

# J BULLETIN <sup>FOR</sup> Jehovah's witnesses

DECEMBER 1, 1931

TESTIMONIES TO DATE 912,907

## THOSE WHO KNOW JEHOVAH

Spend Time in Witness Work

How CAN YOU PUT MORE HOURS IN  
THE FIELD?

What Will It Be Each Week?

Company Workers 5 out of 168?

Auxiliaries 12 out of 168?

Pioneers 25 out of 168?

The estimated number of workers in the Lord's vineyard each week was set at 7,000. How may these hope to deliver the greatest number of testimonies during the year in 'preaching this gospel of the Kingdom', and thus have a part in the vindication of the great name of Jehovah? They are not content with merely putting in the time in the field, but each one is striving to do his or her utmost that the widest witness may be given. And this will be done by the united, harmonious action of these joyful, willing, eager witnesses as they voluntarily go forth lifting up their voices in the song of praise to Jehovah.

It can readily be seen that if these witnesses are seven thousand strong, the more often each one of them goes out to give testimony, and the more hours he stays in the field, the more testimonies he will deliver and the greater the scope of the witness will become. All realize that their one and only objective is to give testimony for Jehovah God and his kingdom. To attain this requires making it the chief thing of their lives, with careful planning so that their time and efforts are really spent in this, their sole mission, and not in other relatively unimportant and unnecessary activities.

The great success had in past weeks set aside as Witness and Testimony weeks has been due to the united, hearty effort put into doing this one thing during such periods. Plans were made in advance and carried out by the Lord's grace to His glory. The blessing of the Lord which has so manifestly been upon these efforts shows that they have met with the Lord's approval. These Witness and Testimony weeks are eminently successful because of the large number of workers who go out into the field and put in the greatest possible number of hours in giving the testimony. Obviously, then, applying the same principle to each week of the year would also have the Lord's approval and bring largely increased results in giving testimony. Those who know Jehovah are not content to be active merely during the appointed Testimony periods, but desire to faithfully fulfill their commission all the time.

Putting this into practice would mean that each one of Jehovah's witnesses must organize his efforts on the most efficient basis, not just going out into the field whenever he happens to feel like it or has a little time to spare, but going out at a planned and arranged time to a set place, and joyfully participating in

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## A Year Ended; but What a Year!

### Year Book & Calendar

Get Your Orders in Early  
A Limited Supply Will Be  
Printed

Each year the Society publishes a *Year Book* and also a calendar. These have been encouraging and helpful to the brethren. The Lord's anointed should obtain the *Year Book* for two reasons. First of all, it contains the report of the activity of Jehovah's witnesses throughout the entire world. The Lord's people reading this report will receive great joy because they will realize the unity and magnitude of the Lord's work in the earth. The report is excellent; the Lord has surely blessed his people and added the increase.

Also, as usual, there will be a short discussion of the text for the year, then daily texts, with one for consideration at the declaration meetings on Wednesday evening. The price of the *Year Book* is 50 cents, due to the fact that a small edition only is printed. It would be appreciated if the stockkeeper, through the director, would order for the entire company. In this way the books can be shipped by freight instead of by mail or express. The *Year Book* will be ready about December 15.

A calendar also is being prepared. It is very attractive and it will have outlined on the calendar pad the five united testimony periods for the year. The calendar is offered at the same price as last year, 30 cents each, or in quantities of five or more, mailed to the same address, 25 cents each.

### An Answer to Many Inquirers

From time to time we receive requests for counters for keeping a record of testimonies given and for cases in which to carry the books.

The address of the manufacturer of the testimony counter which is called a "Gaffer's Pal" is Horm Manufacturing Company, 7 North State St., Elgin, Illinois. It is sold by them for \$1.00. The cases were made by A. Ortmann & Son, 39 West 60th Street, New York, N. Y., and their price is \$2.75 a case. A money order must be sent with your order for a counter or a case. The Society will not handle any of these orders; the friends desiring these articles must deal direct with the manufacturers.

### Spanish Kingdom Booklet in Magazine Form

The first number of *The Golden Age* in Spanish, *Luz y Verdad*, contains the "Kingdom" lecture and the Resolution. This is now ready for shipment. This first number will take

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## More than 11 Million Testimonies Given Largest Number of Weekly Workers Ever

Over 6 Million Pieces of  
Literature Placed

'It Is the Lord's Doing, and  
Marvelous in Our Eyes'

The attached report summarizing the activities of the companies, sharpshooters, pioneers and auxiliaries for the year 1931, is the most inspiring and stimulating vision of the Kingdom activities in the United States that it has ever been the privilege of the people of Jehovah to witness. The magnitude of the message, in the number of testimonies given, the number of people obtaining literature, and the amount of literature distributed, exceeds anything that ever took place in the past. Happy indeed is the lot of each one of Jehovah's witnesses who used his faculties to the extent of his ability in magnifying the name of Jehovah in this way!

