



IBSA Week Report, May 19 to 26

| | Number of workers reporting | Average num- ber of hours per worker | Total books sold | Total 10¢ booklets sold | Total 5¢ booklets sold | Total literature sold | Total purchasers | Average number sales per worker |
|--------------------|-----------------------------------|--|---------------------|-------------------------------|------------------------------|-----------------------------|---------------------|---------------------------------------|
| Classes | 7,041 | 8.93 | 46,824 | 77,301 | 30,909 | 155,076 | 77,329 | 10.98 |
| Aux. Colp's | 470 | 19.00 | 8,391 | 10,358 | 3,096 | 21,845 | 9,279 | 19.74 |
| TOTAL | 7,511 | 9.54 | 55,215 | 87,659 | 34,005 | 176,921 | 86,608 | 11.53 |
| Reg. Colp's | 1,037 | 32.89 | 41,465 | 34,012 | 10,150 | 85,627 | 32,745 | 31.58 |
| GRAND TOTAL | 8,548 | | 96,680 | 121,671 | 44,155 | 262,548 | 119,353 | |

What the Classes Did

7,511 Workers in the Field
9.54 Hours

Big Sale on Bound Books

IBSA Week has come and gone. We are glad to tell you that the results have been beyond our expectation. The table shown above indicates that we have just terminated the greatest distribution of the Kingdom message that the United States has ever witnessed in so short a period of time. There had been a greater number of workers in the field in the past, but never at any time had the number of hours been put in the service in so short a period as were put in during IBSA Week.

The total average time for auxiliary colporteurs and class workers was 9.54 hours. In this, 7,511 workers participated, making a total of 71,651 hours, or nearly 9,000 eight-hour days. During this period 86,708 different parties purchased one or more books or booklets. In these purchases there were 55,215 bound books. This is more bound books than were sold during any four-week month this year. The same excellent results are evidenced in the sale of ten-cent booklets. There were 87,659 sold, which is more than were sold during any one month this year, with the exception of April, during which month 200 more booklets were sold than during IBSA Week. Surely this is a marvelous record, indicating that the Lord's blessing was upon those who used their faculties to glorify His Name.

A comparison with last year's May IBSA Week figures also is interesting. During the same period last year there were 45,814 bound books sold, or 9,401 less than were sold in IBSA Week this year. During IBSA Week this year we had 440 less workers in the field in the class service. Nevertheless, because of added zeal and activity, the Lord blessed their efforts in a larger distribution of the bound books. The sale of ten-cent booklets last year was 90,885, against 87,659 this year, or 3,226 more than this year. That was doubtless due to the fact that efforts were concentrated on the distribution of the five-book combination. There were 7,000 less of the five-cent booklets sold this year, making a total of about 10,500 booklets

(Continued on page 2, column 3)

Auxiliary Results

Average 19 Hours Work
Placed 21,845 Books and
Booklets

The auxiliary colporteur division of the Lord's army bombarded the enemy with 8,391 books, 10,358 10c booklets, and 3,096 5c booklets. The total ammunition poured out was 21,845 pieces of literature. When the call to battle was sounded, 470 responded, and these have reported as being on the battle-front for an average of 19 hours during the week. There were 143 'casualties', by which we mean that this number of those on the list have not yet reported. We hope that these will rush in their reports so that we shall know that they have not been lost in "no man's land". Some of the literature was left with each of 9,279 prisoners in the enemy's camps.

Like the regular colporteurs, the auxiliaries have been stirred with a burning zeal to "turn the battle to the gate" and have put forth a special effort in canvassing for the five-book combinations, selling 927 of these, as compared with 306 two-book combinations, the next highest.

Bethel Family Report

47 Books and Booklets Per
Worker

Had a Splendid Time

We feel that you would be interested in the report of the Bethel Family also during IBSA Week. Therefore we are glad to say that 184 members of the family were out in the service during the last three days of that week and were able to place 2,239 bound books, and 4,960 ten-cent booklets and 1,365 five-cent booklets, or a total of 8,564 books and booklets. This means an average of 47 books and booklets per worker. The family much appreciated this season of fellowship with the field-workers everywhere. The occasion was one of much blessing to them, as evidenced by the expressions of the different brethren at the conclusion of the three days of field service.

