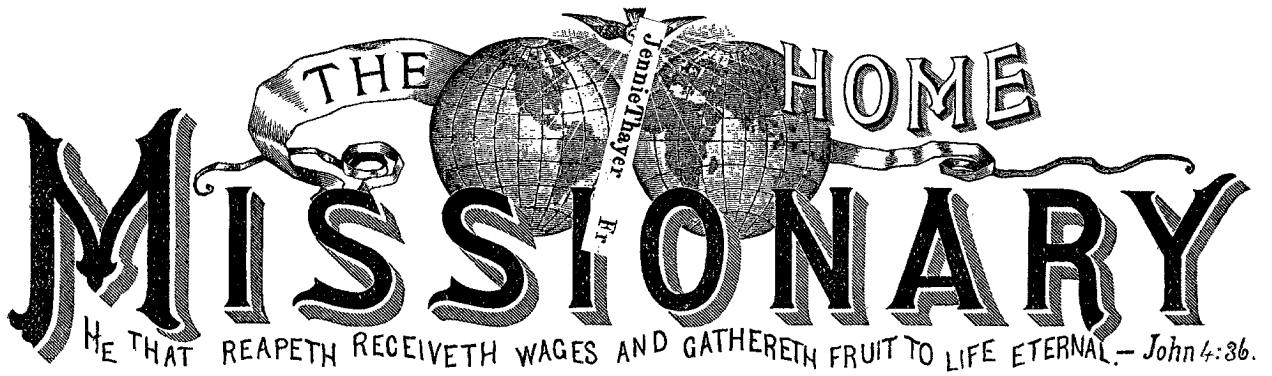


EXTRA.



THE HOME MISSIONARY

HE THAT REAPETH RECEIVETH WAGES AND GATHERETH FRUIT TO LIFE ETERNAL.— John 4:36.

BATTLE CREEK, MICH., MARCH, 1891.

STATE AGENTS' CONVENTION.

HELD IN BATTLE CREEK, MICH., FEB. 22 TO MARCH 4, 1891.

THE "EXTRA."

THIS Extra to the HOME MISSIONARY is issued for the purpose of furnishing to our readers the proceedings of the district and State agents' convention held in the Tabernacle at Battle Creek, Mich., Feb. 22 to March 4, 1891. This convention was held solely in the interests of the subscription-book business of the Seventh-day Adventist denomination. The delegates to the convention represent the different portions of the field where Seventh-day Adventists have organized their work and are carrying on the sale of their books. We are safe in saying that no other publishers have ever organized so complete a system for the sale of their publications, and that this convention is the second of its kind ever held in the world, the first having been held one year previous at the same place by the same people. All reference made in this Extra, to church-members or to believers in the faith, or expressions of like nature, refer to adherents to the Seventh-day Adventist belief.

This Extra will be mailed to all our subscribers, which will include each one of the large corps of our denominational canvassers who are scattered throughout the entire field. Extra copies can be secured for circulation among others who are interested in the book business, and will be furnished at five cents per copy. We are sure that our subscrib-

ers will appreciate very highly the information which this Extra will give. We send it out confidently, expecting that it will be a source of great benefit to the subscription-book business. We trust it will inspire a greater degree of confidence in the methods of work we have adopted in the past, and be a means of encouraging many others who have never given their attention to this line of work, to arrange their business affairs, so that they may soon be found in the ranks of the Christian canvassers, who are going out to sell our books to the people in all parts of the earth.

We have given a summary of the reports which were presented to the convention by the delegates, showing the progress of the work in their fields, believing that all our readers will be glad to become better acquainted with the condition of the entire field. We have also published the resolutions which were adopted, and the important papers which were presented upon different topics. We bespeak for this Extra a wide circulation, not only among members of our own denomination, but recommend that it be used as a means of furnishing information with reference to our subscription-book business, to all those who may wish to know what is being accomplished by us in this line of our work.

L. C. CHADWICK, }  
C. G. HOWELL, } *Editorial Committee.*  
E. J. HIBBARD, }

**DELEGATION.**

DURING the convention there were forty-five delegates enrolled, representing the following territory:—

General Canvassing Agent . . . . . L. C. Chadwick

**FOREIGN FIELDS.**

Central Europe . . . . . H. P. Holser  
 England . . . . . Ellery Robinson  
 Sweden . . . . . J. M. Erickson  
 Scandinavian Work in America . . . . . Z. Sherrig  
 French Work in America . . . . . E. P. Auger  
 German Work in America . . . . . T. Valentiner  
 Holland Field . . . . . P. W. B. Wessels

**PUBLISHING HOUSES.**

Review and Herald, Main Office . . . . . C. Eldridge  
 Review and Herald, Toronto Office . . . . . G. W. Morse  
 Review and Herald, Atlanta Office . . . . . C. F. Curtis  
 Pacific Press Publishing Co . . . . . C. H. Jones  
 Good Health Publishing Co . . . . . W. K. Kellogg

**DISTRICT No. 1.**

District Agent . . . . . E. E. Miles

**STATE AGENTS.**

Atlantic . . . . . Chas. F. Parmele  
 Maine . . . . . J. B. Goodrich  
 Maritime Provinces . . . . . F. W. Morse  
 New England . . . . . E. E. Miles  
 New York . . . . . N. Z. Town  
 Pennsylvania . . . . . E. W. Snyder  
 Quebec . . . . . D. Dingman  
 Virginia . . . . . C. D. Zirkle  
 West Virginia . . . . . S. F. Reeder

**DISTRICT No. 2.**

District Agent . . . . . A. F. Harrison

**STATE AGENTS.**

Alabama . . . . . D. Graber  
 Florida and Georgia . . . . . C. E. Giles  
 Louisiana and Mississippi . . . . . A. F. Harrison  
 North Carolina . . . . . C. D. Wolf

**DISTRICT No. 3.**

District Agent . . . . . J. E. Froom

**STATE AGENTS.**

Illinois . . . . . A. J. Olsen  
 Indiana . . . . . R. B. Craig  
 Michigan . . . . . J. N. Brant  
 Ohio . . . . . M. W. Lewis  
 Ontario . . . . . G. W. Morse

**DISTRICT No. 4.**

District Agent . . . . . F. L. Mead

**STATE AGENTS.**

Iowa . . . . . S. M. Jacobs  
 Minnesota and N. Dakota . . . . . C. M. Everest  
 Manitoba . . . . . F. L. Mead  
 Nebraska . . . . . F. L. Mead  
 Wisconsin . . . . . W. H. Thurston

**DISTRICT No. 5.**

District Agent . . . . . W. R. Smith

**STATE AGENTS.**

Arkansas . . . . . D. Nettleton  
 Kansas . . . . . N. P. Dixon  
 Missouri . . . . . H. L. Hoover  
 Texas . . . . . W. A. McCutcheon

**DISTRICT No. 6.**

District Agent . . . . . G. H. Derrick

**STATE AGENTS.**

California . . . . . G. H. Derrick

**ASSISTANT STATE AGENTS.**

Illinois . . . . . G. H. Baber  
 Indiana . . . . . M. E. McMeans  
 Tennessee . . . . . W. D. Dortch

**STANDING COMMITTEES.**

THE following standing committees were appointed to serve during the convention, by a committee consisting of the chairman and the six district agents:—

1. Committee on the Duties and Jurisdiction of the Various General Agents: C. Eldridge, O. A. Olsen, D. T. Jones, W. C. White, F. L. Mead, E. W. Snyder, G. H. Baber.

2. Committee on Plans and Methods of Work for State Agents: E. E. Miles, N. P. Dixon, J. E. Froom, F. L. Mead, R. B. Craig.

3. Committee on Health and Temperance Work: J. E. Froom, C. Eldridge, J. H. Kellogg, A. T. Robinson, W. B. White, E. W. Snyder, H. L. Hoover.

4. Institutes: F. L. Mead, E. E. Miles, A. F. Harrison, A. J. Olsen, N. P. Dixon.

5. Committee on Blanks: A. F. Harrison, C. M. Everest, N. Z. Town, G. H. Derrick, J. N. Brant.

6. City Canvassing: E. E. Miles, H. P. Holser, C. F. Parmele, R. B. Craig, E. P. Auger.

7. To Consider all Questions Relating to the Publishing Work: G. H. Derrick, C. Eldridge, C. H. Jones, R. M. Kilgore, Ellery Robinson, W. S. Hyatt, F. W. Morse.

8. Dealing with Canvassers: R. B. Craig, C. A. Hall, J. B. Goodrich, J. N. Brant, R. C. Porter.

9. Methods of Work for Canvassers: W. R. Smith, G. H. Derrick, C. D. Zirkle, M. W. Lewis, Ellery Robinson.

10. Miscellaneous Topics: H. L. Hoover, N. Z. Town, S. F. Reeder, W. H. Thurston, G. W. Morse.

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### SPECIAL COMMITTEES.

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The following special committees were appointed during the session:—

1. Committee to Consider the Necessities of the Foreign Book Business in America, and Recommend Methods for Carrying it Forward: W. C. White, N. P. Dixon, F. L. Mead, R. S. Owen, Z. Sherrig, T. Valentiner, and E. P. Auger.

2. Committee to Consider the best Methods for Conducting a Canvassers' Institute and Illustrate these Methods before the Convention: F. L. Mead, E. E. Miles, A. F. Harrison, J. E. Froom, W. R. Smith, G. H. Derrick, Z. Sherrig, T. Valentiner, E. P. Auger, H. P. Holser, and Ellery Robinson.

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### REPORTS FROM THE FIELD.

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At the first meeting, the General Canvassing Agent delivered a short address to the convention, a summary of which appears below, and during several meetings at the first of the session, interesting reports from different parts of the field were presented by the delegates. These reports are condensed and given in the following order:—

#### GENERAL AGENT'S ADDRESS.

The privilege we now have of thus assembling and discussing and developing plans and methods of work is one for which we should be grateful and try to make the very most of. The convention is not an authoritative body, and its various measures will only be recommendatory. But it is hoped and expected that the various organizations, such as the General Conference and the State tract societies, will carry out the recommendations of this convention. The convention last year was the first of its kind ever held, and it is something to be thankful for that Seventh-day Adventists have organized and maintain the most complete system of book business that the world has. And it is mainly because of our systematic methods and the plans laid at the last convention that the past year has been such a successful one.

Last year, various recommendations were made; among these some in regard to the work in foreign fields, the French canvassing work, books in foreign languages, etc. These will need to be examined to see if they have been successfully carried out.

There is also need of new plans. Emergencies have arisen during the past year that had not been met before. Plans will need to be laid to meet those which may come up in the future. Hence we see the importance of this convention. Last year the attendance at the convention was quite limited outside of the delegates. This year we have with us the General Conference Committee, a large representation from the Ministers' School, and during the last week of our convention, the Presidents of Conferences and Presidents and some of the Secretaries of tract societies will be with us, and we have invited them to participate in our deliberations. Following this convention will be the meetings of the General Conference and International Tract Society, and it is expected that those bodies will be largely governed in their decisions on all points relating to the canvassing work by the recommendations of this convention. So it seems to me this convention is a very important one.

We hope that all will feel the importance of improving the time while we are here together. District agents can plan for meetings with their State agents, and State agents can counsel together. Do not let a moment of time go to waste.

Last year the foreign fields were considered. Our General Conference sent a number of canvassers to foreign fields to work. But the territory is not filled yet; they are calling for more help. Where are the canvassers coming from to supply these fields? There are destitute districts in our own country as in the South. Piteous appeals come from some of the Southern States for devoted men to be sent down there. We shall have to examine the field carefully and see what can be done.

I have here a list of important matters to be considered at this convention. We have taken pains to collect from the various district and State agents and State secretaries questions which they wished to have considered, and we have classified them under various heads, and I would suggest that if it be the pleasure of the convention, committees be appointed to whom these questions can be referred, and after they have considered them, they can present a paper or resolutions giving us their recommendations upon them.

THE CENTRAL EUROPEAN FIELD, H. P. HOLSER.— I am glad to meet with so many in the interests of the canvassing work, and especially glad to hear the encouraging reports. As I heard you telling how many books were being sold here, I thought there would be little use to say anything about the work in Central Europe. It puts us so far in the shade I

do not know what we can say ; yet we want to know what is being done.

It was about four years ago that the canvassing work was first started in Europe. It was something new, had never been tried before, and was quite a novelty. Brother Conradi had consulted with an old publisher there who had informed him that such a thing as selling books by subscription could not be done. But of course his advice was not followed. The work was undertaken in faith, and it has succeeded. In some parts of the field the work is carried on very much the same as it is here, but the success is not so great in proportion to the amount of work done. At the present time the agent sells an average of \$6 to \$7 worth per week, so their profits amount to about \$2.50 per week.

In Switzerland people are generally well informed on topics of the day, and new books that appear. Through the ministers, after a time much prejudice was stirred up ; and it has been hard to carry the work forward. In Germany the work is more encouraging. We have a larger field in which to work, and there is not so much prejudice, and the agents meet with better success. In this field there are many who are benefited by our books. Some of them who have bought "Great Controversy," say, "It is the best book I ever got hold of ; I am glad that man brought it to me ; it is the best thing I ever had." In some parts the ministers prejudice them against the books ; but in parts of Germany they think and like to see for themselves. They have warned them against the book, "The Life of Christ," but the people find it is different from what the ministers say it is, and thus they lose confidence in the ministers, and gain confidence in the book. During the last year we have circulated some 1,500 copies of the "Life of Christ," and nearly 1,000 copies of "Great Controversy," 5,000 copies of "From Eden to Eden," and 106,000 miscellaneous pamphlets.

We find that we can sell a great many pamphlets. Some of our agents make more selling pamphlets than those who sell subscription books. This has proved a good way to get the truth before the people. It is common with publishers in that field to issue large books in parts which are sold separately at low prices. When the average man only gets about seventy-five or eighty cents per day, and the necessities of life cost about the same as in this country, it is only occasionally that he can purchase a \$3 or \$4 book. On a whole the work is encouraging. There are now thirty in the school at Hamburg. We believe the school will have a good effect on the canvassing work. So far we have had to

help the canvassers. The Conference or mission has had to assist them. We certainly should rejoice if we had such a field as you have here. We work in faith, and believe that the Lord's work will be accomplished.

ENGLAND, ELLERY ROBINSON, GENERAL AGENT.— We have in England and Great Britain a territory of about 121,000 square miles, and a population of nearly forty millions. Canvassers have been sent to us at two different times from America. About half a dozen came the first time, and over a dozen the second time. They were distributed in different parts of the territory, some in cities and some in villages. Some became discouraged and turned back, but others have made a success of it. The total number of books sold up to Feb. 9, 1891, is 4,503, and we believe the work is being placed upon a firm basis. The canvassers have gained an experience which will greatly assist them in the future.

THE SCANDINAVIAN FIELD, Z. SHERRIG, GENERAL AGENT.— I represent the Scandinavian canvassing work, which consists of the Danish, Swedish, and Norwegian. I am truly thankful to the Lord that he has not kept the truth back from this people. In May, 1890, I was appointed to look after the canvassing work among the Scandinavians. I have visited Minnesota, Iowa, Wisconsin, South Dakota, Illinois, Michigan, and Pennsylvania. We have had an average of thirty-five canvassers from June 1 to December 31. They have taken 12,174 orders, amounting to \$21,255. We had twenty-six canvassers in the field Jan. 1, 1891 ; this month we have twenty-nine. They have sold in the past seven weeks \$5,400 worth of books. The prospects for the Scandinavian canvassing work are good.

