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October 4, 1923

Mr. R. D. Goodrich,
Box 408,
Hattiesburg, Miss.

Dear Brother Goodrich:

Your letter of recent date has been received. We are pleased to note the success you are having in canvassing for the sets of STUDIES IN THE SCRIPTURES. We would be glad to have you give us your observations as to whether canvassing for the sets of STUDIES interferes with the placing of the literature in a larger number of homes, or whether in your opinion books could be placed in a larger number of homes should canvassing be done for the Harp Bible Study Course alone. A number of our colporteurs are having some difficulty along this line. They don't seem to feel that they should give the canvass for the sets a trial. In a recent Bulletin we gave the analysis of our books which showed that canvassing for the sets augmented rather than interfered with the sale of single publications, and that colporteurs were more successful in placing books when people refused to take the set, and consequently the literature was placed in a larger number of homes. These colporteurs maintain that greater quantities of books could be sold in canvassing for the sets, but a smaller number of homes are reached in doing so. We would be pleased to have you tell us of your experience as respects this question.

Your zeal for the preaching of the gospel is indeed refreshing, and we know that many people would be reached with the message that might otherwise not be reached in the time that it would take to come to the convention. But on the other hand, it has always been noticed that the encouragement that the brethren receive by coming together generally imbues them with a zealous desire to redeem the time that they have thus used. This is not the result of their feeling that they have wasted any time, but because they have renewed their strength by coming together and talking matters over with others who are striving to walk the narrow way. After a convention there is generally a larger activity, and we believe that the Lord uses this method to give an impetus to what he intends to accomplish with the use of his consecrated servants.

Letter: WTBS to Roy D. Goodrich, 10/4/23, p. 1