of having the triweekly as previously voted, on account of the extra trouble it would require in entering the paper in the usual way with the post-office.

CONSTITUTION OF SOUTHERN UNION CONFERENCE

ARTICLE 1. *Name.*

THIS organization shall be known as the Southern Union Conference of Seventh-day Adventists.

ARTICLE 2. *Object.*

The object of this Conference shall be to unify and extend the work of the Seventh-day Adventist denomination.

ARTICLE 3. *Territory.*

The territory of this Conference shall include Kentucky, Middle and West Tennessee, Alabama and that part of Florida west of the Appalachian River, Mississippi, and Louisiana.

ARTICLE 4. *Membership.*

Section 1. The membership of this Conference shall consist of such local conferences and missions within the above described territory as may be properly organized and accepted by vote.

Section 2. The voters of this Conference shall consist of

- (a). Delegates at large.
- (b). Regular delegates.

Section 3. Delegates at large shall be

(a). The members of the Southern Union Conference Executive Committee.

(b). Such members of the General Conference Committee as may be present at any regular or special session.

(c). Such other persons, not to exceed nine, as may receive credentials from the Union Conference Executive Committee.

Section 4. Regular delegates shall be such persons as are duly accredited by local conferences.

Section 5. Each local conference shall be entitled to one delegate without regard to membership, and an additional delegate for each fifty members.

ARTICLE 5. *Officers.*

Section 1. The officers of this Conference shall be a President, Secretary, Treasurer, and an Executive Committee consisting of the President, the presidents of the several local conferences embraced in this Conference, the secretary of the Southern Union Mission,

the field missionary agent, the Treasurer of this Conference, and four other persons.

Section 2. All officers and members of the Executive Committee other than ex officio members shall be elected at the regular sessions of the Conference, and shall hold their offices for a term of two years, or until their successors are elected and appear to enter upon their duties.

Section 3. All vacancies occurring between Conference sessions shall be filled by the Executive Committee.

Section 4. The President and four other members of this committee shall constitute a quorum to transact business in harmony with the policy of the Conference.

ARTICLE 6. *Sessions.*

Section 1. This Conference shall hold regular sessions at intervals of two years as nearly as may be, at such date and place as the Executive Committee shall designate by a notice published in the *Review and Herald* at least three weeks before the date of the meeting.

Section 2. The Executive Committee may call extra sessions by a like notice, and the acts of such sessions shall be equally valid with those of regular sessions.

ARTICLE 7. *Incorporations, Departments, and Agents.*

Section 1. Such incorporations may be authorized and departments created as the development of the work requires.

Section 2. At each regular session of this Conference the delegates shall elect the trustees of all corporate bodies connected with this organization as may be provided in the statutory laws governing each.

Section 3. The Conference shall employ such committees, secretaries, agents, ministers, missionaries, and other persons, and make such distribution of its laborers as may be necessary to effectively execute its work. It shall also grant credentials or licenses to its ministers and missionaries.

ARTICLE 8. *By-Laws.*

This Conference shall have the power to make by-laws, amend, and repeal them at any session thereof. The scope of such by-laws may include all subjects not inconsistent with this Constitution.

ARTICLE 9. *Amendments.*

This Constitution may be amended by a two-thirds vote of the delegates present at any session, provided that if it be proposed to amend the Constitution at a special session notice of such proposed amendment shall be given in the call for such special session.

BY-LAWS.

SECTION 1. *President.*

The duties of the President shall be such as usually pertain to this office.

SECTION 2. *Secretary.*

It shall be the duty of the Secretary to keep a record of the proceedings of the sessions of the Conference and of the proceedings of the Executive Committee, and to conduct the gen-

was quite thoroughly talked over, and on motion of Elder Burrow, supported by Elder Maxwell, the question was referred to the committee on plans.

Brother R. L. Pierce then gave the financial statement of the Fort Worth Branch, followed by the statement of the Atlanta Branch by Brother L. D. Randall. These reports were adopted by vote.