THE FRENCH FIELD, E. P. AUGER, AGENT.— I have been canvassing among the French Roman Catholics. Many of you heard the report I gave a year ago, presenting some of the difficulties the canvassers have to meet in laboring with these people. I went to Illinois after the convention last year, but found that the territory to which we were directed did not contain more than one third as many French people as the statistics with which we were furnished, showed. In six weeks we delivered \$224 worth of books in Illinois. I next went to the State of Wisconsin. The people there are just about the same as in the old country. They are very conservative and hard to reach. It is very hard to explain matters of religion to them. They look to their priests for instruction on religious subjects. Of course this is a great obstacle in our way.

While it is very hard to reach this class of people, I am glad to tell you that the Lord is working for them. While I was there I took from one to six orders per day. We had to go to from five to six houses to find those who could read. This year I sold about three times as many books as last year. In many places they receive me as a friend. In some places where I stopped over night they gathered together to ask questions about the truth taught in the books. I have worked hard to try to demonstrate that the canvassing work among the French Roman Catholics can be made self-supporting, and have worked from eleven to fourteen hours per day. I have felt in my soul that the Lord is blessing the work in a special manner.

THE GERMAN WORK, T. VALENTINER.—Although this work has not reached any great dimensions, we cannot but thank the Lord for the success of the past year and the bright prospects for the future. While the number of canvassers has not been any larger in the past year than it was several years ago, when the work was begun, we have now instead of discouraged beginners, a number of workers who love the work, and are full of courage and zeal, and anxious to get others into the work. The drought confined the work mainly to Minnesota and Wisconsin, where excellent work has been done, with results that are indeed encouraging, both in the interest aroused, as also financially for the canvasser. The average earnings have hardly been less than \$12 per week. God has indeed gone before his servants and prepared the way, and it is indeed remarkable how the prejudice has been removed, and confidence has taken its place. In many cases the ministers warning against us have lost their influence.

But God is not only working upon the hearts of the people in general, but upon *his people* also. Many indeed hear the voice of the Master calling, and are ready to follow its command, so that we shall have more German canvassers in the field this year. We hear of ten or eleven from Minnesota and of an increased force in Wisconsin. In South Dakota also brethren are ready to enter the work, and many young people from Kansas want to devote themselves to the work. The most pressing need seems to be to have a man teach these beginners, and conduct and plan the work.

Good work is being done with "Life of Christ," "Great Controversy," and "From Eden to Eden," and many thousand pamphlets, such as "Matthew 24," which are sold where a book sale could not be effected. Other books are in preparation; and as

we see some of the spirit of the Waldenses coming over our brethren, and the love of God urging them into his service, we trust that by his power a great work will be done through the circulation of these German books.

THE HOLLAND FIELD, P. W. B. WESSELS.—This is the first time the Holland field has been represented in your work. It means new efforts, new plans, and new work. I believe this is what we are called upon to do. It is this that has caused me to have an interest in this branch of the work. My heart is in any branch of the work, but especially in one where nothing has been done. There has been but little done in the Holland work. Year after year additional nations are reached. This is another fulfillment of the prophecy that it will reach to all parts of the world. The Hollanders in America are different from the Hollanders in Africa. They are as different as night and day. The Holland people are a slow-to-move people, hence they are hardly keeping pace with the advancing of the world at large. They are a literary people, and have good and bad points like others. The greater part of the population of South Africa is Hollanders.

Our work is just started, and is in an unorganized condition. In South Africa we began work in the diamond fields, but of course we worked among different speaking people. We have at least three good Holland canvassers. These, however, are engaged in the English work at the present time. Some of the English canvassers work among the Dutch. Their greatest need is education and instruction. In Africa it was an entirely new thing to canvass for books. Our workers there should have books in the English and Holland languages so that they can sell to both classes, as the population is very much mixed. Our workers do not work for the money they can make, but as co-workers to spread the truth to others. We have a good prospect of making our work self-supporting in South Africa, and I trust we shall.

In Europe there has been but very little done. There the Hollanders are in Belgium as well as in Holland. There are thousands of them in Belgium. They are crowded together into a small territory.

In America there are thousands of Hollanders, and you know that but little has been done among them. If we cannot find Holland workers, we must have English to reach this people, by systematic work. We need your co-operation.

DISTRICT No. 1, E. E. MILES, DISTRICT AGENT.—My first effort in district work after the convention

of last year was to conduct institutes in Nova Scotia and Maine, Brother F. W. Morse having worked up an interest and organized a class in the former field, and Elder J. B. Goodrich in the latter. These were very satisfactory efforts, as we were favored with the undivided attention of the classes, and they worked with a will. In Maine Elder Goodrich, the president of the Conference, also the secretary of the tract society, and her assistant, were as faithful students as we had. Elder Goodrich was then appointed State agent, and the work has been in a prosperous condition ever since. New men have also been appointed in Vermont and Virginia, and these States are now on record as canvassing States, having done some good work.

I have attended eighteen State meetings, eight of which were workers' meetings and camp-meetings combined, beside some local meetings, and at each I have spoken several times to all of our people assembled, on the duties and privileges of every Christian in the missionary work, and of the advantages and needs of the canvassing work especially; and I have also endeavored to improve every opportunity to encourage and instruct the canvassers. We have visited each of the ten divisions of the district once, and some of them two or three times.

The work has increased considerably in volume the past year and still continues good, and the prospects for the future are bright. The foundation of our work is becoming more solid, as we have a good corps of State agents, some of whom are coming to have a considerable experience; and there is being developed a class of earnest, stable, and devoted canvassers, men of years and sterling qualities. Some of them love the work dearly, and they have enlisted for life.

In the South Lancaster Academy we find enrolled twenty-eight persons who were in the canvassing field last summer, some of whom earned enough at canvassing during the vacation period of four months, to pay their board and tuition through the eight months of school. Fourteen of the twenty-eight had attended the school before canvassing, and fourteen had canvassed before ever having attended the school, thus the canvassing work and the cause of education seem to be mutual aids.

Our city work is an important matter, as we have in our territory eleven cities that are classed among the largest in the world; viz., New York, Philadelphia, Brooklyn, Boston, Baltimore, Montreal, Pittsburgh, Buffalo, Jersey City, Newark, and Washington. Beside these we have about forty that are in the list of the largest cities in America. Our popu-

lation is dense. While there are a less number of our people than are found in the State of Michigan alone, from which to recruit our working force, we have the responsibility of canvassing about one third of the population of the United States and two millions in the Provinces. We now have quite a number of very successful city canvassers, and we rejoice greatly at this.

During 1890 our orders as reported amounted to nearly \$128,000, and for January of this year there is a gain of \$2,000 over the corresponding month last year. We deliver on an average from 90 to 95 per cent of our orders.

ATLANTIC, C. F. PARMELE, AGENT.—One year ago the first of February, eight canvassers in the Atlantic Conference, with the State agent, were busily engaged in the circulation of the petitions against religious legislation. More than one month was spent in this work, and some of the number never returned to the book canvassing again.

We had at that time about twenty canvassers in all, and the report for the last week in January, 1890, is, canvassers, 8; orders, 113; amount, \$307.45; against 22 canvassers, 279 orders, and \$759.15 for corresponding week this year.

During the past year thirty new agents have received instruction and gone into the field, some remaining only a short time, and a number of these are developing into good, faithful workers. Five agents have come to us from other fields. At the present time we have five canvassers in the college or academy, one in the missionary training school, and two have gone into the Bible work, leaving us thirty workers. The number who have quit the work through discouragement is very small. We have taken orders for not less than \$20,000 worth of books in the past year.

A young man at Baltimore applied to the Review and Herald for an agency for "Bible Readings;" he was referred to me. Being a stranger to me I asked a letter of recommendation from his pastor. In a few days it came signed by the minister of the only church of the Christian denomination in Baltimore. Upon visiting the young man, I learned that he, too, was a minister, so took particular pains to explain about the teaching of the book; to which he remarked that the book was a good one, and he would sell it. He did so for a few weeks, until he stopped to attend their denominational school.

The outlook for the future was never more encouraging. We are planning for about three class drills, as soon as I return. Not less than twelve

adults are now planning to attend these with a view to entering the field at once.

We have four good workers among the Swedish people. Three of these are ladies in Brooklyn, and one gentleman, in New York City.

We have had one worker in the Danish language, and will have again at the close of the academy. We also expect soon a worker among the Germans of Brooklyn.

What we need is a large addition to our English force and some workers among the Germans and Dutch. I expect our numbers to double before midsummer.

MARITIME PROVINCES, F. W. MORSE, AGENT.—This is a missionary field having no organized Conference, and the canvassing is done under the general management of the Dominion Branch of the Review and Herald Publishing Association. It comprises the three provinces of Nova Scotia, New Brunswick, and Prince Edward Island, the united area of which would be about equal to the State of Wisconsin, or 51,000 square miles, and a total population of nearly one million.

The number of homes or occupied dwellings in 1881 was 143,000. The proportion of Catholics to Protestants at same time was twenty-seven to fifty-nine, or about one third Catholics. The number of Seventh-day Adventists, though all are not church-members, is ninety-four.

The past year is the first that has been done at organized canvassing in this territory. A training class was organized last March, in the conducting of which we were favored with the labors of our district agent. About twenty canvassers were in attendance, and the good results of this gathering were seen in the increase of the work from orders to the value of \$143 in February, to \$329 in March, \$849 in April, and \$1,716 in May, which was the best record of any month the past year.

The entire number of canvassers employed for longer or shorter periods the past year has been twenty-two. Total number of days' canvassing, 800. Number of books sold, 3,534; retail value of same, \$8,259. About 10,000 homes have been visited by our canvassers. Six entire counties have been canvassed, and portions of four more.

NEW ENGLAND, E. E. MILES, AGENT.—The New England Conference comprises four States; Massachusetts, New Hampshire, Rhode Island, and Connecticut, with an aggregate population, according to the late census, of 3,707,237; while at the beginning of last year our church membership was only 736.

With so much to do, and so little material to draw upon for recruits, we have been constrained to muster into the service all who could be induced to canvass, of both the weak and the strong, if it appeared that they were morally qualified for the service.

The results have been quite gratifying. At our annual meeting last October we learned from the treasurer's report that the tract society had received \$14,472.90 on the sale of subscription books during the year ending July 31. This shows that our canvassers had actually delivered, at retail value, \$28,945.80 worth of books, or an average of \$559.65 per week for the entire year. The figures were also given for the next two months, August and September, showing actual deliveries to the amount of \$8,264.12 at retail value. This was a gain of \$746.18 over the corresponding two months of the previous year.

During the four months that have elapsed since the close of the above reports, and ending Jan. 31, 1891, the retail value of our orders as reported, is \$9,153.54, or an average of \$2,288.38 per month. I will give one more encouraging item in this line of statistics, one that shows the work is still onward in New England. For the month of January this year, our orders exceed the amount of orders for January of last year to the amount of \$544.12, or \$136.03 per week, and the reports for the present month show about the same rate of increase over February, 1890.

The results of the work as seen in the fruits already borne by the seed sown, are such as to inspire the highest confidence in the efficiency of the canvassing work, and to encourage our hopes and aspirations for the future.

The officers of our Conference and tract society, and our ministers and church workers, almost without exception, have come to prize the canvassing work as a means of helping our own people spiritually, as well as strangers who buy the books, and the success that has attended the work is largely owing to their hearty co-operation.

This has made up for the lack of that close personal supervision by the State agent which might have been given, had it not been for his duties as district agent, which have made it necessary for him to be absent from the Conference a large share of the time. While away, I have tried to do all that I could to encourage, counsel, and instruct by correspondence, and we feel that God has indeed been good to us, and we will praise him for his kind providence thus far, and trust him for the future.

Another encouraging feature of our work is the goodly number of workers that have been developed

for other departments of the cause. Our ranks are frequently thinned by the draughts which are made, but this only gives occasion to call more loudly for recruits, and although we have gone through our little Conference again and again, and each time secured all the available material, we renew the process as often as occasion requires, and thus far we have been enabled to find willing souls to respond to the call, and we hope this will ever be the case. It has been hard work all the way along, and we expect it will continue thus, but the New England people are accustomed to toil, and know how to plod and to practice self-denial, and we confidently rely upon them to maintain the work and follow our Captain on to certain victory.

NEW YORK, N. Y. TOWN, AGENT.—At the beginning of the year 1890, the outlook for the canvassing work in New York was quite encouraging. We had an average of ten canvassers at work, who had been doing well, and several others were preparing to enter the work after having attended the institute that was to be held in connection with our State meeting, January 8-14. But on account of the sudden spread of *la grippe*, several of our old canvassers were obliged to give up the work, and some of the new ones who attended the institute, became discouraged, starting under such unfavorable circumstances, and so they gave up.

January 17, the State agent was taken sick, and was compelled to quit the work for three months. During this time, there were a few who kept at work, but on the whole it moved slowly. Through the summer months our reports made a good showing, but this was owing largely to the company of college boys that spent vacation in our Conference. They were very successful in their work, and delivered 1,250 copies of "Bible Readings."

The difficulty with us has been to get our brethren and sisters to see the importance of giving up worldly pursuits to engage in selling our books. Especially has this been so with those who were successful in their worldly business,—just the ones we wanted most. But we are glad to say that there has come a change. They begin to see that this work means something, and men who were masters of good trades, have given them up and gone into the canvassing work. From one church one of the elders, the deacon, the Sabbath-school superintendent and his wife, have lately entered the field.

We believe that the work in the Empire State is now on a good healthful basis. Our reports are constantly increasing, and the work is all being done by home talent. These men of good business ability,

who have lately entered the work, are giving it a mold that it has not before had. We now have about twenty-five canvassers on our list, and they are taking 200 orders a week, whereas for the first five months of last year our average was only seventy-eight orders a week. Since January 1, this year, we have held three institutes, from which we have sent out twelve new workers; and there are three openings now for institutes which we will fill as soon as we can on return from the convention. We have in our Conference about one half of the population of New York State,—not far from 3,000,000. Our workers are all of good courage, and if the Lord is with us, as we expect he will be, we see no reason why 1891 will not be the most prosperous year we have ever seen in New York. We have the hearty support of our ministers, who make it a part of their work to enlist recruits to the canvassing work. We feel that the Lord has heard the prayers of his servants for the raising up of laborers, and is giving the people "a mind to work."

PENNSYLVANIA, E. W. SNYDER, STATE AGENT.—I can truly say that I have felt much encouraged by the good reports of all the other agents, and I have no discouragement to offer. Our State contains sixty-seven counties and a population of over five millions. Forty-five of the counties of this State have been entered by our agents, most of which have had considerable work accomplished. All the largest cities have been entered with the exception of three; viz., Harrisburg, Wilkesbarre, and Erie; and we will enter these during the spring and summer of the present year.

Owing to the fact that our State abounds with several rivers, traversing it in several directions, three house-boats are now being used for companies, and are a means for furnishing cheap homes and easy transit from place to place. As there have been depressions in the coal, iron, and lumber interests during the past year, and as twenty-one of our most experienced agents have been called out of the field in different directions during the same time, our reports for the last few months have not averaged as much as for the corresponding months a year ago; notwithstanding this, we are prepared to say that old canvassers are returning, new recruits are coming in, times are getting better, and the work for the future looks more hopeful than ever, because we will profit by the very mistakes or hinderances of the past. Our aggregate retail sales for the past year were a little over \$25,700.

