

BULLETIN^{FOR} Jehovah's witnesses

OCTOBER 1, 1931

TESTIMONIES TO DATE 9,428,003

TESTIMONY WEEK - NOVEMBER 7-15

"Vindication" and "Kingdom" to Be Offered to the People at 40c

The Lord Is Leading His People into Action

The Notice and Warning Must Be Given

During Testimony Week, November 7-15, the *Vindication* book is to be offered to the people, with the *Kingdom* booklet, for 40c. The significance and importance of placing these two latest publications with the people as speedily as possible cannot be overstated. The message they contain is of vital importance to the rulers and the people now.

The experiences of Jehovah's witnesses during the past two months in serving notice upon the rulers and the people concerning the expressed purposes of Jehovah have developed a directness and aggressiveness in the Kingdom work, undoubtedly directed by Jehovah himself, never before undertaken, and this should be maintained throughout our future activity. Our activities, however, are not to be limited to the serving of this notice upon the rulers and the people and announcing God's judgments, already written, against the "man of sin" and others who have defamed the Most High, but, in addition, a very important message is to be carried to the people now. The world is facing the greatest distress of all times; Armageddon is impending. Some people will be shielded, protected, carried through the trouble and blessed because of their obedience to the Lord's requirements. The Lord lays upon his witnesses the responsibility of carrying the message of his requirements to these people. *Vindication* contains this message in a very particular manner. No one who has read the book and made a careful study of it with the Scriptures can have a shadow of doubt in his mind regarding this. The third chapter of Ezekiel emphasizes the responsibility resting upon Jehovah's witnesses to see that this message is carried to the people that those of good will may have an opportunity of embracing the Lord's provision for their deliverance.

When we consider the very remarkable way in which the Lord, during the past year, arranged for the campaign work performed by his anointed, we are convinced that Testimony Week follows most logically the Columbus Convention and Witness Week. On those occasions the Lord's notice to the rulers and the people was presented and served upon them and undoubtedly opened the way where the Lord's people

can unitedly carry the message of God's organization contained in the *Vindication* book, which shows his judgments upon those who oppose his kingdom and his arrangement for the blessing of the people of good will. And with that very evident assurance of the Lord's overruling, each one of the anointed will with joy desire to enter into this campaign.

Vindication and the *Kingdom* booklet for 40c make a most desirable combination, well within the reach of everyone. Present it with the same confidence, dignity and directness that you presented the *Kingdom* booklet alone and there is not any doubt about the people's being impressed and taking it. In fact, if anything, this combination should be presented with even greater enthusiasm and assurance because of the fact that *Vindication* added to the *Kingdom* booklet makes it a most important message for the people, and should be presented as such. Who knows how many of those who take this combination from you will be thus marked in their foreheads and pass through the time of Armageddon?

Plan Now for "Vindication" Campaign

Witness in Territory Not Yet Worked with *Kingdom* Booklet

We Are Not "Canvassers", but Witnesses

Arrange to continue working urban territory, particularly the larger cities and towns where the common people have not yet been served with the *Kingdom* booklet, so that both publications may be

used during this campaign. Each one of Jehovah's witnesses connected with either the large or the small companies of his people, and isolated brethren, should put in at least 10 hours, or give 50 testimonies, during the drive. All of Jehovah's witnesses in the pioneer and auxiliary colporteur branches of the Lord's army should average at least 40 and 20 hours each, or 200 and 100 testimonies each, respectively, for the drive.

It was noted that in territory where the friends used the method of presentation recommended by Brother Rutherford in the September *Bulletin* they obtained much better results than those who did not, and this is only what is to be expected. That method of presentation is clear, concise, direct and dignified. It placed the facts in the proper relationship to each other, so that the prospect could easily get your point. It placed the Kingdom witness work in a dignified position in the minds of those who listened to the presentation, lifting it out of the realm of canvassing, high pressure salesmanship, or any other method that might endeavor to take advantage of the people and leave them something that they did not understand or want. The time has come for all such methods to be put away by Jehovah's witnesses. He says to his witnesses, "Speak with my words unto them"; and again, "Tell them, Thus saith Jehovah." Therefore it is imperative that the Lord's witnesses, when testifying to the people, present themselves as witnesses of Jehovah, acting according to his commandments.