Even though there were 143 who did not report, the final results show a marked improvement over that which was done at this time last year. Not having tabulated the full eight-day period for 1928, but

(Continued on page 2, column 3)

Pioneers Make
RecordAverage 32.89 Hours During
the Week

There were 85,627 books and booklets sold by the regular colporteurs during IBSA Week. Of this number, 41,465 were books, 34,012 10c booklets, and 10,150 5c booklets. The largest number of colporteurs in the history of the church participated in this great drive. Reports have been received from 1,037 so far, and it is apparent that there are still a few more to be heard from, since we have 1,217 enrolled. If you are one of the 180 who haven't reported, please hurry in your card so that our records may be completed.

How these 1,037 did work! In spite of the rain which, it appears, prevailed throughout the country for from three to four days out of the eight, this army of 1,037 plowed through muddy roads and weathered the storms for an actual average of 32.89 hours. This is short of the 40-hour goal that was hoped for, but we really are elated with this figure, in view of the prevailing conditions. It but demonstrates again that those who really love the Lord will not allow anything to discourage them from singing forth the honor of His name. It was a beautiful song that was sung, and 32,745 appreciated it enough to purchase some of the literature. Of the combinations sold, the five-book seemed to be the most popular; for the total number was 4,520, as compared with the 2,297 of the two-book combinations, the next best.

Now we should like to give you an accurate comparison of this year's work with that of last May; but since the figures compiled for 1928 were for only seven days instead of eight, we are unable to do so. However, when you realize that during seven out of the eight days of May IBSA Week of 1928, 580 colporteurs instead of 1,037 participated and only 14,088 cloth-bound books instead of 41,465 were sold, we feel that you too will have much cause for rejoicing. The IBSA Week ending September 1, 1928, was better than the one in May, 1929, but at that only 749 reported selling 25,451 cloth-bound books.

(Continued on page 2, column 4)

A Quarter Million for IBSA Week

Biggest Sale of Bound Books
Ever Made

There were 262,506, or over a quarter of a million, books and booklets placed in the hands of the people during IBSA Week! That is the result of the combined efforts of all the class workers and colporteurs. When you consider that this represents books placed during a total of 105,762 hours in the actual canvassing by a total of 8,548 workers, you have a little idea of the extent of the witness that has been given in this country during this eight-day period. If the Lord had appointed but one person to do this work, it would have taken him 57 years, 11 months and 10 days, working 5 hours a day and 7 days a week. In his wisdom he has poured out his spirit on all flesh so that all of the anointed might have the privilege of giving the witness.

A total of 96,680 bound books were sold, 121,671 10c booklets and 44,155 5c booklets. As 119,353 people purchased the literature, that

would mean that probably at least half a million different people will now have the message in their home. Surely it is encouraging to see how the Lord has blessed "his sons and his daughters" as they have carried out their divine commission.

We are particularly impressed with these figures in that they demonstrate how those who are of the remnant are appreciating more and more their privileges of service. There has been more time spent in the field by the workers than ever before. The regular and auxiliary colporteurs have made records that will be difficult to equal, and the class workers have put in almost as much time as is customary for the auxiliaries. The result shows, therefore, that in hours spent per worker, this was the greatest of all IBSA weeks. In 1927 there were about 1,000 more workers in the field, with the result that the total of booklets sold was about 68,000 in excess; but the cloth-bound books sold were some 25,000 less than this year.

Rural Work, the Summer Campaign

Every Home to Get
the Witness

Maps Aid in Planning Work

The favorable summer weather has come at last and the ideal time for working the rural territory is here. However, many of the advantages available when working rural territory are often lost, due to lack of careful planning and systematic study of the territory conditions. Therefore, in making your plans for this year, arrange to get either a rural route map, as suggested in *Special Colporteur Bulletin* (Winter Edition), or a county map subdivided into townships, which can be had at the office of the county highway engineer (generally in the court house building of the county seat), or at some printing office for ten or fifteen cents. Sometimes these are handed out free as a means of local advertising. However, the post office maps are the best; for the others do not always show the highways and the homes. If the post office rural route maps can not be obtained, these latter will give you an outline of the different townships and their relationship to one another, which will be an advantage in planning your work.