QUEBEC, DARWIN DINGMAN, AGENT.—I can only report for seven months' work, or since I was ap-



pointed to the agency for this territory. Beginning with the first of last July, I have had charge of the work, and have been laboring in the north part of the Conference. Inasmuch as our territory was nearly canvassed for "Bible Readings," our agents have canvassed some of the time in the eastern part of Ontario. The number of agents that we have had working for our tract society has been thirteen. Some of these have worked only about two weeks. The longest time that any one of them has put in is twenty-six weeks, consequently there has been an average of only about six workers during that time. The number of books sold was 1861, total value of same, \$4,070.

Of the results that have been seen, I cannot speak definitely, as I have not received full reports. The prospects are not very good for getting more agents out, as we have not much material from which to draw. Yet there is a prospect of having ten or twelve workers during the coming season. At the present time some of the canvassers have been called to work in the interests of religious liberty. This has hindered the canvassing work. Some are attending school; others have been sick, and there is now but one worker in the field. But we have the promise of seven or eight, who will begin their work probably about the first of April.

VIRGINIA, C. D. ZIRKLE, AGENT.—Previous to August, 1890, but very little had been done in the canvassing work for various reasons. Since that time to the present there have been in the field twenty different canvassers, fourteen ladies and six gentlemen. Some of these have only spent a short time in the work, while others have been in the field a greater portion of the time. The whole number of days spent in the work was about 315; number of orders taken about 1,100, amounting to more than \$2,500. Many encouraging reports are being received as the result of this labor; some have expressed a desire for instruction upon the subjects contained in the book. Our brethren are awaking to the importance of the canvassing work in our State. The hard winter and deep snows have hindered the work the past few months, but the prospects are promising for a good work during the spring and summer. We will say that all of our canvassers are native laborers, and have had but little experience in the work.

WEST VIRGINIA, S. F. REEDER, AGENT.—Our work started off well at the first of the year, and especially from the time of the convention up to the time of our annual camp-meeting in August. All the can-

vassers appeared to be filled with confidence, both in the work and in the Lord.

We conducted one canvassers' institute just after the convention, at which time we succeeded in getting out several new workers, some of whom are now doing the most faithful work of any in the State.

Energy and zeal appeared to characterize every move up to the time of the annual meeting mentioned above. But owing to unavoidable circumstances, the work did not receive the attention it should; then on account of the adoption of the cash system (our canvassers not understanding the same, and the State agent not being able to spend as much time with the workers as the case demanded), our work has gradually declined since. But notwithstanding all this we have sold and delivered in the time above stated, 3,400 books and pamphlets amounting to \$4,277.34, with an average of twelve canvassers. We feel to praise God for this, and know that we have demonstrated the fact that the canvassing work is a success in West Virginia.

Our tract society has paid off its debt, at the rate of one hundred dollars per month since camp-meeting, and we are satisfied that when our workers properly understand the cash system, and we are able to bestow the labor on our canvassers that the importance of the work demands, West Virginia will make a good record in the canvassing work.

Our Conference is yet young and small, only three years old, and the canvassing work two, so that we feel that West Virginia has a future for which perhaps some are not looking.

We have succeeded in raising a considerable fund to help needy canvassers, which is yet untouched, and several faithful brethren and sisters have promised to enter the work as soon as we can return home and give them proper instruction.

VERMONT, F. S. PORTER, AGENT.—The work is prospering some in Vermont. Since our camp-meeting in September, our workers have sold about \$900 worth of books. This winter much snow has fallen, and most of the canvassers have gone home. At present there are only two at work. Our territory is not very large, and the people are somewhat scattered. Although there has not been a great number of orders taken, the per cent of deliveries has been good. I think it will reach as high as 95 per cent, and many of the people seem glad to get the books.

DISTRICT No. 2, A. F. HARRISON, DISTRICT AGENT.—I represent District No. 2, composed of seven of the South Atlantic and Gulf States, Tennessee, and Ken-

tucky. In this territory we have a membership of only 555. When I entered the field two years ago last December there were, as near as I can ascertain, but six workers in all this vast territory, representing a population of between eleven and twelve million. Since that time, the General Conference has sent us fourteen workers. Most of these have left us; but we have been able to replace these with native workers, and our force has increased to almost double.

Immediately after our State agents' convention last year, I attended the State meeting in Kentucky. At this meeting we were not successful in securing new workers, for the attendance was very small; but in the same State at the camp-meeting in September, we renewed our effort, and were successful in getting out several who are still doing good faithful work for the Master. My work in the field as district agent has been very limited, as I have had to fill the place of both State agent and secretary for Louisiana and Mississippi; but with the Lord's help we feel that we have the work fairly started on a firm basis in the South, and the prospects look bright for the future.

ALABAMA, DANIEL GRABER, AGENT.—Alabama comprises a population of about 2,000,000, of which about one half are white. The colored people, however, buy many books, so that is no particular drawback to our work. We started the canvassing work there with only one company, and when the rest of the company had all left the field, I was chosen State agent. We have had an average of one canvasser besides myself since that time.

During the last year we have delivered 393 books, amounting to \$938.50. Nearly one half of these sales were made in the last four months of 1890, and the present year starts out much more encouragingly than last. We have plenty of good territory for the canvassers in other States, that they cannot find places for. We want men to come here who will come because the field needs them. The territory has not been burned over, as we have only entered a very small part of it.

NORTH CAROLINA, C. D. WOLF, AGENT.—At the beginning of the year 1890 our work did not start off with the most encouraging prospects. This was due partly to considerable opposition we were having just about that time, and partly on account of the canvassers' going home to spend the holidays and being a little slow about returning to the field again, some leaving the work at that time indefinitely.

Soon after I returned from the convention held here in February, in company with Brother J. W.

Bagby, we set about the work of trying to induce those persons among us who ought to be engaged in the work, to enter the field. In this we were successful in securing two workers, and with two or three others who were giving more or less time to the work, we made a more combined effort, which resulted in greater success. We worked 677 days in all, and delivered 1,170 books, amounting to \$2,696.15; miscellaneous, \$625; total, \$2,702.30; or an average of \$3.99 per day for each canvasser.

We have an advantage in our State by which our canvassers can work country territory nearly all the year. Tobacco is the chief product in the northern part, and is marketed in the winter and spring; while cotton is raised in the southern part, and is marketed in the fall. This gives good opportunity for the people to pay for the books. We have the territory and the people who are disposed to buy books, but the laborers are few. We feel as though we must have ministerial force to follow up the canvassing work, and teach the people. We are grateful to God that some good has already been done by our canvassing work, and we look forward in faith for greater results.

GEORGIA AND FLORIDA, C. E. GILES, AGENT.—In Georgia we have about eighty members, and in Florida one hundred. So you see we do not have very much material from which to draw canvassers. All told we have had about ten agents in the field. The average has been two and one half for the year. One man in sixty days sold \$600 worth. During Christmas week his profits were nearly \$40. Another man has taken from thirty-eight to seventy-one orders per week, and has averaged fifty-five. Canvassing may be done and books delivered at all times of the year. The population of the two States is about 2,500,000. We have as good a field for our canvassers as anywhere in the United States. The cloud that has hung over the South has passed away. The branch office at Atlanta has been a great help to us. One encouraging thing is, the men who have lived on their farms all their lifetime are taking up the canvassing work just because they love the truth.

LOUISIANA AND MISSISSIPPI, A. F. HARRISON, AGENT.—Jan. 31, 1890, we had twelve workers, nearly all of which were sent there by the General Conference, but owing to unavoidable circumstances, five of these have been taken away from us, and others have been compelled to retire from active service for a short time, so that our force at one time was reduced to three actual workers.

The beginning of November I was enabled to arrange my work so that I was free to spend a few weeks among the churches for the purpose of getting out new workers. The Lord has blessed my efforts in this direction far beyond my expectations, so much so that we now have ten faithful workers in the field.

Owing to the high water in the Mississippi River and the overflow of the adjacent country, which almost stopped business of all kinds, two of our agents lost orders to the amount of over \$500. The territory was so flooded that we were obliged to abandon it entirely for the remainder of the year.

But notwithstanding all this, we have sold and delivered during the last eight months 1,581 books and 300 pamphlets, which makes an aggregate of \$3,500.67 worth. The average number of exhibitions per order is one and three fifths; the total value of orders taken is \$7,218.25. We rejoice and praise the Lord for what has been done, and believe the work in Louisiana and Mississippi is on a solid basis.

DISTRICT No. 3, J. E. FROOM, DISTRICT AGENT. — In the short time allotted us to prepare our district reports, I have been unable to get the necessary statistics to properly present the very successful work done in the Lake District during the past year, and will therefore leave that feature of the report to be brought out by the State agents in this district.

District No. 3 is smaller than the two just reported, comprising only four States and Ontario. Yet by the figures which Brother Miles has kindly placed on the board, you will see that one month we have taken the lead, and at all times our success has compared favorably with the larger districts. My work in connection with the District did not begin until the close of the Ministers' School last spring. At that time the work throughout the District was seriously crippled by *la grippe*, which prevailed so generally among the people and even among the canvassers. The mild winter had left such bad roads that travel was greatly hindered, and some of the workers left the field temporarily on that account. The effect of these difficulties was especially noticeable in Michigan for a short time last spring.

My first work was to spend a week in Illinois. They had been without a State agent for six months, depending on their directors and the State secretary to advance the canvassing work. While work there was not then increasing as it ought, the success which they did have was probably due to the fact that their tract society secretary and most of their

directors had been taken from the canvassing work and had practical views of it.

I visited two of their canvassing companies, and in planning with the Conference Committee, urged the appointment of a State agent. The appointment was made soon after, and although another change was made in that office last September, the work in Illinois has progressed steadily, as you will see from Brother Olsen's report.

In April I attended the Michigan canvassers' drill, which was the largest meeting of the kind ever held in any one State. The Michigan Conference Committee had a short time previous decided to give the canvassing work a fair trial by investing more in it, and giving the State agent liberty to travel as much as he thought necessary, and providing for the entertainment of all who would attend a thorough drill and enter the work. Although this proved to be a large investment, I was lately told by the President of the Michigan Conference that the results had been most satisfactory, financially, as well as otherwise, and that the tract society was in a fair way to assume the responsibility of paying its employees.

At the Indiana canvassers' institute there was not what I consider a large attendance, owing partly to the appointment not having been made prominent and largely to the fact that previous to that time the State had not invested much for the advancement of the work, nor encouraged the State agent to travel as much as necessary.

We had a good drill, however, and after talking with the Conference Committee, they determined to make a greater effort and offer better inducements to develop their home talent. As their young men were having poor deliveries in the cities, we urged them to leave the city work for ladies; this and the adoption of the company plan have been a decided help to the work in Indiana.

After a month's absence, I returned to that State and worked with two of their companies, and tried to perfect the work planned at my previous visit there. The expense of this second trip was cheerfully borne by the Indiana Conference.

In Ohio we had an excellent canvassers' drill preceding their camp-meeting in July. Since that time there has been a decided improvement in the work in that State compared with what it had been before. When we consider the stagnant condition of the canvassing work in Ohio when Brother Lewis began work there, and that until two months ago the Conference Committee had not considered it advisable to go to any expense to develop leaders, their advancement the past year is certainly com-

mendable, although we look upon the work as still in its infancy and just entering upon a prosperous era.

We look with much satisfaction upon what has been accomplished during the past year in the Lake District. The outlook for the future is very hopeful indeed, and with the help of God we will go forward in his opening providences.

INDIANA, R. B. CRAIG, AGENT. — We are very thankful to say that a much greater degree of faith and courage has existed in the canvassing work in Indiana the past year than ever before.

As a partial result of the efforts put forth, we have secured 6,575 orders, amounting in value to \$17,256.64. "Bible Readings" and "Great Controversy" were the books sold. Some canvassers have delivered more than 100 per cent of their orders. The average loss of orders is only about 15 per cent. We have averaged three and one-half exhibitions to the order.

It has been demonstrated the past year that time spent in drilling recruits has been exceedingly profitable. The lack of experienced leaders, which has seriously hindered the work in the past, is now being supplied. We have had six companies at work almost constantly since June. Two of these were composed of ladies.

We have had a very interesting time with ministers the past few months. Many have bought our books, given written recommendations to the agents, and then recommended them to their flocks.

Our canvassers are now following up their work by sending in their names to the corresponding secretary after delivering their books.

We have learned that all our plans and labors are in vain unless those who enter the field are constrained to do so by the spirit of Christ.

ILLINOIS, A. J. OLSEN, AGENT. — I have only been engaged as State agent since last September, so I cannot give a very full statement of the work done. The work has been going on for about four years, and we have only worked thoroughly about twelve counties. We have about 800 church-members. I have listened to my brethren from the East talking about their large cities, but we have Chicago, and we are going to have the World's Fair. We ought to plan for a good work in Chicago on that account. After the three days of prayer, the members of the Chicago church began to think that perhaps some of the burden of the work ought to be borne by them, and that they could partly answer their own prayers by going into the work. I was called there

and spent three weeks in instructing a class. Many of the old members of the church resolved to take hold of the work, and have gone out and are doing well.

I cannot tell just what we have done. The number of orders taken for the first eight months of the past year is 5,576. The value of the orders taken was \$13,053.81. For the last four months of 1890 the number of orders taken was 3,617. Their value was \$8,883.79. Total for the year, orders, 9,193; value, \$21,937.66. For the month of January, 1891, orders, 1,025; value, \$2,387.75. This year we have thirty-five canvassers, and the work is onward, for which I praise the Lord.

MICHIGAN, J. N. BRANT, AGENT. — About one year ago the Michigan Conference kindly assisted a large class to prepare for the canvassing, by boarding them, on condition that they should work for six months. This class met at Flint, and numbered about 100. Twenty companies were sent out in different parts of the State from that meeting. Each company had from three to four counties for territory.

Some of the State agents spoke of the disadvantage to the sales of our books from having the imprint of Battle Creek on them. We have our publishing house in our midst, so that nearly every school-boy knows where Battle Creek is, and what kind of people live there. Then we have churches in nearly every county, so that wherever the canvasser goes the people know just what book he is selling. Then the people of Michigan are used to book agents. There are sometimes four canvassers in a house at the same time. I have had to wait till my turn came to canvass the lady of the house, and in such cases I always felt sorry for the poor woman.

Notwithstanding all this, the first eight months from the close of the training class at Flint, we took orders for \$24,791.24 worth of books. For the year beginning Oct. 1, 1889 and ending Oct. 1, 1890, we delivered over \$22,000 worth, an increase of \$8,000 over last year. Nearly all of the canvassers attended some of the three camp-meetings that were held in Michigan. Some went into college, and some are taking the classes of instruction at the Sanitarium.

We have now only about twenty-five or thirty workers in the field. We have a company located in the city of Detroit doing excellent work. We have some companies and single workers in the northern part of the State which are doing well. We appreciate all that has been done for us by the officers of our State, and are of good courage, feeling

that God has blessed us and the work in Michigan. We hope to have another class next spring, and all enter the work with more zeal and energy than ever before.

OHIO, M. W. LEWIS, AGENT. — The work in Ohio has had a healthy growth, and the work done during the five months following the institute, which was held in July, amounted to one third more than was accomplished during the same number of months preceding the convention. Well-directed efforts bring as good results in Ohio as in most any field. The amount of sales for the past year is about \$8,000. The number of canvassers is about twenty-five, and there are good prospects for more, as soon as they can be properly instructed.

