

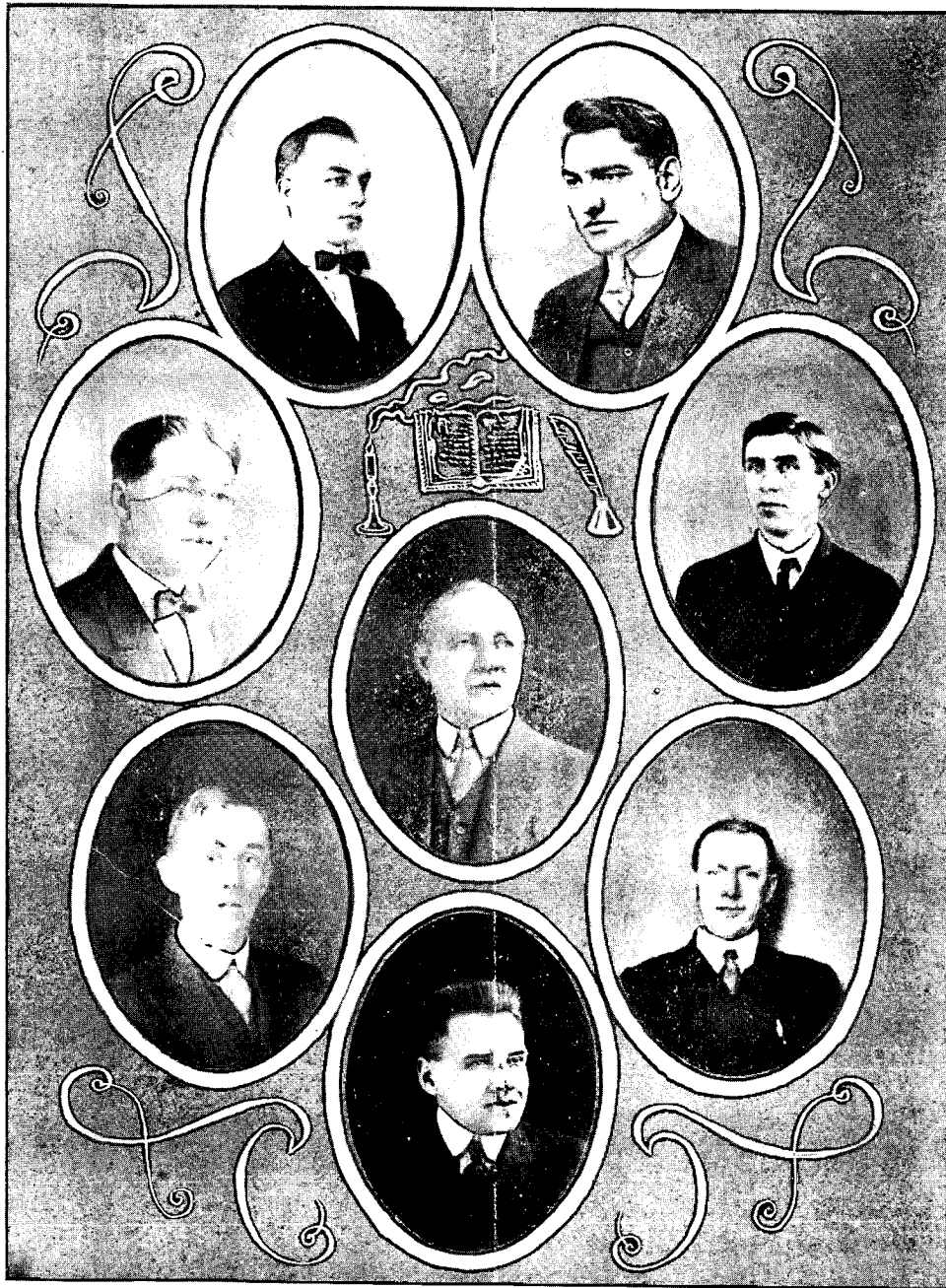
Lake Union Herald

"In due season we shall reap, if we faint not"

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EXTRA NO. 1



J. C. KLOSE E. E. FRANKLIN
W. A. BERGHERM J. B. BLOSSER A. L. VAN FOSSEN
E. M. FISHELL L. C. SHEPARD HUGH STEARNS

Greeting

This is the first HERALD of the New Year. And it is a Colporteurs' Special. That is not an accident. It is one of those things for which "There's a reason." The canvassing work has indeed become the beginning, the alphabet in our work. It is not only self-supporting, not only very fruitful in soul-winning, but it stands as one of our great training schools for efficient laborers. For some people an experience in this work is of more value than a university degree.

