

INFORMANT

FEBRUARY, 1937

BROOKLYN, N. Y.

Campaign with "Uncovered" Begins Feb. 15

Three Million on First Run Petitioners to Be Served

Are You Ready for the Campaign?

Jehovah's people throughout the land worked hard during last August and September in obtaining signers to the national Petition calling for a debate by radio between the Catholic Hierarchy and Judge Rutherford. Did the Hierarchy and their allies come across with the proper action in accordance with the expressed wish of millions of American people and co-operate in arranging the debate? Of course they did not. The Hierarchy has refused. Yet the 2,630,000 Petition signers have not signed in vain. The Hierarchy might succeed in ignoring the work of some man or men, but not the work of Jehovah of Hosts. God grants the petition of honest-hearted persons, and gives his people more work to do.

Brother Rutherford has prepared the Scriptural side of the issue, and this is in the new booklet entitled "Uncovered". The distribution of this booklet is important. The printing presses are running night and day for the initial printing of three million. It will in due time be distributed throughout the English-speaking world, and, additionally, in other languages in the countries largely Catholic, and this is just about all languages except the dialects of India.

What is the reason for the preparation and distribution of this publication? The purpose is to get a copy into the hands of everyone who signed the Petition, thereby showing that the Catholic Hierarchy refuses to discuss the question, and that we have submitted the truth. The truth is Jehovah's, and not man's. Never before has there been such an opportunity for an aggressive campaign on our part. We must make the most of the occasion which the Lord has arranged, and have a large share in getting this booklet, *Uncovered*, into the hands of the people.

This is the latest instrument that Jehovah has placed in our hands for our warfare against entrenched lies. Just as its name indicates, it uncovers falsehood, holds forth the truth to the people, unmask the enemies of God and man; and *Uncovered* is the weapon wherewith Jehovah's witnesses and associates must push the battle at the present time.

Get Set for February 15

The campaign with *Uncovered* begins February 15, immediately following the testimony period. The

publishers were advised regarding keeping copies of the names and addresses of the Petition signers in all company territory, and those who carried out organization instructions at that time are in position to proceed with the *Uncovered* campaign now. If your company did not do this, you would better find out from your service committee why not. You have the letter of December 21, 1936, setting out the campaign in general. It can hardly be attempted to answer the letters received relative to the details of the work with *Uncovered*, but, rather, these will be dealt with in this *Informant* for the information of all.

Place It with Other Literature

In covering the territory with the *Uncovered* booklet the publishers will have a splendid opportunity to place literature in addition to the booklet itself, and, of course, should place combinations of booklets, *Riches*, and other literature. Include *Uncovered* with all placements, so that its important message will reach as many people as possible.

Are Your Names Assorted?

The work of assorting the names of Petition signers in order of territories should be about completed now, in accordance with the preceding *Informant*, which stated: "Get all your names in territory order, so that they can be turned over to the publishers with the assignment of territory. Names from outside your company territory should be forwarded to the company in whose territory the names belong. If you have the name and address of the company servant or any others in that company, please send these names to them for use in their territory. Names that you are unable to dispose of yourself may be forwarded to the Society, and we will see that they are sent to the proper party."

Territory for "Uncovered"

Some territories will have more names in them than others. These should be covered first, beginning February 15, and by diligent effort the territory reached with the Petition should be served with *Uncovered* in about the same length of time as the Petition work took. Since all the company territory is to be reached with *Uncovered*, leave any part of the company assignment that may not have been reached with the Petition until the last. By planning, most of the companies can even reach their rural territory wherein Petition signers are located.

The publishers should receive the territory assignments with the names and addresses therein. Work the territory thoroughly; and when you come to those places where you have the names of signers, see that they get the *Uncovered* booklet in harmony with the Society's letter of December 21. Witness to all of the territory.

"Protection" for Next Testimony Period Every Publisher in Service February 6-14

Are You Prepared for Action?

"JEHOVAH OF HOSTS" is the name of the next testimony period, February 6-14 inclusive. All of the anointed and their Jonadab brethren will be anxious to move into action taking to the people the late booklet *Protection*. A testimony card has been prepared by Brother Rutherford for this booklet. All the publishers should have one by now. Each should soon have his supply of booklets. Everyone should have his individual territory, or be prepared to go out in a witnessing group. The company servant should see to it that the territory covered during this period is not that in which you

will start with the *Uncovered* campaign beginning February 15.

