

# Colporteur Number

# Columbia Union Visitor

"THEY REHEARSED ALL THINGS THAT GOD HAD DONE WITH THEM"

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No. 49

## The Bookmen as Pioneers

The publishing work has played such a large and important part in our denominational propaganda that the work would practically be paralyzed if the usefulness of this department were to be destroyed or crippled to any great extent. To fully appreciate what great results our literature has accomplished in disseminating the Third Angel's Message, a person must get a view of the entire field and realize the tremendous influence this literature has exerted upon the general public. What it has accomplished probably will not be fully known until the final judgment day.

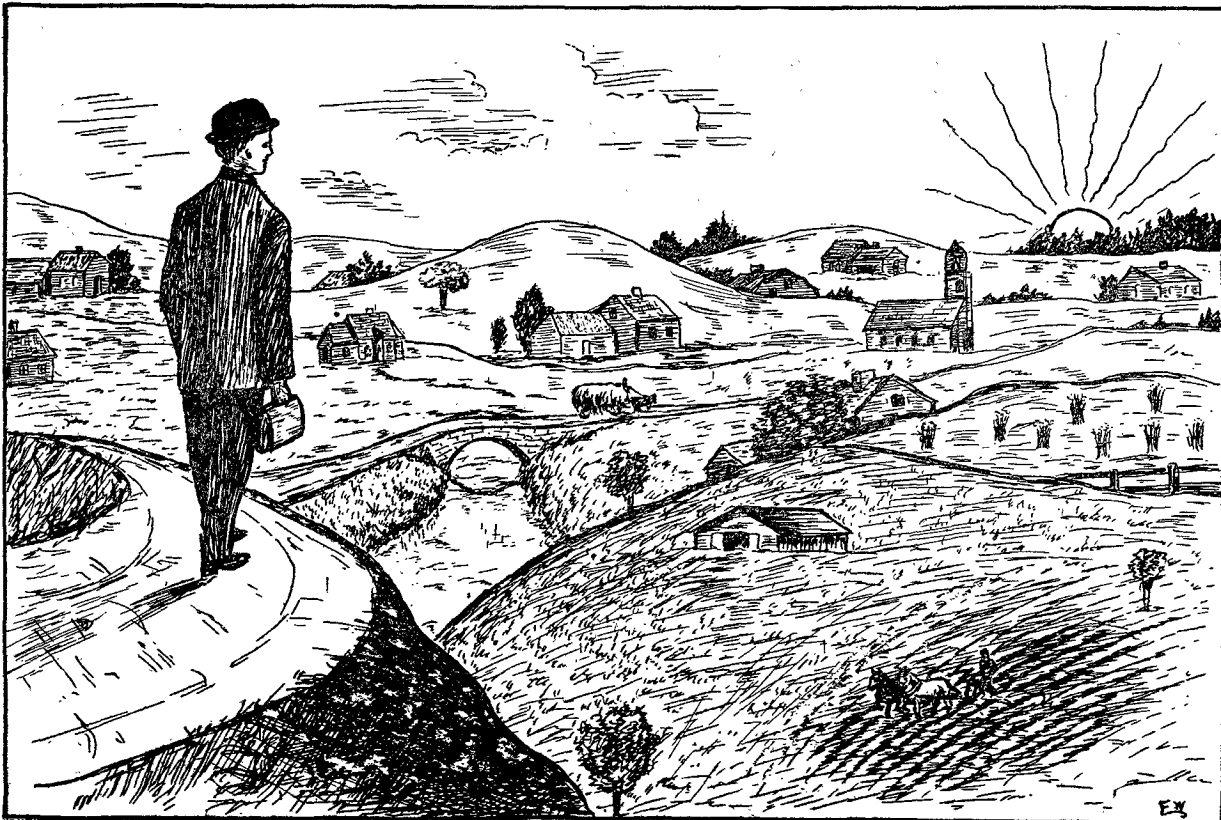
Bookmen are the pioneers and frontiersmen in the prosecution of our work.

Scores of communities, which now have a strong church of believers in the Third Angel's Message, were first called to consider the truths for this time by the literature placed in their midst by some consecrated colporteur. The literature missionary visits every home in his territory. He goes from house to house, and from community to community, carrying the printed page, and leaving in nearly every home some literature bearing on the Third Angel's Message. These colporteurs do their work so thoroughly that oftentimes every home within a wide range of territory has received something concerning the message.

The personal influence of such true colporteurs is far-reaching, and often leads the public to desire further knowledge of

the class of people they represent. Something in their personality, in their courtesy, and in the spirit that is manifested by them when they meet the people, remains with the individuals whom they canvass, causing them to desire a better acquaintance with the people the colporteur represents. Thus the effect of the colporteur's efforts is not only in the literature that he distributes, but in the influence he exerts when meeting the people in their homes.

This department of our work has assumed such proportions that we think of it as having a bearing upon the message, the same as we think of the ministry, or of any other department. It has come to stay till the work is finished, and more and more are we coming to realize the



## EVANGELISTIC COLPORTEUR -- HIS PARISH

The call of the hour is answered by the coming of the man. Thus when the divine voice cries, "Whom shall I send, and who will go for us?" the response will come "Here am I, send me." Isa 6:8. Let all who labor effectually in the canvassing field feel in their hearts that they are doing the work of the Lord in ministering to souls who know not the truth for this time. They are sounding the note of warning in the highways and byways to prepare a people for the great day of the Lord which is so soon to break upon the world. As God blesses the minister and the evangelist in their earnest efforts to place the truth before the people, so He will bless the faithful canvasser. —*Man.*, pp. 71, 72.

inestimable value of the work done by our splendid class of colporteurs.

I. H. EVANS.

### A Vision—The Vision Bookmen Should Have

What would the Third Angel's Message ever have done without its great book work? While no one has ever called the book work the right arm of the message, yet we all can say by experience that it is an important arm. We are thoroughly convinced that it will yet be more and more a great factor in telling to the world the closing message of God.

