



The Result of House-to-House Witnessing 1929

United States	Harp	Deliverance	Creation	Reconciliation	Government	Life	Volumes of Studies	Misc. Books	Total Books	10c Booklets	5c Booklets	Total Literature	Total Obtainers	Total Hours	Average Number Workers
Classes	116,675	82,573	100,730	76,961	97,747	57,980	7,350	32,410	572,426	864,562	1,485,447	2,922,435	1,964,727	843,552	3,900
Auxiliary	31,045	24,283	29,526	24,088	26,719	8,601	3,269	10,568	158,099	167,713	172,029	487,841	220,017	179,496	409
Total Classes and Auxiliary	147,720	106,856	130,256	101,049	124,466	66,581	10,619	42,978	730,525	1,032,275	1,657,476	3,410,276	2,184,744	1,023,048	4,309
Pioneers	237,176	223,593	241,020	177,666	202,280	47,776	17,416	37,542	1,184,478	855,616	393,522	2,433,616	957,674	910,356	834
Grand Total	384,896	330,449	371,285	278,715	326,746	114,357	28,035	80,520	1,915,003	1,877,891	2,050,998	5,843,892	3,142,418	1,933,404	5,143

1930 Territory Reports

Colporteurs to Cooperate with Class Directors

On account of some of the service directors' not knowing in advance about the information which would be called for in their annual territory report to the Society, they failed to keep a complete record of the class activities during the past year. When the report was requested they were unable to furnish the complete data. In order to safeguard against a recurrence of this situation, directors and colporteurs are asked to read and follow carefully the following instructions:

Directors, or their duly appointed assistants, are to keep a record of the books placed in EACH town assigned to the class, books placed in rural territory to be incorporated under the town from which the rural routes emanate. The information required to be kept for EACH town will be the SAME as required from week to week on the weekly class report card; in other words, not only the books and booklets placed as appearing on the report card, but also the hours canvassed, obtainers, etc.

In addition to keeping a record of the work done by the class workers in EACH town assigned to the class, as stated above, the same information is to be kept of the work done by any colporteurs, auxiliary or pioneer, who may be working in the class territory. In this latter case, the colporteurs are requested to cooperate. To properly do so, each colporteur working in class territory is to give the director a full report of the books placed, hours canvassed, etc., in EACH assignment received from the service director as soon as each assignment has been completed, and at the end of the year on any uncompleted territory.

This means, therefore, that a record is to be kept of all books placed in EACH town of the class as-

ISN'T IT WONDERFUL!

INTEREST RUNS HIGH

for "Scripture Studies" Special

Do You Have Your Supply of Sets?

"Thy people shall be willing in the day of thy power."—Ps. 110:3.

Letters and orders for sets of *Scripture Studies* are pouring in from the friends, classes and colporteurs, indicating the burning zeal of the truly consecrated and the willingness of the Lord's people to have an active part in the *Scripture Studies* Special Week.

Some have hesitated a bit, until they have realized that the putting out of the *Scripture Studies* at this time is really a kingdom interest committed into their hands. As they have come to recognize it as such from all parts of the country letters like the following are being received, indicating that enthusiasm for this special week is running high:

In asking for a speaker from Bethel for this week, a service director in Connecticut writes: "May I also say on behalf of the B— friends that we are going to make an effort such as never before to exalt His name. It is these drives that encourage us to carry on and stir us up in a way that no other way would. May the Lord bless your efforts in strengthening the brethren."

From Illinois a colporteur writes: "I am looking forward to having a part in the *Scripture Studies*

signment, whether the books were placed by class workers, colporteurs, or visiting class workers. In this way the director can furnish the Service Department with a complete record of the witness given during the year in EACH town of the class assignment.

drive November 10-17. Will order 7 sets." From South Dakota comes this word: "We think the drive with the *Studies in the Scriptures* a good plan and will put forth our best effort in placing them."