We have but little interest in the "Yuletide." We are willing to be thought odd, because we seldom say, "Merry Christmas." But we do believe in New Year's. For the passing of the years mean much to God's children. Each one brings us nearer home. The last year with its war and suffering was an epoch in itself to this generation.

The Lord has truly been good to the American people. We owe Him eternal praise for His mercy. We also desire to express our heartfelt gratitude to all our brethren in this Union for their willingness to work, their liberality in giving, and their hearty cooperation. We hope that every one may enjoy the special protection and blessing of the Lord this coming year. As we think of our workers and brethren, we know of none whose faithful labors we have appreciated more than our God-fearing colporteurs. They are the pioneers right out on the frontier, toiling hard to prepare the way for the gospel message.

We believe in the colporteur work because it develops character. "The truest test of civilization is not the census, nor the size of cities, nor the crops; no, but the kind of men the country turns out." If we apply this test to the departments of our cause, the canvassing work stands well to the front. We believe in the canvassing work, because it gives the laborer himself a good Christian experience. A faithful colporteur lives in an atmosphere of prayer and is constantly seeing the providences of the Lord. We believe in the colporteur work because it brings results. Our books are leading thousands of people to accept the third angel's message.

Just now the canvassing force should be greatly increased. The Spirit of prophecy declares that "God will move upon men in humble positions to declare the message of present truth. The truth is as a fire in their bones, filling them with a burning desire to enlighten those who sit in darkness. Men in the common walks of life will be impressed by the Spirit of the Lord to leave their ordinary employment, and go forth." The colporteur is as much the minister for God as the preacher.

During 1915 our book sales in this Union increased \$30,000 over the previous year. During 1916 we made no gain at all. This is certainly a mistake. We are happy to bring our brethren this interesting Number. We will all be glad to get this closer view of our faithful leaders and colporteurs. And we hope that God may send many more colporteurs into the field.

L. H. CHRISTIAN

"From age to age the Lord has been seeking to awaken in the souls of men a sense of their divine brotherhood."

A Wonderful Year

Truly 1916, just closing, has been a remarkable year in our book business, in many respects.

The large number of agents in the field, including the student canvassers, with the threatened railroad strike September 1, made our stock problems more complicated than usual.

The majority of our canvassers centering their effort on "Bible Readings for the Home Circle," made a very heavy demand for that book in all languages, with a sale so far this year close to 23,000 copies, weighing about forty tons. If these books were piled one above the other, the pile would reach to a height of one and one-tenth miles. This will give you a little conception as to the volume of literature pouring into these five Lake states in one year. It practically means 115,000 people supplied with these truth-filled books and the results can hardly be estimated.



UNLOADING A CARLOAD OF BOOKS AT THE SOUTH BEND BRANCH

In addition to the sale of this book, "Great Controversy," "Heralds of the Morning," "Bible Footlights," "Coming King," "Practical Guide," and "Daniel and Revelation" all enjoyed a good sale.

Realizing that there was a strong possibility of a railroad strike in September that would tie up our business, and hinder the books from reaching the agents, we put in two carloads of books at different times during the summer, each carload weighing 36,000 pounds, and containing about 9,000 large books.

This is beyond precedent in this field, but we have almost ceased to be surprised at the development of our business, as God has opened the way before us in a wonderful manner.

Looking back on the year which is almost ended, which has indeed been a busy one, with a total business at this writing of \$154,624.25, we can only exclaim, "What hath God wrought!"

J. W. MACE

Remember God's "Way"

"And thou shalt remember all the way which the Lord thy God led thee these forty years in the wilderness, to humble thee, and to prove thee, to know what was in thine heart, whether thou wouldst keep His commandments, or no. And He humbled thee, and suffered thee to hunger . . . that He might make thee know that man doth not live by bread only, but

by every word that proceedeth out of the mouth of the Lord doth man live." Deut. 8:2, 3.