We are pained any time when we would hear anybody say anything which would place the book work second to any other line. It is not second. It stands right up shoulder to shoulder with those forces which are making for the proclamation of the truth to a world just finishing its history. No low ideal should animate this branch of the work. No talent is too valuable, no education too great, and no consecration too deep for service in this line. Where would Moses be today if he had not, through his great writings, created a Book Department for the children of Israel? It has been said that the largest number of books written by any one man in the Old and New Testament was written by the most educated man of that dispensation. So it was with Moses in the Old, and Paul in the New Testament. Moses carefully oversaw the copying and transmission of his divine messages throughout coming posterity. However much he may have been criticised, it still remains a glorious fact that Moses did lead a people out and he did lead a people in.

I have a cousin, a graduate from Yale University, who had given his life to represent one of the publishing houses in Chicago, Illinois. He has been with them now for twenty years. Starting in at the lowest round of the ladder, he has enlarged his capacities with the years until now they send him all over the world. One time when I was in London he invited me out to an evening dinner in a large hotel, sending around a cab for me and my wife. He knows full well that a college education is not too little for the man who intends to give his life to the book work. Because the Book Department shall never have other than a commanding place in this line of work. It offers the widest sphere for development and the greatest endeavors.

But what we need is enthusiasm. Like the young boy who was asked by the master, "Bub, how much do you weigh?" "Ninety pounds, sir," he replied by ordinary weight; but when I get dead in earnest I weigh a ton."

I have never yet seen any man succeed in the line of work to which God had called him who was dissatisfied with it and always endeavoring to change to some other line. Of him it could be said, "Unstable as water, thou shalt not excel." Gen. 49:4.

God knows best. What a pity it is to think that any man would quarrel with God over the calling in talent he received! I would rather dig ditches and know that I was just where God wanted me than to occupy in this world the greatest position of show. What good will it do me in these short seventy years to achieve a false success? Far better to be where God wants us, laboring on with full diligence to fill our place.

Without question God has called and is calling many men to give their life to the book work. But He does not want them to be rocking-chair workers. They must put every ounce and pound of their being to the stretch. They must pray and get divine suggestions. They must wrestle with God in prayer until they see the vision as God holds it in His hand. Then they shall ever be happy and shall successfully fill every widening circle of influence and mission in life.

B. G. WILKINSON.

### The Call of Our Cities to the Twentieth Century Book Evangelist

"In connection with the proclamation of the message in large cities, there are many kinds of work to be done by laborers with varied gifts. The Lord desires that the cities shall be worked by the united efforts of the laborers of different capabilities. All are to look to Jesus for direction. The great and wonderful work of the last gospel message is to be carried on now as it has never been before. The world is to receive the light of truth through the evangelizing ministry of the Word in our books and periodicals. Our publications are to show that the end of all things is at hand."

We know that all appreciate the great work which is to be done in the large cities. As an advance guard in city efforts the book evangelist is an important instrumentality. It is a valuable asset to a city effort to have a band of well qualified colporteurs place the books in the hands of the people before the meetings are started. The literature work should not stop when the meetings begin, but should go contemporaneous. Many will attend meetings as a result of reading books, and also the invitation given by the book evangelists. The interest created by the sale of the literature will be a great strength and help in the meetings. The

placing of our good literature in the hands of the people will cause them to look favorable upon our work.

It is absolutely necessary to have thorough organization, and a good leader to direct a company of city colporteurs. Otherwise the canvassing effort is almost certain to be a failure. It is very important to have the city well districted.

It is helpful to have the presence of a company of clean-cut colporteurs attend the meetings each night in a city effort, as they can assist in the singing and in meeting the interested people. The book evangelist many times finds openings where he can hold cottage meetings and Bible studies. In fact, he can be a live wire all along the line in building up and strengthening the work.

Our band of colporteurs in the city of Pittsburgh last summer sold about \$5000 worth of literature, and we found them to be a real help along the lines which I have just spoken. F. H. ROBBINS.

### An Important Line of Self-supporting Ministry

Without doubt, our colporteur work is having as much to do in carrying a knowledge of this last warning message to the public. The number of those who can go out to preach the Word and receive their support from the tithe will always be limited. That part of our ministry is of great importance and men of special ability and consecration to the work are called of God to thus labor, but it is not to be thought for a moment that other lines of work approved of God for giving this message are of less importance. We are warranted in believing that our book work is one of God's chosen agencies for giving this message and without doubt, it is one of the most effective.

The only limit to the number who can engage in this phase of the ministry is that of the availability of the workers. All who will may enter this work, for each one takes care of his own support. It has been amply demonstrated that men and women can go forth to the public with this message and thus be engaged just as directly in a soul-winning effort as the ordained minister, and at the same time earn his own means of support, instead of being dependent upon funds from the conference treasury.

This serves to place decided emphasis upon the importance of our colporteur work. It should lead us to more highly appreciate the value of this plan of giving the message than we have ever done. We are compelled to consider dollars and cents in our plan for carrying forward the work of God; and when we sit down to figure out what the salaries would be to our great army of colporteurs, we

must realize that these workers are succeeding, not only in giving the message that will bring thousands of souls into the truth, but that they are keeping their own treasury from which their support comes, supplied with the needed funds. They are financing their own efforts.