Each one should have his phonograph, records, radio folders, and a witnessing case with *Riches*, *Preparation*, or other books, along with an assortment of booklets. Have plenty of *Protection*, and offer this with two colored-cover booklets, on a contribution of 10c. Two and a half million of the *Protection* booklets are already off the press, ready to be shipped. A half million are on the way to England for use there, and 300,000 are being reshipped from the Canadian branch. Hundreds of thousands are on the way to Australia, Cape Town, and other points. The Lord's servants everywhere will go forward in "JEHOVAH OF HOSTS" testimony period with *Protection*.

Consignments of "Uncovered"

Being Shipped with Orders for "Protection"

As stated in the letter announcing *Uncovered*, these booklets will be sent on consignment to the publishers. Of course, since it is those publishers in company territory that are particularly involved in the distribution of the booklets to Petition signers, the consignments to these brethren are being handled somewhat differently than for the pioneers.

Company Consignments

All orders for *Protection* and other literature on the special order blank sent out with the last *Informant* were to be in this office by January 11, and the brethren who complied with these instructions should have their stock of booklets for the testimony period in plenty of time, and their consignment of *Uncovered* along with the rest, as the consignments are being added to these orders. On the invoice covering these orders will appear the number of

Some signers will have moved in the meantime, and it is quite probable that you can obtain their new address and they can be called on by the publishers in that territory, or sent to the other company servant if in another company territory now.

It took us only eight weeks to obtain 2,630,000 signers, along with other work. We should be able to reach all of these homes in eleven weeks. Thus we shall complete the distribution of the first three million *Uncovered*, and then some, we hope. Now is the time for us to SERVE THE PETITIONERS! Are you ready for the campaign?

Uncovered sent, with the notation "No charge". These are for Petition signers and are not being charged to the company accounts. If you send in an order between January 11 and February 1 the consignment will be added to it; otherwise, after the 1st of February your consignment will be made alone. Some of those shipped for Petition signers may be used in the regular work and replaced later from your reorders.

Pioneer and Auxiliary

Practically all the auxiliaries are witnessing in company territory; so no consignments are being made to auxiliaries, but they may use from the company consignments such *Uncovered* booklets as required for Petition signers. Regular requirements may be ordered and they will be sent and charged at the regular auxiliary rate for self-covered booklets.

Many pioneers are in company territory, and they are to use from the company stock not charged to the company, the same as the auxiliaries. However, as many of the pioneers are not in company territory, and as all will wish to have *Uncovered* for field work as soon as possible, we are adding to all pioneer orders filled after *Uncovered* is available for shipment the small quantity of 100 booklets, and charging them at the regular pioneer rate for self-covered booklets. This applies both to pioneers in isolated territory, who, as a rule, will not have Petition names, and to those in company territory sending in orders, and the latter can use these booklets for which they are charged pioneer rates in placing *Uncovered* on contribution, and draw on the company stock for those placed without contribution.

Leave "Uncovered" with Every Signer

Report Contributions by April 30

Much Work to Be Done

Every signer of the Petition who can be reached is to be left a copy of *Uncovered*, and if they wish to make a contribution to aid in the publication of more booklets they may do so. If not, or if they cannot, leave them the booklet anyway; and this applies to others who are financially unable to contribute, but who wish the booklet.

You will, of course, include all placements of *Uncovered* in your regular monthly report, along with other booklets. The territory covered with the Petition last fall should be finished with the booklet by April 30, and at that time you will report, in a special letter from the company servant, the number of *Uncovered* placed with the people in the company territory by all publishers and for which a contribution was received, and the number placed without any contribution. You may accompany that letter with the contributions received for the booklets.

In making this report, the company servant will include the booklets the pioneers and auxiliaries in the company territory used from the company stock and placed without contribution; also any that pioneers use from the company stock and for which they receive a contribution. To aid the pioneers in making their expenses, however, they may retain the contributions received for the latter, except the regular pioneer rate on self-covered booklets, which amount they may turn over to the company servant for him to include in his report of contributions.

Personal Effort and Time

Carrying *Uncovered* to the Petition signers and others is a work to be done by the Lord's people personally, and not by mail. The people are to be called upon throughout the territory. Jehovah gives us more work to do to prove our love for him, and in this we rejoice.

Are You Organized for Service?

If Not, Why Not?

Study Carefully with August (1936) Informant

From the correspondence and regional reports coming to the office it is still apparent that many of the brethren did not carefully study the August (Special Issue) *Informant* and consequently their local organization is not conforming to it. A careful study of that *Informant* should be arranged for as soon as possible.