Eld. S. B. Horton, manager of the Periodical Department then submitted his report on the *Watchman* magazine as follows:—

As is well known, the *Watchman* magazine is about twelve months old. There were but eleven months in 1909 that witnessed the publication of the *Watchman*. It might be thought that the loss on the *Watchman* as shown by the manager's report is quite an item, but it is not much more of an item than the loss account of the previous *Watchman's* experience, and in the previous *Watchman* we had the advantage of a larger circulation of the weekly *Watchman*, whereas, we have had but eleven months' experience in handling this monthly. All things considered, it does not seem to me that the gross loss is greater than on previous reports, when you consider the matter of bringing a new magazine into existence.

I am going to give you a list of the circulation by months:—

STATISTICS CIRCULATION DEPARTMENT FOR 1909

	<i>Published</i>	<i>On hand</i>
February	30,000	None
March	30,000	4,900
April	23,800	5,350
May	25,000	5,350
June	30,000	50
July	25,000	4,110
August	20,000	1,100
September	20,000	3,200
October	20,000	4,750
November	20,000	110
December	20,000	215
Total 12 mo.	263,800	29,135

	<i>Retail Value</i>
Distributed	\$23,466.50
On hand	2,913.50
Output	26,380.00

I would like to call your attention to the sale of the *Watchman* in the different conferences:—

SOUTHEASTERN							
	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
N. C.	44	79	71	82	149	39	464
S. C.	75	155	110	97	149	99	685
Ga.	183	248	237	285	590	1192	2741
Fla.	83	203	508	308	209	202	1513
Cumberland					76	815	891
Grand Total							6294

SOUTHERN							
	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Ky.	1203	392	94	84	171	1966	3910
Tenn.	254	943	564	332	900	530	3523
Ala.	1423	1390	615	580	1382	633	6023
Miss.	254	425	211	311	173	148	1522
La.	374	154	619	602	389	378	2516
Grand Total							17494

SOUTHWESTERN							
Ark.	241	40	136	25	731	387	1560
Okla.	177	953	251	438	449	242	2510
Texas	1859	3476	1525	1484	2038	1229	11611
N. Mex.	23	153	36	5	25	22	264
Grand Total							15945

I think if we can organize our conferences into a more systematic campaign, it will be more beneficial to the State as well as the publishing house and the periodical business. The circulation of the *Watchman* for the last two months has averaged about 20,000.

The *Watchman* has been receiving the attention of other fields, as evidenced by some correspondence we have, in which they state that our paper is, comparatively speaking, on a plane with other magazines. They have recommended the publishing house in regard to the editorial and circulation work.

The territory in which this magazine is published should see that a proper constituency is obtained. More papers are being sent out of the Southland than are being used in the Southland. It seems to me that our brethren in the North would be very much encouraged if they could see a larger output of this product in its home field. Less than ten thousand of the *Watchman* are confined to this field.

Our coming publishing board management should take up the question of visiting the schools of our denomination just before they close in the spring. Whoever takes charge of the circulation department ought to go to the schools and get acquainted with the students who are to go out in the field. Here is a great avenue of usefulness in behalf of our periodical work. I am glad to have a part in this work. The judgment will reveal the souls that have been gathered through the circulation of our periodicals.

Following a recess of five minutes the Chair expressed his thankfulness for the many avenues we have for spreading the message, and suggested that he did not believe we could spend the time any better than to hear from the *Gospel Sentinel*, and called on Eld. C. P. Bollman to give a report of same.

Brother Bollman responded with a very interesting and instructive explanation of the purpose of the *Sentinel*, after which there was a general discussion of the paper.

Moved by Elder Maxwell and duly supported that the subject of the *Gospel Sentinel* be referred to the committee on plans. Carried.

On motion, meeting adjourned to 9 A. M., January 21. C. F. McVagh, Chairman, R. Hook Jr., Secretary.

The day's exercise closed with a sermon by Elder R. W. Parmele, president of the Florida Conference, on the subject of "Organization," from Eccl. 4:9-12.

THIRD SESSION

THIS meeting was held pursuant to adjournment, at 9:00 A. M., January 21. After prayer by Elder Charles Thompson, the minutes of the previous meeting were read and approved.

The following delegates having arrived, they were given seats in the meeting: Charles Thompson, R. T. Dowsett, C. B. Stephenson, George Thompson, P. G. Stanley.