For this reason, we should, and I trust do, feel that our corps of colporteurs constitute a most important part of our laboring force in the conference. We should encourage them and make known our appreciation to them and aid them in every possible way in their important branch of the ministry. We should also do everything possible to encourage a

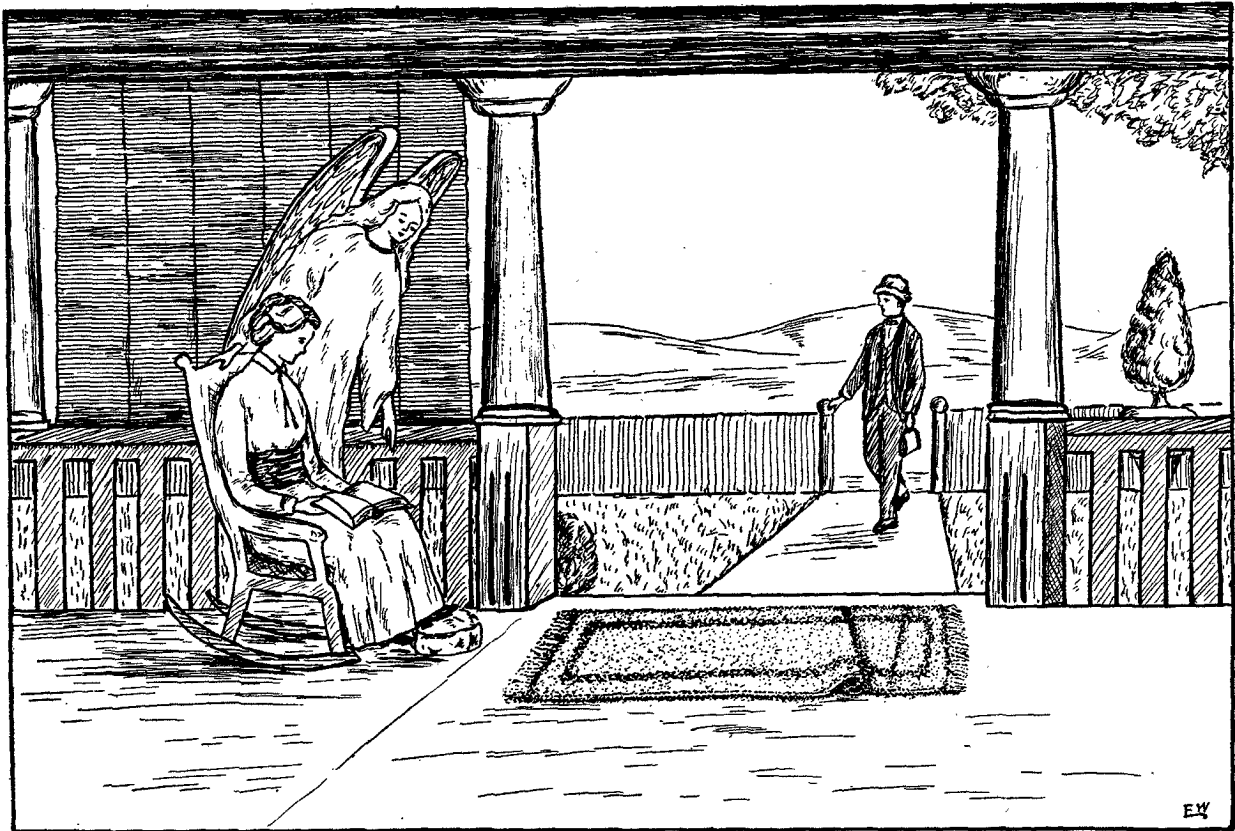
### Is Winter Canvassing a Success?

In His commission to men, Jesus has not set any special seasons, in which to work, but He says, "Go work today." There was a time when some thought our literature could not be sold in the winter months, but it has been proven that the winter months are as good as any time in the year for our workers; and I believe we can say the per cent of deliveries are better then, than in other times of the year. People who give the order usually are the ones that are able to pay for the book any time.

January and February are dull months

and we find they enjoy having you visit them and give the simple canvass on the book. Let us pray the more earnestly that our hearts may be warmed by the Holy Spirit that we will not fear the cold. Then we read in Vol. 3, p. 258, "Those who will not act when the Lord calls upon them, but who wait for more certain evidence and more favorable opportunities, will walk in darkness, for the light will be withdrawn. The evidence given one day, if rejected, may never be repeated."

The colporteur work is an outgrowth of man's personal responsibility for his fellow man. "God has made us our brother's keeper; not by long distance efforts



### A CLOSER VIEW

Those who are born again, who are willing to be guided by the Holy Spirit, doing in Christ's way that which they can do, those who will work as if they could see the heavenly universe watching them, will be accompanied and instructed by holy angels, who will go before them to the dwellings of the people, preparing the way for them. —*Man., p. 13.*

larger number to respond to the call to enter this effective branch of the ministry which is aiding in getting the message planted in the homes in the remote parts of our conferences which it would be very difficult for us to reach otherwise.

E. K. SLADE.

"It is right to give counsel and suggest plans, but every man should be left to seek directions from God, whose he is, and whom he serves."

in the business world but we are not of the world. If we were doing the work in our own strength it would go hard. But time and time again we have seen that "it is not by might, nor power, but by my Spirit saith the Lord." The Holy Spirit will strive with men's hearts in the winter months just as in the summer. The main trouble will be with ourselves. Dress for the cold weather, have good rubber shoes, etc., and I believe you will say the winter is a pleasant time to work; for one usually finds the family at home,

but by the personal touch." They are God's spokesman. His commission is, "Go out in the highways and hedges, and compel them to come in, that my house may be filled." Do not these words plainly outline His plan? With Christ in his heart, he is to go out into the highways and byways of life, giving the invitation to the marriage supper. And we are told "That if he puts his trust in the Lord as he travels from place to place, angels of God will be round about him giving him words to speak that will bring

light and hope and courage to many souls.

Here is a list of sales made in January, the dullest time of the year.

J. S. Randolph	\$230 10
H. F. Kirk	248 00
C. Downey	224 75
W. J. Vansant	211 75
J. E. Jones	244 50
C. W. Jenkins	200 50
D. W. Percy	175 50

In addition to the orders taken think of the thousands that have by the simple canvass been pointed to the Lamb of God. What is needed now is more men and women who will go into the highways and byways as hunters of men; perhaps God would have you, dear reader, to enlist in this army of workers and carry to those who are in darkness the message contained in our good books. Thousands are passing into eternity, what am I doing towards their salvation?