It was the "way" that they were to remember, and that "way" was the wonderful truth "that man doth not live by bread only, but by every word that proceedeth out of the mouth of the Lord doth man live." Time and time again did human eyes fail to see any way of escape from death by hunger, thirst, and their enemies, but as often God opened up relief by His word. Israel had forgotten that it was by His word that the earth in the beginning "brought forth" what man needed, and now God was teaching Israel this very truth by bringing salvation to them by His word in another channel. He commanded the skies to rain down manna, and the flinty rock to send forth water, and while it was out of the ordinary way of getting bread and water, yet it was in this "way" He taught them the great truth that God's word was the source of all that man needed, and that they were to trust in that alone.

True Leadership

A true leader in Israel in those days was one who implicitly trusted in that word to lead, and bring success to the movement. When a leader lost sight of this truth he miserably failed as a leader. Aaron failed when, tested by Moses leaving the camp but a few days, to go into the mountain to commune with God. Israel's eyes had been on Moses, and when he was removed the test came and Aaron was swept away with the murmuring host who trusted in human power and eyesight. The spies that trusted in their human eyes and reasoning, led Israel to murmur and rebel. Not so with Caleb and Joshua. They possessed another spirit. They had their eyes on the God of Israel and remembered the "way" He had been leading, and they encouraged the people to go forward. Difficulties were not seen by them as hindrances, but as opportunities for God to manifest His power and get glory to His name. When a leader begins to look at difficulties and reason that because of these the enterprise may prove a failure, he thereby reveals that he no longer can be trusted as a leader. This principle holds true of all classes of leaders,—field secretaries, tract society secretaries, conference presidents, church elders, and workers in general. The work can never prosper under such leadership. It will rise no higher than their short-sighted human vision sees it can. You will hear them saying, "Circumstances forbid," "This is a hard field, and you can not do here what you can elsewhere," or, "Oh yes, but you will have to show me before I believe it can be done," etc. Either such leaders will have to be converted, or they should resign as leaders in the Lord's work.

Development of Leaders

There is a growing demand for leaders of the right stamp in the publishing work. Calls are coming with more and more frequency for such men for the foreign fields. This demand naturally comes to the homeland, and here it is we need to give attention to developing workers. Among our colporteurs is the natural place to look for this development. Our hearts are made glad as we see strong, sturdy, young men taking hold of this work. We watch their reports week by week, and their faithfulness year after year, trusting that

the time will come when we can offer them to answer these calls. Sometimes, just at the time we are about to ask them to step into a place of responsibility, we are pained to hear that for some "reason" they had dropped out of the work. It is under the pressure of trial that they are revealed either as trustworthy leaders, or wanting in those qualities that make for success. To their human eyes no way of escape was seen, and they failed to remember the "way" that the Lord was leading them. To others pressing onward, ever watching, the "way" was opened up by that all-powerful word of the great Commander.

Individual Faith Needed

The work of scattering our publications needs men and women who have so thoroughly learned the "way" God leads that their faith will not falter at difficulties, nor their courage fail when others let the banner trail in the dust. They must show a faith like that of David, who, after he recounted what God had done for him in helping him care for the sheep, said, "and this uncircumcised Philistine shall be as one of them."

"When the Lord gives us a work to do, let us not stop to inquire into the reasonableness of the command, or the probable results of our efforts to obey it. . . . We need greater faith."—*Vol. VI, page 466.*

"Workers for Christ are never to think, much less to speak of failure in their work."—*Vol. VI, page 467.*

"Bear in mind the time will never come when the hellish shadow of Satan will not be cast athwart our pathway to obstruct our faith, and eclipse the light shining from the Sun of Righteousness. Our faith must not stagger, but cleave through that shadow. . . Our faith is not in feeling but in truth."—*Special Testimony, May 4, 1896.*

"Christ was always confronted with apparent failure."—*"Desire of Ages," page 678.*

"Upon God's word Christ rested and gave Satan no advantage."—*"Desire of Ages," page 679.*

Canvassers to Expect Success

"From family to family they carry the message of truth. Thus they come into close touch with the people, and find many opportunities to speak of the Saviour. . . . They may expect success. . . . He will teach them as they go forth to their God-appointed work, to warn the world of the soon coming judgment. . . . Accompanied by the power of persuasion, the power of prayer, the power of the love of God, the evangelist will not, can not, be without fruit. Think of the interest that the Father and the Son have in this work. As the Father loves the Son, so the Son loves those that are His, those who work as He worked to save perishing souls."—*Testimony, May 15, 1903.*

Read the items of interest and the testimony of those who have been out in the field in all parts of the Lake Union, and you will note that a spirit of confidence prevails among these workers whose experience has been in harmony with the above testimony of the Lord.