One colporteur in Arkansas has been telling those who have bought some of the other books about the special offer for this one week only, and writes: "I ordered a box of 7 sets, and I have 4 sets engaged in advance. . . . I feel encouraged in this work. I had feared I wouldn't be able to place them, owing to the hatred of our dear pastor's name, but I have talked of them everywhere I have gone, and have been rewarded. . . ." She then relates her experience with one man who had previously obtained Brother Rutherford's five books and to whom she was offering *Life*. He was much interested in what he had read, and finally decided to take it. "I then told him of the *Scripture Studies* and showed him the picture of them and the offer for the one week only. He said, 'When the time comes, bring them here to my office and I'll take them.' A young lady in the office heard me talking to him. When I got up to go she asked me to bring her a set of them also. She has Brother Rutherford's books and has enjoyed them also."

This letter offers a suggestion to other colporteurs and workers which might be used to advantage in making advance preparations for this special week.

From Louisiana the report is received, "I expect to do my part in the drive for the *Studies in the Scriptures*."

Mississippi also has those who are willing in the day of his power,

Interesting Letter Received

Rejoices in Cooperating in "Studies" Special Week

DEAR BRETHREN:

I want to take a few moments of your valuable time to tell you how much I appreciate the arrangement outlined in the October *Bulletin* for lifting up a standard for the people, by the special drive with the *Studies in the Scriptures*, November 10 to 17. I believe, with you, that there are a great many people who are blinded by the adversary and to whom the presentation of the 'Truth in the "Volumes" will appeal and be a great blessing.

I rejoice in the blessed privilege of having a part in this drive. It is a great privilege and blessing from the Lord to see his organization clearly, and our part therein. As is often the case, there are murmurings against the *Studies* drive. I hear them, and undoubtedly you do also. To my mind, those who take such a position do not clearly discern their proper position in the

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as this letter indicates: "Am indeed glad of the opportunity to participate in the drive November 10 to 17."

A colporteur brother who has been in the work for years signifies his purpose to cooperate, writing us, "I shall likely be in New Orleans for the *Scripture Studies* drive and work at the shipping points." This spirit of willing cooperation is one of the reasons he has been able to keep in the pioneer work so long. Surely the Lord correctly described the spirit which would be manifest at this end of the age by those whose one big desire is to serve him and honor his name.

Do you have your supply of sets for the big week? If not, place your order now so that they will reach you in time. All depots, as well as Brooklyn, are carrying an ample stock from which to fill all orders.

COLPORTEURS JUMP FROM 224,345 TO 1,184,478 BOOKS IN TWO YEARS' TIME

Work Increases 101 Percent Over Last Year

During the year beginning October 1, 1926, to September 30, 1927, a little band of full-time colporteurs worked hard all year to place 224,345 cloth-bound books. Then the spirit of the Lord stirred up the zeal of others, for his time had come for a far greater witness to be given to the honor of his name. The colporteur list began to grow. The following year's report indicated an increase of 162 percent in the total number of bound volumes placed. During that twelve-month period an average of 441 regular colporteurs reported weekly and placed 588,662 cloth-bound books. The increase was amazing. Would it continue? Some may have said, 'No, the zeal of the friends is merely spasmodic and the next year will show a reaction.' Now the time has come to give you the report of what did happen. Not only have the colporteurs equaled last year's high peak, but they have actually surpassed it. Instead of there being a decline, the average enrolment during the year 1928-1929 has grown to 1,132, and the average number to report weekly has increased 90 percent, or to 834. These have placed 101 percent more bound volumes in the hands of the people than they did during last year. Think of it! Within two years' time the average number of full-time colporteurs in the field each week has increased from 227 to 834; and the total bound books placed, from 224,345 to 1,184,478! It is almost unbelievable, but it is the truth, nevertheless. But that isn't all. In fact, besides placing over a million cloth-bound books during the past twelve months, they have disposed of 855,616 10¢ booklets and 393,522 5¢ booklets, or a grand total of 2,433,616 pieces of literature.