F. E. HANKINS.

### The Colporteur a Forerunner in Raising up Churches

Before the farmer puts the seed in the ground he does a preparatory work with plow and harrow and fertilizer. Christ did not begin His ministry until John the Baptist had prepared the public mind. Later the seventy were sent out by pairs to act as forerunners.

Before the light of the Reformation began to dispel the darkness of the Middle Ages, the Waldenses sent their workers by two and two afar and near, over most of Europe, scattering the Word of God in printed form. The prayerful study of these Scripture portions prepared the people for the message for that time, and churches sprang up in the wake of these humble Waldensian missionaries.

In this age of the printing press when almost everybody reads, God designs that the evangelistic colporteur shall prepare the way for the minister, the one sowing, the other watering, while God gives the increase in souls, and He will see that the final reward is justly bestowed.

The other day a very intelligent-looking gentleman came out to our office for literature for distribution. We asked how he came to know about us; it transpired that away out in the country on a hot dusty day some colporteur had sold him "Bible Readings." He read it night after night and later located in town where a tent was finally pitched, and the brother immediately took his stand.

Somebody in a southern state bought "Bible Footlights" and loaned it to a friend. Two men read it and for several years worshipped under a giant pine in

the forest on the Sabbath, for their church and their families were bitter against them. Later one of our workers learned of them, a tent was pitched, and today a church building free from debt, has supplanted the old pine and the families and many of the neighbors have joined the circle, and the end is not yet.

We read of the wonderful experience of Philip and the Ethiopian eunuch; we might be enjoying just such experiences ourselves, if like Philip, we were on the road with a burning message instead of hugging our comfortable fireside. If good deacon Philip had hung around home with that excellent wife of his, and those seven lovely girls, he never would have had the experience of Acts 8 and some of the Samaritan churches would not have been on the map.

Peter and Cornelius each had a wonderful vision. Peter did not send back to know if Cornelius had a \$100 a night hall with a pipe organ and, all the paraphernalia of a modern evangelist. He preached his first sermon in a private house and a church was raised up by the mighty power of God.

On another occasion a woman was praying for light and saw in vision a man coming to her home with a book containing the light she needed. Some time after, the very man seen in the vision came along. He was one of our colporteurs. The book was "Daniel and the Revelation," and the lady is now a firm Seventh-day Adventist.

The last chapters of the book of Acts are in the making, and many of the glorious experiences recorded therein will be those of the self-sacrificing, consecrated colporteur.

W. C. MORFET.

### Lady Colporteurs

We are living in a time when much of the world's work that formerly was supposed could be done only by men is now being done by women. In the professions of the world, such as educational, medical, and law, women have proved themselves quite the equal of men, and not in a few instances their superior.

It is not at all surprising, therefore, that we should find women, old and young, engaging in the various lines of gospel work. For many years women have been among the best Bible workers, and some have made successful preachers of the gospel.

For a quarter of a century women have successfully sold our large subscription books. In recent years they have sold many hundreds of thousands of our magazines. This work has not been confined to any one section of the country, but, from New York to California, and from Canada to Texas, those who have taken hold of the work with a will and desire to

do God's will, have alike succeeded, both in the city and the country.

For more than twelve years, women have been given country territory where they have sold large numbers of our subscription books, travelling by horse and buggy, stopping with the people over night, and returning to their headquarters for Sabbath and Sunday. The writer has known of many worthy young women making their way through school in this manner, and some have continued in the work after their school days were over.

During the past few years another invasion has been made by many of our student young women into that which, apparently, had been and would be for all time the work of men and boys,—walking in the country and selling our large subscription books.

At first this invasion seemed almost shocking. "It will not do." "It will ruin their health," urged the more careful and solicitous matrons and guardians. But some, including the polished and refined college girls, had listened to the earnest appeals for workers and to the thrilling experiences of those who had gone, and had gotten the conviction that God wanted them, too, to go, and they insisted upon trying; and, as usual, have proved more than a match for their big brothers.

Some with poor health have gone out and returned with robust health. And why not? for has not "hiking" become a popular remedial agency for the women of our day?

Lady colportage is no longer an experiment, but a success to those who enter the work with the love of God in their hearts and a desire to do good and advance the kingdom of Christ. For these there is protection, health, and the promise, "Whatsoever is right, I will give thee" fulfilled to them, and, in the end, a harvest of souls.

W. W. EASTMAN.

### Special Training for Colporteurs

First a person needs to know himself, and there is nothing like a good, thorough training to acquaint one with himself. He comes in contact with others who have had experience, and profits by their experiences. He is disciplined, and, by being brought in contact with his fellow-men, he sees himself in a way that perhaps he never has before. Without this training he is as a ship without a rudder; he steers in all sorts of directions, and finally lands on the rocks.

This was very definitely illustrated the other day, when one of our field missionary secretaries was out with an untrained man. As they secured an order from an individual, the latter offered to make a payment on the book, but the colporteur said, "O no! you need not pay until you

get the book." This is but a sample of many other blunders that are made by untrained men.

Governments of this world would not think of putting untrained men in the army; it would mean failure to their forces. Thus we see England spending a whole year during this terrible war to train her army before she would send them against the enemy. It was thought that England was recreant to her duty, but she seemed to know what she was doing, and we are now seeing the effect of this training.

We who are called to lead out in the army of the Lord have been remiss along this line. We have been slack both in choosing and in training recruits for the Lord's army. If we would take heed to the instruction given by the Lord, failure would not so often be written on the work of the colporteur.

I cannot better illustrate the result of lack of training and, also, the success that comes by properly training colporteurs than by relating an experience through which the East Michigan Conference passed. There was a time when the colporteur work in that conference was about as dead as it was possible for it to be. One did not have to look far in order to see the cause of this condition. First, we were holding no colporteur's institutes, and, second, we had chosen a man as field secretary who was to spend one-half of his time in canvassing. He would start a man out in the field without any training, give him a little instruction and help for a day or two, and then leave him to his own destruction, which very soon followed. Things went on in this way until, at one of our conference meetings, we yielded to the importunity of Brother Blösser, the Union Field Secretary, and asked Brother MacEachern to take the work of field missionary secretary. It is true that we did not have much confidence in the success of this work, because we thought that East Michigan had been so thoroughly canvassed that there was no use to do more there. Nevertheless, we made up our minds to give it a good trial.