Do Not Wait for a Burden

"Here am I, send me," was the response of Isaiah, when he had his sins taken away, and his heart began to beat in harmony with the great heart of God. All he needed to know was that the Lord had something

to be done, and he volunteered to do it. So with the ones He uses today. They see the need of someone going to the homes of the people with these truth-filled books that warn of the coming judgment, and open up a Saviour's love to sinners. They do not stop to consider whether it will be agreeable to all their likes and dislikes, but without hesitation respond: "Here am I, send me."

J. B. BLOSSER

The Work as Viewed by the Schoolmen

The press is one of the most powerful influences in our world today. Over and over again we have been told of the importance of the printed page, and God has made this means one of the strongest, if not the strongest, factor in His closing work on earth.

The wonderful results from the work done, and the accomplishments that have been made through our literature, increase confidence and faith in this good work. We are admonished to scatter the printed page like the leaves of autumn. We know that these printed pages are for the healing of the nations.

Our books, tracts, and periodicals, are instrumentalities by which many are reached, whom it would be impossible to reach by ministerial efforts. For this reason it is essential that our publications be widely circulated.

We have been told that this is the very work the Lord would have His people do at this time. We cannot too highly estimate the work of the faithful canvasser; for were it not for the efforts of the canvasser, many would never hear the warning. There is also a blessing for the one who goes out in this work that cannot be obtained in any other way,—an experience and an education gained in soul-winning that cannot be obtained either in preaching, teaching, or study of books.

It has truthfully been termed "higher education," which all should strive to obtain. It is gratifying to see so many of our young people go out from our schools into this work. And while the testimony of nearly all is that they would not take a year's schooling for the experience obtained in canvassing, yet, by this experience, they are made to realize more fully their need of a thorough preparation for the work of God. Indeed it is one of the greatest blessings God has ordained for our young people—the blessings reaped from this work are of inestimable value.

More than twenty of our Seminary students went out to canvass last year. Nineteen are going through school this year on scholarships earned. Three of the students sold enough books for three scholarships each. Over \$8,000 worth of our truth-filled pages of books and papers were thus scattered by these students. More than \$6,000 of this was sold right in our own Union Conference territory. We are glad for the blessings these books will bring into the homes and hearts of those with whom they have been left, and we rejoice over the blessing it has brought to our young people and the school. We look forward to the coming canvasser's institute, and hope that the company going out from here next year will be greatly increased.

G. E. NORD

Vacation Canvassing

The father of modern subscription book business, as applied to vacation canvassing by non-professional agents, students, and others, was Mr. L. W. Yaggy, now retired, but formerly head of the Western Publishing Company and collaborator on that famous subscription book, "The Royal Path of Life." A few years ago the idea was conceived by some of our leading publishing men that the students of our own schools could sell our literature during the summer months, and arrangements were made between the publishing houses, schools, and tract societies, so that by selling a certain amount of literature, students could return to school with expenses paid for the year.

At first a few ventured out in this new enterprise. Their labors were signally blessed and some of the records made were surprisingly large. These returned to their respective schools enthusiastic about their summer's work and experiences. The attention of others was attracted to the plan, so now every summer we see an ever-increasing army of our students selling our subscription books. Many of the young ladies have recently demonstrated their ability, having pursued the same policy in their work in entering rural districts and partaking of the hospitality afforded by the people. They report being entertained in the best homes in the territory worked, and their experiences were most profitable. Three scholarships were earned by one, last summer.

An all-round, thorough education cannot be obtained merely in the classroom. Theory must be complemented by practice. Many men and women who have made a success in the world began their life work by selling books, thus learning practical lessons which prepared them for other fields of usefulness. Jay Gould, who organized the great railway combination, known as the Gould System, took orders for books. George Peabody, born in New England, carried a pack and sold books outright from house to house. James G. Blaine, Secretary of State, twice candidate for President of the United States, began his life career by selling "The Biography of Henry Clay." Bismark when a student in Heidelberg, paid his way through college by canvassing for "Blumenbach's Handbooks." Bismark succeeded in shaping the destinies of an empire, because he shaped his own by persistent good nature, industry, and by never hearing the word "No." Daniel Webster was a book-salesman and got the money to pay his tuition at Dartmouth College by selling "Democracy in America." George Washington at the age of twenty, sold "Blydell's American Savage." The book cost him two dollars a copy and he sold it for three dollars. His diary shows he sold more than five hundred copies, delivering the book himself. Annie Besant, the greatest woman orator of her time, got her wonderful fund of knowledge concerning humanity by selling books. In the palace of the Louvre in Paris, can be seen the canvassing outfit of Napoleon Bonaparte. On the dotted lines of the prospectus are more than two hundred subscribers' names. If canvassing for books was so important in the preparation of these men and women for their life work, of how much more importance is carrying our truth-filled literature to souls hungering for truth! Already