The summarized report is such a monument of encouragement that to try to make a detailed analysis of it in this *Bulletin* would be to limit it to a great degree. Therefore, beyond one or two comparisons of the yearly quota with the accomplishment, we are going to leave the analyzing to be done by each individual and each company, feeling confident that it can be viewed from a great many different angles and many more encouraging features brought out than we would have space for in this *Bulletin*.

A comparison of the testimonies is important. At the beginning of the year we set a quota of ten million testimonies, hardly hoping that it would be attained; but here at the end of the year we find this ex-

ceeded by 1,049,344. This means that approximately half of the families of the United States have been given the testimony. Of these, 3,308,078 different people obtained literature. This means that practically one in every seven families in the United States obtained the literature of the Kingdom during the past year. The number of hours reached almost three million, which, reduced to years, would mean 342 years' work, working 24 hours a day. Considering these figures, one is overwhelmed with the thought of the magnitude of the witness that the Lord is giving in the earth at the present time, and in the words of the psalmist we exclaim, 'It is the Lord's doing, and marvelous in our eyes.'

### COMPANIES AND SHARPSHOOTERS

The analysis of the combined activities of the companies, sharpshooters, pioneers and auxiliaries for the year 1931 is very encouraging in view of the abnormal conditions that existed throughout the country. Company and sharpshooter reports on the number of testimonies made during the year show a very splendid increase over the quota. At the beginning of the year the quota for the companies and sharpshooters was set at 3,931,200 testimonies. During the year this group of workers made 5,161,370, or an increase of over 31 percent on what was originally estimated. This was due to the fact that the friends entered into the work with greater enthusiasm than ever before.

It was estimated that 4,500 workers would be in the field each week (Continued on page 2, column 4)

### 1931 ACTIVITIES OF COMPANIES, SHARPSHOOTERS, PIONEERS AND AUXILIARIES COMPARED WITH THEIR QUOTA FOR 1931

	Companies and Sharpshooters	Pioneers	Auxiliaries	Total	Quota
The Harp of God	64,036	120,337	20,462	204,835	
Deliverance	44,739	97,620	15,087	157,446	
Creation	54,283	122,181	18,460	194,933	
Reconciliation	36,518	81,937	13,832	135,287	
Government	50,407	116,904	17,722	185,033	
Life	49,855	112,302	18,204	180,361	
Prophecy	38,648	94,446	14,926	148,020	
Light No. 1	65,013	96,900	21,440	183,353	
Light No. 2	62,209	95,158	20,964	178,331	
Miscellaneous	101,548	33,228	14,897	149,673	
Total books	567,256	974,013	176,003	1,717,272	2,240,000
Total booklets	2,389,386	1,788,570	511,178	4,689,134	3,350,000
Grand Total	2,956,642	2,762,583	687,181	6,406,406	5,590,000
Av. No. Weekly Workers	4,733	1,137	693	6,563	6,125
Total Hours	1,208,021	1,354,011	387,400	2,949,432	2,546,040
Obtainers	1,637,926	1,292,383	377,769	3,308,078	
Testimonies	5,161,370	4,431,828	1,456,146	11,049,344	10,000,000

# Plans for Fiscal Year 1932

## Quota Set at 11,500,000 Testimonies

### More Workers Expected

### A Bigger and Better Witness Is Our Hope

### 5 United Testimony Periods

Jehovah purposes to have a witness given in the earth to the glory and honor of his name, and great is the pleasure of his people to make every effort to carry out his will concerning the testimony which we know must be given to the rulers and the people. With joy his people seek to increase their Kingdom interests and make preparations for extensive campaigns throughout the coming year, so that even more people may hear the truth. The anointed of Jehovah are the leaders of the people. These are already on the highway. Great is their responsibility, because they must now show the people the way from Satan's organization to Jehovah's organization. Happy is their portion, with the remnant to the front, singing the praises of Jehovah. This they must do until his name is completely vindicated.

Jehovah's witnesses constitute the publicity agents of God's kingdom on earth. To these the Lord has committed the testimony of Jesus Christ, and they joyfully obey the commandments of Jehovah. God has written in his Word that 'great is the company that publishes the Kingdom message'. Those composing this company are not great in number, but they are great because God has made them so.