ONTARIO, G. W. MORSE, AGENT. — The population of the territory is upward of 2,000,000, largely Protestants. There are less than fifty of those of our own faith in the Province. The work of instructing canvassers has been confined to personal labor with them, as we have had opportunity from time to time, having held no institutes as yet. During the year 1890 we had a total of thirty-five canvassers in the field, who put in about 12½ months' work, the average number being about ten canvassers for the year. About a dozen students from the College came and worked in this territory during vacation. Our sales for 1890 were near 5,600 volumes.

There are some very encouraging features. In re-canvassing the territory, far better success has been met with than when the first canvass was given. The prospects for our future work are exceedingly encouraging in every respect. We have made only a fair beginning toward canvassing the Province, and the greater portion of it is yet virgin territory.

DISTRICT No. 4, F. L. MEAD, DISTRICT AGENT. — I rejoice to hear these good reports; and it reminds me of what I heard said years ago, when the truth was making such rapid strides here in the West, that the time would come when our work would go eastward, and I believe this time has come.

The field in which I have been laboring is composed of six large States and four provinces in the Dominion of Canada. Much of this territory is very thinly settled.

Some of my brethren from the East who live in thickly settled territory, can hardly appreciate what it is for a canvasser to walk 100 miles, and take fifty orders for one of our books in one week, as some of our canvassers have done in the past. The amount of books sold in District 4, in the eight months end-

ing December 31, was nearly \$67,000 worth. We have attended some over twenty general meetings in the district the past year, such as State meetings, camp-meetings, and canvassers' institutes. I am glad to say that every State in District 4 is giving its hearty support to the canvassing work.

Of the number of State agents from this district, I am the only one this year, who attended the convention last year. Brother Devereaux was taken to England, Brother Chapman has fallen in death. All the agents are young in the work, but full of life and courage, and we have reason to believe a good amount of work will be done in each of the States in this district the coming year.

A large portion of the field is quite difficult to work in the winter, consequently we can push the work only about nine months out of the twelve.

A large number of the canvassers are now in schools, either in Minneapolis, or Vilas, or else the College here. The school at Minneapolis the past three years, has been a great help to the canvassing work in that State. South Dakota is very generously maintaining a school at Vilas, for the especial benefit of their canvassers.

Nebraska lost nearly all her crop last year, on account of which it is very hard working in that State at the present time.

Two years ago two canvassers went to Manitoba, and this year they returned taking four others with them. As a result of the books sold there, many are calling for the living preacher to visit them.

IOWA, S. M. JACOBS, AGENT. — I must say that I feel much encouraged as I listen to these good reports from different parts of the field, and shall return to Iowa with new zeal and courage to press the canvassing work to the end. We have a good field in which to labor, the people being generally intelligent. We have ninety-nine counties, averaging twenty-four miles square, the State containing about 60,000 square miles. We have in the State eighty-five churches and more than 2,000 church-members.

The value of books sold the past year was about \$11,000 worth. You may think this a very meager report from so large a field, but please remember that in the early fall the dread hand of death took from us our dear Brother Chapman, State agent. This seemed to confuse the work for a time, but we hope in the strength of God to rally from this in the near future. We expect to take for our foundation stones, "the love of Christ," "the love of souls," and a "willingness to work anywhere." So please count on Iowa as loyal to the right.

MINNESOTA, C. M. EVEREST AGENT.—We have in Minnesota about fifty canvassers, and from May 1, 1890 to Dec. 31, 1890, books have been sold and delivered to the amount of thirty thousand dollars. Twenty-three counties have been canvassed for “Bible Readings;” three counties for “Thoughts on Daniel and the Revelation;” nine counties for “Prophecies of Jesus;” eight counties for “Sunshine at Home;” four counties for “Life of Christ.”

Besides this we have furnished six canvassers to canvass in Manitoba. Have one canvasser in Pennsylvania, and six in Illinois. This winter five of our canvassers are teaching school, and quite a number attending school. Several are corresponding with those they sold books to, with encouraging results. Our canvassers are of good courage, and expect to take hold of the work right after the institute, which will be held at Minneapolis, March 26 to April 5.

Our State is mixed up with different nationalities, so that it is most impossible to canvass each nationality separately; so the past two seasons we have had each man canvass the different nationalities in his territory with quite satisfactory results.

This is the second year we have used the cash plan of dealing with canvassers, and it enabled our society to send the Review and Herald \$15,000 since October 1. We feel grateful to God for what he has done for us, and wish to give him the honor and glory.

WISCONSIN, W. H. THURSTON, AGENT.—The work in Wisconsin is reviving somewhat, and the outlook is good. We have at the present time fifteen workers in the field. Some of our workers are at school, some at home doing necessary work for themselves, expecting to enter the field again in the spring. A score or more of new workers will enter the canvassing work soon. One canvasser tells of selling a book to a man last spring, and as a result he and his wife are both rejoicing in the truth. We have other instances similar to this and we feel that much good is being done through this of work. The number of books sold since the last convention is about 4,500; value about \$8,600.

MANITOBA, F. L. MEAD, AGENT.—Manitoba is a province of the dominion government of Canada, about the size of Minnesota. The people are composed largely of English and Scotch, although nearly every nation in the world is represented in this province.

About two years ago, steps were taken toward sending some canvassers to this province, which resulted in sending two to that field last year, and six this year. Not far from \$8,000 worth of books have

been delivered in the two years past. Some who have bought books here desire to enter the field as canvassers, and we hope soon to see them have their desire granted.

We believe the people there want the truth, and having broken away from old associates and customs which bound them in former homes, they are free to investigate for themselves, and follow their convictions of duty, which many have already done.

NEBRASKA, F. L. MEAD, AGENT.—Nebraska is 200 miles north and south, and 400 east and west, and has eighty-seven counties, ranging from 16 to 168 townships in each. Cherry county, for instance, is sixty-three by ninety-six miles, containing 6,048 square miles, with honest hearted people scattered all over it.

Considerable canvassing work has been done in the past, and a good work was commenced last spring, but the coming of the hot winds in July destroyed all the crops to speak of in the western portion of the State, and as a result, many of the canvassers were driven from the field.

Three canvassers' institutes were held in Nebraska this winter, and the interest was good; we look for a good work to be done the coming summer. On account of severe storms, the canvassers have been greatly hindered in their work of late, but they are of good courage, and are working manfully in spite of the hard times. Yesterday we received a report from a company of two, who in one week, took orders to the value of \$186.50. The amount of books sold the past year was \$7,032.30. A State canvassers' institute will be held at Lincoln, in April, to which all the canvassers are looking with about as much interest as people do toward Christmas.

DISTRICT No. 5, W. R. SMITH, DISTRICT AGENT.—The territory to which I was assigned is what is known as District No. 5 of the General Conference, consisting of the following States: Missouri, Kansas, Colorado, Wyoming, New Mexico, Texas, Arkansas, and the Indian Territory, making the largest territory in any one of the six districts. In this district we have the great American plains, which on account of the continual drought, are a great hinderance to our work. We have few large towns, all not as large as New York. We have five organized Conferences, with a membership of 3,803; five State agents, all new but two. In the past year, the work has not consisted in opening and organizing new fields, but in developing and bringing up to a higher plane what had been started. According to reports, we have had an average of sixty-nine canvassers during the

year. The value of books sold during this time was \$60,886, being a gain over previous year of nearly \$15,000. This makes an average to each canvasser of \$882.30. Thus you see the sales in this one district for the year amount to more than the sales of the whole denomination in 1884 and 1885.

The fruit of this literature will be seen more in the future than at the present. Kansas has taken the lead in sales; Missouri next; and Texas third. Each of these States did more than in any previous year; notwithstanding the drought in the district, Texas has sold nearly twice as much as last year.

Fourteen institutes have been held in the district, and we think with good results. Each State seems to take a great interest in the canvassing work, and shows its interest by doing all it can for the work. Am glad to say that each of these Conferences furnishes a minister to attend these institutes to look after the spiritual interests of the canvassers. I think this field is one of the best fields we have to work, and if we have good crops, shall expect to do much more work the coming year.

In conclusion I wish to say, that I can see many tokens of the blessing and goodness of God the past year. For while we have had a very severe drought in a great portion of this field, we have been gaining ground, for which we give the Saviour all the praise, and take courage to press on.

ARKANSAS, D. NETTLETON, AGENT.—Last spring the General Conference sent Elder Wood and myself to labor in this field. I have spent considerable of my time in ministerial labor; some in the tract society work, and have not been able to give a great deal of attention to the work of State agent since I have been acting in that capacity. We had an average of about six canvassers during the year, and have sold over \$3,000 worth of books. We have done something in the line of health and temperance work.

We have found that our older men make the best agents. Those who have grown up there among the people do better than those who come from the North. What we need is consecrated laborers; we want honest, devoted men and women who will give themselves into the work. We are going to try to influence our young men, as well as the older ones, to engage in the canvassing work. We have more than a million people, and I believe many who have money will buy books and will read them.

There have been three institutes held during the past year, and they have been a great help to our work. We have sent out men heretofore without

proper instruction. The most prosperous ones are those who have had the best drill. We are hopeful that the coming year will be a prosperous one for Arkansas.

KANSAS, N. P. DIXON, AGENT.—This year has in some respects been the most successful of our work in Kansas, although we have met with many difficulties. We recognize the hand of God in giving us the success we have had by working for us. There never has been a time when so many have been interested in our work as now. In regard to our book sales the past year, we have sold over \$7,000 worth more books than any previous year. About all the available territory has been canvassed for "Bible Readings," and we will work largely the coming year for "Great Controversy" and "Patriarchs and Prophets." We have a company working "Great Controversy," with as good success as any that work for "Bible Readings." We have taken orders to the amount of \$24,793, and have delivered 88 per cent of the orders taken. We believe this is because the Lord has worked for us. In April and May we had about thirty-five canvassers enter the work. In June the hot winds struck us, and it was quite a serious hindrance. In October, about thirty of our canvassers left the field to enter school; this reduced the force considerably. In our Conference report, we reported fifty-one regular workers. There are many others in the State who would be glad to enter the work.

MISSOURI, H. L. HOOVER, AGENT.—In Missouri we have much to encourage us. We have a real good State, a good farming country, and a good fruit country. The past year we have had on an average about sixteen canvassers in the field, and have taken orders to the number of 6,465, amounting to \$16,671.50. The per cent of our deliveries is about 85. We have doubled our sales the past year, and the work has had a steady growth. The canvassers are of good courage and are developing into real good workers.

TEXAS, W. A. McCUTCHEON, AGENT.—The outlook for this branch of the work in Texas is encouraging. It is systematized, and has the hearty support of our people throughout the State. The Lord is impressing many to give themselves to this work who have thought heretofore that they could not canvass, and we expect to have many more in the field this year than last.

The number on our list who engaged in it some part of the past year is thirty-six, but much of the time only a small proportion of these were at work.

The number of canvassers in the field will not average more than twelve for the year.

This is due largely to the fact that little can be done a large portion of the year in the country where most of our canvassers have worked, for the reason that there is little money in circulation except in the fall of the year when the cotton is marketed.

It would no doubt seem strange to the canvassers here in the North to begin taking orders in the spring to be delivered in October and November following, yet that is the way our canvassers have had to do. And then after taking orders for two or three months on the strength of the cotton crop expected in the fall, their whole work has sometimes been almost entirely lost by a failure of the crop, and the consequent scarcity of money. Otherwise we could report much larger sales. In the towns and cities, however, as also in the lumber and wheat-growing regions, money is not so restricted to one season of the year.

Our district agent made two visits to the State last year, held institutes, and helped to place the work on a more solid basis. The Conference and tract society officers have planned and labored for its success, and the interest of the brethren at large has been aroused and enlisted in it. As a consequence, several more canvassers went out last year than ever before, and the book sales almost doubled those of the preceding year. The figures for the two years are: 1889, \$5,814; 1890, \$11,362.80, excess of sales for 1890 over those of 1889, \$5,548.80, lacking only \$265.20 of doubling the amount for that year.

These figures are only approximately correct, and those for the latter year quite incomplete, as we have been unable to get full reports from the canvassers; but even at these figures, counting twelve canvassers on an average, we have sales to the amount of \$946.90 per canvasser, which is not at all discouraging.

But we have hopes of seeing much more done the coming year. We have already planned for the holding of institutes, and we look for an increase in the number of canvassers again this year. We have plenty of territory for all whom it may be thought advisable to send into the State from other sections also, and want all the God-fearing faithful ones we can get; and even at the risk of drawing away the forces from some other places, and of being looked upon as overestimating our field, I want to say that I believe Texas is one of the best canvassing fields in the United States, if not *the very best* in the world. It has an area of 265,780 square miles, with a population of something near

two and one-half millions. Its greatest length is 825 miles; greatest width, 740 miles, with about 220 counties. Native Texans, like the Western people of the Northern tiers of States, as well as those who have emigrated there from other sections where they have broken up their old associations, are found to be an independent, thinking people, and hence are a reading people. And they are a liberal people.

The ravages of the war are not seen here as in some of the older Southern States, and it is getting to be quite prosperous for a new State. We have four cities of from 40,000 to 60,000 inhabitants; about a dozen of from 15,000 to 30,000, and scores of good towns all through the State, except in the extreme western part.

Several of our canvassers have taken from 20 to 30 orders per day, for our larger books, like "Thoughts" and "Bible Readings." One of them took 109 orders for "Thoughts" in four consecutive days last summer, and another 106 orders in four and one half days, and they usually deliver a good per cent of the orders taken. The latter took orders and delivered 467 "Thoughts" in 125 days, the value of which is \$1,500.50. So it is demonstrated that this is a good field. But it is a large one, and our membership is small. We have fourteen churches, with 425 members. The tide of emigration is enormous, and people are coming in much faster than we are carrying the truth to them, and so if any in this line of the work wish to cast their lot among us, we say, Come.

DISTRICT No. 6, G. H. DERRICK, DISTRICT AGENT:—This district is composed of six States; Montana, Idaho, Oregon, Washington, California, and Nevada; two Territories, Utah and Arizona; and one province, British Columbia. It contains more than one sixth of the area in square miles in the United States, with only about one thirty-second of the population. It is fully as large as District 1, but has only one eleventh as many people.

The sale of our denominational books is in the hands of four State tract societies. The California Tract Society embraces California, Nevada, Utah, and Arizona. The North Pacific Tract Society embraces the western half of Oregon and Washington, and the province of British Columbia. The Upper Columbia Tract Society embraces the eastern half of the States of Oregon and Washington and all of Idaho. Montana is organized into a society of that name.

In the entire district there are forty-two brethren and five sisters who may be called real canvassers, and who are successful in their work.



During the past year there has been about \$42,350 worth of denominational books sold by subscription. The approximate amount sold by the different societies is as follows: California (including Nevada, Utah, and Arizona, \$29,000; North Pacific, \$7,250; Montana, \$3,100; Upper Columbia, \$3,000. This gives an average sale per agent employed, of \$900.91 for about eight months' work.

The past year has not been all we could wish in every respect, and yet the canvassing work has been more prosperous than ever before. While the agents believe there is room for material improvement in several respects, they are unanimous in their expressions of gratitude for the measure of success which has been theirs.

Never has the canvassing work been on a more substantial basis, and never has the outlook for the future been brighter. The agents themselves are like soldiers who have gained repeated victories until their faith and courage are undaunted. It has never been my lot to be intimately associated with a more noble, consecrated, self-denying class of men than this band of forty-seven agents who are scattered over the sparsely settled territory of District 6.