"There is not a moment without some duty."

our attention has been called to some who have accepted present truth through books delivered the past summer.

The Saturday Evening Post of May 6, 1916, in an editorial headed, "Learning a Business," states very clearly why selling books fits men for big things. The whole article is worth reading. Here are some of the cogent parts: "Learning a *particular* business is not the important thing that most young men imagine it to be. The thing of first importance is to *learn* business rather than any one particular business; and business is nothing but looking for opportunities and dealing with people." Coming in contact with many minds you gather ideas and learn to understand humanity. This understanding of humanity is of paramount importance to the student making plans to enter various departments of our world-evangelization propaganda. In this work you will meet many educated, successful men, who will tell you that they, too, got their start in life selling books.

E. E. FRANKLIN

Open Doors in East Michigan

Compared with some of her sister conferences, the East Michigan Conference is small, having only twenty-one counties, yet I find the rural districts of sixty-two townships, according to the records, have never been canvassed for any of our books. There are one hundred and sixty-two townships that have been canvassed for only one book.

East Michigan is the center of the automobile industry, there being one hundred and ninety factories making automobiles and parts of automobiles, now employing one hundred and thirty thousand men, paying wages that have attracted thousands, until it is almost impossible to rent a house. This has put money in circulation which has given a wonderful impetus to business of every kind. As a result of so many flocking to the cities, there is a great demand for farm products and the farmer is getting the very highest prices for his goods.

Now is the golden opportunity for canvassing. Who knows what will happen after this war? Who can tell how long this period of prosperity will last? If we were positive that Christ would come in just a year or two, how would we relate ourselves to this period of prosperity? I am sure that instead of being attracted by the good wages that the world is offering for advancing our own selfish interests, we would grasp the opportunity that God has given to place the printed page in the hands of the people.

God has promised that the laborer is worthy of his hire, and that whatever is right He will give us. We rely on the promises of God for the supplying of our needs when it comes to keeping the Sabbath and paying our tithe, although at times it means hardships. Will not God provide for all our needs and care for us when we step out by faith in response to the command, "Go ye also into the vineyard"?

There are two essentials that make for success in any missionary enterprise. They are, first, a love for souls, second, a needy field. The needy field is here, but where are those who have a love for souls?

W. A. BERGHERM

The Secret of Financial Success in the Colporteur Work

Putting in good time is the secret of financial success in the colporteur work. I might say the same thing in another way. Faithful effort plus hard work equals many orders. In the gospel colporteur there are two elements which must enter into his life if his work will be a success. They are consecration and continuous hard work. He must enter the field early Monday morning and "stay on the job" until Friday afternoon. The records show that the colporteur who works faithfully forty to fifty hours per week always "makes good." I heard a general man with many years of experience say that he never knew a canvasser who put in faithful time that did not make good. It is a fact that there may come a week, sometime, when the sales are low, but they always average up to one dollar an hour or more. On the other hand, there are those who work from twenty to thirty hours, and then, only half-heartedly. Such men usually fail. Their sales are only fifty to seventy-five cents an hour; they lose courage; they drop out of the work, and say, "A man can't make a living and canvass. It can't be done. There's no use in talking, you can't do it." And they "can't" as long as they work in that way.

Let us consider for a while what such a man does with his time. On Monday morning he doesn't get up until eight o'clock (it looks like rain anyway). He finds that there is some wood to be gotten up for the wife (He spent the time on Sunday reading). He gets the wood and helps his wife do the washing. It is then afternoon. He decides it is not much use to go out at all today, and is doubly sure when he discovers that he hasn't sent his report to the field agent and *tract society*. Tuesday he putters around until about nine o'clock and then starts out. About Thursday evening he thinks that his wife needs some wood, so he doesn't work at all on Friday. On rainy days he doesn't go out, but sits around and pays board. God cannot bless the labors of a man that works that way.