A total of 957,674 different families have been made glad by this literature which has been placed in their homes; and many more have received the witness at their doors without response, as the total number of hours spent in the actual canvassing indicates. This was 910,356. It would have taken one man almost 208 years, working 365 days a year and 12 hours a day, to accomplish this. Surely the Lord's time has come for the witness to be given that he is God.

Throughout the year these colporteurs have averaged 20.98 hours a week in the actual canvassing. We are glad to report that during the past few months there has been an improvement in this weekly average, and it is hoped that during the next year the pioneer colporteurs will show a marked improvement. It is because we desire to see the pioneers continue in the service that we try to encourage them to give more time in the field work. An average of 25 hours weekly should be the minimum, and, to really make a success of the work, much more time than this should be given. One would hardly expect to hold a secular position very long by giving this amount of time. Surely the Lord's work is far more important than merely working for one's daily

bread. Full time in the work is still the pioneer requirement.

Of the 910,356 obtainers, 324,636 took one cloth-bound book, 74,431 two books, 25,962 three books, 10,297 four books, 109,038 five books, and 7,786 six books. Thus it is seen that of the combination offers, the five books proved to be the most popular.

All colporteurs reporting weekly placed an average of 1,420 books, 1,026 10¢ booklets, and 471 5¢ booklets during the year, to 1,148 different people.

Truly it was a wonderful year for the regular colporteurs. Never have they left such a wide witness for the truth nor covered so much territory. While the quota of 1,400,000 books and 1,600,000 booklets was not reached, that which was accomplished was truly remarkable. With the new system of reports now being kept, it is hoped that a more accurate basis upon which to figure the estimates will enable the colporteurs to make their next year's quota.

Auxiliary Colporteur Work Shows Big Increase for 1929 Nears Half-Million Mark

Seven years ago the Society announced the opening of a new branch of the service for those who could give at least ten hours a week to the colporteur work. This was called the auxiliary colporteur service. The report at the end of that year indicated that the average number to have their names on this list each month during the year was 194. The years that followed showed an increased interest in this work until the peak year of 1924 was reached, at which time the average enrolment was 364. Then there was a slight decline until the beginning of 1928 when many of the anointed became more appreciative of their privileges of serving Jehovah. The enrolment during that year jumped to an average of 515 for each month. Of this number who have had their names on the active list, not all, however, have reported regularly, each week. As a matter of fact, during the year 1928 the average number to report each week was only 263; and during the year just closed, 409. This represents an increase of 55.3 percent over last year's record. Isn't that encouraging? We know it is, especially to those who have enjoyed the blessings received from the increased opportunity of service which this means.

A comparison of the number of books placed is equally encouraging. In 1928 the total number of books placed by the auxiliaries was 108,708. During 1929, this figure was increased to 158,099, or by 45.4 percent. This is the first year that a record has been kept of the number of booklets which have been

Chain Broadcast Prepares Field

Note the Watch Tower Suggestion

The uniformity in the activity of the classes throughout the country has been a great incentive to the weak and timid workers and has done much to encourage them, greatly contributing to the wonderful witness given during the past year. There are very few organized classes in the country now that are not in the field at ten o'clock every Sunday morning. The chain hook-up causes the Lord's message to penetrate the walls and prepare the people to receive the Lord's witnesses. The large number of brethren who have reported to this office the favorable reception they have received at the different homes during the time the radio programs are being broadcast is an indication that this is the ideal time to call upon the people. The Lord seems to bless this united action of the radio service and field service lifting up the voice and with the voice together singing the praises of Jehovah and witnessing to the people regarding the establishment of his kingdom, as well as declaring the judgments written against the Devil's organization.