The Chairman then called for reports of committees. Committee on Nomination submitted the following report:—

Your Committee on Nomination would respectfully submit the following names to fill places made vacant by expiration of term of office on the Southern Publishing Association Board of Directors for the succeeding two years:—

Elder C. F. McVagh, R. Hook Jr., C. P. Bollman, W. A. Harvey.

Because of his removal to China, the committee recommends that this constituency declare the place of Elder W. A. Westworth on the Board vacant, and that Elder Charles Thompson be elected to fill it.

Moved by Elder Maxwell, seconded by Elder Santee that we accept the report by reading each name separately. Carried. After considering each name, question being called, vote was taken upon the whole.

The nominating committee also made the following recommendations: That the By-Laws be so amended as to admit of a board of eleven members, instead of nine, to give place for one additional representative from the Southeastern Union Conference and one from the Southwestern Union Conference, and to comply with this recommendation,—

We recommend, That V. O. Cole and Elder C. Santee be elected by this body as the additional members.

We also recommend, That the By-Laws be changed to make five a quorum.

As this recommendation contemplates a revision of By-Laws, it was duly moved and seconded that the Chair appoint a committee on constitution and by-laws.

The Chairman named Elders Santee, C. P. Bollman, and R. W. Parmele as the members of this committee.

The committee on plans then made partial report as follows:—

RECOMMENDATIONS

1. *Resolved*, That we co-operate with the several conferences and tract societies in selecting and training book and periodical agents in harmony with the suggestions adopted at the recent Bookmen's Conventions.

2. *Whereas*, Our local conferences and tract societies are the natural and most effective means of furnishing supplies; and,—

Whereas, We are under the necessity of systematizing the periodical work for the best interests of all concerned; therefore,—

Resolved, (a) That we co-operate with the local conferences in the selection, training, and protection of suitable persons to handle our periodicals; (b) that supplies be furnished on order of the local conference or tract society, the publishers allowing the regular tract society discounts; (c) that in those conferences not in a position to properly handle the subscription book business, arrangements be made with the publishers to handle the same on the five per cent. basis as heretofore; (d) that before conferences shall assume control of the subscription book work, competent help be secured.

3. *Resolved*, That we concur in Recommendation 62 of the General Conference Department, adding another section thereto, so that the recommendation shall read: That each

Report of Progress

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TENNESSEE RIVER CONFERENCE CANVASSERS' INSTITUTE

THERE will be a Canvassers' Institute held at Memphis, Tenn., Mar. 4-14. Special efforts will be made for beginners, and competent instructors will be in charge. Liberal offers covering expenses will be made. Write me for further information. C. F. PARMELE, Madison, Tenn.

CHARLES P. WHITFORD, Miami, Florida, desires post-paid, clean copies of the *Watchman*, *Signs*, *Review*, *Instructor*, and tracts for free distribution in connection with a tent-meeting and Bible work.

THE article entitled, Commercialism and Evangelistic Canvassing, by Brother S. A. Oberg, published in the REPORT OF PROGRESS, January 18 of this year, should have been reported as a paper read at the Canvassers' Institute, Watervalley, Mississippi, December 28, 1909.

PINE GROVE, MISSISSIPPI, INDUSTRIAL ACADEMY

WE are glad to report a reasonable measure of success at Pine Grove. About twenty-five students have been enrolled, and all seem anxious to do their duty. We had splendid meetings during the week of prayer, nearly every one taking active part. The Lord is blessing us financially and spiritually.

We are now in position to furnish work on the farm for two good young men who are willing to hustle and work to the interests of the school. References required. Address Pine Grove Industrial Academy, Sam Moyers, manager, Amory, Miss.

WE desire the hearty co-operation of the officers and members of our churches, as well as that of the conference laborers in an effort to help the REPORT OF PROGRESS to be a strong factor in building up the work in this Southern Union by—

1. Reporting work done and blessings received.

2. Sending in short, encouraging articles that might be a help to others.

We earnestly assure you that we will try to co-operate with you in making this paper a real help to the work in this Southland, for this year of 1910.

BOOKMEN ATTENTION: IMPORTANT ANNOUNCEMENT

At the recent Bookmen's Conventions held at Atlanta, Ga., and Nashville, Tenn., it was voted to get out a cheap edition of "Great Controversy" to sell for \$2.00, also to increase the price on cheap "Daniel and the Revelation" to \$2.00, these prices to go into effect March 1, next.