The successful canvasser goes out Monday morning early, or if the territory is a long distance away, he walks out Sunday afternoon. He is out early and works late. He doesn't leave the field until Friday afternoon. On rainy days he puts on his rubbers, raises his umbrella, and finding the whole family at home, secures a goodly number of orders. Such canvassers have lots of orders in their prospectuses and receive a good living.

There is a certain psychology about a forty or fifty hour week that reacts upon the laborer himself. He has a clear conscience that comes from a knowledge of duty performed. A clear conscience begets confidence, and confidence begets orders, and orders mean financial success. A careful study of the weekly reports of a large number of successful colporteurs show that the largest number of orders are taken toward the end of a forty or fifty hour week.

Putting in time is largely a matter of habit. Get started right and stay right, and you will have success. If you have started wrong, stop where you are, and start over again. The Lord will bless you in so doing.

LOREN C. SHEPARD

"Trials and obstacles are the Lord's chosen methods."

God Calls Men

No earthly honor conferred upon mankind can possibly be compared with the privilege of connecting with Jesus Christ in service for others.

Jesus Christ accomplished a work that heaven pronounced "very good" when He created this world, but I believe I am safe in asserting that the Creator did an infinitely greater thing when He accepted the call to save that which was lost.

There is no argument as to the fact that God has in past ages called men to forsake the plow, homeland, relatives, positions of trust and honor, and all else, for the one purpose of reclaiming lost individuals. Most men with whom you may chance to talk these days, concede that this is quite true, but to hold that every individual who takes the name of Christ today is called definitely to a specific part in the Lord's vineyard, seems hard for many to realize.

Of all things, there is none more sad than the fact that it is possible for a professed Christian to journey on year after year in the common walks of life and never know that God has called him to do anything definite for Him. This the writer has found to be the experience of hundreds of God's professed people who believe in the soon-coming of Christ.

To fully accept of the teachings of the Bible, all Christians must admit that God has a place for every individual in the work of soul-saving. There are an innumerable number of texts in the Bible to support this argument. God's servant of our day instructs us thus: "Not more surely is the place prepared for us in the heavenly mansions than is the special place designated on earth where we are to work for God." This affirms that all are called.

Doctor Torrey, a prominent Methodist writer of Chicago, very pertinently states that, "Converting sinners is a work that is open to all Christians, and a responsibility God has laid upon all Christians. If any Christian goes up before God without having converted others, he will be held to account for it."

In response to the call of God, recognition to God's rightful ownership is demonstrated on the part of the individual. "Ye are not your own, for ye are bought with a price." And again, "Be not ye the servants of men."

I have observed that in my associations with our people there is no greater problem confronting us as a people than the fact that "God surely calls men and how they may know it." Some few years ago the writer was perplexed with the same problem, as to whether or not he was called to leave the plow and do service for God. I knew that the Apostle Paul and many of our day had heard the voice of God, and as Isaiah of old, responded, "Here am I, O Lord, send me," but I did not feel that I could be so highly favored as to be called in audible tones from heaven. How then could I find a solution to my difficulty? A good, sound Christian teacher of mine, whom many of the readers of the HERALD well know, said to me, "If you don't know what God would have you do, you don't know anything." I received these words as timely counsel, and from that moment sought God earnestly for wisdom as to His divine plan concerning me and my future work.

You will remember that when God called Saul He employed a human instrument through which to do it — Ananias was sent to tell Saul what great things he must suffer for Christ. In this connection I quote these words: "There are a large number who, if they would come near enough to God, by entire consecration, would hear His voice saying, Go labor in My vineyard and ye shall receive your wages by and by."

When Saul the persecutor came near enough to God by entire consecration, he heard God's voice telling him what he should do, and then He sent one of His servants to indicate the order and methods by which the work should be done.

The servant of the Lord instructs us thus: "Let every Seventh-day Adventist ask himself, What can I do to proclaim the third angel's message? The answer comes very definitely and emphatically. A messenger from heaven stood in our midst, and he spoke words of warning and instruction. He made us clearly understand that the gospel of the kingdom is the message for which the world is perishing, and that this message, as contained in our publications should be circulated among the people who are nigh and afar off. The work of God in this earth can never be finished until the men and women comprising our church membership rally to the work!"

Brethren and sisters, is it not time that you should "let strangers (to God's truth) stand and feed your flocks, while men shall call you ministers of our God"?