In the labors of the district agent it has been the policy to carefully guard the financial interests not only of the publishing houses and State societies but of the agents themselves. We believe the only true solution of the problem is to bring prosperity to the agent, so that he can pay his bills. In this by the gracious blessing of God, we have been very successful. Quite a number of our leading agents have received \$1 profits for ever hour they have spent in canvassing the past year. This has enabled them to pay up old debts, and not make new ones. Reports from the secretaries show that the agents have never been as free from debt as now.

We consider it also worthy of mention that the moral standard of our agents has been elevated, and a superior class of talent brought into the work.

Nor would this report be complete without referring to the fruits which it has been our privilege to see as the result of the books sold. Silently the seeds of truth have grown in the hearts of the honest, and now in various parts of the district are many who are rejoicing in the light as the result of the efforts put forth by the canvassers. We feel, dear brethren and sisters, that the work is one, east, west, north, and south. We rejoice in your rejoicing; we are thankful for your success. The same bountiful hand has blessed us; the same Spirit of truth has enlightened our minds, and the same Saviour's love is shed abroad in our hearts, binding us together

as workers together with him. In your difficulties you have our prayers; in your perplexities, our counsel; in your adversity, our sympathy; in your need, our help; in your labor, our love, and in turn we crave the same boon from you all.

#### ASSISTANT AGENTS.

ILLINOIS, G. H. BABER, ASSISTANT AGENT:—Since May 1, 1890, I have had charge of the health and temperance department of the canvassing work in the State of Illinois. Fifteen agents have been appointed to canvass for the various health publications. The result of these appointments in most cases has been practically nothing. We have one faithful, successful canvasser for Home Hand-Book, who takes from three to seven orders per week in the city of Chicago. Orders are often secured by the installment plan, the subscriber paying half on delivery, the balance in convenient installments. This canvasser has never lost a dollar by the installment plan; we would not, however, recommend this to any but city canvassers, and not very strongly to the greater part of them, as we are constitutionally opposed to the credit system in nearly all of its phases.

I think in order to accomplish the best results in this important branch that our Conferences should furnish the one who gives the instructions with a corps of competent canvassers for *Good Health* and other health publications, and if they are unable to make expenses at first, I think they should be helped financially, just as other branches are helped, until it can be made self-supporting. If the sale of our health and temperance publications is an important part of the work in which we are engaged, who can give a reasonable excuse why it should not receive not only the moral, but the financial, support of our Conferences?

TENNESSEE, W. D. DORTCH, ASSISTANT AGENT.—As I am not the State agent for this State, I am not prepared to give a very good report, but I will do the best I can.

As our State agent's health was very poor, it was thought best for me to work awhile with our religious works, so I went out with a company October 10, and we sold and delivered about \$1,000 worth of books before Christmas. At the same time we had another company in another county, doing well. One of our brethren stopped over Sabbath with a family, and furnished them with reading-matter; he returned that way in about two months and found three of them rejoicing in the light of truth, who wished to be baptized. To the Lord be all the praise for this.

Since Christmas, I have devoted a part of my time in the health and temperance work. I have taken some thirty-five orders or *Good Health*, and sold quite a lot of Social Purity pamphlets. We have four persons that are giving a part of their time to this part of the work. I will say to our brethren in our larger Conferences, if they wish good territory, to come to Tennessee. We only have about eight persons that are giving all their time to the work.

THE standing committees appointed at the commencement of the convention, and the special committees that were appointed to consider special subjects, all reported at various times during the session, and their reports were freely and fully discussed. It would be impossible in this Extra to present even a summary of the discussion of these reports. For convenience we here arranged the resolutions which were adopted, grouping together those which came from each committee. Following the resolutions of each committee, we have placed a few remarks prepared by the committee, touching upon the most important portions of their report. We believe this arrangement of the work of the convention will be very satisfactory to our readers, and we request a careful study of these reports. We might call special attention to certain parts of the report which seem to be of special importance, but will refrain and bespeak for the whole report careful consideration. We have arranged the committee reports in the order of their number, as follows:—

## COMMITTEE NUMBER ONE.

*Resolved*, That as the outlining of the duties of the general agents involves questions outside of this Convention, we would recommend that this question be referred to the General Conference Committee, and the President and Vice-President of the International Tract Society, in harmony with the amendment of articles III and IV of the Constitution of the International Tract Society, found on page 147 of the last General Conference *Bulletin*, which read as follows:—

“The officers of this Society shall consist of a President, a Vice-President, a Treasurer, a Recording Secretary, two or more Corresponding Secretaries, as many Assistant Secretaries as may from year to year be deemed necessary, a General Canvassing Agent, who will have the general oversight of the canvassing work in the entire field, and an Executive Board of nine, of which the President, Vice-President, and General Canvassing Agent shall by virtue of their office be members.

“These officers shall be elected at the annual meetings of the Society; with the exception of the General Canvassing Agent, who shall be appointed by the General Conference Committee and the President and Vice-President of this Society.

“They shall also appoint a District Canvassing Agent for each of the districts of the General Conference, who shall have the oversight of the canvassing work in their respective fields, under the direction of the General Canvassing Agent.”

This definitely states who appoints the general and district agents, and the same power should define their duties and jurisdiction.

C. ELDRIDGE.	} Committee.
O. A. OLSEN.	
DAN. T. JONES.	
W. C. WHITE.	
F. L. MEAD.	
E. W. SNYDER.	
G. H. BABER.	

## COMMITTEE NUMBER TWO.

1. *Resolved*, That it is the sense of this convention that new books should be handled principally by experienced canvassers, until their selling qualities are thoroughly demonstrated.
2. *Resolved*, That we recommend State agents to urge suitable persons to change from handling books, the successful sale of which has been established, to the use of new books.
3. *Resolved*, That we recommend that the State agent gain an experience with new books, by giving them a personal trial.
4. *Resolved*, That after an institute is appointed, the importance of its advantages should be so presented to those who are interested in the canvassing work as to secure an attendance of many who may thus be induced to enter the work.
5. *Resolved*, That we will enlist the co-operation of ministers, and induce them to recommend *canvassing* to their promising converts when they are considering the prospects for employment which will permit them to keep the Sabbath.
6. *Resolved*, That we will procure as fast as possible the names of all desirable candidates, regardless of their present prospects for entering the work, and endeavor to enlist their services by visiting and correspondence.
7. *Resolved*, That we believe it to be a good plan to locate canvassing companies where they can meet with our churches, and use their influence to enlist others.
8. *Resolved*, That we should discriminate between persons presenting themselves as candidates for the canvassing work; and that moral fitness should be the main point to be considered.
9. *Resolved*, That State agents should endeavor to effect an equitable sale of all our subscription books.
10. *Resolved*, That a good way for a State agent to become a more efficient instructor is to read standard books that treat upon teaching and the teachers' profession.
11. *Resolved*, That we recommend that each State agent who has not already done so, supply himself with a full set of the “Testimonies,” and become diligent students of the same.
12. *Resolved*, That we recommend that responsible persons in the church be urged to enter the canvassing work, believing it would be pleasing to God, and for the advancement of the cause.
13. *Resolved*, That in the cases of those who think they cannot attend a course of instruction, we advise, First, That an effort be made to set before them in a clearer light, the advantages of a thorough course of instruction and training; second, That those who still think they cannot attend, in most instances be helped by associating them with others of experience who will kindly assist them to qualify themselves, as fast as possible after taking up the work.

14. *Resolved*, That every State agent should keep up a close correspondence with all his workers, and that in this way he should seek to learn their needs, and give them timely counsel and advice on all matters pertaining to their personal welfare, as workers, and the good of the cause in which they are engaged.

15. *Resolved*, That we consider it the leader's privilege to counsel freely with the State agent, in reference to the selection of persons for his company, stating his preferences, and his reasons for entertaining those preferences; but having done this, we would recommend the leader to accept such persons as the State agent decides to place in his company.

16. *Resolved*, That before resorting to severe measures, loving counsel and the power of prayer should be tried in the cases of those who do not comply with the rules; but when after due sufferance, a case proves incorrigible, we recommend that the offending person be suspended from the work, by the State agent.

17. *Resolved*, that we recommend a re-canvass of territory by the same agents for different books at intervals of from one to two years; except in cases where it appears to the managers of the work that there are sufficient reasons for pursuing a different method.

The committee considered the success or failure of experienced agents a reasonable test of the selling qualities of any new book; yet realized that the failure of an inexperienced canvasser to sell an untried book which had never been handled by the State agent would often be taken as evidence that the book in question was not adapted to subscription use, while the fault might be entirely due to the inexperience of the canvasser.

To secure recruits, it will be necessary to acquaint our church-members with the real character of a canvassers' institute, for as yet, many have very indefinite ideas of what they are, and what they are for. Never having attended one, they do not realize what a practical help they are to those about to take up the new vocation, of selling our books to the world.

Inasmuch as we look largely to the new converts for men and women with whom to supply our ranks of canvassers, much depends on the moral support of the ministers who bring these converts to a knowledge of the claims of God's word upon them. It is true that the new churches usually appreciate the importance of the canvassing work to about the same extent which their pastors do.

While the successful agent will seek to enlist the co-operation of the ministers he will not refrain from making definite efforts to secure the services of all desirable persons, even though there are circumstances connected with some, which to all appearances, forbid their leaving their secular occupations.

Some State agents may desire to save the expense of visiting those persons who could be interviewed by a minister or director; but your committee believe

that the amount invested by the State agent in making well planned tours among the church-members will yield abundant returns. Let us keep in mind the old adage "If you would be well served, serve yourself," and not depend entirely upon any one who is not specially interested in this department of our work.

E. E. MILES,  
N. P. DIXON,  
J. E. FROM,  
F. L. MEAD,  
R. B. CRAIG, } *Committee.*

COMMITTEE NUMBER THREE.

In view of a request made by the *Good Health Publishing Co.*, we respectfully report:—

1. *Resolved*, That we recommend that State tract societies release the exclusive control of territory for the bound health subscription books, with the exception of the following: "Christian Temperance and Bible Hygiene," "Sunbeams of Health and Temperance," and "Household Monitor."

2. *Resolved*, That it is the sense of this convention that the employment of assistant State agents by our tract societies is inexpedient.

3. *Resolved*, That we appreciate the missionary zeal manifested by the *Good Health Publishing Co.*, in reducing the price of that most excellent Journal to \$1.00, and that we will show our appreciation by making an earnest effort to secure and keep at work, one or more efficient agents in each Conference, on this Journal during the coming year.

In the consideration of this matter it was stated that about four years ago the tract societies felt it a duty to extend the circulation of the health journal, and agreed to try to raise the subscription list to 10,000; and although only a few States engaged in the effort, the number of *Good Health* subscribers quickly amounted to 18,000; but in organizing the work for our bound books, the work on *Good Health* has been left out of the organization until its circulation is now more limited than at any time during the past fourteen years.

Some of the delegates thought the promise of one or more canvassers in each State was so insignificant as not to be acceptable to the *Good Health Publishing Company*. However, when the attention of the delegates was called to what a score of diligent workers would accomplish in one year, it was voted to adopt the plan as a timely move in the right direction.

During the discussion of resolution No. 3, the following figures were presented, showing the actual number of subscriptions to *Good Health* that were received by the publishers from each of the State tract societies in America, during the year 1890. By vote,

the convention requested its publication in connection with the resolution.

STATE.	SUBS.	AMOUNTS
Michigan.....	531	\$329 25
Pennsylvania.....	307	190 62
Illinois.....	250	155 45
Indiana.....	207	128 26
New England.....	196	121 61
California.....	178	110 30
Iowa.....	163	101 53
Ohio.....	138	85 36
Colorado.....	127	78 97
Wisconsin.....	112	69 73
Kansas.....	92	56 92
Upper Columbia.....	63	39 36
Minnesota.....	53	33 28
West Virginia.....	36	22 32
Dakota.....	33	20 24
Arkansas.....	31	19 59
New York.....	30	18 96
Nebraska.....	29	18 23
Missouri.....	26	16 06
Vermont.....	22	12 68
North Pacific.....	19	12 35
Texas.....	10	4 43
Tennessee.....	6	4 03
Maine.....	.....	4 35
North Carolina.....	.....	4 42
Canada.....	.....	1 78
Virginia.....	.....	1 25
	2640	\$1662 33

Dr. Kellogg occupied about twenty-five minutes in speaking to the convention about the health journal and our duty to the health and temperance principles. He suggested that we were apt to look too much at the pecuniary advantages only, and to plan for the health and temperance work only so far as it will directly advance our other canvassing work, whereas we might well consider the good which we could do our fellow-men by carrying them a knowledge of the fundamental principles of healthful living. He displayed samples of the "Household Monitor," an attractive book of 400 pages furnished as a premium with *Good Health*. It appears that some of the valuable points in this book will be very effective in securing orders for the journal and book combined. The *Good Health* Publishing Company freely offers to send an efficient instructor to a central place in each General Conference district for the purpose of thoroughly training those who shall be selected to canvass for *Good Health*.

J. E. FROM,	} Committee.
C. ELDRIDGE,	
J. H. KELLOGG,	
A. T. ROBINSON,	
W. B. WHITE,	
E. W. SNYDER,	
H. L. HOOVER.	

## COMMITTEE NUMBER FOUR.

1. *Resolved*, That for a successful canvassers' institute for recruits, there should be at least two weeks, or an equivalent, of solid study and training.

2. *Resolved*, That as a rule experienced canvassers should not be expected to attend an institute for recruits from the beginning, except those who may be called to assist in the work of the institute.

3. *Resolved*, That local institutes should be held at times when the circumstances are most favorable, and that State institutes be held just before the spring campaign.

4. *Resolved*, That no class work should be conducted during the camp-meeting proper, but we recommend that when thought advisable, institutes be held just prior to the camp-meeting, if the work on the ground can be arranged so as not to conflict with the time for study and training for recruits, but not otherwise.

Canvassers' institutes are of recent origin, and their importance is not fully understood by many, nor their quality fully developed by those who believe in them; yet enough benefit has been received from them, to show their usefulness in advancing the canvassing work, as filling a long-felt want in developing and preparing men for that important work.

Much has been said of the canvassing work, of its importance, of the quality of work that should be done, but when this was said, there was always one thing more needed to be told; viz., how to do the work correctly. We firmly believe there are many of our brethren who desire to do something to advance the cause of God, who could do much to help it forward, if they could but be taught how to work. Canvassers, like children, need to be taught how to work, and when this is done, we have reason to expect far better results from our efforts.

Experience and observation have taught us that for those first entering the work, it pays more than 100 per cent to spend from ten to fifteen days at an institute "learning how" before entering the field, and for old experienced canvassers one week each year at an annual institute is an indispensable thing to the man who proposes to be "first-class" in every respect, and keep abreast of the progress of the work.

As the work enlarges, new contingencies arise, demanding new methods of adaptation to meet the varied conditions by which the canvasser is surrounded. If teachers in public schools, and ministers of the gospel, need special institutes for their further instruction in fitting themselves for more and better work, why do not canvassers need special instruction and help for their work?

Among the many things to be learned at an institute, we mention a few: 1. A better knowledge of

the object and sacredness of the canvassing work, and the principles upon which it should be conducted; 2. A knowledge of the book to be handled; 3. How to give an interesting description of the book you are to handle; 4. How to meet different people and prejudices, yet tell the truth and correctly represent the work every time; 5. How not only to avoid a failure, but how to make a complete success.