It is always beneficial to make plans and preparations for the work throughout the year, and therefore we take pleasure in presenting to the Lord's people the plans we hope, by the grace of God, to accomplish. Again we will set our quota in testimonies because all can speak forth the word that God has placed in their mouth as his witnesses. In order to arrive at the number of testimonies which we shall have as a quota we must first consider the workers and the hours they will participate in the field work, and by this method arrive at the total number of testimonies which will be our quota.

Shortly after the convention at Columbus, Ohio, there was held a special witness week, during which time there were 13,613 workers actively engaged in witnessing for the Kingdom. Undoubtedly the convention and *The Watchtower* have brought to the attention of those in line for the Kingdom their responsibility, and therefore the average number of workers throughout the past year has been increased. During 1931 there has been an average of 4,733 company workers in the field. At times there were considerably more workers engaged in the field work, but this was the weekly average. There has been an increase of 357 workers over the previous year. This is an 8-percent increase, and we can anticipate a 5-percent increase in the weekly average number of company workers for 1932. This would be an addition of 237 workers, bringing the total to 4,970. Our quota for company workers (including sharpshooters) we are therefore setting at 4,950.

The pioneers have been very active in the field during the past year. There was a weekly average of 1,137 engaged in the field work. This was an increase of 199 over the preceding

year, or a 21-percent gain. During 1932 there should be at least a 15-percent increase over 1931. Since the Columbus convention applications for the pioneer service have been coming in fast. With an increase of 15 percent it would mean that we would have 171 more weekly pioneers in the work, bringing the weekly average to 1,308 for 1932. We therefore set the quota for pioneers at 1,300.

The auxiliaries have also been active in the witness work, and an increase is found in their ranks. During 1931, 693 auxiliaries participated in the work each week, an increase of 149 over the previous year. With the 27-percent increase in the number of workers in the auxiliary ranks last year, we feel certain that there will be at least a 10-percent increase in this branch of the service during 1932. This would add to the weekly average 69 auxiliaries, making a total of 762. Summing up the weekly number of workers in the field we believe there will be

4,950 Company workers  
1,300 Pioneers  
750 Auxiliaries

ora total of 7,000, Weekly Average number of workers for the entire 52 weeks of 1932.

However, we hope that sometime during the year it will be possible for all of the Lord's people to engage in the field work at one time, and therefore we anticipate reaching a peak of workers during some special testimony period. Due to the fact that we have reached a peak of 13,613 workers engaged in the field at one time, we feel sure that we can again reach that and even do better. We are therefore setting a peak quota (which we hope to reach at least once) of 14,000 workers. Of these 14,000, we anticipate that about 11,500 will be company workers and sharpshooters, 1600 pioneers, and 900 auxiliaries. We are looking forward to the time when this peak will be reached. It is something to attain.

### HOURS IN THE FIELD

Having considered the workers, our next consideration should be given to the hours. If the Lord's people once realized the importance of service they would all be workers. After becoming workers it is a matter of time put into the service. The more time one uses in the service, the more testimonies will be given concerning the Kingdom. Time is an essential element in attaining the quota for 1932. During the past year the company workers and sharpshooters averaged 4.9 hours a week. If each of the 4,950 company workers averages six minutes more each week during 1932 they will have an average of five hours each per week. Therefore the company workers and sharpshooters would by the end of the fiscal year put in 1,287,000 hours. The pioneers have not averaged their 25 hours weekly, but we do hope that they will attain the average number of hours per week during the coming year. In a year, 1300 of these would put in a total of over 1,550,000 hours. We hope, however, that the pioneers will find conditions such that they will average over 25 hours and greatly exceed this total. The auxiliaries also were under the required number of hours, which is 12 hours per week. We anticipate

that they will have an increase over the past year and average their 12 hours per week. With 750 auxiliaries averaging their regular hours per week they would put in a total of over 450,000 hours in the year. But, summarizing the hours very conservatively, we suggest the following quota:

Company Workers' Hour Quota	1,250,000
Pioneers' Hour Quota	1,500,000
Auxiliaries' Hour Quota	400,000
<b>Total Hours</b>	<b>3,150,000</b>

### THE TESTIMONIES

During the past year the average number of testimonies given per hour was 3.71 per worker. However, during the months of September and October a rather liberal estimate was made on testimonies because the friends did not know how to report them, and our reports were incomplete on testimonies. Therefore we believe that for 1932 the estimate should be placed at 3.7 per hour per worker. This would make a total of 11,655,000 testimonies which we anticipate will be given to the peoples of the United States. With 7,000 weekly workers putting in 3,150,000 hours we arrive at a quota of 11,500,000 testimonies for 1932. This means approximately 500,000 more testimonies to be delivered than were actually delivered during the past year.