I am glad that I can truthfully say that many of our dear people in Indiana are hearing the voice of God saying unto them, "Go labor in My vineyard and ye shall receive your wages by and by," and are sending back the answer, "Here am I, O Lord, send me."

E. M. FISHELL

Canvassers' Band at the College

One of the permanent features of Emmanuel Missionary College is the Canvassers' Band, which this year has an average attendance of one hundred twenty-five. This is especially encouraging, for many of the old canvassers are attending the Foreign Mission and other bands. The band is about equally attended by young men and young women, there being a number of the latter who will enter the work for the first time next summer. All are realizing more and more that the colporteur work is *the* way to prepare for service, and when school work is taken in the winter, an all-round training is given which cannot be excelled.

Our goal for the coming summer is one hundred canvassers, and the prospects were never brighter for reaching it. The work of the band thus far has been upon the general aspects of canvassing work; studies have been given from the Testimonies upon the principles of canvassing, model canvasses have been given, and interesting experiences related which will be of help and encouragement to old as well as new canvassers. Soon the individual books will be studied. The plan is to make the Canvassers' Band an institute as nearly as possible. The field secretaries were asked to give suggestions as to the features of the work to be emphasized, and these have been carried out as far as possible.

An organization such as this, is one of the many

reasons why all our young people should be in one of our denominational schools. We hope many more may be here to enjoy the privilege next year.

A. P. HEFLIN

Earn a Scholarship

Considered alone from a financial standpoint, our canvassing work is a great success. Many thousands of dollars have thus been brought into this cause. Hundreds of students have earned enough money in three months by canvassing to support themselves in school for nine months.

books, yielding the student a total credit of \$144. The third-class scholarship requires the sale of \$200 worth of books and nets the student \$122.50 credit.

The special discount on each plan equals, for the nine months, about $22\frac{1}{2}$ per cent of the net earnings, or practically 30 per cent for the year. Do you know of any other investment that will yield an annual dividend of 30 per cent?

FRED GREEN

The Philosophy of Canvassing

The canvasser's life is one of unending vicissitudes. The rule of opposites is a fundamental principle of his



EMMANUEL MISSIONARY COLLEGE STUDENT COLPORTEURS OF 1916

The scholarship plan has come as a blessing to many. This work has steadily grown. Six years ago five students entered Emmanuel Missionary College after having earned scholarships. That year a Canvassers' Band was organized. The past summer fifty-nine students from this school canvassed. Of this number twenty-six earned first-class scholarships, three earned second-class, and three third-class. The larger share of the remainder were not dormitory students, but earned sufficient money in the canvassing field to pay their school expenses for the year. The total sales for these fifty-nine students amounted to \$18,823.30; the total number of hours spent 14,155, or an average of \$1.32 worth of sales per hour. Scores of other young men and young women could, with sufficient training, do as well.

Three scholarship plans now operate in the Lake Union Conference. Number one requires the sale of \$275 worth of books. The student receives his fifty per cent, or \$137.50 to which a discount of \$30.93 is added, giving him a total credit of \$168.43. Scholarship number two requires the sale of \$235 worth of

work. In it there is a peculiar intermingling of sorrow and joy, victory and defeat. The ludicrous interchanges with the sublime. All the superlatives, the intensities and extremities seem to have been extracted from all forms of human experience, ground up and stirred together, and cast into one pot—that of the canvasser's life.

The canvasser need not fear monotony. Things are always changing. One day everything will be bright. There will be a cloudless sky above and an earth full of joy beneath. Everything will seem bright and gay and the canvasser will step sprightly on his way. But on the next day everything may go dead wrong. The sun wont shine, the rain wont stop, the women wont listen, and the farmers wont buy. One day he is as happy as a lark, and blue as a whetstone the next. He enters a mansion one hour, and stops at a hovel another. He interviews the mistress and the maid, and sells to the master and the groom.

Some districts give him a royal reception and others treat him as a tramp. A canvass will excite joy and laughter in one house and move to tears in the next.

It will draw admiration and approval from one and hatred and opposition from another. It will create an intense desire to buy, or produce a spirit of aversion.

In dealing with these extremes, the canvasser receives untold gain. If he is able to adapt himself to every occasion, to cope with all these experiences, he will have proved himself every whit a man and will receive a man's reward.