In closing we offer a few suggestions to canvassers which for convenience' sake we will entitle "Do n't."

1. Do n't, under any consideration, enter the field before you have had the benefit of a canvassers' institute.
2. Do n't, even if you are an old canvasser, let a year pass without spending at least one week in a canvassers' institute.
3. Do n't forget that there is room higher up, even if you have had a fair degree of success.
4. Do n't enter the work to "try it," but to succeed.

F. L. MEAD, E. E. MILES, A. F. HARRISON, A. J. OLSEN, N. P. DIXON.	}	Committee.
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COMMITTEE NUMBER FIVE.

1. *Resolved*, That we believe the words "Sanctification," "Justification by Faith," and "Faith Healing," on guarantee slips for "Bible Readings," do not cause as much prejudice as they create interest.

2. *Resolved*, That we recommend to those States who are dissatisfied with the notification slips now in use, the following notification to be printed on a postal card:—

DEAR .....: Your copy of ..... has been ordered from the Publishers, and will be delivered according to agreement on or soon after ..... 189... Kindly note the date and if obliged to be away from home, arrange with some one to receive it for you. Price \$.....

Very respectfully,

..... AGENT.

3. *Resolved*, That it is the sense of this convention that all canvassers in regularly organized territory should be furnished with some regular medium of communication, which shall give a summary of the work done in said territory, and such instruction and items of interest as may be deemed advisable by those managing the paper.

4. *Resolved*, That we request the editors of the *Home Missionary* to omit the styles of binding in the monthly summary, and insert the following items instead: No. of days, average No. of reports in each monthly State report, and total No. of orders in the State, and value of books delivered; also number of canvassers enrolled in each State.

5. *Resolved*, That we recommend a universal weekly report blank for the entire field like the sample herewith submitted. \*

\* The blank was placed upon the blackboard before the convention and carefully explained to all before its adoption. Being too large to print in these columns we are obliged to omit it. It will be prepared and furnished to the canvassers for use as soon as possible.

We recognize the fact that organization, securing concerted and definite action is very essential to the success of our present plans of canvassing. This organized effort can be best maintained by regular weekly reports from the agents to their State agents and secretaries, and a general weekly summary of these reports by the secretaries showing the work done in the different fields.

To provide for this, your committee found it necessary to suggest some material changes in the "Individual Weekly Report" recommended last year. We are indebted to District Agent F. L. Mead for the blank which we now offer, with slight modification, for the use of the agents the coming year. We have given it our careful criticism, and commend it to your favor hoping it may meet our highest expectation, and supply a long felt demand.

We would earnestly recommend that where the State tract society has ten or more agents in the field, a weekly or semi-monthly cyclostyle or mimeograph paper be issued, giving the reports of labor of each worker for the week, interesting items in regard to the canvassing work, a summary of the work done in other States as given by their exchanges, and such other items as are of general interest to the Conference in which it is published.

Such a paper would greatly increase the interest of the old canvassers, stimulate a missionary spirit, and assist in securing recruits. We believe that in any Conference where 150 or more subscriptions can be secured at twenty-five cents each, the paper can be run successfully, and that the benefits coming from it will be worth many times such a nominal outlay of means. The work of getting up such a paper is about one tenth as much as it would be if the paper was printed from type instead of being mimeographed.

In the great majority of States, the entire work can be performed by the secretary without any extra help. As soon as a regular list of subscribers is obtained, the post-office department will allow the paper to be mailed at the rate of one cent per pound.

A. F. HARRISON, C. M. EVEREST, N. Z. TOWN, G. H. DERRICK, J. N. BRANT,	}	Committee.
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COMMITTEE NUMBER SIX.

1. *Resolved*, That in Conferences where there is but little city territory, it should be reserved for lady canvassers.

2. *Resolved*, That where cities are small, and but few of them, they might, with propriety, be canvassed frequently with different

books, if necessary, to furnish constant employment for the lady canvassers of the Conference.

3. *Resolved*, That where there is an abundance of city territory, suitable men should be selected and encouraged to take part in working it.

4. *Resolved*, That each city canvasser should contract for such portion of the territory as is agreed upon for him to work.

It will be observed that the resolutions given above, on the subject of City Canvassing, pertain to two or three important points only. Several other recommendations were considered by the committee; but as they were not applicable to all parts of the world, they were not adopted.

All seemed to be unanimous in the opinion that the work should be so managed as to insure constant employment for all the talent in every field, and that it is also important that city territory should be worked thoroughly and to the best advantage.

E. E. MILES,	} Committee.
H. P. HOLSER,	
C. F. PARMELE,	
R. B. CRAIG,	
E. P. AUGER,	

COMMITTEE NUMBER SEVEN.

1. *Resolved*, That we request the Review and Herald to publish the new edition of "Prophecies of Jesus" in Danish and Swedish as soon as possible, so that our canvassers can have them to work with the coming year.

2. *Resolved*, That we request the publishers of the "Great Controversy" Vol. IV in foreign languages to put in the illustration, "Christians before the Wild Beasts," as it is already in the English edition.

3. *Resolved*, That it is not consistent with our profession to deceive the public in any manner, and that it is inconsistent to leave off the Battle Creek imprint from our books.

4. *Resolved*, That we request our publishing houses to exercise more care in stamping the styles of binding and the language on the wrapper of our subscription books.

5. *Resolved*, That we request the Review and Herald to publish the "Bible Readings" in the German language as soon as possible.

6. *Resolved*, That we request our publishing houses to give us "Bible Readings" in the future on thinner paper and with coarser print.

7. *Resolved*, That we request the publishing houses not to use the same cuts in more than one book, as it works against the sale of books.

8. *Resolved*, That we express our appreciation to our publishing houses for the good and substantial bindings on our books.

The relations between the agents and the publishing houses during the past year have been very satisfactory. It would be unreasonable to suppose that in shipping so many books there should never be a mistake or a delay, but in every case we believe the

publishers have done their duty. We are glad to say that they have always paid the agent liberally for any expense occurring from their mistakes.

Many questions bearing on this subject were presented to the committee, among which were several asking that a reduction be made in the number of styles of binding. Four bindings would be much preferable, if we could only please all the agents with reference to the one to be dropped. After due consideration, the committee recommended that our agents use more effort on the half and full morocco, and less on the library, with the view of eventually dropping this style of binding.

We are aware that some of our agents are selling quite a number of books in the library style, but it is also true that we have many agents who will not sell a book in that binding. Any agent by a little careful examination, can convince himself that in actual service the library is the poorest style, being more easily damaged than the cloth. Those handling the books say that there are more damaged copies in this than in any two other styles.

The committee are glad to report that the publishers seem more than willing to do anything they can to make our books more salable. Several resolutions were passed advising changes, all of which, we are assured, will be made as soon as possible.

When books are found to be damaged or the bindings defective, the agents are urged to sell the books at a discount, and report the amount discounted from the regular price to the State secretary who will credit the agent, and charge the publishers with the net loss, giving them the particulars.

G. H. DERRICK,	} Committee.
C. ELDRIDGE,	
C. H. JONES,	
R. M. KILGORE,	
ELLERY ROBINSON,	
W. S. HYATT,	
F. W. MORSE.	

COMMITTEE NUMBER EIGHT.

1. *Resolved*, That we re-affirm resolution 6, passed by the last canvassers' convention, which reads as follows:—

2. *Resolved*, That all canvassing should be done under contract and that every agent should personally be required to sign the same, and be educated to respect it, and live up to it in every particular.

3. *Resolved*, That we recommend that the cash, or two box or three box C. O. D. plan, be carried out, as far as practicable.

Whereas, There are many worthy persons among us who would, with due preparation and a few weeks' experience, become efficient workers in the canvassing field; but who are not able to enter the field at once, and sustain themselves until they can make a delivery of books; and,—

Whereas, The results are satisfactory in those Conferences that have a canvassers' fund from which to assist such persons, thus enabling them to begin work without delay, and to follow the most approved methods of canvassing; therefore,—

4. *Resolved*, That we do hereby approve of the plan of having a canvassers' fund, and we recommend the raising of such a fund in each Conference, by subscription or otherwise, and that it be controlled by a committee of three, which shall be composed of the State agent and president and secretary of the tract society, and we recommend that the treasurer of the society act as treasurer of the fund.

In most Conferences it is best both for the tract society and the canvassers, to pay cash or work on the C. O. D. plan. When the work is done in this way, the canvasser has no debt to the society to embarrass him, and the tract society has the money to send in at once to the office of publication.

It is necessary to help some canvassers by loaning them a small amount of money to meet their necessary expenses until their delivery is made. The money should then be returned.

It is best to have all work under contract, so that there may be a record kept of all territory worked, and confusion avoided in working the same.

R. B. CRAIG, C. A. HALL, J. B. GOODRICH, J. N. BRANT, R. C. PORTER,	}	Committee.
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COMMITTEE NUMBER NINE.

1. *Resolved*, That leaders of companies of agents, whether ladies or gentlemen, should canvass on commission and in no case should a percentage be given from the profits of the tract society. Where leaders spend time in drilling agents, we recommend that their account be audited by the State Conference and that a reasonable remuneration be allowed them.

2. *Resolved*, That we treat opposition with silence as far as possible, and not report it through our papers or any others.

3. *Resolved*, That a thorough canvass means one in which the agent visits every house except such as there are good reasons for avoiding.

4. *Resolved*, That this convention indorses the resolution passed by the convention of 1890 respecting the matter of employing agents not of our faith to canvass for our religious publications, which reads as follows :—

5. *Resolved*, That it is the sense of this convention, that persons of good qualifications and Christian principles, even though not of our own religious faith, who desire to enter the canvass for our religious publications, may be encouraged so to do under contract that no work strictly connected with said canvass be done on the Sabbath of the fourth commandment.

6. *Resolved*, That we allow principals of schools a discount of 20 per cent on our subscription books; First, to secure the influence of such names, and, Second, because it is customary.

7. *Resolved*, That an honest canvass is one which gives a brief general view of the book without purposely enlarging on the popu-

lar features, or making any effort to hide views that may be thought objectionable.

8. *Resolved*, That where people fail in their obligations, but want the books, we recommend agents to secure a part payment, and leave the book at some store to be delivered upon full payment, or that they secure a note for the balance, if the book is left with the subscriber.

9. *Resolved*, That we recommend that great care be exercised in securing testimonials from ministers or others of influence; that they have sufficient opportunity to examine the plan and teachings of the book to enable them to give an intelligent testimonial, and such a one as they would not be desirous of withdrawing upon further knowledge of the work.

10. *Resolved*, That where the installment plan is adopted, we recommend the agent to secure the payment of one half the retail price before delivering the book.

11. *Resolved*, That when an agent sells more than one book at the same time to the same person, we allow the agent to give 10 per cent discount on the total order.

12. *Resolved*, That we recommend the use of cards of introduction from our subscribers to their friends, when canvassing among classes where the same can be used to advantage.

Within the past two years we have seen some remarkable changes in public opinion respecting our literature. The fact that during the last year about \$750,000 worth of our denominational books was sold by subscription—a gain of \$250,000 over the previous year—shows that the prejudice once thought to exist is either rapidly dying away, or was never more than a creature of the imagination.

One thing is certainly evident,—that the time is past for us as agents to feel ashamed of our work. With the largest publishing house west of the Rocky Mountains, the largest publishing house in Michigan, and similar institutions in different parts of the world, we should exalt our occupation. The time has already come when the sun never sets on our publishing interests; and the day is not far distant when the tramp of the army of canvassers will be heard in every part of the world.

Our work is organized missionary effort, and our deportment should correspond. If the idea has ever prevailed that the end would justify deceitful, evasive, or underhanded means, it should be forever banished. In God we trust for success, and we cannot expect his help if our daily lives are not conformed to his holy law. We would urge our canvassers to be careful not to give the wrong impression. You should be very careful not to secure a testimonial from a minister or any one else until he is prepared to give one which he will not desire to revoke. Much prejudice and trouble can thus be avoided. We believe it always best if questions are asked to tell the subscriber plainly and truthfully where the book is

published, that it is a denominational work, by what denomination, and the agent's religious belief.

We do not believe it is best for an agent to carry more than one book at a time. If it takes a good agent to sell one book, it certainly takes a much better agent to successfully sell two. Our best agents are one-book men.

There are times when the agent can profitably spend a few hours in securing influential names, but we believe that generally it is not best to devote much time to a special effort in that direction. Create an interest in the book itself. One copy sold on its own merits will do more good than three sold on some one's influence. The important and all-absorbing truths in the books should be the incentive to buy. We are not to depend on man's influence, but upon the Spirit of God, which will go before and impress minds and move upon the people to subscribe. If all our agents would pursue this course, we would seldom hear of minister's writing and speaking against the books. Remember that if God do n't want a man to have a book, you would better not sell it to him. If God does want a person to have the book, and you do all you possibly can to show it just as it is, be sure that the Holy Spirit will do the rest. "Man's extremity is God's opportunity," and when the agent has done his best, he should in fact leave the rest with God. No tricks, or evasive answers, or under-handed scheming is necessary. If opposition does arise, and bitter things are said against the books and the agent, he should remember that the great Pattern "when he was reviled, reviled not again."

W. R. SMITH, G. H. DERRICK, C. D. ZIRKLE, M. W. LEWIS, ELLERY ROBINSON,	}	Committee.
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COMMITTEE NUMBER TEN.

1. *Resolved*, That it would *not* be sufficient to furnish one copy of the *Home Missionary* to each company, and that we approve of the present plan of sending the paper to each individual canvasser.

2. *Resolved*, That the entire canvass for the subscription book for which a beginner is to work, should be learned, and that he abridge and change it to suit circumstances.

3. *Resolved*, That we recommend State agents to make a special effort to get their old canvassers who had made a success of canvassing with Vol. IV, "Great Controversy," before "Bible Readings" came out, to return to the handling of that book.

4. *Resolved*, That we remind our canvassers that "Great Controversy" is already published in the German, Danish, and French languages, and is especially adapted for sale among these nationalities.

5. *Resolved*, That we recommend that the International Tract Society be asked to prepare articles to be published in the *Home Missionary*, in which shall be given,—

(a) A brief but comprehensive statement of the field, giving particulars of each destitute State, province, or country, regarding the population, nationality, numbers of our people, and the opportunities for carrying forward the canvassing work;

(b) An earnest appeal for workers to enter these fields, setting forth in a clear and concise manner the reasons why they should do so.

6. *Resolved*, That persons who decide to enter the canvassing work should be counseled to select their respective fields of labor in accordance with the following conditions: (a) their own adaptability; (b) the needs of the field; (c) their sense of duty; (d) in harmony with the counsel and advice of those having the canvassing work in charge in the field where they are, and in the one they propose to enter.

7. *Resolved*, That we ask our State tract societies to credit each agent with the price of his first outfit when the agent shall have purchased books from the society to the amount of fifty dollars.

*Whereas*, The great majority of people are in comparative ignorance regarding Seventh-day Adventists and their religious faith, their limited knowledge frequently being of a prejudicial nature, and,—

*Whereas*, It is impracticable for canvassers to spend the time necessary to properly inform people regarding that denomination and their faith; and,—

*Whereas*, It is chiefly important to impress upon the minds of the people that the books offered present the teachings of the Scriptures rather than the faith of any particular denomination; therefore,—

8. *Resolved*, That it is uncalled for, and unwise for canvassers to voluntarily inform people whom they meet that the books they are canvassing for are published by and in the interests of any denomination; but that this should not be so construed as to prevent truthful replies to questions that may be asked on that subject.