In order that the factory might operate efficiently during the coming year, a forecast is drawn up anticipating what the company workers, pioneers and auxiliaries will do during the year.

Our estimate, therefore, has been placed at 725,000 clothbound books for the company workers and sharpshooters, and also 2,500,000 booklets. We anticipate that the pioneers will place 1,275,000 bound books and 2,000,000 booklets. We also figure that the auxiliaries will place 240,000 books and 550,000 booklets. This makes a total of 2,240,000 bound books and 5,050,000 booklets to be placed by the workers, or 7,290,000 pieces of literature during 1932. This, we believe, can be accomplished by an earnest endeavor on the part of the 7,000 weekly workers to put in the time, giving the testimonies to the glory and honor of Jehovah's name and word.

### THE UNITED TESTIMONY

Consistency in the field activity is essential to the life of a Christian. In order for one to maintain his integrity and be loyal to the Lord he must continue faithful to the end by preaching the message. During the year, however, specific periods of time have been set aside for united work, and these are called "united testimony periods". At this time all of those who are in line for the Kingdom should make a special effort to get all the hours possible in the field work, and with one voice together sing the praises of Jehovah. Unity in action brings splendid results. These united testimony service periods have in the past brought much praise to Jehovah, and a real blessing to his people. During the coming year there are set aside five different united testimony periods, and from time to time the *Bulletin* will bring to your attention these periods and their import. At this time we will but mention the names of these periods for the year, and their dates:

Bound Book Testimony Period  
January 30 to February 7

International Testimony Period

April 30 to May 8

200,000-Hour Testimony Period

July 2 to 10

Harvest Witness Period

September 3 to 11

Praise Testimony Period

November 12 to 20

In each of these testimony periods the witnesses of Jehovah will engage in harmonious publicity, in this, that they are making known Jehovah God, his King, and his Kingdom. In this way the Lord's people in every part of the earth will realize that they are working together in exact harmony with their brethren everywhere, and that Christ Jesus is leading on in the great campaign against the enemy.

(Continued from page 1, column 4) during the year. As the year comes to an end the average number of weekly workers was 4,733; an average of 233 a week more than was anticipated. It was estimated that each worker would average 4.2 hours per week. The end of the year shows that this was increased to 4.9, or almost  $\frac{3}{4}$  of an hour per worker increase weekly for the year. All of this indicates that the Lord's people appreciate having a part in the vindication of Jehovah's word and name as never before.

The total literature placed during the year was 567,258 bound books and 2,389,386 booklets, making a total of 2,956,642 pieces of literature placed in 1,637,926 different homes. This is a mighty witness resounding throughout the country to the praise of Jehovah. It is true that comparing the number of bound books placed with that of 1930 shows a drop of over 100,000. However, when it is kept in mind that during 1930 we placed 168,442 volumes of the *Studies in the Scriptures*, against 101,546 during 1931, it is evident that over 67,000 of this drop was in the *Studies in the Scriptures*, leaving only a difference of 37,000 in the newer jr books; and this is more than offset by an increase of almost 885,000 booklets.

Viewed from every angle, therefore, as far as the distribution of literature is concerned, 1931 exceeds anything that was ever done up to the present time. Even 1929, with the whole year devoted to the distribution of *The Peoples Friend*, did not reach the magnitude of booklet distribution that we reached in 1931. A conservative estimate of the number of families served by the companies and sharpshooters the past year would be 25 percent of the families in the United States. There is no way of comparing the number of testimonies with former years; so we cannot make any comparison in that respect. However, the hours are a barometer which indicates the amount of time devoted to the service; and with 1931 showing 1,208,021 hours in the service, we have a peak never before reached.

The most surprising feature in the year's report is the number of combinations of bound books distributed. During the year 1931, 86,445 combinations were placed; and we placed more bound books in combinations during the year than in any year in the past, despite the fact that conditions were very bad. The drop in number of bound books was in single volumes. This emphasizes the fact that the smaller combination for \$1.00 results in a larger distribution of books. Of course, 47,000 combinations of *Light* books greatly added (Continued on page 4, column 3)

# 118,787 Rulers Received "Kingdom" Booklets

## More than 80,000 Clergymen Get Their Copy

### SUMMARY OF WARNING TO RULERS

	Clergymen	Politicians	Financiers	Military	Total
Companies, Sharpshooters	49,189	9,758	11,173	968	71,088
Pioneers and Auxiliaries	31,264	6,968	8,822	645	47,699
Total	80,453	16,726	19,995	1,613	118,787

### Jehovah's Witnesses Very Glad Because of the Privilege Greater Part of Rulers Reached

Ever since it was announced in the August *Bulletin* that Jehovah's witnesses were to be privileged to carry a special warning to the rulers, this has been a matter of intense interest to the Lord's people throughout the earth; and we are glad at this time to be able to give you a report of what was accomplished in this respect in the United States.