The July *Informant* contained a letter from Brother Rutherford calling attention to the fact that the term "sharpshooter" would be discontinued and that all groups were to be considered as companies from that time forth, and that the responsibility of the local organization would rest on the group and not on any one individual as previously. Despite this some of the brethren seem to think that they are still serving as sharpshooter and that they are responsible for all local activity. This is wrong. The entire group is responsible for the account, stock, and local witness work.

The company is known on our records by the name of the town where it has its headquarters, and all reports for the company activity should be headed that way. Where two or more publishers are regularly devoted to the Kingdom work, putting in 8 or more hours a month, they are recognized as a company. One of the group may be recommended as company servant, and another as secretary, but the work should not be conducted in the name of either individual, but in the name of the city where they have their headquarters. Where there are 8 or more brethren in the company and they are averaging 100 or more hours a month, that company should have a service committee to co-operate with the company servant in supervising the local activity.

In some cases where brethren formerly served as "sharpshooter" they still want to retain control of all the local activity despite the fact that there may be 15 or 20 in the company and putting in 150 to 200 or more hours a month. This is improper. The responsibility and su-

pervision of the local activity should be distributed amongst the different brethren where there is a company of sufficient size.

A study under the heading of "Company Servant" in the August (Special Issue) *Informant* calls attention to the fact that his responsibility is concerned with service, and that alone. Many of these brethren seem to have the impression that because they are company servant they must direct everything that takes place in the company, and many of the companies foster this idea by looking to these brethren to do and direct everything. The service committee should have general supervision of the company's activity and should co-operate closely with the company servant. The arrangements for meetings, appointment of study chairmen, and all things of that nature, should be taken care of by the service committee, and the company servant should not be expected to do it.

Service Committee

By virtue of their position and their relationship to the company there is an added responsibility resting upon the service committee. They should take the lead in the company's activity, which includes, of course, field service in going from house to house with the literature, phonograph, etc. They should be examples of the believers. They should recognize the 15-hour quota recommended by the Society and put forth a real effort to attain to it and demonstrate to the other brethren in the company that it is both reasonable and possible. They should aid other brethren who are faced with obstacles that are apparently insurmountable to themselves to overcome these obstacles and have a part in the service. Where the service committee is negligent or indifferent or considers itself superior to organization instructions, a great many in the company are inclined to follow a similar course. Therefore it behooves the service committee to take the lead in the various branches of the field activity. The requirements of the sound servant and stockkeeper should be carefully studied as set forth in the August (Special Issue) *Informant*.

It is not necessary that the same individual publishers call on the same people as when the Petition was circulated. Every one, those of the anointed and those of the Jondab class, can jump right into this work with *Uncovered*, and, placing this at every opportunity, and other literature as well when this can be done, make this the biggest winter in the field yet experienced. Not only take advantage of opportunities that come along, but make opportunities, by devoting extra time to the work. Any time is a good time to make these deliveries, covering the territory with *Uncovered*. Weekdays, week ends, evenings, these can be utilized.

Publishers and time. Each one can help raise these figures, and our efforts diligently applied will accomplish the purpose of the *Uncovered* campaign. This is a splendid opportunity for any of the brethren who have not gone out in the service heretofore to get started. It is so easy to call on the people when we have their names in advance; similar to calling on an appointment with them.

Do You Have Your Year Book and Calendar?

Why wait until February or March to order them? Now is the time to get your order in and get the use of them. We are still receiving quite a few orders; and there are undoubtedly a good many more who have not ordered, because of neglect. To get the full use of the Calendar and Year Book you should have them by January 1. Numerous letters have been received expressing appreciation of the "best Calendar we have ever had" as well as the "excellent Year Book". You would better get yours while they last. Year Book, 50c a copy. Calendars, 25c each; five or more to one address, 20c each.

Study Chairmen

These brethren should be the direct contact between the company servant, service committee and the brethren as a whole. Every *Watchtower* and book that is studied contains a great many references to the responsibility resting upon the Lord's people now to be His witnesses. The study chairman should see not only that this is brought out and properly discussed at the meetings, but that it is applied by the local study group to their particular assignment. He should arrange to take the brethren into the service with him regularly, see that they are supplied with the *Informant* and other necessary information pertaining to the field activity. This is particularly true in the case of people of good will or newly interested ones attending the studies.