*Whereas*, The theory and practice of the subscription book business as now developed, is sufficiently extensive and exhaustive to fairly cover the field; and,—

*Whereas*, A Manual in which this science would be exhaustively considered would be of great value, convenience, and benefit, to the business; therefore,—

9. *Resolved*, That it is the sense of this convention that such a manual should be published; that its general plan and scope should be such as to adapt it, so far as practicable, to the needs of the individual canvasser under all conditions and circumstances.

10. *Resolved*, That we respectfully commend the publication of such a manual to the favorable consideration of the International Tract Society.

H. L. HOOVER, N. Z. TOWN, S. F. REEDER, W. H. THURSTON, G. W. MORSE,	}	Committee.
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SPECIAL COMMITTEE NUMBER ONE.

*Resolved*, That this convention adopt the following recommendations:—

1. That a Scandinavian Canvassing Agent be appointed to take general supervision, in harmony with counsels and plans of the



district and State agents, of the Scandinavian Canvassing work in Districts 3, 4 and 5.

2. That a German Canvassing Agent be appointed to take general supervision, in harmony with counsels and plans of the district and State agents, of the German Canvassing work in districts 3, 4, and 5.

3. That country territory of mixed nationalities, in which forty per cent or more speak a foreign language, should generally be left for agents speaking the foreign language of that territory. Also that large cities of mixed population be canvassed simultaneously in the various languages, if possible, each agent working among those of his own language.

4. That agents who speak a foreign tongue be encouraged to work especially with our foreign books.

5. That State agents, whenever they have foreign territory vacant, or foreign agents not having territory of their own language, report to the General Agent, that a proper distribution of laborers may be effected.

6. That the same *general* principles be adopted in our foreign canvassing work as have proved successful with the English publications in America.

7. That as far as possible our subscription books be published in the various languages simultaneously.

8. That as far as possible in each book published in different languages there should be uniformity of size, styles, and prices.

9. That our foreign book agents re-canvass their territory at proper intervals for different books.

10. That prospectuses be so constructed as to admit of the insertion of a sixteen-page supplement, and that such a supplement be prepared in each language in which the book is published.

W. C. WHITE,	} Committee.
N. P. DIXON,	
F. L. MEAD,	
R. S. OWEN,	
Z. SHERRIG,	
T. VALENTINER,	
E. P. AUGER,	

SPECIAL COMMITTEE NUMBER TWO.

1. *Resolved*, That this committee advise that one meeting of the convention be used by the district and general agents as an experience meeting, each being limited to ten minutes to describe and illustrate his methods of conducting institutes.

2. *Resolved*, That this committee recommends that experienced canvassers meet together in their respective States, at least once a year, for the interchange of ideas and comparison of plans said meeting to be held at such a time and place as may be most convenient for all concerned.

F. L. MEAD,	} Committee.
E. E. MILES,	
A. F. HARRISON,	
J. E. FROOM,	
W. R. SMITH,	
G. H. DERRICK,	
Z. SHERRIG,	
T. VALENTINER,	
E. P. AUGER,	
H. P. HOLSER,	
BLLERY ROBINSON,	

In harmony with resolution No. 1 of this committee, ten minutes each were allowed to the district and general agents, to explain their methods of conducting institutes. Seven responded; and we condense their remarks, as presented in the following order:—

DISTRICT NO. 1, E. E. MILES, DISTRICT AGENT. — I find it quite essential, in my institute work, to keep before me (1), a comprehensive view of the work to be done in the field by canvassers; (2), what constitutes a model canvasser; (3), the means to be employed to make a first-class workman. The wise man says, "As a man thinketh in his heart, so is he;" hence one thing to be kept in view all the way through, is to have those who are being instructed, have right conceptions of the work to be done.

Now, what is canvassing? That is one thing to be taken in. As the "Testimony" says, "We must carry our publications to the people, urging them to accept, showing them that they will receive much more than their money's worth. You cannot regard them too highly." We can give a good report of the books when we understand their value. This leads to the conclusion that canvassers must be acquainted with the books, and also be able to describe them.

Next, we want to know what kind of description the books should have. It should be clear, concise, forcible, and in good English, and it should be applied to the book skilfully. After being assured that the thoughts contained in the description are understood, the next thing is to make the language our own. But some propose to use their own language. A few questions, however, will serve to convince such that even their language was not born with them, but acquired directly or indirectly from Webster. They will come to see that the printed canvass will serve the purpose well and all they have to do, is to *make* that language their own and then it will be their own.

Then we have them apply that language skilfully to the book. Hold the book so that the customer can see it, explaining by example how to hold the book in either hand, and then we teach them to show it by the "upside-down" method. We also teach them that these methods are to be modified to suit circumstances.

Now as to methods of drill: one is "The concert-method," — that is, after having examined a portion of the canvass, have the instructor stand before the class, prospectus in hand, and repeat a few words, perhaps half a paragraph of the canvass, perhaps not

more than single sentence, according to the comprehension of the class. The class repeats it in concert. This is repeated several times, then he repeats another portion, until they can say it nicely. They also get the proper tone of voice and correct movements.

Then we have another method, dividing them by two and two. Those on the right repeat a portion of the canvass, beginning at a signal of the bell, those on the left prompting and correcting, and then the ones on the other side take it, and the process is repeated.

Another method, is to divide them into smaller classes, forming circles. Repeat a portion of the canvass to one; he repeats it to the next, and he to the next, and thus let it go around. This is an effectual test of the manner in which the lesson has been learned. When the instructor is in the circle, he can watch each one, and when any one fails, he can speak to him about it.

I have just about time enough to speak of a test that is applied when we are about through. In school, when a mistake is made in the reading class, sometimes the rule is for the next one in the class to take it up, and then he reads until he makes a mistake. So in the circle each repeats the canvass until he makes a mistake: perhaps a paragraph will go around a circle of ten persons, showing that they have not learned it well; but we intend to continue this, until they can all repeat the entire canvass without a mistake either in word, or tone, or movement. Sometimes we fail in accomplishing all this, and then we instruct them to test themselves by writing, turning the leaves of the prospectus, and writing as they turn, until they can reproduce the entire canvass in writing.

DISTRICT No. 2, A. F. HARRISON, DISTRICT AGENT. — Perhaps the drill or instruction that our canvassers would receive in the South, would be a little different from what they receive in other States, from the fact that we have but few workers, and most of them are new workers. Our meetings have been held generally for the purpose of getting out new workers, and we have had but few camp-meetings or meetings of any kind, where we gave general drills.

My method is simply to begin by taking the Bible, and presenting before the class the importance of the work, and what God requires of his children, and I show plainly from the word of God that Christ has left this work in our hands.

Then I hold readings. I generally hold one or two readings out of the Bible at the very beginning.

I don't care whether it is an institute, or a meeting for getting out new workers, I will take the Bible as my guide, and impress upon their minds that this is an important work. I sometimes bring up the illustration of the children of Israel when they arrived at the Jordan, and the tribes of Reuben and Gad refused to cross, because they had plenty of cattle and good pasture where they were, bringing up such illustrations to show the mistake our people make in not entering the work of God.

After going through these exercises out of the Bible, I put different things on the blackboard. At the beginning of every day's work, I put on the blackboard a list of matters for consideration, such as "The Importance of the Work," "The Advantage of Working in Companies," "Putting full Time in the Field," etc., giving new workers the privilege of asking all the questions they see fit to ask. And in all cases, I have old workers present, who ask questions, and get the work started. After half an hour's exercise of this kind, we have a drill, taking up the canvass and having each one apply it to himself, after having had a day or two in which to prepare, before the first meeting. After three or four evenings of this preparatory drill, we commence showing them how to handle the book (just as Brother Miles has explained). After handling the book, we begin another drill. I have never had a "circle drill" or a "concert drill," but drill them one after the other. Still I believe a concert drill, or a drill by two and two, would be better, as it would break the monotony.

In our camp-meeting and general canvass drills, we give them subjects upon which to write. They write them out, and read them before the class. We also have meetings for the leaders, giving them instructions as to the work, and how to handle new recruits — not overpowering them with an iron will, but laboring with them in love, that they may be good and faithful workers in the cause of the Master.

I have never had the experience that some of our other agents have, in this work. We have a mission field in which we have to go out and get one or two workers — sometimes getting some who do not intend to make this their work at all. While I believe in learning the canvass thoroughly, and drilling thoroughly, I believe the time is near when the Bible will be our main drill with the canvassers, proving everything right out of the word of God, with the exception of the canvass itself.

After having the class learn the whole canvass, I would not advise them to adhere to it strictly. I

never have but one or two begin at a time, in the south. I have had them study the canvass in such a way that they can tell just what is on each page, when they turn to it, and be able to interest the person solicited, even if they have not the book in their hand.

DISTRICT No. 3, J. E. FROMM, DISTRICT AGENT.— I believe the remarks of the two speakers who have preceded me, will enable me to be quite brief. When we call a class together, and I appear on the scene, and find them all present, I take their presence as an evidence that they are interested in the work, and so I don't take the time to talk with them about the importance of the work, because I think they must be satisfied as to that, or they would not be there.

In teaching the printed canvass, I find the danger to be that it may become mechanical, and I aim to have all appreciate the sacredness of the work in which they are engaged. As we come together in our first session, I institute a roll-call and get the names of those present, so that they will understand that from that time on, the institute will take the form of a school. Of course, as an "institute" is rather an indefinite thing with many, they don't know whether they ought to conduct themselves as if they were in a school or a religious service. So, in order to relieve them of embarrassment, I let them understand that the institute is to take the form of a school. We will open the exercises in the morning with prayer, singing, and the roll-call, and in the afternoon, merely have singing and the roll-call for the opening.

I then talk to them about the necessity of learning the printed canvass, and I believe we are able to present sufficient reasons for learning the printed canvass. Then I try to impress upon them a sense of their obligations to attend to the work in hand, to prepare for it by disciplining themselves, and resisting temptations to visit. They have come there at an expense of time and means, and they should improve the time while they are there together. Then, after talking with them about the prices of the book, take the names of those who are to handle the book, and divide those present into classes— one class for each book. We are always fortunate enough to have a minister present, and our evenings are largely employed by him in giving instructions adapted to the needs of each, drawn from the word of God; and yet that instruction does not have the mold of every-day work in handling the books.

I have generally found that ten or twelve days are necessary for actual training and studying the can-

vass. Some four days of this time are spent in practical drilling among themselves, and this is done in the presence of experienced canvassers who have been called in. They first master the canvass. To get them to learn the canvass, I have found, in my own experience, the concert method to be the best. It is the most rapid and the most satisfactory method. ¶ After they have become, to some extent, familiar with the book, I turn the leaves of the prospectus, the class having their eye on the book, and as I turn the leaves of the prospectus, they repeat what is in the canvass on that page in the book, at the right time. After they have become familiar with the book in this way, I often practice opening the book suddenly at any place, to see if they have the matter thoroughly in hand, and they repeat the portion of the canvass which applies to that place in the book. This I find to be an excellent test of their comprehension of the canvass. It also tends to relieve embarrassment, so that, in cases which will come up in actual work, they need not be thrown off their guard by interruption.

To get the class to study, I have found it necessary to appoint study-hours "in school" (as it might be called), and during these hours, quietness and order are maintained for perhaps half an hour in the forenoon, and half an hour in the afternoon, and they get time to study evenings. I give out portions of the canvass to be committed, and I have generally found, at the appointed time for recitations for the first one or two days that we can give, that some have neglected to study their lessons. I then adopt the "circle method," and thus I find out those who have not studied their lesson, and I repeat to them a portion of the canvass the same as a mother would repeat the Lord's prayer to her child. He repeats it, and the next one repeats it, and so they carry it around, and this disgusts them so much that they resolve that they will study their lessons, and not do so any more. So I manage it without scolding any one.

We have found it a good plan to spend a half hour each morning in devotional exercises. We find that our canvassers, in order to be successful, must be connected with the Lord, and above all things else secure a Christian experience. Many times we have had precious seasons in our institutes. ¶ I have written out a program which we sometimes use, and we usually spend one hour in the forenoon and one hour in the afternoon in class drill, and one hour for general instruction, taking up questions that arise, on general management, plans for the work, and then go over the principles embodied in the

work of the Christian canvasser. Then an hour for study in the afternoon is divided up in much the same way.

We do not use the "two-and-two plan" till about the fourth or fifth day. I think the class-plan is a splendid one, after they are farther along. And there is a plan, (and I think it a good one), which is to divide up our whole institute into classes like a Sabbath-school. This is during the last part of the canvass. Divide a hundred canvassers into classes, and at the ringing of the bell, have experienced canvassers walk around among the classes while the canvass is going on. While they are proceeding with the exercise, our helpers will notice the inconsistencies in delivering the printed canvass. These mistakes will be reported to us by the experienced canvassers, and we will not speak of the mistakes of one person, but will correct each mistake before the whole institute, and all will thus get the benefit of these corrections.

DISTRICT No. 4, F. L. MEAD, DISTRICT AGENT. — I have been interested in what I have been listening to. In reference to our institutes, we have not held any two exactly alike. We vary them considerably according to circumstances. We appoint the meeting of the institute about two months ahead, so as to have time to get up an interest among those whom we desire to have attend. These are, first the new canvassers, those who are anticipating taking up the work; also our brethren and sisters who do not anticipate entering the work at all, and don't know whether they will sell a book or not; we urge them all to come. We find it to our advantage when they do so. We also expect the State agent and the president of the Conference to be present and help us. We ask the president to occupy each evening in talking to the people upon different subjects such as the object and eternal effect of the canvassing work, the reward of the faithful, etc., and, brethren, God has blessed his servants in talking these subjects before our people.

The time of our sessions is varied in length, usually four hours per day besides the evening service. We divide up the day into sessions of forty minutes each, beginning at a quarter before 10 A. M. We have an intermission of five minutes between the sessions, and this rests the people. The chairman rings the bell, and all return to their places as quickly as possible — like children at school — and we like this very much.

Some one has said, "If you want to do anything, be able first to answer four questions; 1. What do

you want to do? 2. Why do you want to do it? 3. Have you a right to do it? and, 4. How can you best accomplish it? So, in going into the canvassing work, the first question should be, What is the object of going into the work? It has seemed to me that, in answering this question, it would be well to go into the fundamental principles of the work. In talking about the principles of the canvassing work, we use a blackboard. (Placing on the blackboard the accompanying outline.)

All Consecrated to the Work.	Patient Under Difficulties.	Patient when Things go Hard.
A Privilege to Work.	Anywhere.	All the Time.
Self-Sacrifice.	Love of Souls.	
<b>LOVE OF CHRIST.</b>		

When a man commences a building, where does he begin? (Class: "At the foundation.") If the foundation is solid, will the structure be liable to stand? (Class: "Yes.") We begin then at the foundation, and we place a solid rock here (making diagram), and we call it "The Love of Christ." Then we talk a little about that, and then we add another course of stone (these principles you will find in the Bible); we add another stone, and we call it "Self-sacrifice." Now, if we place another one here, what shall we name it? (Class: "Self-sacrifice and the Love of Souls.") If we should name it "The Love of Gold," you know "The love of money is the root of all evil," and that wouldn't stand; so we call it "The love of souls." We talk about that a little while, and then place another course of stone above that (writing on the blackboard).