Each of the anointed recognized and accepted the responsibility the Lord placed upon them by giving them an understanding of the application of Ezekiel 3: 18, 19. The Lord has made them his witnesses, his watchmen in Israel, charging them with the responsibility of giving notice, to the wicked particularly. Whether those wicked ones saw fit to accept the warning or not was something between them and the Lord, but Jehovah's witnesses had to deliver the warning in order to discharge this obligation.

The summary of the activities from reports received up to the present time shows a total of 118,787 rulers witnessed to in this special way. Of these, 80,453 were clergymen; 16,726, politicians; 19,995, financiers; and 1,613, military leaders. It is impossible to get actual figures of the number of each one of these classes in the United States. Probably a reasonable estimate for the clergymen of prominence would be about 125,000. That would mean that two-thirds of the clergymen of the United States had been witnessed to personally. The other 40,000 probably dwelt in territory not assigned to companies, sharpshooters, pioneers or auxiliaries and will ultimately be reached when the general testimony is given to the people in their vicinity. Probably the same percentage would apply to the politicians, financiers, and military men.

Viewed from every angle, this is the most astounding and direct witness that the Lord's people have ever been permitted to deliver; and when the amount of work involved in getting the names and addresses and getting to these people with the *Kingdom* booklet is considered, some idea of the zeal and determination of the Lord's people to do this work thoroughly and effectively is obtained. From the different letters coming to the office, there isn't any feature of the work that Jehovah's witnesses have been privileged to have a part in that has created so much enthusiasm and joy among those who are really in the truth. Not only did this work also have a classifying effect upon those rulers witnessed to who were given an opportunity to accept the testimony of the Lord or reject it, but it also caused those who claim to serve the Lord to manifest whether they really believe that the Kingdom is here, that the time for the Devil's outfit to be wiped out has come, and that they were especially charged by Jehovah to bring this testimony to the people. None of those who are opposed to the Society and its activity would have any part in this witness, because they do not see and

appreciate the issue at this time. Those who are selfish and fearful of what may or may not happen to them, and consequently have not boldness in the day of judgment, would not have part in giving this testimony, because of selfishness. Only those who were unselfishly devoted to Jehovah got a real joy out of this work and can appreciate the statement of Jesus, "Blessed are your eyes, for they see; and your ears, for they hear."

It has been found in a large number of cases that the most prominent of the clergymen, politicians, financiers and military leaders were out of the country, traveling in Europe and other places, and consequently had not been witnessed to, and some of the work among some companies of the Lord's people is held up waiting for these to return; so, in all probability, when the final report comes in it will show that, all told, about 150,000 rulers were reached. Those companies that have not sent in their report up to the present time or have sent in one report and are

expecting to supplement it with another report covering those who were not reached at the time the first report was sent in should finish out their reports as soon as possible and forward them to this office, so that we may be able to let you have the remainder of the information regarding this work in the next *Bulletin*. A detailed summary of the activities of this work is given for your information.

### Please Do Not Transfer Books If Necessary Obtain Permission

Although from time to time companies, pioneers and auxiliaries have been requested not to transfer books without first having received the approval of this office, we are continually called upon by them to make adjustments on our records here for transfers which have not first been authorized by us. This should not be, and we shall greatly appreciate your cooperation in this matter. It takes special handling to make and look up transfers and adjustments of this nature, which interferes considerably with the regular office routine.

Then additional trouble constantly arises because those who have obtained permission to make a trans-

fer of books have not followed the instructions. We ask all service directors, pioneers and auxiliaries to read these instructions carefully and to follow them in the future, in the hope of eliminating mistakes.

1. Before transferring books affecting two or more accounts at this office, whether such transfer be to or from pioneers, auxiliaries or companies, permission to do so should first be received from this office. The reason for this is that some pioneers and companies allow their account to run close to the credit limit, making an additional charge to their account unwise.

2. When the transfer has been authorized, we will forward a special form to be filled out and signed by both parties involved, the one receiving the books and the one releasing them. This form is self-explanatory and all the information called for should be filled in. Do not merely say so many bound books and so many booklets. Give the exact number of each kind of book and each kind of booklet, by its name. In the future an adjustment will not be made until one of these forms is properly filled out and signed by both parties.