If the suggestion is followed as published recently in *The Watch Tower*, to discontinue the local radio work in territory served by and accessible to the chain hook-up, and all ecclesias concentrate their resources in putting on the chain, we believe that this uniform method of attack will be much more effective than the present arrangement. It will release a number of the friends who at present have to devote a certain amount of time to radio activity and will enable them to enter the field. It will facilitate arrangement for a definite time to commence the proclamation by radio and in the field, and thus, going forth as a unit, the Lord's army will be irresistible. The Lord, through his prophets of old, particularly in Isaiah 53 and Joshua 7, seems to suggest that this method of attack is intended for this time. Therefore we suggest that all classes, in every language, arrange to cancel all services prior to four o'clock in the afternoon on Sunday and be in the field at ten o'clock ready to commence with those of like precious faith throughout the North American continent.

CAMPAIGN AFTER SET DRIVE Six-Book Combination to Be Pushed

After the November 10 to 17 drive with the *Studies in the Scriptures*, which will then revert to their original cost of \$2.50, every class should return immediately to pushing the campaign with the six-book combination in the rural sections before the extreme weather sets in and makes it very difficult to reach the farmers. There is no question that this is the most desirable time to do this part of our work. This work should commence immediately, and should continue as long as possible.

placed; so there is no basis for a comparison. However, the present results show that, in addition to the books, you placed 157,713 10¢ booklets and 172,029 *Peoples' Friend* booklets, or a grand total of 487,841 different pieces of literature. This is almost a half-million pieces of literature which have been left in the homes of 220,017 different obtainers. Of this number, 65,802 secured at least one cloth-bound book, 6,475 two books, 2,477 three books, 1,607 four books, 12,326 five books, and 643 six books.

The average number reporting weekly failed to come up to the time requirement set for this branch of the work, averaging only 8.45 hours a week in the actual canvassing; but it is hoped that the new arrangement, permitting the auxiliaries to count their Sunday time, will enable them to maintain the average of 12 hours during this coming year.

During the past year those reporting weekly placed an average of 387 books, 386 10¢ booklets, and 421 5¢ booklets, with 538 people.

sible, at least until Christmas, so that a thorough witness may be given in the rural sections before the winter sets in. In some cases this is going to mean inconvenience from cold weather and probably some snow. But we are faced with that inconvenience throughout the winter in the various secular pursuits in which some are engaged. Surely if we can endure such inconvenience to carry out our responsibility along a secular line, we should be willing to endure far more to carry out our commission from the Lord. There is a tendency on the part of some of the friends in different sections to feel that because the weather has turned a little cold, and, as a result, the work becomes less convenient, they should cease activity until the warm weather returns. However, when we realize the importance of the commission that the Lord has given his people, and the great privilege of being associated in that work, there is no possible inconvenience sufficiently great to cause us to slack our hands at this time. Therefore, from the standpoint of witnessing to the glory of the Lord, let us make this the best and most effective winter of all in which we have thus far been privileged to participate.

Let the service director and his committee plan the work carefully, seeing that the roads that are inaccessible during the later months are worked as soon as possible, and the roads that are generally kept open during the winter are left for

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CLASS ACTIVITIES SURPASS ALL RECORDS

Over 4,000 Workers in Field Weekly

Message Placed in 2,184,744 Homes

The complete report for the class activities for the past year is something that will bring great joy to the hearts of those who were privileged by the Lord's grace to have a part therein. In every branch of activity it exceeded our expectations. While some features of the quota have come short, it has been more than made up by activities along other lines that were not included in the original quota. Thus from the standpoint of the distribution of the message the year's work was an entire success.

In the *Bulletin* the local activities are dealt with each month, and in this issue a summary of the year's activities throughout the country is submitted. During the past year the kingdom message was placed in 2,184,744 homes by class workers, auxiliary colporteurs and sharpshooters. Allowing an average of five people to a home, that means that the kingdom message was made accessible to almost 11,000,000 people in the United States as a result of your activity during the past year. Surely this is a marvelous witness, the greatest that has ever been given by the classes of this country; and undoubtedly it is the Lord's doing. In the 2,184,744 homes you placed 3,410,276 different pieces of literature, or 14 pieces for each home. By "different pieces of literature" we mean either a book, a booklet, or a *Peoples' Friend*. When we compare this with the fact that there are 13,000,000 homes set apart for the classes in the United States to be witnessed to each year, it indicates that about one-sixth of the homes accepted some portion of the kingdom message during the past year. This is the greatest record that has yet been made.