Special Booklet Campaign Ends February 5

Old Stock Should Be Pretty Well Distributed

During the last few weeks of December and all of January a special booklet distribution was arranged whereby seven booklets were to be offered on a contribution of 25c. Two of these booklets were to be self-covered. The October inventory of the companies shows that there were five million colored-cover booklets and two million self-covered booklets in storage, and it is hoped that with this special arrangement a large number of these have been placed. We hope that you have placed all your *Prosperity-Famine and Truth: Shall It Be Suppressed?* booklets. February 5 will be the last day that this special offer can be made. Thereafter we will revert to the regular combination of six booklets on a contribution of 25c.

Are You Magazine Conscious?

Read The Watchtower and The Golden Age

The onward march of the Kingdom demands that all who will serve the Lord acceptably must be properly equipped. *The Watchtower* contains food in due season. The proper understanding of the prophecies of Samson, Obadiah and Malachi as they appear in *The Watchtower* is of vital importance to the anointed and is also vitally necessary for their companions and people of good will. *The Golden Age*, with its news of current events and their relationship to the Kingdom, is also important.

Therefore all publishers should call attention to *The Watchtower* and *The Golden Age* when they are witnessing to the people, and have subscription blanks ready to take the subscriptions. Let all become *Watchtower* and *Golden Age* conscious in the field.

Your Statement When Presenting Uncovered to Signers

Cover your territory fully with the booklets, calling upon all who did not sign the Petition, as well as those who did sign. You will give booklets only to those who signed the Petition and others who are financially unable to contribute. In presenting the matter to those who signed the Petition and whose names you have, we suggest you use the language below. But in all cases when calling on non-signers in the course of your house-to-house witnessing, do not say this special Petition introduction, but use the regular testimony card and thereafter bring the booklet *Uncovered* to their attention.

The Catholic Hierarchy charged Judge Rutherford with misrepresenting their doctrines. More than two and one-half million persons petitioned the Federal Communications Commission to have their doctrines publicly discussed by radio. The Catholic Hierarchy have refused to engage in a debate and defend their position. Judge Rutherford has prepared the Scriptural side of these questions. This booklet contains a plain discussion of those teachings. Whether you are a Catholic or not, you will want to read it carefully, together with your Bible. You may contribute towards the cost of printing more booklets, but if you are unable to do so you may have this booklet without contribution.

"Battle Shout" Heard in 78 Countries Why the Large Drop in Publishers?

Fewer Publishers Means Fewer Hours!

We have just finished tabulating the reports from 78 countries for the "Battle Shout" Testimony Period, October 3-10, 1936, and it shows that there were 132,142 bound books, 813,642 booklets, making a total of 945,784 pieces of literature distributed in this nine-day period. This is a considerable drop when compared with the last international testimony period, in April, when 235,153 books and 1,023,287 booklets

were distributed. There was also a drop in sound attendance, from 584,760 to 411,870. The most significant thing about the report, however, is the drop in number of publishers. In the campaign last April there were 46,209 publishers who reported, whereas for the October period there were only 38,230. The only item that compares favorably with the spring period is the average time per publisher, which was 10.5 in April and almost 11 for the "Battle Shout" period. This indicates that those who are working are putting forth as much effort; but why the large drop in number of publishers? There must be some among the ranks of the Lord's people who are negligent or indifferent toward their privileges of service. All the Lord's people would do well to carefully consider the recent *Watchtowers* on the prophecy of Malachi, particularly verses eight to ten of the third chapter. There Jehovah states to his people that they have failed to bring the "tithes

and offerings" into his storehouse; which means that they have been thinking more of their selfish interests than they have of the Kingdom interests committed to them. Those who really love the Lord will take this matter to heart and follow his admonition to "bring ye all the tithes into the storehouse, that there may be meat in mine house, and prove me now herewith, saith the Lord of hosts, if I will not . . . pour you out a blessing, that there shall not be room enough to receive it". There are still many opportunities for Kingdom service, and it is hoped that during the remaining months of the year the Lord's people will endeavor to make up this time that was lost.

Not all countries showed a drop in hours; in fact, it is interesting to note that in some of them there was quite an increase in time with fewer publishers. For instance, the brethren in the British Isles increased their time from 34,707 to 40,814 hours; Canada had an in-

crease from 22,289 to 27,971 hours; South Africa increased from 4,154 to 4,912 hours; and it is gratifying to note that in Northern Rhodesia, where there has been much opposition, the publishers have increased from 320 to 612 and the time has gone up from 8,961 to 10,294 hours. In the United States there was the greatest drop in publishers, from 24,441 to 18,573, and a corresponding drop in time, from 251,109 to 193,336 hours. Other countries had similar decreases in proportion to their number of publishers. With these conditions existing it is no wonder that there was a drop of more than 100,000 in bound books and over 200,000 in booklets. The thing for us to do now is to 'prove the Lord' by 'bringing the tithes into his storehouse', or, in other words, to fulfill our obligations to Jehovah by rendering the service due Him.