The words "canvass", "canvasser" and "canvassing" should never be used by the Lord's witnesses from this time forth. We are not canvassers in any sense of the word. We are witnesses of Jehovah God. In numerous places there are notices put up prohibiting canvassers, peddlers and solicitors of all sorts. If we present ourselves as any of these, of necessity the notice applies to us; but we are none of these. We are witnesses for Jehovah God, carrying his message to the people. Therefore the words "canvass", "canvasser" and "canvassing" should be replaced by the words "witness", "witnesses", "witnessing" and "witnessed" and "testify", "testimony" and "testimonies". These are Scriptural terms and are associated with the new name that Jehovah has named for his people. Consequently, each one who is one of Jehovah's witnesses should discard any of the former expressions which in any way associated the Lord's people with commercial activities.

Order VINDICATION for Testimony Week

No Consignments Will Be Made

In a previous *Bulletin* it was mentioned that no consignments will be made of the *Vindication* book. All companies, colporteurs and auxiliaries should place orders early, so that all will have them in time for Testimony Week, November 7 to 15 inclusive. Remember this week is set aside exclusively for the distribution of *Vindication* and the *Kingdom* booklet. *Vindication*, 35c each; with the *Kingdom* booklet, 40c.

Bethel Family's Part in Drive Witnesses at Headquarters Going Out 100%

In the Field 5 Days of the 9

Many Speakers Available to Serve Companies

Brother Rutherford feels that this coming Testimony Week drive is so important that he has arranged to close the Bethel home and the factory for both ends of the drive, so as to permit the Bethel family to have part in this testimony which must now be given from door to door.

The Bethel home, office and factory will be closed on Saturday and Sunday, November 7 and 8, and on Friday, Saturday and Sunday, November 13, 14 and 15 to enable all the family to have at least five whole days in the field service with the rest of the brethren throughout the earth in addition to the evening work they will be able to do within the week. This point should be kept in mind when sending in orders for literature. Send all your orders so that they

will be filled and shipped before these dates, otherwise we shall be unable to ship them.

Companies desiring the service of the Bethel brethren within a radius of about 300 miles from Bethel will be supplied as usual. The Bethel brethren will lead the friends in the field service, and will give one talk or service meeting each day, with the possible exception of Saturday, November 14, when it may be preferable in many cases for the friends to devote the late afternoon and evening to work around the home, in preparation for Sunday field service. Every company desiring such service should write immediately, so that arrangements may be made and you may be notified well in advance. In sending in an application for Bethel brethren to serve your company, please address your request to the Regional Service Department, marking it as such on the outside of the envelope.

Organization Methods Outlined for Companies

Unity in Action Essential Amongst Witnesses

The Important Features of a Company Service Organization

All Witnesses Should Acquaint Themselves with These

COMPANIES ELIGIBLE FOR SERVICE ORGANIZATION

In order to be able to properly maintain a "company service arrangement", there should be, at the very least, four members who can AVERAGE at least three workers in the field witness service working a total of nine hours a week. Companies unable to meet this minimum requirement should organize under the sharpshooter arrangement. The sharpshooter arrangement has the same status as that of a "company", with the exception that the responsibility of directing the witness work is placed upon one individual, and not upon a committee.

THE TWO PARTS OF A COMPANY SERVICE ORGANIZATION

The two parts are the *workers* and the *service committee*. The workers are those consecrated ones who take an active part in the witness service, and upon them depends to a very large extent the measure of success of the plans of action. The service committee consists of the service director, the stockkeeper, and the service treasurer. (In a small company, the director may serve as stockkeeper also, but the position of service treasurer is to be held by another member of the company and is not to be combined with any other office in the service committee.) It is the responsibility of the service committee to formulate the plans of witnessing in conformity to the general instructions received from Brooklyn.