As time goes on many more people will come to realize their need of more knowledge of God's kingdom and the blessing it will bring to them, so that the work of the coming year should even exceed that of the past year. Those who have received some of the literature will be anxious to get more, and their friends, who undoubtedly will hear about it, will be prepared to receive some of the literature. Therefore our prospects for 1930 are very encouraging indeed.

Viewed from one standpoint we did not reach the quota of 900,000 bound books and 1,400,000 ten-cent booklets that we set for ourselves last fall, having placed only 730,525 bound books and 1,022,275 booklets; but in addition to this we placed 1,657,476 *Peoples' Friend* during the year, which were not considered in the quota. This more than offsets the shortage in books and booklets, which was less than a half-million pieces. The quota of workers for last year was exceeded. The quota was an average of 4,000 workers a week, and we had an average of 4,300 in the field weekly. The quota of hours set was an average of four hours a worker each week, and we reached an average of 4.5 hours a worker. Taken as a whole, therefore, these figures indicate that

those friends who participated in the work during the past year have a keener appreciation of their privileges and are therefore more consistent and regular in the work, and spending more time in the service; and as a result the Lord has blessed them by permitting them to give a greater witness than ever before. We might say in this connection that the peak of number of workers dropped 400 from the peak of 1928, showing that there are fewer actual workers in the service, but, despite this circumstance, the Lord gave a greater witness than ever before. This in itself proves that it is the spirit of Jehovah upon his people that is doing the work; that Jehovah is not dependent upon human agencies, and uses them only as they are wholly devoted to him.

Unite Efforts

In connection with a united drive on the Devil's organization in the large cities, where there are a number of classes speaking different languages, it might be well to have a "get-together" meeting on a Sunday every month or so, all participating in the drive in their own territory from ten until two or three o'clock, and then assembling for testimony and refreshments, in this way stimulating and encouraging one another; for in the final analysis God's anointed are all one people with one common objective: that of glorifying the Lord. While the brethren speaking the different languages can more effectively serve people speaking that language, and for that reason should organize separately, they should not lose sight of the fact that they are all a part of the servant of Jehovah, with one common commission which all are responsible for fulfilling. They should therefore meet periodically, check up the territory covered, and see how the work is progressing amongst them and cooperate more effectively in carrying out our commission.

We hope that all classes will follow the practice of starting in the field service regularly every Sunday morning at ten o'clock, so that this united drive on the Devil's organization may be prosecuted with force and enthusiasm.

Directors' Change in Address

The Service Department of this office should be immediately advised of all changes in the address of service directors. A SEPARATE letter concerning changes in address should be addressed to this department. A notification ONLY to the Watch Tower or Golden Age department does not reach the Service Department; and, therefore, mail sent to the directors regarding service matters is frequently delayed on this account. Directors will always be certain to receive their service mail promptly if they follow this suggestion.

Colporteur Reports

As stated in the "Announcement" in the October *Bulletin*, auxiliaries are to make out but one weekly report card henceforth and to send it direct to this office. NO colporteur report is to be included in the weekly report of the class. However, each auxiliary colporteur working in class territory is to turn over to the service director a complete and accurate report of the work done in each assignment received from the class, when so completed. The information to be given for EACII district assigned is the same as appearing on the weekly report card, namely, cloth books listed, booklets, hours canvassing, combinations, etc. The auxiliary does not make out any yearly report; his yearly report data is that which he turns over to the service director in whose territory he canvasses. This same rule likewise applies to pioneers working in class territory.