Below we set out a few of the outstanding items of interest received from different countries:

"Battle Shout" Testimony—October 3-11, 1936

COUNTRY	No. Pio.	No. Aux.	No. Comp. Pub.	Total Publishers	Hours	Obtainers	Books	Booklets	Total	Attend'ce at Sound Meetings
Albania	1		8	9	125	543	11	532	543	
Argentina	15	4	63	82	2,334	5,743	373	8,526	8,899	126
Australia	143	75	1,000	1,218	20,732	20,708	6,152	30,473	36,625	21,690
Bahamas	1		8	9	100	144	66	229	295	572
Barbados	6	3	20	29	309	389	109	415	524	
Belgium	19	2	95	116	1,917	5,312	141	6,749	6,890	41
Brazil	16	1	74	91	1,375	1,530	371	1,926	2,297	55
British Guiana	2		6	8	125	100	48	100	148	60
British Isles	174	112	4,253	4,539	40,814	95,117	17,366	100,998	118,364	52,138
Burma	1		9	10	106	175	109	323	432	62
Canada	107	53	2,475	2,635	27,971	22,324	8,082	32,866	40,948	40,651
Canal Zone	3	2	1	6	132	117	92	180	272	71
Ceylon	2			2	39	48	18	66	84	
Chile	5	1	21	27	524	927	94	1,356	1,450	71
China	3			4	129	261	125	338	463	
Colombia			6	6	65	53	9	73	82	
Costa Rica		2	60	62	576	297	105	282	387	476
Cuba	9	2	34	45	763	1,112	87	1,338	1,425	352
Cyprus	2			2	68	121	13	179	192	
Czechoslovakia	53	8	595	656	5,784	12,395	520	23,249	23,769	597
Danzig			76	76	245	700	27	661	688	
Denmark	44	5	808	857	8,664	22,092	4,953	37,976	42,929	300
Dominica										
Dutch Guiana	1		2	3	62	17	2	17	19	7
Dutch West Indies	2			2	120	6	3	7	10	
Egypt	3		1	4	108	129	41	204	245	
Estonia	10		11	21	617	874	133	1,642	1,775	
Finland	19	15	668	702	7,420	18,976	2,653	22,457	25,110	431
France	41	3	913	957	10,104	20,656	1,481	30,000	31,481	2,180
Gold Coast	5	7	16	28	456	401	208	348	556	270
Greece	7	3	186	196	2,074	3,840	242	4,104	4,346	
Grenada			5	5	276	114	11	127	138	
Hawaii	5	2	10	17	292	538	416	680	1,096	1,055
Hungary	13	3	82	98	1,014	943	327	2,661	2,988	
Iceland	1			1	44	34	8	125	133	
India	17	1	312	330	4,100	2,962	329	4,291	4,620	923
Jamaica	2	24	213	239	2,300	1,135	433	804	1,237	5,419
Japan	87	1	8	96	6,101	4,214		*58,511	58,511	
Java	3		9	12	149	391	142	833	975	30
Latvia	4		18	22	343	524	11	619	630	
Lebanon	3		10	13	333	362	109	702	811	
Lithuania	4		34	38	426	569	52	679	731	
Luxemburg			20	20	197	1,017	6	1,029	1,035	
Malaya	2		3	5	81	216	170	344	514	265
Malta			1	1	1	2		17	17	
Mexico	45	27	177	249	6,846	6,312	668	11,858	12,526	2,113
Montserrat, B. W. I.	3			3	62	32	23	118	141	294
Netherlands	31	9	123	163	3,175	6,196	167	13,436	13,603	28
Newfoundland	2		7	9	146	247	118	418	536	1,179
New Zealand	22	24	171	217	4,093	5,662	2,009	8,484	10,493	3,544
Nigeria	22	23	203	248	4,594	5,219	328	5,475	5,803	10,193
Norway	18	18	289	325	4,165	8,900	2,271	15,433	17,704	
Nyasaland			1,031	1,031	9,009	1,785	163	1,643	1,806	25
Panama	1	1	11	13	74	50	24	71	95	165
Paraguay	1	2		3	108	153	3	302	305	
Philippine Islands	26	7	25	58	909	1,282	387	2,028	2,415	1,270
Poland	30	11	650	691	7,093	11,662	323	9,748	10,071	329
Port. E. Africa			7	7	97	194		194	194	
Puerto Rico	3			3	38	64	23	53	76	
Rhodesia (N.)	2		610	612	10,294	758	72	856	928	30
Rhodesia (S.)			226	226	2,243	552	124	518	642	200
Rumania	11		359	370	2,940	5,367	50	7,599	7,649	
St. Helena			2	2	62	60	10	70	80	508
St. Kitts	2		4	8	109	29	9	46	55	596
St. Vincent		1		1	11	17	2	17	19	25
Saare Basin			21	21	405	388	58	497	555	250
Siam	1			1	50	148	71	274	345	
Sierra Leone										
South Africa	21	5	351	377	4,912	13,044	3,896	18,215	22,111	13,635
Sumatra	5			5	104	240	177	585	762	265
Sweden	52	32	684	768	7,784	19,634	4,278	32,813	37,091	
Switzerland	4	7	788	799	6,036	26,497	445	25,629	26,074	425
Syria			27	27	294	444	65	588	653	
Turkey	1		2	3	46	164	7	201	208	
United States	1,627	725	16,221	18,573	193,336	203,105	70,431	275,005	345,436	248,628
Uruguay	2		4	6	219	468	23	760	788	32
Venezuela	2			2	80	100	90	80	170	
Yugoslavia	15		35	50	942	1,981	174	1,592	1,766	
TOTAL	2,844	1,224	34,162	38,230	419,791	568,882	132,142	813,642	945,784	411,870
Total Testimony Period April 4-13, 1936	3,068	1,207	41,934	46,209	489,011	832,946	235,153	1,023,287	1,258,440	584,760
Total Testimony Period October 5-13, 1935	2,878	1,105	35,852	39,835	443,867	1,174,251	35,280	2,086,840	2,122,660	388,637