SERVICE DIRECTOR

The director is appointed by the Society and serves as its representative. He is also the representative of the company, inasmuch as he is chosen by the Society upon the recommendation of the company. He is therefore a servant of both the company and the Society. His duties are twofold. His responsibility to the company is that of directing its witness activities in the territory assigned to it; and his responsibility to the Society is that of carrying out the instructions he receives from the office from time to time through *Watchtowers*, *Bulletins*, letters, etc.

STOCKKEEPER

The stockkeeper will have charge of all the supplies of literature furnished by the Society for the witness work. It is the duty of the stockkeeper to keep full and accurate account of the stock committed to his care. All supplies for the witness work will be obtained from the stockkeeper. The best course to follow is for the workers to pay cash for all books obtained from the stockkeeper. Credit may be extended to such workers as cannot advance the money for the books, with the understanding that it is the duty of the service treasurer to collect from them the price of the books as they are placed, and, in case the worker becomes inactive, to notify the stockkeeper, who will request the return of the books that have

not been placed. The stockkeeper should turn over to the service treasurer all the money received for books.

The stockkeeper will make out all orders for literature as may be required, using the regular *company order blank* printed especially for this purpose, and hand the order to the director for his approval. The director will send in the order to the Society. Always place orders for at least one hundred pounds.

LITERATURE IS NOT TO BE STAMPED

Books and booklets are *not* to be stamped with the name and address of the company, nor with any other information. Neither should any circular or card be inserted unless such insertion has been approved by the Society.

SERVICE TREASURER

The service treasurer will have charge of all money received from the distribution of the literature shipped to the company by the Society. The service committee will make up the account once a month, and each month the service treasurer, as the representative of the company, will pay for all literature placed during the month, turning the *money order* over to the director to forward to the Society.

COMPANY BOOK ACCOUNT

It is the privilege, and to the convenience, of the company to avail itself of the Society's credit arrangement for campaign literature. Each company whose account is in good condition may order as much literature on account as may be required, making remittance therefor as placed.

An account is considered to be in good condition when the company remits once each month for the cost value of the literature disposed of within that period of time; in poor condition when the company fails to remit at least once within three months, due to inactivity or any other reason.

A failure to remit at least once within three months automatically places the company on the suspended credit list. No credit will be allowed such a company until proper remittance is made. Each company should therefore endeavor to follow the rule of remitting once a month for the literature placed; small companies, at the very least once in three months.

Each month a statement of the company account is forwarded to the company in care of the director. It is the special duty of the service committee to examine this statement of the condition of the company account. Further, the service committee shall give to the company, through its service treasurer, an account of the amount of money that has been remitted to the Society during the month, the cost value of the books still in stock, and the amount of money on hand.

The last two items should be sufficient to balance the amount due the Society.

CORRESPONDENCE AND REPORTS

It is the duty of the director to bring to the attention of the com-

pany all instructions and communications from the Society at the first possible opportunity, so that the company may know what each worker should do to give the most effective witness.

All correspondence of the service committee with the Society is to be done by and through the director.

Promptly each week the director is to see that a report of the company witness activities is sent to the Society, on the regular weekly report card. This, regardless of whether there has been any witness work done or not. Workers are to make prompt and accurate reports of their activities to the director each week, using the regular weekly worker's report slips supplied for this very purpose.

OTHER POINTS

Workers only should have a vote in the witness plans to be undertaken by them. It depends upon them to carry out the plans, and therefore they should be the ones to determine what course of action is to be adopted.

All who vote on service matters indicate by so doing that they intend to actively participate in the witness work, and the director is therefore justified in assigning all such a portion of territory and to expect reports of activities from them.

In the event that the director should be unable, neglect, fail or refuse to carry out the instructions of the Society, the workers should bring the matter to the attention of the company and to the Society as soon as possible. It is hoped that this action will not be necessary, but the witness work in any company should not be hampered by inattention of the director.

Neither the service committee nor any member of it is authorized to involve the company in any financial obligation without first getting the consent of the company.

Literature is to be placed at the price fixed by the Society, and workers should offer literature at that price, known as the retail or public price.

COMPANY WORKERS' BOOKS

Books are shipped to the company on consignment and charged to their account at company rates.