3. When the adjustment is made on our records an invoice and credit memo will be sent to the respective parties whose accounts are affected.

Please bear in mind that transferring of books should be avoided as far as possible.

## BOUND BOOK TESTIMONY PERIOD

### Midwinter Preparations for United Testimony

Jan. 30 to Feb. 7 All Will Offer Books, 4 for \$1.00

#### Plan Territory Now

As announced in the December 1 *Watchtower*, the period from January 30 to February 7 is to be known as the Bound Book Testimony Period, during which a special effort will be made to place bound books in the hands of the people. This is the first bound book testimony period since the inauguration of the new rate, 4 for \$1.00. This combination, therefore, should predominate; any four of the first nine books for \$1.00, or, when *Vindication* is one of the four, \$1.10.

In making arrangements for this period great care must be taken to see that the proper territory is chosen, particularly in the north, east and middle west, where weather conditions are severe. It is true that winter weather is no longer an obstacle to the truly anointed. It is simply a condition to be met, planned for, and conquered. It is impossible to approximate all the difficulties that will arise throughout the country and make one uniform arrangement to meet them all. Local conditions must be considered and overcome by the brethren in their respective localities. However, there are general conditions that must be met and which can be handled pretty uniformly. First, an effort should be made for the brethren to witness in the most protected territory available. This divides itself into three general divisions: apartment houses, homes with vestibules or protected porches, and apartments over stores

and offices. Second, the witnesses themselves should see to it that they are properly dressed, at least as far as it is within their means to do so, for the weather conditions they have to contend with. If arrangements have been made to work in large apartment houses, do not dress with heavy wraps and overshoes, etc.; and if you are working houses with protected porches, where it is necessary to walk in the ice and snow or slush between the houses, wear proper overshoes and wraps. Many friends go into the service without giving proper consideration to these little details and have to quit in less than an hour or so because they are too cold or their feet are wet or they are too uncomfortably warm to continue longer. These difficulties can be eliminated to a great extent with proper care and thought. Third, care should be taken to see that your cases for carrying the literature are such that they protect it in case of rain or snow. The literature should always be protected so that it is neat, clean and presentable.

Houses and apartments over stores and offices are practically always accessible, as are the majority of the regular apartment houses. Where it is possible to get in and witness to the people without interviewing the superintendent or house manager, do so by all means; but where it is impossible to get into the apartment houses without the permission of the superintendent or the manager, rather than pass them by, call upon the manager and explain your mission to him. If he grants you permission, well and good. If he is inclined to refuse, put the matter squarely up to him something like

this: "The world is in dire distress and the people are wondering why and what is to come to pass in the near future. As one of Jehovah's witnesses and in obedience to his commands we are preaching the gospel. Within a short time from now Christendom will be completely destroyed by the army of the Lord. Jehovah has made it clear by his word that the people must be notified of that approaching destruction and shown the reason why it is done. We are taking these books, which explain all about it and show that God's kingdom is the only hope for the people, and demonstrating them to the people, giving them an opportunity to contribute a nominal sum for them that more may be published for the benefit of the people. The Lord places upon his people the responsibility of delivering this message. I am here according to his instructions to do this work. His commission is found in Ezekiel 3: 18, 19, where he says, 'When I say unto the wicked, Thou shalt surely die; and thou givest him not warning, nor speakest to warn the wicked from his wicked way, to save his life; the same wicked man shall die in his iniquity; but his blood will I require at thine hand.' Tell him that you are there to discharge this obligation; and if he insists upon refusing you permission to call upon the people, ask him if he wishes to assume the responsibility before the Lord of keeping from the people this warning which the Lord says must be given. The time has come when those superintendents and managers must realize the importance and the significance of the work we are doing and just what responsibility they are assuming when they refuse to grant Jehovah's witnesses permission to carry out his commands.

# Why Should You Offer the 4-for-\$1?

## May 8-17 Proved Books Can Be Placed

### Book Offer Holds Out Many Advantages to People

Ever since the Columbus convention the faithful witnesses of Jehovah have been privileged to enjoy one opportunity after another of giving testimony on a widening scale to the honor of Jehovah's name. Now the Lord in his goodness is giving still another opportunity which will further prosper the work of his witnesses, in the combination of four clothbound books, four books for a dollar. There is abundant proof that this is the Lord's arrangement.

Many of the brethren will recall that *The Harp of God* was 85 cents when first published, due to the fact that a commercial printing concern manufactured them. Since then the Lord has prospered the work of his servant class, and out of his abundance and wealth has given them the means whereby the message may be produced in a highly attractive form and now four books can be placed in the hands of the people for but little more than what one book cost a few years back.