* Golden Age copies

CANADA

"Never before have the Canadian brethren entered into a campaign with so much enthusiasm and zeal. More hours by many thousands were devoted during this period. The 8,082 *Riches* books were placed on practically the same territory worked on two occasions with the *Riches* previously. The personal message from the president rang throughout the land like a clarion call to the army for attack. The brethren responded with obedience and joy. Without question, this is the greatest campaign period the brethren of Canada have been engaged in."

BRAZIL

"In this vast country the Kingdom publishers are few, giving the witness with difficulties, yet, in spite of heavy floods, the report shows the number of publishers and hours nearly double that of any previous campaign, with a large increase in the number of bound books placed as well as of booklets. For the first time in history we had the campaign literature and testimony card in Brazil, receiving *Riches* in Portuguese just in time for the campaign. Also for the first time the phonograph was used."

MALAYA

"An open-air cinema proprietor has shown a spirit of good will by allowing the recorded lectures to be put over his talkie equipment before his show commences and during the interval. Three times during the campaign the lectures were delivered in this manner."

NYASALAND

"The work continues to progress in Nyasaland. There were nearly 300 more publishers in action than during the August campaign, which was the previous best to date. There are so many publishers in certain districts now that there is not sufficient work for them all to do."

SOUTH AFRICA

"There were more publishers in action than during any previous campaign, and the time spent in the field shows a healthy increase also. The 'Battle Shout' was given with enthusiasm and was heard in all parts of this country. From a letter at hand from the operator of one of the sound cars we quote the following: 'A cordial welcome was extended to Judge Rutherford's lectures by hundreds of persons of good will throughout the territory, but the limit was exceeded at Eersteling, where 28 of the little community of 32 made special endeavors to be present at a transcription meet-

(Continued on page 4, column 3)

Give Them Both Barrels

The Truth in a Booklet

The Truth on a Record Uncovering Lies

As those who are zealous for the Lord contemplate the possibilities of the *Uncovered* campaign and the provisions Jehovah has made for our service they are thrilled. Just consider what can be done! We have the names and addresses of more than two and one-half million persons on whom we can make a special call with a special message, the Lord's answer to their petition. And not only that: we have all these opportunities to introduce the further means of getting the Kingdom message before them, and using it in a great number of cases, the phonograph. The publishers throughout the field should get behind this fully, recognize it as the greatest opportunity yet presented for phonograph work, and take advantage of it. What finer means of adding impetus to the phonograph work? and what could be more fitting than using the phonograph as a companion to *Uncovered*?