Now, if we start out with these principles, brethren, will we esteem it a privilege to work? (Class: "Yes.") Where? (Class: "Anywhere.") How long? (Class: "All the time.") Then we talk of these principles and their connection. Then we will add another one: How much will we have consecrated to the work of God? (Class: "All consecrated.") Will we be patient (marking on board)? (Class: "Yes."), Where? (Class: "Under difficulties.") Now you have an object-lesson before the class.

The love of Christ: was not that what brought the Saviour here? (Class: "Yes.") If we go out with that love in our hearts, will we have love for souls? (Class: "Yes.") Will it then be a privilege

to work? (Class: "Yes." Where? (Class: "Anywhere.") How much of the time? (Class: "All the time.") Will we be patient under difficulties, if we have the love of souls in our hearts? (Class: "Yes.") How much of the time? (Class: "All the time.") Why? (Class: "Because we have the love of souls.") Will we feel it a privilege to work, when things go hard? (Class: "Yes.")

Thus we go back and forth for two or three days, dwelling upon these principles, and then the good minister who is with us talks upon these points, before the class; and, brethren, I have seen the whole congregation melted to tears upon such occasions. And when you get their hearts softened, the work is half done. Jesus said, "And I, if I be lifted up, will draw all men unto me." So we find, when we have Christ lifted up, and have all these things together, the blessing of God comes in.

After that, we take up learning the canvass word for word, making the language our own, and in such a way that, if we should repeat it 999 times, and then repeat it again, it would sound as if it were original with us. Then we enter the drill (the drill that my brother has told you about)—the circle and the concert drill. Then we instruct them to be just as natural as possible. Others do the same thing to be polite, but we should do it because we have built upon the sure foundation—one that will stand. Then the old canvassers come in with us, and we have an experience meeting, in which they give the institute the benefit of these experiences, and then, sometimes, the old canvassers will say, "That is not so"—or the best way—to some method, and thus they help us with their experience and presence.

We then take up what we call the "book study," in the form of a Bible reading; and I tell you it is interesting,—especially "Patriarchs and Prophets." When we draw out the principles on the board and finish the building, we have found, even in a canvassers' institute, that God has come very near to us, and, without holding out any invitation to people not of our faith, they have kept coming in until the room was full; and had we held it longer, we would have had to obtain a larger room for the meeting.

DISTRICT No. 5, W. R. SMITH, DISTRICT AGENT.—These remarks have been very interesting, and, in order to get over the ground which I had marked out for myself, it will be necessary for me to be brief in my statements.

When we call our institutes, we feel as though the work is so important that it is impossible for us, as

State and district agents, to complete the work ourselves; so we appeal to the Conference to give us a minister to assist us, and we always succeed in getting one. After calling an institute and getting the workers together, we first have the minister give us a good talk on the importance of the work. Sometimes we read selections from "Testimonies;" and after that, before we organize into our class work, we consider the benefits to be derived from the canvassing work, as follows: The spiritual, social, intellectual, physical, and financial advantages. We take these up one by one, and consider them. Then we find out what books we wish to handle in the State, and how many canvassers there are for each book. Then we organize into classes, after deciding what books our agents shall take, as we believe agents are better adapted to some books than to others.

In organizing classes, we consider first the size of a class—from four to six usually; then we appoint our teachers. We don't give our instructions to the institute in one class, but form them into small classes, so that more instructions can be given, and the canvassers will all have an opportunity to take part. We then select teachers. Before beginning the class, we illustrate the way of conducting class work (as Elder Miles has done). Then we take up class exercises, which take up about six hours in the day (general exercises), three hours in the morning and three hours in the afternoon. We take sufficient time beforehand for studying the lesson. The period of class drill is generally from ten to fifteen days.

The class exercises are something as follows: We commence by considering the important steps in canvassing. First, they must know their book. Then they must learn how to show the book; how to show the binding; to know the different prices; how and when to take orders. Under each of these headings, we have sub-heads that we illustrate, and while doing this, we allow the class to ask questions. Then we ask questions, and let the class help us out. We also get the experience of the old canvassers. We do not think it is best to illustrate everything ourselves, but we enlist the help of the canvassers.

Under the head of "When to Take Orders," we tell the canvasser, "When you see a person sufficiently interested to purchase a book, your canvass is finished;" "When to Make Deliveries,"—"After pay-day, or after harvest, or perhaps just before Christmas;" "When to Order Books,"—"In good time to get them eight or ten days before delivery;" "Whom to Order Books From;" "How to Make Our Reports"—we have to explain all these things to new canvassers, and sometimes to old ones. We feel

that this work is so important, that it is necessary for our canvassers to understand it thoroughly, and we therefore take it up in detail, and all these little things have to be considered.

We have other headings "How Much Time to Put in the Canvassing Work"—"Every day, every hour;" "How to Leave the Subscriber with a Good Understanding of the Book, and with a Good Opinion of Yourself;" "How to Act when Delivering,"—"Be firm; be a Christian; be business-like." Notice what they object to, and then explain, etc. We find that canvassers will come to an institute supposing that all they have to do is to study the printed canvass, and then go out and go to work without understanding their business. We also expect our minister to be there to lead us, and dwell largely on that foundation that Brother Mead has mentioned.

Sometimes we have mottoes as to what should actuate us in going into work, and "The Love of Christ" is one of them. We find that canvassers lose a great deal of time in the institute in which they do not study; so we drill them right in the middle of the exercises. This takes from three to six hours a day, and it takes from ten to sixteen days to complete our class drill.

DISTRICT NO. 6, G. H. DERRICK, DISTRICT AGENT.—My experience in this branch of the work is limited, and I don't want it to be taken as of equal value with that of my brethren who have put their experience to an actual test.

In the appointment of an institute, I aim not to carry the burden of it myself, but to get others interested (the State agent, secretary of the tract society, etc.). Then I want to impress upon the minds of those who come, the fact that they have something to do; that it is *their* work. When we come together, I aim to divide the time into two parts, having one session of about three hours, with a short recess, and the afternoon sessions of about an hour each. In the evening service I desire to dwell upon certain features of the canvassing work which I have found by actual experience will help the canvasser.

The first evening, for instance, I would consider the question of "How to reach the people," and bring it to their minds in this way: "Here we have the Methodist, Catholic and other churches, vastly superior to us in numbers and wealth. How many of us who are present actually understand the principles of either one of these large churches? How many present ever have had a real good opportunity

of obtaining a knowledge of those principles?—"Very few." We then call attention to those principles, and show the necessity of devising means that will reach farther and be broader than any means which other churches have used. This prepares them for the next evening's subject, "Will our Books Accomplish the Work?"—and I show them that they will do this work, and give every man and woman in the country a chance to obtain a knowledge of our belief.

On the third evening, the question will be, "Is the Canvassing Work a Financial Success?" Everything depends upon their having a love for souls; and yet I believe that what God has set his hand to do, will be not only a spiritual success, but a financial success. Success is the credentials of heaven, and success must attend the canvassing work. To be a missionary success, it must be a financial success. The next subject is, "The extent of our work, and its needs." This should be illustrated by maps, taking first a map of the State in which they live, and considering the extent of the canvassing work in it, and then of the world, in general,—which is the field.

Then comes the question, "What Does God Require of Us?" First, he requires the heart given to him,—a heart filled with his love; and when we have this, it will lead to an unselfish sacrifice of self for the good of others. Then when we have seen what God requires of us, "Are We Doing our Duty?" We ask them, "When we see the millions and millions in every part of the world who are waiting for a knowledge of the truth, are we doing our duty?"

"Who Succeeds in Doing this Work?" You can bring this out very forcibly, having in mind those who succeed. Why do they succeed?—Simply because of business tact. They put their energies into the work, and improve every hour of the day. They conform themselves to the different methods of business men. They also make the mighty God of Israel their help. These are the reasons that some men succeed. "Why do others fail?"—Because they are slack, indolent, lazy. It is because they fail to improve their moments. They fail to make the work in which they are engaged the all-absorbing topic and object of life which will move every nerve and muscle.

There are other causes of failure: Sometimes men fail because their personal appearance is untidy. They should preserve a neat appearance and business-like manner, calling attention to the different ways in which men appear, illustrating these things and enforcing the principles which underlie a good

canvass. I don't want my canvassers to repeat, parrot-like, what has been told them, but I want them to make a good canvass.

"Why Some Fail in Delivery." In considering this subject, we give our experiences, calling attention to those who have failed in this particular, and why, and drawing attention to those who succeed, drawing a contrast between them.

I aim to give three hours in class drill, with a short recess. The next thing that I try to impress upon their minds is the fact that in this work the canvasser is a business man; that they are there for business; they are there to learn the canvass as I give it. I don't always give the printed canvass; sometimes I write out one of my own, but they are there to learn what I give them. I give them a canvass and say, "Now commit that." Perhaps I give them a canvass at the first meeting, or the outlines—the mile-posts—and ask them to commit that, and I give them to understand that they are to commit it; and if they don't commit it, there will be some fault found. Then the next day I ask them to give their canvass. Perhaps older agents are present who have a canvass which they give, and we compare the two.

If there are several books, we divide the institute into companies,—as many companies as books. Then we give opportunities for criticism, and as the exercises become dull, we vary them by asking questions which provoke discussion,—for instance, "How would you secure an order for a good binding?" One would suggest one thing, and another another. Another question would be, "How would you secure an order where the man solicited was hesitating?" Then they would discuss that. Then I would go back to the canvass.

CENTRAL EUROPE, H. P. HOLSER.—I have not counted on occupying the ten minutes allotted to me, because I cannot describe what I have never held. I know something about how Brother Conradi has conducted his institutes, also something about what has been said in reference to conducting institutes, teaching individuals, etc. We always instruct them how to keep accounts correctly; how to keep their cash up; how to take care of their outlays in traveling from one place to another. This is a very important point, and you will find that many canvassers do not know how to keep accounts correctly, and I believe that this should be made a part of the drill. Instruct them in making their reports promptly and intelligently. I believe if these points are taken up in institutes, much time can be saved in the work afterwards.

## MISCELLANEOUS RESOLUTIONS.

The following miscellaneous resolutions were introduced by different individuals and adopted at various times during the convention:—

1. *Resolved*, That we request that each day's proceedings of this convention be printed, and copies furnished to all members of the convention at the opening of the first meeting of the following day; the entire proceedings to be carefully edited at the close of the convention and issued as an Extra to the HOME MISSIONARY.

□2. *Resolved*, That it be a rule of this convention that all committee reports, resolutions, or important questions, be submitted in writing, and a duplicate copy furnished to the secretary.

3. *Resolved*, That the discussion and adoption of committee reports and important resolutions be deferred till printed copies are furnished the delegates.

4. *Resolved*, That reports of committees be made in form of resolutions or definite recommendations, and that it shall be the duty of the committee presenting a report to appoint some one of their number beforehand, to prepare a paper after the discussion, embracing the prevailing ideas of the convention, to be published in connection with the final decisions of the convention.

5. *Resolved*, That the Chair and secretaries constitute a committee of three to edit the daily reports of the convention, preparatory to their early issue as HOME MISSIONARY Extra.

6. *Resolved*, That we approve of the action of the publishing houses in giving to our people a discount of twenty-five per cent on the retail price of "Patriarchs and Prophets," for the first six months after its issue; and we recommend that the same liberal plan be adopted with subscription books brought out in the future, but we do not approve of the plan of issuing them in the popular or trade editions.

7. *Resolved*, That we express our thanks to Dr. J. H. Kellogg and the Sanitarium for the pleasant entertainment of the district and State agents, Thursday, February 25.

8. *Resolved*, That we express our thanks to Capt. C. Eldridge and the Review and Herald, for the many generous courtesies extended to this convention, and to the agents in the field.

9. *Resolved*, That we express our thanks to our worthy chairman, L. C. Chadwick, for his impartial and courteous rulings during this convention, and for the careful and efficient manner in which he has presided at all our meetings; also to the secretaries Messrs. C. G. Howell and E. J. Hibbard, for the faithful performance of the duties of their office, and for their careful work in editing the *Bulletin*.

In harmony with the request found in Resolution No. 1 of the above miscellaneous list, the entire proceedings of each day were printed in form of a daily *Bulletin* which was furnished to delegates and all others who attended the Convention. From these daily *Bulletins* have been condensed the important reports and resolutions found in the foregoing pages.

The rules agreed upon by the adoption of Resolutions 2 and 3, were followed during the convention, and were a great help in dispatching business.

All of the standing committees except No. 10 complied with the requirement of Resolution 4, and their papers are found following their resolutions which were adopted.

# THE HOME MISSIONARY.

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Price, 25 cents per year.

L. C. CHADWICK, {  
DAN. T. JONES. } EDITORS.

## CONVENTION NOTES.

FORTY-FOUR different persons were enrolled as delegates to the convention, as will be seen by referring to the list on page 2.

THE committees all entered upon their work with earnestness, and to them is due much of the credit for the large amount of business which the convention dispatched.

ANY tendency towards monotony was always removed by a short speech from the ever-ready, good-natured agent of District No. 6, and California, Nevada, Utah, and Arizona.

TWENTY-THREE meetings were held, with a prompt and regular attendance of the delegates, and from 200 to 250 interested spectators who listened attentively to the discussion of plans and methods of work.

NOTWITHSTANDING his many pressing duties, the cheerful countenance of Ex-General Canvassing Agent Eldridge was invariably found at the left of the chairman, where he assisted, both by indorsement and objection, in dispatching the business of the convention.

THE delegates to this convention represented a constituency of more than 1,000 Christian canvassers, scattered in all parts of the earth, who sold \$800,000 worth of books during 1890, and who without doubt will sell more than \$1,000,000 worth during 1891.

ALL who listened to the reports were impressed with the widely-differing circumstances which are found in the various fields that were represented. In the large cities of thickly-populated District No. 1, one delegate described how the agent finds twenty families in a single house, and the need of some scheme being devised for selling books through the speaking-tubes; while in sparsely-settled District No. 6, the convention was informed that quite frequently the agent has to go twenty miles from one house to another.

PERHAPS no hour was more profitably spent during the entire time of the convention than the one occupied by the district and general agents in describing their methods of conducting canvassers' institutes, a condensed report of which will be found on pages 25 to 31.

THE keynote of success was struck by a Southern delegate, when he said, "We want consecrated men who will come to our field and work because the field needs them." Consecrated men; more thorough instruction; faith in the Lord and in his work, and stick-to-it-iveness will succeed.

AN excellent spirit prevailed in all the meetings. The delegates were there for a purpose. They came both to impart and receive instruction, and although much earnestness was at times manifested by some in advocating measures in which they were specially interested, the decisions reached were in nearly all cases unanimous.

ALL were glad to greet again the familiar face of H. P. Holser, who was among the few that labored so hard to inaugurate our present well established systematic method of conducting our subscription-book business, and who has spent three years in a successful connection with our publishing house at Basel, Switzerland. He hastened his return to America in order to attend this convention, and his assistance was highly appreciated by all.

IF those who regard the canvassing work as being a dishonorable occupation because of the course of some dishonest book agents, could have attended this convention where every meeting was opened with earnest prayers for the blessing of God upon the deliberations of the delegates, and also upon the laborers in the field, we are sure they would have agreed that the subscription-book business, if conducted honorably, is an honorable vocation.

NOTWITHSTANDING the marked contrast in the circumstances in different parts of the great field, it was mutually agreed by all that the interests of the work of God are the same in every State and in every land, and that the same general principles apply to the canvassing work regardless of location or circumstances. The convention was agreed on all general principles, and wisely leaves those who have the management of the work in different localities to arrange the details according to their circumstances.