The first thing that we did was to get together a band of men to spend about two weeks in good, strong, institute work. We not only trained them in the book that they were to take into the field, but also in every other line, even to the extent of disciplining some who had not been subject to discipline.

A good band of workers went out from this first institute, and we were so well pleased with what they did that we called them together again at the end of a period of six months for another training. This course was pursued for the three years that Brother MacEachern was with us, during which time we had seven institutes. The work in East Michigan had

risen from the lowest place in the Lake Union until it stood at the top. And it all came about as the result of organization and thorough training.

In an institute I feel that much attention should be given to the spiritual training of workers. Keep them as far away from the commercial phase of it as possible; for in order to make the work of God a success, men and women must be filled with the spirit of God; when this has taken place; with the proper training, there is no question but that success will attend the efforts of the colporteur.

A. R. SANDBORN.

## Confidence in Men's Ability to Sell Books

Confidence is born of success, and success is an attainment bought of experience. I have full confidence in a man's ability to sell books if he has made the necessary preparation for his work, and has gone to it with the intent of making it his best endeavor. This will apply to any other branch of work as well, but when the application is made to our colporteur work, an added force is brought into it which will give an additional assurance of success.

The colporteur should be a man of at least ordinary intelligence, having a sufficient knowledge of English to make his canvass an interesting one. He should have a quality of stubbornness in his make-up that will cause him to set his teeth and "go to it" with a little more vigor when the work is going hard; and, above all else, he must have a personal Christian experience, and an unbounded confidence that he is in such close connection with the divine power that his S. O. S. will be immediately answered.

Confidence is also gained in belief in the statement "That the Lord imparts a fitness for the work to every man or woman who will co-operate with divine power; and that all the requisite talent, courage, perseverance, faith and tact will come as they put the armor on."

Added to all this is the quality of persistence, or continuity of purpose, which will compel a devotion to the work of an average of five days, or forty hours, each week.

With these qualifications a colporteur may be placed in almost any field with the assurance that he will be able to care for himself. He will not be fearful of not being able to support himself or his family (and this is a nightmare in the experience of almost every beginner), but will have confidence in his work and in his ability to make it a success. He knows he has a good thing, and, believing in it himself, he will have no great diffi-

culty in persuading others to see it as he sees it.

A man may develop in himself confidence in his ability as a salesman, but when there is added the assurance that he is in the Lord's work, that he is working in the name of the Lord and is supported by the divine power, he has all the essentials of success.

To make assurance double sure this method is suggested: The colporteur should move to the center of his territory, so that he may come to his home for Sabbath and Sunday rest. On his arrival Friday afternoon his helpmeet will have made arrangements for his comfort, and after his bath and change of clothes he will relax, minus coat, collar, and shoes, enjoying the comfort of his home. Sunday he will take care of his correspondence, and, if necessary, go to his field Sunday evening. He will shut out of his experience every other branch of work, devoting himself entirely to his calling, making it for the time the purpose of his existence. This will make for contentment, and the contented man will be ambitious for the success of his calling.

T. D. GIBSON.

## Successful Book Evangelists

"Put on the whole armour of God that ye may be able to stand against the wiles of the Devil."

If space would permit, I would bring evidence from the Scriptures, that this armour is Jesus Christ. We read in another text, "Put ye on the Lord Jesus Christ." Daily consecration is of absolute necessity if we are successful evangelists. If we comply with the above text, as we daily go from house to house, our life, in manners, speech, dress, and in every act, will represent the character of Jesus. Those who have the spirit of Christ will recognize the fellowship of the spirit and will be lifted up. They will co-operate with your plans, respond to your advice in regard to their needs. Thus success will attend your efforts.

A successful book man is not the one who sells the most books but the one who by his life and consecration leads souls to the Lamb of God, which taketh away the sins of the world. The whole period of life is a brief season of trial; but keep the armour (Jesus) on, and remember the promise Jesus left us, "Lo I am with you alway."

The world would see Jesus. The Lord will give a wonderful experience to the dear soul who will say, I will not be discouraged. Hundreds of times the Lord has revealed to me that every dark cloud has a silver lining. Persevering prayer, without fail, has always brought victory and success. I have witnessed it so many times in my own experience.

Had Elijah ceased when he had prayed six times for rain, would it have rained? No. But the seventh time brought success.

God has ordained the book work as a means of giving the Message, and He is ordaining men to carry it on for Him. Satan realizes the greatness of this branch of work and is doing his utmost to keep men in other lines of employment whom God is calling to this work. He holds up the failures of others before them. But remember, dear reader, this work is of God and He has never failed. If He is calling you to join Him in this work, success is yours. Souls will rejoice in God's kingdom because of your faithfulness. The successful Book Evangelist is one who realizes he is handling the cup filled with the preciousness of the truth of redemption, and drinks of it himself one who will persevere under heavy trial, and not wait for every obstacle to be removed; one who prays the prayer of faith for himself, and his customers.

H. F. Kirk.

### Our Ever Present Helper

"And He said unto them, 'Go ye into all the world and preach the gospel to every creature,' (Mark 16:15) 'Teaching them to observe all things whatsoever I have commanded you, and, lo, I am with you alway, even unto the end of the world.'" (Matt. 28:20.)

These words clearly outline the work of the truth-loving, God-fearing colporteur. He is to sow beside all waters and fish for souls as one that must give an account. Through prosperity and adversity he is to "pray and work, and work and pray." Then the Creator who owns the gold and silver will give him success.