Let those who can take the phonograph into the field with them. Let all take it in calling on the Petition signers. Let all make appointments for back calls with the phonograph and literature in conjunction therewith. The same general procedure for this part of the service can be followed as has been outlined so frequently previously. Our job is to get the Kingdom message clearly before the people. Jehovah gives us the means whereby we may discharge our obligations, and richly blesses our efforts in doing so. Following are some experiences in the use of the phonograph:

"Presented the testimony card to a lady who said, 'Not interested.' Then I said: 'I have here a five-minute educational lecture.' Taking it for granted that she wanted to hear it, I simply reached for the phonograph and put on the lecture 'Fathers'. The lady listened very closely, and even stepped closer as if to catch every word of it. At the conclusion she said: 'I have been a Catholic all my life and have thought it proper to call a priest "father"; but this is the first time I heard the Scriptural explanation on the word "Fathers". Is this record in the book [Riches]?' I said, 'It is.' She said, 'I will take it.'"

No More Thirty Dollars

"Another, a man, on hearing the lecture 'Purgatory', said: 'The last time I paid the priest for masses it was thirty dollars; but no more now. I will take those books [Riches and three booklets].'

"I have been very successful in my territory with the phonograph, and consider it a God-sent means to break down prejudice and to open the blind eyes, as well as to make the testimony very effective and the issue very clear.

"Another very important point in presenting the phonograph is: You must realize yourself how important the message contained upon the records really is; and instead of timidly asking, 'Shall I play you a record?' quietly say, 'I have here for you a very important public announcement which you are entitled to hear.' Jehovah's purposes are important public announcements. Then proceed to play the phonograph with dignity becoming the Lord's messenger; and nine times out of ten nobody will say a word."

A New Song

"Another: When a cold, uninteresting face, or even a stern one, answers your call, say immediately with enthusiasm: 'I have a message of good cheer. I have the Kingdom message for you, and the Kingdom message is music: the phonograph, records, everything; I shall play it for you.' And nine out of ten times they will say, 'Let us hear it.' And although they sometimes remark that they thought it was to be music, at the conclusion they have to admit that it is the sweetest music they have ever heard. I never carry musical records."

Lunch-Room Service

"Another: Survey your territory as to lunch rooms, barrooms, barber shops, etc., where people congregate, and put on a record such as 'Peace Messengers', 'Comfort', etc., and show the proprietor what a very useful thing it would be for his customers to hear such records. Tell him that we are willing to co-operate and to arrange two or three times a day or in the evenings to play for him. Again, in most cases permission will be granted to play to constantly changing audiences, at the same time giving you an opportunity to rest up a little while the machine is doing the work, you only at the conclusion making suitable remarks and offering the books for their further information. This works very well; and I have had on some days as high as fifty or sixty in my phonograph audience."

Places Literature

"While going from house to house one day, I met a janitor who was busy cleaning an empty apartment. He said that he would take the book *Riches* and three booklets if I were to bring them to his home, as he had no money with him. I called on him Sunday afternoon, with the phonograph, and found his family at home as well as several visitors. They were all pleased to listen, and so I played a few lectures. They all appreciated them very much, and entered into the discussion freely, with the result that not only did the man take the combination he ordered, but his wife took four more books, one of his guests took *Riches*, and another contributed for three booklets. Made arrangements to call again, and that time some other guests were there, and I placed a *Riches* and three booklets with them. Then they were willing to co-operate by playing it to their friends, and so I left the phonograph with them, and, upon returning, found that they had listed six times that they had played it for their friends. Called again later on, and they enjoyed hearing some more, and subscribed for *The Golden Age*.

"I find that the phonograph not only helps place the literature, but makes for friendly understanding between the one witnessing and the one getting the literature. Also, it emphasizes the educational type of our work and makes the matter of contribution seem merely incidental to it, which it really is. I certainly thank the Lord for this handy instrument which is such a help in witnessing."

"Some of my recent experiences with the phonograph have convinced me that the Lord is using this means to further the great witness work now being done. It is especially favorable for me, since I cannot speak English very fluently; in this respect the phonograph has spoken more eloquently than I could ever hope to.

"An elderly gentleman, when I called on him the first time, took some of the booklets, and I arranged with him to call back with the phonograph. He said he had lost his wife,

and that she was the dearest thing to him; that his life after her passing was empty and gloomy. After hearing some of the records he rejoiced greatly, and expressed himself by saying that he has everything to live for now, and is looking forward to the time when he will again see his loved ones. He offered a voluntary contribution to the work, and now has almost all the books in his possession."