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Lord's arrangement. The Lord places the members in the body as it pleases him. When the Society, established by and used of the Lord, determines upon a policy or course of action, every one who is a part of the Society must of necessity recognize that he is then bound by that policy and charged with the responsibility of carrying it to a successful conclusion. When the Lord definitely states that he places the members in the body as it pleases him, then he, and he alone, is responsible for its policy. I am convinced that he is behind his organization; therefore I rejoice to have a part in it.

I have canvassed for the *Studies* for the past fourteen years and have never known of any one to whom they have not proved to be a blessing.

Why any should take themselves so seriously as to practically say to the Lord that that which he provided for his people during the Elijah period is now unfit for food, is beyond me; and I trust that, by the Lord's grace, I may never get into a position where I would criticize him or his arrangements as his people of old did, with such terrible consequence to themselves. "To obey is better than sacrifice."

Your brother in the hope of the Kingdom,

T. S.—Massachusetts.

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a later date. By thus carefully planning the work, the most inaccessible parts of the assignment will be worked under the most favorable conditions and the main roads and cities be left for the extreme winter, when the other parts can not be reached. All the friends in the class should try to cooperate with the service committee to the fullest extent in carrying out this campaign. If the service committee should require fifteen workers to clean up a certain part of the territory before winter sets in, and only five respond for this part of the work and the other ten insist upon working somewhere else, it means that only one-third of the work that should be done can be accomplished before the winter sets in and makes the territory inaccessible.

An Ideal Provision

Rural Work Can Be Done During Fall Months on Week-Days

Undoubtedly every one who can is anxious to be out in the country during this ideal fall weather. Where the privilege of serving the Lord and witnessing to the Kingdom may be combined with healthy and beneficial recreation, those who take advantage of such opportunities receive a double blessing. Housewives and mothers who find it difficult to get very far from home because of their household responsibilities may, in many cases, be able to take advantage of these privileges, because in many cities there are arrangements to look after the small children in the schools during the noon hour. The schools provide lunches and supervise the recreation of the children when it is necessary for the mother to be away for business reasons or where the children live so far from the school that it is dangerous and impracticable for them to go home for lunch. We are advised that the care taken of the children during this period is exceptionally good.

It would be within the rights of any mother who is engaged in business to avail herself of this provision during the time, or on the days, that she is thus occupied. The Lord's business is the most important business on earth; and surely if parents avail themselves of this arrangement in order to take care of secular matters, the Lord's people who have a commission from him to be diligent proclaiming his kingdom will be glad to take advantage of it also.

In order to get permission to leave their children in the care of the school, it is necessary for the parents to make application to the school board or principal and state specifically the days they wish to do so. We understand that the cost of the meals runs from about 15c to 25c a day. On account of prejudice, probably, the school board may not consider the proclaiming of God's kingdom a sufficient reason for giving permission to leave children in the care of the school. However, there is no reason why the school board should be informed of the nature of the business which makes it necessary for the mother to be away from home. On those days when you intend to take part in the house-to-house work, all that is necessary is to state that you will be engaged in business and therefore desire to take advantage of the school's arrangement for looking after your child, or children, as the case may be.

We would recommend that the director arrange to get information as to whether there is such provision in your city, and if so, to instruct those who wish to make application for the privilege, or have some competent brother or sister do so.

Therefore real cooperation is necessary to see that the different features of the campaign are successfully carried out.

Do the People Know You and Your Message?

If You Covered the Territory Eight Times They Soon Would

It Makes Our Books Popular *Harp* Is the Leader

During the past year more territory has been covered in the United States than ever before. Pioneer colporteurs have been working in many counties which have heretofore never been canvassed, and the classes and colporteurs have been working in many remote rural sections.