Where the post office rural route maps are obtainable the service committee should take this map and carefully study the different roads, count the houses on the road and make arrangements for a sufficient number of cars and workers to work the different sections intelligently without duplicating or waste of time.

YOUR VIRGIN TERRITORY

The facts have demonstrated that each year a number of roads are ignored because they are rough and generally hard to travel, but on which from twenty to fifty farmers are found to live. These are the best possible prospects for our literature. They are hardly ever canvassed by any of the firms who usually send their men out, due to the fact that they are so far from the main highway. Some colporteurs have been known to sell from one to five books in every home in these "backwoods" places. Therefore, in planning for your rural work this year, give special attention to the people who live away back from the main highways, and see that they are worked during June, July and August, while the roads are in pretty good condition and before harvest work sets in.

THE MAP

A very good way to use these rural maps is suggested by a colporteur. "A driver's guide" is made covering the portion of the territory that the driver is going to work on any particular day or drive. This guide is made by planning a piece of typewriter tissue paper to the county rural route map just over the route you want to take and then tracing off a map covering the section of territory to be worked. Put directions on it, with the regular dots representing the homes, school-houses and churches. Draw in all the cross-roads, in fact everything that appears on the original map. When this section is to be worked, give it to the driver, with detailed instructions showing him how to get to the part where he is going to begin work. If you have two or more cars in that section of the territory, carbon copies of the section can be made for each driver, with instructions where to start and where to finish, so that one driver will not be working the territory of another driver. This plan eliminates the ne-

cessity of buying more than one map for each county.

Another advantage derived from this map is that in allotting a section to any car or number of cars care can be taken to see that there are sufficient homes on each road to keep the workers busy during the time allotted for the work. It should be made an objective for each driver to see that the section of territory assigned to the car is completed in the time allotted. Of course, where weather conditions upset your plans this can not be followed out to the letter; but generally speaking, this method can be used to advantage. This colporteur says relative to this method of working rural territory: "We have been using the rural route map system as suggested in the Winter Colporteur Bulletin, and also the two-car and flag arrangement [described on page 11 of the same]. We all like it very much and have been doing thorough country canvassing in a systematic way."

Another feature of planning your rural work is to carefully ascertain what the different districts produce. On account of the wide range of products and the great difference in climatic conditions, it is impossible to state in a general article like this just what would be the best season for working each rural section. But each director should make a careful study of his territory to see just what time of the year the farmers are most likely to have the money with which to obtain the books. In a general way, sections which are devoted to dairying and truck farming should be good to work in the spring and early summer, when the grass is green; for then the cows are giving plenty of milk and there is also a good market for early vegetables. Sections that raise wheat, oats and other grains should be good to work when the farmers receive money for their crops. In most sections grain is harvested in July and August. Corn, apples, potatoes, cotton, etc., are the fall crops; and tobacco, which is cured after it is cut, is usually not marketed until November or December.

Of course many of the farms produce several different crops; but if a study is made of the territory to ascertain when the farmer is most likely to have the money with which to buy, and he is called on then, it will be possible to place more literature; and this will also serve as an encouragement to the workers. The same principle applies to local industries also. If all conditions are taken into consideration and the workers are placed in the sections when the people are likely to have the money a thorough canvass should be made of the entire assignment at the best seasons of the year. Class workers can assist the director in securing this information by filling out the complete information on their workers' slips.

It will be found that if consideration is given to these various points it will materially help in the distribution of the message in these sections; and the friends' being able to get better results from the efforts put forth will be a source of encouragement to them.

Order Blanks on Hand

We recently shipped to the different classes a three-month supply of order blanks to be used for ordering literature. Some of the classes have already used most of these blanks. Where any more are required, an order may be sent to this office and we shall be glad to furnish more.

Special Colporteur Instructions

Colporteur Not to Serve as Stockkeeper

Our reports indicate that in some classes the stockkeeper appointed is also an auxiliary or pioneer colporteur and in many cases the class and colporteur stocks get so mixed that it is next to impossible to know what belongs to the class and what to the colporteur. This has worked a hardship to the colporteur and to the class. We request therefore that arrangements be made that the stockkeeper be some one other than a colporteur.

Who Is Entitled to Class Rates on Books?