Every member of the company engaging in the service an average of 3 hours per week, and so reporting to the local service director, shall be entitled to receive books at the prices at which the Society bills to the company, to wit, the company rates shown on the price list. Any margin between the prices above mentioned and the established retail rates belong to the worker, and it will be his privilege to contribute it to whatsoever fund in the company he may desire or otherwise dispose of it as he may see fit. If the workers themselves enter into an agreement among themselves that they will set aside and contribute to the service fund so many cents from each placement, that will be their privilege, but it should be done by consent and not by com-

pulsion. All who are not workers within the meaning of the above statement should be required to give the full retail price to the company, and the company may do with the fund what it wants to and as it pleases. In determining who shall receive the reduced rate, the matter shall be left between the worker and the Lord. If the worker comes to the service department and requests books at the reduced rate it is to be accepted that that one is putting in the 3 hours a week necessary to obtain books at that rate. If anyone misrepresents the facts for the purpose of getting the books at company rates without complying with the time requirements, he is answerable to the Lord, and not to anyone else.

Make One Call on the Rulers

If Not at Home, Leave It with Some One or Mail to Them Later

It has been found, in calling upon the rulers, that a great many of them cannot be reached in one, two, or three calls. Thereby considerable time is spent in calling upon them without getting any results. Therefore, in the future one call should be made on each ruler. If he is found at home, of course, the booklet is to be presented to him as outlined in the September *Bulletin*. If he is not at home, and his wife or some other member of the family is there, the booklet may be left with that one for him.

A good plan to adopt in leaving the booklet when the ruler is out is to have a few large envelopes with booklets in them already sealed, and instead of leaving the open booklet, to be looked through and handled by the one with whom you leave it, write the name of the ruler on the envelope containing the booklet, mark it "Personal", and leave it with instructions that it is to be delivered to him as soon as he returns.

If after one or two calls you are unable to get in touch with either the ruler or some member of his family or his secretary, then arrange to mail a copy of the booklet to him, provided the address you have is correct.

The practice of mailing booklets to the rulers is to be undertaken only when at least one call has been made in an effort to present the booklet to him personally and the address has been verified.

"jr": What Is It?

Beginning October 1 you will find on your invoices that jr stands for the first nine books by Brother Ruth-erford, in the English language. The *Vindication* book is not included in the jr, due to the fact that there is a difference in the company rate on this book. So, please, hereafter keep in mind, when you receive an invoice from this office, that jr stands for the nine books, and not the seven books as heretofore.

SURPRISE WEEK REPORTS STILL COMING IN

Country	Workers	Testi- monies	Hours	Books	Booklets	Total
To date	23,970	1,534,653	211,434	105,800	489,504	595,364
Australia	501	3,921	1,311	1,943	1,103	3,046
Trinidad	185	8,350	1,937	500	645	1,145
Total	24,656	1,546,924	214,682	108,303	491,252	599,555

WHAT A WEEK! WHAT A WEEK!

The New Price List

Kingdom Booklet 5c Until November 15

Enclosed in this *Bulletin* we are sending to the companies a revised price list, giving their rate and also the retail rate of all publications. The books listed in this price list are in stock, and may be ordered now at the rates listed. The only correction in this price list is on the *Kingdom* booklet. The retail rate on the *Kingdom* booklet will remain 5c until November 15, and thereafter it will be placed with the public at the rate of 10c, and in combination with other booklets at four for a quarter. The company rate will remain 4c during the month of October, and November 1 it will change to 5c.

To the colporteurs and auxiliary colporteurs we are enclosing with this *Bulletin* a special price list. You will notice that in this price list all the rates on the foreign editions of the books written by Brother Rutherford have been reduced. We feel sure that during the coming year a greater witness will be given among the foreign-speaking people than heretofore. With the English books at four for a dollar, and the foreign clothbound books at three for a dollar, there should be a remarkable increase in the distribution of clothbound books.

NEW REPORT CARDS REQUIRE LESS INFORMATION

Jehovah's witnesses will notice that a new report card has been prepared for the fiscal year 1932, which began October 1. This card is practically the same as heretofore, with the exception of a column having been added for *Vindication* and some of the columns for reporting persons obtaining combinations having been eliminated. In other words, it will be necessary to report only the number of persons obtaining 4-book and 10-book combinations. Those who take combinations of 2, 3, 5, 6, 7, 8 and 9 books need not be given, since a record of these two special combinations only is to be kept during this year. All books placed will be reported the same as usual.