Prisoner Released

"Another elderly gentleman told me that for thirty-five years he had gone to the churches, with the desire of gaining an understanding of the prophecies of the Bible, but had never received any satisfaction. After hearing some of the recorded lectures by phonograph, he subscribed for *The Golden Age*, took some literature, and said that this was the only means whereby anyone can hope to get any explanation of the Bible prophecies and an understanding of the Scriptures."

New Publishers

"Visited a Catholic family with the phonograph. After hearing the records the mother said she had been seeking the truth for years, and at last had found the only true explanation of the Bible. The family subscribed for *The Watchtower* and *The Golden Age*, have all the books and booklets, and are actually active workers, who in turn are using the phonograph in the witness work; and they have a study meeting in their home."

Starts "Riches" Studies

"I visited a lady the other day who already had the *Riches* book and other literature. I asked if I could come back with the phonograph. At first she hesitated, saying that her husband was against the truth. But finally she consented. When I called with the phonograph I was invited in, and after playing the records 'Religion' and 'Fathers' the man of the house got up and said to his wife: 'I told you religion was all the bunk! Judge Rutherford tells the truth!' The next time I called with the phonograph there were four very attentive listeners, and there is now the prospect of commencing a *Riches* study meeting. By the way, this man asked me privately to help his wife along these lines, for he could see this is the truth; and he took six booklets.

"When the *Riches* book first came out I gave a copy of it to a young man. Later on I called on him with the phonograph. After hearing the records he was very much enthused. We arranged for a study meeting in his home. He puts in from forty to seventy hours per month in the work, and he is very active and energetic and zealous. He plans on entering the pioneer service during the summer when he is not at school.

"My experiences with the phonograph have shown me that it is very helpful to arrange these phonograph meetings for a time when they have more time to listen, and when it is most convenient for them, so that they may give more attention to what is being said. The Lord has always bestowed his special blessings on these meetings; and I hope to continue using the phonograph to the praise of Jehovah God, in aiding the great multitude to behold the blessings and privileges which the Lord has in store for them."

(Continued from page 3, column 4) ing. We were thanked publicly by one of the audience at the end of the meeting and many kind words were expressed in appreciation of the Lord's truth."

Phonograph Orders

A few months back we announced that we were able to fill phonograph orders immediately. We appreciate very much the response the brethren have made in sending in their orders. We have been swamped. We are glad of it. If you do not receive your phonograph for two or three weeks after your order is placed, do not think your order is lost. We are filling orders according to dates when received. However, do not let this notice cause you to hold back sending in your order. Do it now.

Rebuild Your PTM

If you have a portable transcription machine that was made at 117 Adams Street, the 6-volt wet-cell battery type, this can be rebuilt into a No. 3 sound car equipment at not much additional expense. This we can do during these winter months, and your equipment will be ready for use in the spring and summer. Write for further information about rebuilding your machine.

Three Months' Comparison

	1936	1935	Difference
Books	428,006	421,743	6,263+
Bklets.	2,529,763	4,188,115	1,658,352—
Tot. Lit.	2,957,769	4,609,858	1,652,089—
Av. Pub.	22,522	21,286	1,236+
Fld Hrs	1,327,334	1,346,357	19,023—
Obt's	1,600,621	2,341,426	740,805—
Snd Att	2,256,105	2,629,531	373,426—

The first three months of the fiscal year 1937 are compared with the same period last year. This comparison reveals some very significant, if not altogether joyful, facts.

Only two branches of the service show an increase; that is, the number of publishers and of the bound books. There has been a decrease in the number of hours despite the fact that we had almost a six-percent increase in publishers. How is this accounted for?

This year we are permitted to count sound time and back-call time and still we have a decrease. The answer is right up to us as individuals. We are not putting the time in the service. This can be remedied only by each and every one's recognizing his responsibility in this respect, recognizing to what extent he is responsible for this decrease and then charting a course that will result in a more effective witness.

Weekly Service Meetings

Published Every Other Month

Outline for weekly service meetings will be mailed with the *Informant* every other month. Sufficient copies will be sent to supply the company servant and service committee. We have received a great many letters from all parts of the country expressing their appreciation, as these outlines are a great help in conducting the weekly service meetings. Requests for supplying copies for all the brethren in the company cannot be met, as this is not practical or necessary. These outlines are prepared for the company servant and his assistants for the carrying on of the service meetings. You may, however, place a copy of this outline on the bulletin board so that the brethren may have the information in advance. Every other month the company servant and service committee will be expected to prepare a similar outline covering the various features of the service. For the month of February you should prepare your own outline.