The beginning of the period of offering this combination was November 16, but sufficient reports and data are not yet available to give figures now; however, the foretaste the Lord gave in the week of last May 8-17 gives a basis for expecting a largely increased placement, and consequently a greater testimony to the Lord's glory.

The results of the week's work last May showed an increase of 73 percent in the placement of bound volumes over the IBSA week of the preceding year. In books this was a total of 160,035, or an increase of 67,547 over the work of the year previous. That this greatly increased total was due to the four books for a dollar is proven by the fact that over 50,000 of the 160,035 books placed were in combinations.

To further increase the joy and efficiency of His faithful witnesses, Jehovah has given them, in addition to the four-book offer, the united testimony, so that now their song of praise is indeed a harmonious melody. Thus it is seen that this feature of the testimony, offering the four books for a dollar, has the approval of the Lord.

There are many advantages to this offer which the witnesses of Jehovah will appreciate as they go forth in the field. First, that the Lord takes pleasure in the united, harmonious action of his people. This they are doing by all working shoulder to shoulder offering the testimony to the people in the same form, and with the same oral testimony. Second, the witnesses laid aside their usual work of giving testimony and in obedience to the Lord's command served a notice of warning on the preachers, politicians and financiers, and now they are glad to be again calling upon the people in their homes, placing the printed testimony in their hands which will enable those of good will to take their stand on the side of Jehovah, and to be the recipients of his blessings. After calling upon the preachers, it is a pleasure indeed to return to the house-to-house testimony work. Third, the reduction in the cost of the books, so that they may be offered at four for a dollar, is a big advantage, due to the adverse economic conditions. Also, the people have been in the habit of spending a dollar, and even two dol-

lars or more, for a novel to read. They are accustomed to paying as much as 25c to rental libraries for merely the use of a single book that they have to return at the end of a few days, which is substantially the whole cost of one of the bound books. Popular magazines cost from 10c to 35c a copy, and are filled with advertisements and frivolous reading of negative value. At best these provide but a few minutes' reading, and do not supply what the people really need. Now the people are tired of reading unprofitable fiction, and, too, they can no longer afford it, and the Lord in his goodness gives his servant the privilege of taking them four books for less than they would expect to pay for one, and, above all, containing life-giving food (Luke 4:4; Prov. 4:20-22), in contrast with what they have been reading. And, fourth, where it is impossible for the people to take the four books for a dollar, or where they already have the other bound books, *Vindication* and the *Kingdom* booklet may be offered to them at 45c. These are but some of the many advantages that the brethren are enjoying in the offer of the four books for a dollar.

On every hand there is unemployment and suffering. Banks are closing and the future is uncertain for the people. This causes them to seek light pleasures, such as dancing and moving pictures, and much riding about in automobiles, in an endeavor to forget their worries. Such amusements cost a great deal of money, and the people, even in these hard times, are wasting their money for these things and receiving absolutely no benefit in return. Jehovah's witnesses, appreciating the real need of the people, and knowing positively that their relief is to come only from the Lord's kingdom, should bear this in mind when calling upon the people; and it will be of great aid to them in properly witnessing and leaving with them the printed testimony.

Then, too, the use of the Testimony published in the November 1 *Bulletin* is of great assistance in placing the four books for a dollar. The sentence concerning contributing one dollar for the four makes the people feel that they are having a share in the work, thus putting them in the right condition for beginning to read the message contained therein.

Indeed the faithful witnesses feel like following the counsel of David, in Psalm 35:27, and shouting for joy, being glad, for they do favor the Lord's righteous cause, and their sole desire is to see the name of the Lord magnified. We may confidently expect, then, that the Lord will prosper their work in giving the testimony, for "He hath pleasure in the prosperity of his servant".

(Continued from page 1, column 1) giving the testimony. To this end each witness must put his own affairs in order and allot certain hours on specified days for actual field testimony. Not all the Lord's people may be able to engage in the field service all the time, but they can all actively engage in giving testimony to the utmost extent of their time and strength.

Nearly all the brethren are so situated as to be able to get into the field on Sunday, and the reports show that this is an especially favorable time to call upon the peo-

ple and deliver to them the testimony. Also Saturday afternoon is generally a half day for office and factory workers, and, in fact, now many people do not work at all on Saturday. This affords a splendid opportunity for finding them at home. During the summer they might go away on week-end trips, but now, with the inclement weather, the majority will be found at home. This, too, is the season of the year most favorable for reading.