A man gives his heart to God, laying all upon the altar. The still small voice whispers, "Son, go work today in my vineyard." With fear and trembling he sets forth. Supposed friends tell him that he can not get a living and that he had better go back to his trade, but the heavenly voice says, "Go ye also into the vineyard and whatsoever is right I will give you." The love of Christ constrains him and he finds a man of sorrow and one acquainted with grief walking by his side. This companion has been over the same road and knows every hard place. Every time His name is mentioned by consecrated lips angels draw nigh.

In the homes the colporteur finds that heavenly visitors have gone before and prepared the way. As the book is explained the Holy Spirit gives utterance, that the life and death message may be accepted. It would seem the Creator had given all the aid necessary for success, but we are further told that "All the requisite talent, courage, perseverance, faith

### Canvassers' Reports

Name	Place	Book	Days	Hrs	Orders	Value	Helps	Total	Del
Ohio, Week Ending Dec. 2, 1916									
Geo. Carter Warren Co.		BR	5	42	12	42 00	4 50	46 50	75
J. S. Randolph, Morrow Co.		ES	5	42	7	24 00	11 60	35 60	35 60
Fred Hannah, Belmont Co.		BR	5	41	8	25 00	12 75	37 75	13 00
R. DeGarmo, Summit Co.		HM	4	40	17	34 00	2 50	36 50	
P. A. Franks, Hancock Co.		BR	5	40	12	37 00	6 90	43 90	
R. H. Patterson, Greene Co.		BR	5	39	8	32 50	2 25	34 75	1 50
J. H. Stafford, Franklin Co.		BR	5	35	6	21 00	1 40	22 40	4 40
W. S. Syphers, Clark Co.		BR	5	35	9	31 50	2 25	33 75	2 25
Mrs. Kelley, Springfield		CK	5	32	10	15 00	4 25	19 25	38 95
Mrs. Smith, Ironton		CK	5	29	13	24 50	15 75	40 75	2 50
D. McCarthy, Mahoning Co.		BR	4	25	10	34 00	1 50	35 50	9 50
G. W. Yingling, Salem		BR	3	25	4	14 00	5 25	19 25	75
Clara Weber, Springfield		CK	4	24	7	10 50	5 90	16 40	19 75
E. E. Goodrich, Champaign Co.		BR	5	24	4	15 00	3 00	18 00	75
L. C. Medcalf, Licking Co.		BR	3	24	11	41 00		41 00	4 00
H. W. Barto, Clinton, Co.		BR	3	23	8	30 00	75	30 75	75
C. G. Douglass, Summit Co.		BR	3	22	11	42 00	7 25	49 25	
Will Price, Toledo		BR	3	18	6	18 00	8 25	26 25	75
Mrs. Stafford, Columbus		BR	3	15	2	7 00	50	7 50	
Mrs. Fellabaum, Springfield		BR	2	14	4	12 00	2 00	14 00	
J. D. Fellabaum, Clark Co.		BR	2	14	3	10 00	2 25	12 25	
W. H. Smith, Holmes Co.		BR	2	13	1	3 00	1 00	4 00	
C. F. Wilcox, Licking Co.		BR	2	13	4	12 00		12 00	
E. C. Alexander, Clermont		BR	2	12	1	4 00		4 00	10 00
Frank Fultz, Highland Co.		BR	1	9					6 00
Totals	24 Agents		91	650	180	\$539 00	\$101 80	\$640 80	\$135 20

District of Columbia, Week Ending Dec. 2, 1916									
Mrs. Earl Wilcox, Montgomery Co.	BR	6	34	12	40 00		40 00	175 00	
Windon Welch, Montgomery Co.	BR	5	30	15	50 00		50 00		
Otto Westerhoff, Prince Geo. Co.	BR	13	83	23	67 50	14 85	82 35	2 60	
F. T. Feutz, Twining City	BR	5	34	22	69 00	6 25	75 25		
D. P. Corbett, Loudoun Co.	BR	9	45	34	112 00	12 00	124 00		
S. N. Brown, Loudoun Co.	BR	5	30	24	72 00		72 00		
Chas. Dunham, Washington	GC	5	29	21	62 85	3 90	66 75	12 40	
Miscellaneous	Misc				34 35		34 35	34 35	
Totals	7 Agents		48	285	151	\$507 70	\$37 00	\$544 70	\$224 35

MAGAZINES									
Eva Chandler		19 00	Edna Bell					20 00	
Janet Morris		3 50	Mrs. Westerhoff					33 00	
Mrs. H. M. Cleveland		15 00	Anne E. Pulis					10 00	
Miscellaneous		13 50							
Total								\$114 00	

West Pennsylvania, Week Ending Dec. 2, 1916									
Mrs. C. D. Bateman, Cambria Co.	BF	7	49	34	52 00	3 50	55 50		
Geo. Buttermore, Fayette Co.	BR	5	46	14	46 00	10 60	56 60	52 00	
Solomon Diehl, Mifflin Co.	CK	4	33	10	26 25	1 50	27 75	1 50	
J. S. Glunt, Erie Co.	BR	3				11 50	11 50		
W. H. House, McKean Co.	BF	5	37	22	38 50	2 75	41 25	4 50	
D. J. Hoover, Fayette Co.	BR	5	23	12	34 00		34 00	44 75	
John Morley, Venango Co.	BR	3	21	15	46 00	1 25	47 25	50	
H. L. Riemann, Allegheny Co.	GC	3	13	2	6 00	11 25	17 25	26 75	
G. Rager, Cambria Co.	BF	7	51	24	38 00	1 50	39 50		
C. E. Will, Washington Co.	GC	4	34					45 55	
A. Brownlee, Wash. Co.	PPF	4	29		31 25	26 85	58 10	13 15	
Totals	11 Agents		50	336	133	\$318 00	\$70 70	\$388 70	\$188 70

New Jersey, Week Ending Dec. 2, 1916									
C. W. Coyne, Essex Co.	BR	2	7			3 80	3 80		
W. W. Jennings, Salem Co.	SP	3	14	7	12 25	1 75	13 00		
Totals	2 Agents		5	21	7	\$12 25	\$5 55	\$16 80	