On account of this some are inclined to say, 'Well, now that we have canvassed our territory there is nothing more for us to do.' But is such an attitude pleasing to the Lord? When the Lord sent Moses to Pharaoh he did not tell him to go only once, but had him return time after time. Moses did not stop until the Lord's time had come for him to lead the people out of Egypt. Likewise Noah preached concerning the coming flood, year after year. So at this end of the age, once over a territory would not indicate that there is nothing more to be done. The Lord desires his anointed at this time to continue in this work, even though it be to cover the same territory many times each year, until his due time to do his mighty act.

When you stop to consider the matter, territory should not be considered as thoroughly canvassed until it has been gone over at least eight times a year. Why? Well, perhaps the first time you call, no one is at home. The second time, the lady of the house has just had a quarrel with her husband or the milkman and feels too grumpy to listen to you. The third time she has a cake in the oven and has not time to listen. The fourth time she has on her hat and coat and is just going out. The fifth time, as you are talking to her, the baby starts crying or the telephone rings and distracts her attention. The sixth time she has been prejudiced by her preacher, listens to what you say, but will not respond. The seventh time she becomes more interested but her husband is out of work and she doesn't consider the books of sufficient importance to deny herself other things. Finally, the eighth time, you have the opportunity to talk to her when she is in a receptive attitude, and takes the books.

'But,' you say, 'suppose that the first one who calls leaves the books, then what about the other seven calls which are made?'

Much good can be done by all seven. As our mission is to educate the people concerning God's purposes, a word of encouragement can be given to get her to read the book she has. Figures show that while the five-book combination was the most popular in the combinations distributed during the past year, yet the majority were single book distributions. Hence, those who obtain one, two, three or four books can be encouraged to read those they have and to complete their sets.

If it were true that books can not be placed in territory which is recanvassed, then *The Harp*, which the friends have been offering to the people during the past eight years,

would be at the bottom of the list in the total number placed. But this year's report shows that, instead of being at the bottom of the list, it is actually at the top, leading with a total of 384,896, and *Creation* coming second with 371,285. 'But,' you say, 'this must be because of the large number of pioneers who have been in territory which has not been canvassed heretofore.' The fact is, however, that this is not the case. With the pioneers, *Creation* led with 241,029, and *The Harp* came second with 237,176. On the other hand, in class territory which has been worked repeatedly the auxiliary colporteurs show *The Harp* leading with 31,045, and *Creation* second with 29,526; and the classes reported *The Harp* leading with 147,720, and *Creation* second with 130,256. In other words, in territory which is canvassed and recanvassed, the demand for the literature is stimulated rather than diminished. One person takes a book, reads it, likes it, and tells his neighbor about it. If he does not read it, it is then time for some one to call on him and encourage him to do so.

Let us remember that we are not book agents, but witnesses for Jehovah to educate the people concerning the fact that he is God.

In this connection, we urge the friends to work all territory as thoroughly as possible each time they go over it. Why? Experience has shown that if at the first time over a territory it is only partly worked and a few books left with a few different people, the second one who calls is likely to find a great deal of prejudice. After the first worker leaves the territory the preachers soon learn of his activity. So few having received the message, the prejudice which is aroused frightens them into silence, if they have read the books, or into not reading them at all. If the territory has been worked thoroughly the books will have been left in the hands of more people, and more will have come to see whose representatives this class really are. The people are more likely to come out with favorable comments which will help to break down the opposition. Each time around, the eyes of more and more are opened to the real issue. Little by little the prejudice is broken down until, finally, certain sections which were first considered as very difficult territory become fertile fields in which to sow the seeds of truth. When the workers get into a prejudiced section, they should try to remember that even though their success may be small this time, it is their privilege to prepare the field for the next one who calls. When the work is thus considered, it becomes a real privilege to serve in this kind of territory as well as where the people listen to you gladly.