When interpreting the January *Bulletin* regarding the number of hours necessary to get books at class rates some of the directors have gone to the extreme of insisting that the workers sign a card or a slip of some sort before they can receive the literature at class rates. It was not the intention of the Society that this should be done. It is up to each individual to determine whether he is spending on an average of three hours a week in the service or not. It is entirely between himself and the Lord. If any misrepresent the facts for the purpose of getting the books at class rates without complying with the time requirements, they are answerable to the Lord, and not to any human being. Therefore, any brothers or sisters going to the stockkeeper and requesting books at class rates indicate that they are putting in the necessary time to entitle them to such rates.

(Continued from page 1, column 1) less than last year. But this is more than offset in the 9,400 bound books that were sold over last year's figures, for each bound book contains approximately six times as much information as the ten-cent booklet, and constitutes a more permanent witness. The report is encouraging also from the standpoint of the sale of bound-book combinations. There were 8,022 bound-book combinations of all sorts sold, against 20,797 single bound books. Practically half of the bound-book sales were combinations of two or more books. Therefore, from whatever standpoint this IBSA Week's activity is viewed, it only emphasizes the thought that the Lord's blessing was with his people.

Much could be said in favor of every feature of the work, but space forbids us to go into much detail in this *Bulletin*. There was only one disappointing feature in evidence, and that was that 91 classes did not report at all. It would seem that classes that are not sufficiently interested in the Lord's work to either report their activity or send in some explanation of why they were unable to cooperate with the rest of the church throughout the earth during this special week are not sufficiently interested or active to be retained in the list of organized classes. However, we do not want to cast a shadow over the excellent results of IBSA Week by dwelling upon this feature; but in fairness to the classes that did report we want to say that even the excellent results that were obtained might have been still better if all classes had fully reported.

(Continued from page 1, column 3) only the seven, we can not make an accurate comparison. Nevertheless, we believe that you will rejoice to know how much better you have done. During the seven days of

Remittances and Orders

Colporteurs have probably noticed that a new plan has been adopted recently of acknowledging with a letter all remittances received to be credited to their colporteur accounts. We are doing this so that you will not have to wait for your monthly statement to know whether or not they have reached this office safely. In order to know where to address these acknowledgments, we ask that you be sure to give, at the top of your letter, your full name, street or box number, city and state to which you desire the acknowledgment sent. Otherwise it is likely to be misdirected and never received by you.

ORDER BLANKS

In this connection, we would again remind the colporteur to be sure to use order blanks in making orders for books. It greatly simplifies matters here and aids in the proper filling of the orders. Also please remember to put your complete address at the top of the order. When you do not do this, shipments are likely to be sent addressed to General Delivery. The freight agent then sends the arrival notice to the same address, while you may be looking for it to be delivered to your residence or post office box. When you finally call at the depot, you find the books there with an additional storage charge to pay. If you cultivate the habit of putting your name and full address at the top of all correspondence, it will prove to your own advantage and will aid us materially in giving you better service.

Some colporteurs wonder why they do not receive report cards, when they just state on their last card that they are in need of more. It is because they do not follow instructions and order on the special "order supply" slips which are provided for that purpose and their request is never received by the order desk. In order to assure your receiving supplies which are needed, please always use one of the "order supply" slips.

(Continued from page 1, column 4)

Some have worked very hard during this week, hoping to be able to report a lot of books sold. Whether you actually sold many or only a few, we want you to know that the effort which you have put forth in this great work is equally appreciated. After all, that which really counts is your love for the Lord which has prompted you to make this special effort. It makes us very happy when we see such a spirit manifested, and we feel that the sister who wrote us, "I've just completed the most wonderful week I've had in my life," expresses the consensus of opinion; for it was, indeed, a wonderful week.

May, 1928, IBSA Week, 302 auxiliary colporteurs reported, as compared with 470 for the eight days of this year. These sold a total of 4,199, as compared with 8,391 for 1929. The comparison with the second IBSA Week in 1928 is more nearly the same; for the 452 reported having placed 7,595 books during the seven days. But there is still an increase over the peak of last year, which gives the auxiliaries their greatest IBSA Week.

The zeal with which you have entered into this special drive, giving almost double the amount of time of your weekly requirement, is a real inspiration to us, and we are sure that the week has been a happy one for you.