## Chesapeake, Week Ending Dec. 2, 1916

O. C. Weller, Frederick Co. Md.	BR	2	15	6	20 00	2 25	22 25	2 05
B. G. Hohensee, Jefferson Co. W. V.	DR	3	25	7	22 00	5 00	27 00	
C. C. R. Hare, Cecil Co. Md.	PPF	6	48	17	45 50		45 50	
O. C. Weller, Frederick Co. Md.	BR	4	35	15	47 00	5 75	52 75	4 80
J. H. Ware, Morgan Co. W. Va.	PPF	6	36	18	52 25	7 25	59 50	1 00
W. H. Wilcox, Baltimore Co.	HM	2	16	7	17 50		17 50	

Totals 5 Agents 23 175 70 \$204 25 \$20 25 \$224 50 \$7 85

## MAGAZINES

C. B. Tracy \$24 50

## Virginia, Week Ending Dec. 2, 1916

S. N. Wilmer, Bedford Co.	BR	4	27	13	43 00	2 75	45 75	
Edward White, Halifax Co.	BR	2	21	3	9 00	4 65	12 65	
Harry Wright, Bedford Co.	BR	6	42	37	110 00	1 35	111 35	
J. M. Wright, Norfolk Co.	BFL	2	9	4	6 00		6 00	
Frank R. Wood, Nelson Co.	GC	5						111 00
Mrs. Fussell, Richmond	OSD	3	15	120	30 00		30 00	30 00

Totals 6 Agents 22 114 177 \$198 00 \$8 75 \$206 75 \$141 00

## West Virginia, Week Ending Dec. 2, 1916

G. E. Snyder, Harrison, Co.	BR	5	45					256 55
W. A. McElphatrick, Marshall Co.	BR	2	14					43 25
T. M. Butler, Harrison Co.	BR	3	27	5	23 00	2 00	25 00	2 85
John Fahrner, Buckhannon Co.	GC	5	38	7	21 00	10 35	31 35	2 15
Bertha Hoffman, Wheeling	COL	8			3 00		3 00	11 70
Mrs. G. E. Snyder, Broad Oaks	Misl	2	9	32	28 65		28 65	2 75

Totals 6 Agents \$75 65 \$12 35 \$88 00 \$321 25

## East Pennsylvania, Week Ending Dec. 2, 1916

Lee Mase, Tioga Co.	GC	5	35	4	13 00	4 50	17 50	
Chas. Booth, Northampton Co.	DR	4	22	3	9 00	2 25	11 25	
Wm. P. Hess, Chester Co.	BF	2	17	9	13 50		13 50	
Wm. Frizzell, Wayne Co.	PPF	4	21	3	9 00		9 00	
Wm. Frizzell, Wayne Co.	DR	4	22	7	22 00	1 00	23 00	
F. W. Stanley, Wayne Co.	DR	2	11	2	6 00	1 20	7 20	

Totals 5 Agents 21 128 28 \$72 50 \$8 95 \$81 45

Grand Totals: 56 Agents of Orders Value \$1927 35 Deliveries, \$1099 80

and tact will come as they put the armor on."

"Some who have started out in this blessed work failed because they were not converted. They had a theory but did not depend entirely upon God.—C. M. p. 10.

Those who die daily and seek God earnestly, working as though the heavenly angels were watching, will be given success.—C. M. p. 13. E. A. MANRY.

## Enthusiasm And Its Place in The Book-Work

"Whatsoever thy hand findeth to do, do it with thy might," is the wise man's instruction to the colporteur. The Lord bade His prophet to write His message and make it plain, that he may run that readeth. And Daniel, seeing this twentieth century, said that many should run.

The colporteur has read the message and he must run. As Philip ran to give the eunuch the message of a risen Sav-

iour, so the colporteur must hasten to the perishing with God's last message of mercy. The King's business requires haste. The earnestness, the enthusiasm of the colporteur, impresses the people with the importance of his work. Enthusiasm, tempered and chastened by the Holy Spirit, is the secret of success in the colporteur work. How could one having the light of this great Third Angel's Message and all the chain of truths reinforcing it, be listless and uninspired?

This message was given with a loud voice by the angel, and heaven intended that the human messenger should put no less enthusiasm in its proclamation. The Lord uses men who realize the exigency of the hour,—men whose own souls are filled with the spirit of God,—men who feel a burden for a perishing world. When a man is full of this message he must give it to others. As a stream fed from a living spring can not be kept from flowing, so the grace of God can not be walled up in the heart. The streams of God's mercy must not only flow into the heart but

must flow out in blessings to others. To receive is to give.

If there is a person on the face of the earth who needs enthusiasm, who needs to have his own soul afire with the message of the living God, it is the Seventh-day Adventist colporteur.

For worldly honor men risk even life itself. Neither the burning sands of the desert nor the icebergs of the polar regions can turn them aside from their object. In its pursuit all else is forgotten; all other ambitions are lost sight of. Labor, weariness, bodily discomfort, expenditure of money, unceasing toil, are not counted too great a price. In the face of every hardship this enthusiasm does not wane. They keep their eyes on the goal, and obstacles seem only to urge them forward. Why should not the Christian colporteur learn a lesson from these men? His is a nobler work. His reward is not the applause of his fellow-men, but the approval of his God. Why should not he keep his eyes on the goal and in spite of every hindrance press enthusiastically forward?

Know your book, dress neat, use good language. Get enthusiasm. Enthusiasm commands attention. Enthusiasm gets the orders. Enthusiasm delivers the book. Therefore, in all thy getting, get enthusiasm. EARL WILCOX.

## No Book Agents Wanted

"And this gospel of the kingdom shall be preached in all the world for a witness unto all nations; and then shall the end come." Matt. 24:14.