The above books will contain the same matter as the better binding, but be smaller in size, and the style of binding will be similar to the cheap "Daniel and the Revelation."

It was also voted in harmony with General Conference recommendations that our standard subscription books such as "Patriarchs and Prophets," "Great Controversy," "Daniel and the Revelation," "Home and Health," and "Practical Guide to Health," be issued in three bindings,—cloth, marbled edges; half leather, marbled edges; full leather, marbled edges; and that the retail prices throughout the United States and Western Canada be \$3.00, \$4.00, and \$5.00 respectively. These new prices become operative March 1, next.

It was further recommended that the financial policy adopted at the General Conference, May and June, 1909, be put into effect beginning January 1, 1910:—

(a) That publishing houses settle accounts between themselves monthly.

(b) That State tract societies settle monthly for supplies secured from the publishing houses.

(c) That canvassers for books settle monthly with State tract societies for all goods, including helps, due allowance being made for length of time required in shipping books to distant points.

(d) That agents for periodicals accompany their orders with cash.

(e) That church tract societies and companies settle monthly for all supplies.

(f) That conference laborers either pay cash for supplies or give order on conference treasury for monthly settlement from wage account.

In order to make these plans successful there must be co-operation from all concerned. Kindly bear these resolutions in mind and be governed accordingly.

SOUTHERN PUBLISHING ASSOCIATION.

R. HOOK JR., *Mgr.*

MISSISSIPPI, TAKE NOTICE

As Elder F. R. Shaeffer is going to make California his future field of labor, Sam Moyers is appointed treasurer of the Mississippi Conference.

Forward all tithes and offerings to him. Address Sam Moyers, Amory, Miss.

W. S. Lowry, *President.*

CHRISTIAN EDUCATION

THE plan for special features of the next three numbers of *Christian Education* is as follows:—

MARCH-APRIL. Physical and Industrial Training. This will present briefly: 1. Some fundamental reasons why agriculture and the trades should have proper attention in connection with book study; also the true relation of physical culture to physical labor

and to intellectual pursuits. 2. What has been, and is being done along these lines. 3. What more ought to be done.

MAY-JUNE. Christian Education Abroad. This number will show how the principles of Christian Education are spreading to the uttermost parts of the earth. Brief, crisp articles and illustrations fresh from the field of action.

JULY-AUGUST. Summer Campaign for Christian Education. Best thoughts from men of experience and wide human interest on how to get and how to give an education: Why are you not in school? How you may overcome obstacles. How the student may economize. How the teacher may get out of a rut. How principals may be real leaders. How can we fill our schools for 1910-1911? Wise financial policies and true school economy. Right relation of the home and the school.

LETTERS DO COUNT

THOSE who have any doubts as to the good effect that is produced upon the minds of lawmakers by pointed, courteous letters will dismiss the idea when they read the following incident:—

When the Johnston Sunday Bill came up in the Senate the other day, Tuesday, January 18, for its third and final reading, two senators arose and asked that it might "go over." One of these senators stated, "I should like that bill to go over, and in asking that it do so, I will state that I have received a number of letters this morning touching the matter which I have not even had time to read. I simply ask that the bill go over until I can examine the letters."

At this point the author of the bill, Senator Johnston, tried to explain matters, and urge that the measure be acted upon at once, whereupon the objecting senator continued: "There is no particular reason for pressing the matter at this time, and I should like to have the bill go over until I can examine the letters to which I have referred." The president of the Senate then said, "The bill will go over."

From this you will observe that the "letters" sent to this senator were going to receive his consideration, and in this one case resulted in blocking the legislation temporarily at least.

This fact should encourage our people to write their representatives in Congress letters of protest against these evil measures that are now pending. Do not delay the matter of writing your senators at once, asking them to oppose the bills and do all they can to defeat them, as the Johnston Sunday Bill for the District of Columbia is already on the calendar, ready to come up for final action at any moment. Now is the opportune time to write. Urge your neighbors who are opposed to Sunday legislation to do likewise.

K. C. RUSSELL.

"Show me a father who fences his home around with God's commandments, and lights it up with domestic comforts and pleasures, and anchors himself to his home, and I will show you the best kind of restraint from dangerous evening resorts."