The front-line workers, the pioneers, are in the field every day, but the auxiliaries, company workers and sharpshooters can so lay out their home duties as to avail themselves of the most seasonable time to give the witness in the territory which the Lord has entrusted to them. For instance, if it is found that in some sections the people are not at home in the afternoon, work in that section should be carried on when they are at home. The rural territory should be witnessed to at the most favorable time, when the roads are passable, crops in and disposed of, and the people are in position to receive the testimony. City territory, with its apartments, and houses close together, may be kept available for stormy weather.

In this way each witness, after determining just how to arrange his personal or home affairs in an orderly manner so as to be able to devote the greatest amount of time to his real work in Jehovah's vineyard, may plan his work in the field so as to efficiently use the time to the Lord's glory and honor.

(Continued from page 2, column 1) to the number of smaller combinations.

Taken as a whole, the companies show a degree of efficiency never before manifested in the manner in which they report. Out of the 627 companies, 622 organized for service are now reporting regularly. In making this analysis of the year's activities, the foreign and colored companies and sharpshooters should not be overlooked. Every one of them did splendid work in their respective field. The friends speaking a foreign tongue are becoming accustomed to witnessing to English-speaking people as well as to people speaking their own tongue, and find it just as easy to get results. The method with the card containing the testimony to be presented to the people and read by them has been found to be a great success in this respect.

#### PIONEERS AND AUXILIARIES

The fiscal year 1931 came to a close finding the pioneers and auxiliaries rejoicing in the Lord's service as never before. We find an increase of 199 pioneers and 149 auxiliaries each week in the service over that of former years. It was estimated that the pioneers would put in 1,222,000 hours during the year. We find as the year has come to a close that they exceeded this by over 130,000. Their total for the year was 1,354,011 hours. It was estimated that the auxiliaries would put in 341,250 hours; and their reports show 387,400 hours, or over 46,000 increase for the year. This would represent 4,888,000 testimonies for the pioneers and 1,456,146 for the auxiliaries. The report for the year shows a slight drop in the number of testimonies given by the pioneers. Their total was only 4,431,828 for the year, evidently due to the fact that much of the work done by the pioneers is in sparsely settled territory and they

find it difficult to maintain an average of four testimonies an hour. However, they came so close to reaching their quota that it can practically be said that they attained it, while the auxiliaries went over their total by almost 100,000. The combined testimonies of the companies, sharpshooters, pioneers and auxiliaries greatly exceed the 10,000,000 quota for the year.

As with the companies and sharpshooters, there was a drop in the number of bound books placed by the pioneers during the past year. It was estimated that they would place 1,300,000; but they reached only 974,000, leaving them about 330,000 short. However, they exceeded their quota of booklets by over 300,000, making their grand total for the year 2,762,583 pieces of literature, which is an increase of 62,583 on what was originally estimated.

The auxiliaries also did splendid work in placing literature, although they found conditions similar to those found by the others and did not reach their quota of bound books. It was estimated that they would place about 240,000 clothbound books; and they placed only 176,003, leaving them about 64,000 short. However, their estimate for booklets was 350,000 and they reached 511,178, showing an increase of over 161,000 on the booklets. Their grand total for the year, therefore, was almost 100,000 more than the quota.

(Continued from page 1, column 2) the place of the *Kingdom* booklet in Spanish and should be reported as a booklet on the weekly report cards of the companies and pioneers distributing this edition. This first issue is to be placed at five cents each. Other issues of this magazine will be offered at seven cents when placed singly, and they will not be reported on report cards. A year's subscription is 75 cents. The distributor's rate to companies in lots of five or more mailed to one address will be 60 cents a year's subscription. It will be issued monthly.

As we should like to increase the work among the Spanish-speaking people, we hope that the English brethren in Spanish territory, as well as the Spanish brethren, will endeavor to make a wide distribution of the first issue and then make back calls, as stated in the last *Bulletin*, so that subscriptions can be taken for the new magazine.

In order to assist pioneers in Spanish territory the Society will give to any of them free 25 copies of the first issue only. These must be asked for by the pioneers, and should be used in the *Kingdom* campaign with the new magazine.

Companies, pioneers and auxiliaries should place orders immediately for the quantity that they can use in their territory.

If you do not speak Spanish at all but there are Spaniards living in your territory, all you need to do is point to the notice at the bottom of the front cover, starting with the word "Muestra". People reading Spanish will then understand the message.

We hope that the friends will make a special effort for a few weeks after receiving their supply of the first issue of *Luz y Verdad*, so that a wide distribution of the *Kingdom* booklet in the Spanish language will be accomplished to the Lord's glory.

We wish also to announce that *Prophecy* in Spanish is ready for shipment, and *Spanish Life* has been in stock for some time.