Those who have a supply of the old report cards can continue to use them until their stock has been depleted, since this change can be noted on them. *Vindication* can be reported either at the bottom of the card or, on the Colporteur Report Cards, under the heading "WT GA Subs", provided the heading is crossed out and "V-1" is inserted.

Fill Out Report Card Carefully

It is noted in a number of report cards sent in since the *Kingdom* booklet campaign commenced that these booklets are shown on different places in the report card. These should be reported under "Miscellaneous Booklets", no distinction being made between them and the other booklets placed. All should be added together and reported in the column "Miscellaneous Booklets".

1,162,236 Testimonies Given the People

13,613 Workers Engage in Witness Week

Greatest Witness Ever Given in 10 Days

As we look over the figures of what the remnant did during Witness Week, we cannot but marvel at the wonderful manner in which the Lord is having his purposes accomplished. He has told us, "Not by might, nor by power, but by my spirit, saith the Lord"; and the results of this week certainly show the truthfulness of these words.

Since the Columbus convention the remnant has come to see as never before that they are here for just one purpose. They have come to appreciate the great honor and privilege Jehovah has bestowed upon

them of serving as his witnesses that he is God, and therefore when another opportunity has been offered to them to publicly accept this new name which he has given to them, all those that love the Lord have responded with all their heart and soul. This in itself is shown by the fact that during Witness Week there were practically 1,500 more that participated in the work than during any other service week. With a zeal peculiar to the Lord's house a band of 13,613 responded to the call, "Remnant to the front," and moved into action, putting in 188,140 hours in the field. There never was a happier throng than this one, for the time spent in this work brought them a joyful realization that they were obeying the commandments of Jehovah. The 1,415 pioneers who reported averaged 40.4

REPORT FOR WITNESS WEEK— SEPTEMBER 4-13, 1931

	SHARPSHOOTERS AND COMPANIES	PIONEERS	AUXILIARIES	TOTAL
Books	8,184	19,005	2,093	29,882
Booklets	462,122	173,863	66,985	702,970
TOTAL	470,306	193,468	69,078	732,852
Obtainers	414,692	154,145	61,532	630,369
Testimonies	748,545	295,019	118,672	1,162,236
Hours	112,685	57,173	18,282	188,140
Workers	11,405	1,415	793	13,613
Average Hours per Worker	9.9	40.4	23.0	

AUGUST WITNESS FIGURES

	BOOKS	BOOKLETS	TOTAL
Companies and Sharpshooters	35,012	320,822	350,434
Colporteurs, Pioneer and Aux.	84,675	310,482	395,157
Total	120,287	631,304	751,591
Total to date	1,649,188	3,038,770	5,287,958
Total Testimonies to August 31			9,428,003

In December 1 *Bulletin* last year we submitted the quota for the year as ten million testimonies. You will note from a perusal of the August witness figures and the total to August 31 that, with one month to go, this quota has been nearly reached. In other words, to August 31 Jehovah's witnesses in the United States witnessed to 9,428,003 persons.

We anticipated that if the Lord's people were able to give the ten million testimonies they would normally place 3,350,000 booklets. In-

stead of that, with one month still to go, they have placed 3,638,770; and keep in mind that this does not include the big *Kingdom* booklet drive, September 4 to 13, which will unquestionably shoot the figures way over the four million for the year.

Viewed from every angle, therefore, the Lord's people have much to be grateful for in that they were privileged to be thus used to the glory of Jehovah. Next month's *Bulletin* will carry the grand total for the year.

The Notice Must Be Served on Christendom

Otherwise Their Blood Will Be upon Those Who Refuse

"Rulers' Slips" to Be Inserted in Booklets

The work of serving notice upon the rulers of Christendom is of great importance; for the Lord shows that if the watchmen do not sound the alarm, the blood of the wicked, destroyed in Armageddon, will be upon them. The Society is so in earnest about this proposition that it has made a special offer on *Vindication* so that the rulers in whose hands the *Kingdom* booklet is placed will have no possible excuse for not knowing about what the Lord Jehovah purposes to do.