Place Name and Address on All Orders and Letters

Frequently, letters, orders for books, etc., are received which do not bear the writer's name and complete address. Try to cultivate the habit of writing at the TOP of all correspondence your name and the

Requirements for the Pioneer Work in Class Territory

Some of the friends have misunderstood the article which appeared in the October *Bulletin* regarding the pioneer colporteur requirements. Full time in the work is still the requirement for pioneers; but the import of that article was that if one is unable to give at least 25 hours a week to this work, then he would come under the auxiliary colporteur classification. By full time is meant that one is not dividing his time between secular employment and the Lord's service. Those who desire to do this should enroll in the auxiliary branch of the service, as the pioneer service has been arranged to make it possible for one to give his entire time in honoring the name of Jehovah. Of course, it is a privilege to give more than 25 hours in the canvassing; in fact, it would seem almost essential that one should do so if he desires to remain in this work. For those who can give their full time to the colporteur work but who are unable to leave their homes for isolated sections, arrangements should be made with the colporteur department to permit them to work in conjunction with their local ecclesia.

Please Work Your Own Territory

Not Somebody Else's

Some of the friends, in their zeal for the Kingdom, have failed to recognize the importance of carrying on their work in an orderly manner. They have picked up their bag of books, saying, 'I guess I'll call on the people of this town or rural section. I don't believe any one has ever been here.' They work the territory thoroughly, have a good time, and come home satisfied. The next week a colporteur who has been duly assigned to work that territory arrives, only to find that some one has just preceded him. The Society, acting upon the information at hand, has informed him that the territory has not been worked for some time and is in need of the witness. Consequently he has made a long and expensive trip to get there, instead of to some other territory where there is no one to witness to the people.

The following is a sample of the letters we receive from time to time. A pioneer writes us, 'We find that this section was covered about two weeks ago, and also about two months ago, as well as last spring, as stated on the assignment. The assignment also states that only the business section was covered last spring, whereas we find that everywhere we have been it has been

address to which you wish to have us address you. If you omit your local street address or post office box number, we presume that you wish to have books sent in care of general delivery. Some wonder why they don't hear from us, and find later that letters and orders for books have been waiting for them to call at the post office and depot, because of this omission.

Territory Arrangement

Where There Are Several Classes in the Same Assignment

To avoid confusion and needless reworking of territory where an English class and one and more classes speaking other languages are organized for service in the same assignment, it is necessary to so adjust the local territory that each organized class may have a different, yet definite, assignment to work. The order of arrangement to be followed in such a case is this:

All territory assignments are to be received through the English service director, the English-speaking director receiving his class assignment direct from the Society. It will be the duty of the English director to assign to each organized class in his territory assignment such territory as can be adequately covered by that class. Once the territory is so assigned to a class, the supervision and responsibility of seeing that it is worked no longer rests upon the English director, but will then rest solely upon the class to whom it is assigned. Whenever additional territory is needed, or whenever a reduction is found necessary, such adjustments are to be made through the English director.

covered. Brother ——— told us that he had worked a part besides the business sections (to which he was assigned) and that he had worked one of the main roads from here. Brother and Sister ——— of the ——— class told us when we passed through there that they worked here in the summer, and we are also told that other workers were here."

All, of course, rejoice in seeing so thorough a witness given, but how much better it would have been if the friends who desired to work in this territory had first obtained assignment of it from this office and, upon its completion, had made a report to us as to just what had been done. With this information at hand, we should have been able to suggest to this colporteur that, instead of his making a long and expensive trip to this territory, he might spend his time, strength, and money to a better advantage in reaching a section of the country that had not been so recently covered.

Our correspondence indicates that some classes have not been observing their territory boundaries and that some colporteurs have thought it is their privilege to work wherever they please. Consequently, from time to time these misunderstandings and confusions arise, sometimes resulting in a real hardship to colporteurs. If all the friends cooperate, a more thorough and orderly witness can be given throughout the entire country. In the interest of the Lord's work as a whole, and your brother or sister in particular, let each worker be sure that he works in territory that has been duly assigned by the Society or, if he be with a class, by the class service organization.