This is the commission given by our Savior just a short time before the crucifixion, and it is the same gospel of the kingdom that we are told to give today. I like to place the word Published along with the word Preached, as the two are companion words. God, through the means of the printing press, is publishing to the world the news of His soon coming, also by the same means is giving (to all who seek Him,) a knowledge of their standing before Him and how to perfect a character that will prepare them for eternal life.

God calls those who have a knowledge of these things to carry the glad news of salvation to all the world, and at the same time has made it possible for His workers to get to their work quickly. Study the Testimonies on evangelistic canvassing, and see the importance the Lord attaches to it and the promises He has made to those engaged in it, and we know His promises never fail, for if there is any failure it is because of some lack on our part. Again, it may be that we fail because we are Book Agents, and have not seen that commercialism should not be "Once named among us" perhaps we

## COLUMBIA UNION VISITOR

OFFICIAL ORGAN OF THE

## COLUMBIA UNION CONFERENCE

of the Seventh-day Adventists

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EMMA SILBER - - - EDITOR

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have failed in every other line, and we have taken this as a last resort to make a living. To all such, I would say again read the Testimonies and see how God looks at it.

The call today comes to all those who have taken the name of Christ. "Go work in my vineyard, and whatsoever is right, I will pay thee." Again, "Having food and raiment let us therewith be content," God knows all the circumstances, and will supply our every need. "For if God sees the sparrow fall," will He not see and supply our need? We are beginning to recognize the standard God has placed this work on, and I am glad to see those entering, who are able to command large salaries in the world, who have made a success of other lines and are making a success in this work, however, the fullness of our success may never be known in this life and will not until the drafts are made on the banks above, and then the joy we shall have in seeing the stars in the crown Jesus places on our brow. I trust there may be many that shall take up this important line of God's work and shall seek to become Evangelistic Colporteurs, and not Book Agents.

C. R. FAIRCHILD.

### Possibilities of the Work of A Single Colporteur

A few years ago in the state of Washington, a colporteur found his way into a small store in the suburbs of a large city in the early morning. Finding the proprietor alone, and at leisure, asked permission to show him a copy of the book "Great Controversy." The request being granted, he at once opened the book and

began the canvass with a graphic description of the destruction of Jerusalem, when a young man, perhaps twenty years of age came into the store to make some small purchase. His attention was immediately directed to the speaker, who with great earnestness was showing that the Saviour's prophecy concerning the visitation of judgments upon Jerusalem, is to have another fulfillment of which that terrible desolation was but a faint shadow. At the conclusion of the canvass, the young man had decided to take the book, and ordered it sent to his mother, then residing in the East. Ten years passed by and the mother met with a terrible accident. The young man sat by her bedside, during the anxious days which followed and watched her life ebb slowly away. After her death, the old home was broken up and when the keep-sakes were divided among the members of the family, there fell to him the book, "Great Controversy," which he had purchased ten years before. As he held the book again in his hand, there came before him the earnest face of the colporteur from whom he had purchased the book, and he began to recall some of the impressions made upon his mind at the time. He determined to read it. In the meantime, a Seventh-day Adventist minister came to his home. The treasured book was brought out and the minister awakened a new interest in its thrilling pages. Later on the young man accepted the truth and became a minister and since that time has directed the attention of many to the book and to the wonderful truths it contains.

Some time ago, having occasion to visit a farmer in the middle West, our conversation at length turned upon Bible themes, and later to the latter day inventions. The farmer arose and stepping into an adjoining room came back with a much worn copy of "Daniel and Revelation." Showing it to me, he remarked, "I do not belong to any church and all the religion I know anything about I found in that book." I ascertained later that for years he had been advocating to his neighbors the truths he had learned from the book, until there was a general belief among them that this man was a prophet. I have written these two incidents to illustrate the possibilities of a single colporteur and the influence that may result from even one presentation of the book. "A pebble in the streamlet sent, has changed the course of many a river." Sometimes the trivial things of life lead to the great events of existence. The work and influence of the one faithful colporteur can never be estimated until the books are opened. Let us not weary in well-doing, for in due season we shall reap if we faint not.

R. E. HARTER.

## An Encouraging Report

We have finished our report of sales for month ending November 25, and it looks so good I must tell you something about it. We have sold for the first eleven months of the year ending November 25, 53,225 copies of Bible Readings. What do you think of that? During the last month we sold 8,387. That don't look like the colporteur work was dying out, does it? And that is only one book. We sold thousands of copies of other books, such as Great Controversy, Daniel and Revelation, Coming King, Bible Footlights, Heralds of the Morning and Practical Guide. The little books have had a big sale too. We have sold almost 25,000 copies of Best Stories during these eleven months. The Crisis series has really gone beyond our expectation. I was just figuring up the sales on the little book "Armageddon" and find that during these eleven months we sold 100,872 copies. World's Crisis and Shadow of the Bottle also had large sales, though not quite so large as Armageddon.

The outlook for next year, judging from the sale of prospectuses, is splendid. I find that we have sold thus far this year 392 prospectuses more than we sold all of last year. This makes us lay big plans for supplies for next year's business. We now have binding orders in our bindery for about 35,000 books of different kinds.

Thought you would be glad to know what we are doing here at the office.

Your brother in the work,  
Review and Herald Publishing Ass'n.,  
I. A. FORD, Mgr. Book Dept.

"One thousand dollars, this week our goal,"  
Said all the boys, both young and old.  
But to do this each quite agreed,  
Would require a higher speed.

"So very early on Monday morn  
Finds Mr. Colporteur out in due form.  
And taking lots of orders you bet!  
All the time saying, "Why should I fret?"

"While it is true four were not out;  
Yet we do not think it because of the gout;  
For poor little Johnnie may be sick at home  
Pleading 'Daddie, do not leave me alone.'

"So by free use of Uncle Sam  
This news we give to every man:  
That we have more than reached our goal,  
But the half has not been told."

"Every canvasser has positive and constant need of the angelic ministration; for he has an important work to do, a work that he can not do in his own strength."

—Man, p. 13.