Strange to say, it has come to our attention that some of the friends have personally been sign-

ing these slips so as to get for themselves a copy of *Vindication* under the special terms granted to the rulers. Why any of the Lord's consecrated people would want to do this is very difficult to understand. It would seem as if they were giving more consideration to their own selves than to the interests of the Lord's work. No one who really loves the Lord should want to take undue advantage of this confidential position for his own personal gain. These slips were not sent to Jehovah's witnesses for them to get hooks at this special rate. They were sent to them to insert in the *Kingdom* booklets so that they might have a part in carrying the warning to the rulers in Satan's organization, that the rulers might be warned concerning Jehovah's purposes.

hours in the field; the 793 auxiliaries averaged 23.0 hours, and the 11,405 company workers and sharpshooters averaged 9.9 hours. Is it any wonder, then, that the total number of hours was 188,140 and the total number of testimonies given was 1,162,236?

We wonder if you really appreciate this last figure. One million, one hundred sixty-two thousand, two hundred and thirty-six people received the witness by having someone call upon them personally and tell them about the kingdom! Of this number, over half took some of the literature, the total number of placements being 630,369. Surely the name "Witness Week" for this great occasion was a good one. The witness left with the people in a more complete form numbered 29,882 cloth books and 702,970 booklets, making a total of 732,852 pieces of literature.

From every standpoint this was the greatest week on record. Some were handicapped in doing the work with the *Kingdom* booklet because of not having a sufficient supply to last them through the week. Many wrote us that their supply had gone much faster than they had ever dreamed it was possible. Those on the Pacific coast were curtailed because of the sinking of the boat which carried Oakland depot's stock. But in spite of all this, no other week can compare with it. We rejoice to make known these glorious results to you that you too might praise the Lord that the time has come for it to be made known that he is God and that he has permitted you to have a part in this work.

Remember Your Special Report on the Rulers

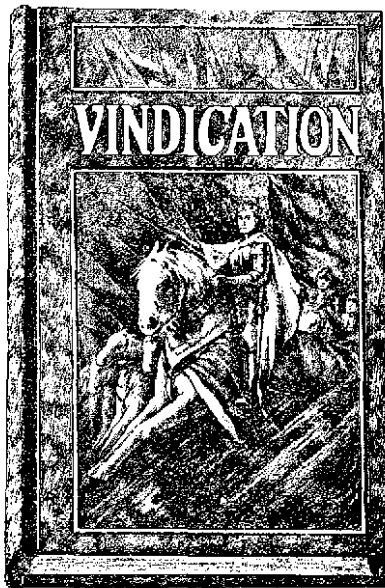
We Know All Will Be
Interested in Final Results

Again, we wish to remind all of Jehovah's witnesses that on October 31 is due a special report on the work which has been done with the *Kingdom* booklet amongst the preachers and the rulers. We hope that everyone will have called upon all of the rulers in his territory by that time and that they have been served with the notice, in accordance with previous instructions. Fill out the card promptly and send it to us, so that we can tabulate the results. Workers in companies should have their complete report in the hands of the director, so that he can make a complete report to the Service Department; and auxiliary and pioneer colporteurs should individually send in their reports to the Colporteur Department. This report, of course, is in addition to the regular weekly reports, which should have included all booklets distributed, regardless of with whom they were placed.

Pioneers who have not as yet reached their winter or fall assignments, and have therefore been unable to call upon the rulers in their new assignment, should be sure to call upon them before they leave their new territory. The warning must be given, and the watchmen who are faithfully obeying Jehovah's commandments will be glad and anxious to do his bidding.

TESTIMONY WEEK

WITH



AND



FOR ONLY 40 CENTS

All of Jehovah's witnesses should strive to give as many testimonies as possible and leave this splendid message of the hour with as many as can be found who seek righteousness.

"And the nations shall see thy righteousness, and all kings thy glory; and thou shalt be called by a new name, which the mouth of Jehovah shall name."

What a privilege have Jehovah's witnesses!