E. R. THIELE

My Best Day

How thankful I was to have received that four-dollar order that morning, for it was with some misgivings that I had retraced my steps to that farmhouse as the people with whom I had spent the night had discouraged me as to the probability of their buying. I had overlooked this house the day before, because it was situated far back from the road and was completely hidden by the trees. How happy I was when I again came out to the road! The sun shone brighter than ever and I felt bubbling over with the joy of living. My very body was tingling with vitality and enthusiasm.

I received two more three-dollar orders on the border of a near-by village; then I received three five-dollar orders in succession—one from a Catholic and two in one home. This was something which I had never done before. The Lord was indeed answering my prayers! After that I went on with renewed vigor, receiving more and more orders—first a three-dollar, then a four-dollar, etc. Enthusiasm seemed to generate more enthusiasm. Not that all orders came easily, for they did not, but I felt that my faith could remove mountains that day. Confidence of receiving an order helps wonderfully in getting it.

I believe the joy and happiness which I felt must have shone from my face, for it wasn't hard to smile with my heart singing with thanksgiving. When I counted my sales at night they amounted to \$68.75 for the day.

MILDRED SHAW

Benefits Derived from Canvassing

Canvassing is not a part of the college curriculum, nevertheless the student who has canvassed at least one summer has added something to his education which is worth more to him than many subjects given in college. To the student who has always depended upon father, canvassing is a great help in making him more independent, more resourceful, and more careful about financial matters.

Canvassing broadens one's view of life; for he meets people of very different types and temperaments. He learns to read character, to accept difficult situations, and to rise to emergencies. He learns how to be tactful and how to win his customers' confidence. He learns to be persevering, for a canvasser without perseverance is a failure. And, most important of all, he acquires greater faith in his Heavenly Father who watches over and guards him, and gives him success.

GLADYS SHAW

My First Day

On a certain Wednesday morning in early June I started out for my first day's experience in the can-

vassing field—a morning that I shall not soon forget. For about a mile my partner and I walked on together, and it was with a feeling too difficult to describe that we said "goodbye" and started in opposite directions.

At the second house I took my first order, which came so easily that it was hard to realize I had my first name on the order blank. After two more exhibitions my second order was secured. After enjoying a sumptuous repast, I again walked down the road, feeling quite experienced with a half-day's work. During the afternoon I secured three more orders.

As the sun continued his journey toward the western horizon, I began to realize that my real trouble was just before me, and a prayer ascended to the Father who notices even the sparrow's fall, that He might provide a place for me to stay that night. I stopped with a family who at one time were very much interested in the truth. During the evening as the mother and I were alone, we talked of the second coming of Christ and signs of the end. She seemed much interested to again hear some of these truths, and I appreciated as never before the privilege of a Christian education. In the morning before I left, she handed me a Bible and asked me to have worship with her and her two grown daughters. As I left the house and looked back over the experiences of that first day, I felt thankful that I could have a part in bringing this truth to those who know it not.

ROSE TRUMMER

My Best Week

My first week last summer was my best week—my sales amounting to \$176. I have often wondered why this should be so. Perhaps it was because then I felt the most fear and trembling and hence left more for God to do.

On reaching the first house, I knocked at the door and when the woman opened it, became so excited as to even forget my name. That failure so humiliated me that I determined that at the next place I would do my best to make a sale. I never missed another house the rest of the day, and at night found that I had sold \$50 worth of books.

The next day I worked in what is known as Cooper's Bend of the Wabash River. In this community there are about twenty families, and today each of these families has a copy of "Bible Readings."

Finally, Friday afternoon about three hours before train time, I came to my last customer. His name was Mr. Miser and I soon found that he was correctly named. He was plowing corn. I introduced my business, but he replied that he had seven Bibles and that ought to make him good enough. He drove on up the row and I followed, talking to him about his horses, corn, and barn, endeavoring to arouse his interest. Finally, as a last resort, I asked him who he thought would be our next president. At once he was all on fire. I had struck the right chord. It brought a response that lasted about an hour. When he was apparently winded, I asked him what he would give to know the future of all our country's troubles, at the same time turning to the chapter on "The United States in Prophecy." He said, "I guess you can bring me one of those books."

W. H. BERGHERM

The Colporteur Work Strengthens Character

During the summer when I was out I realized the need of God's help more than ever before in my life. As I sought Him He gave me courage and strength which money could not buy. I worked eleven weeks and sold a little over \$500 worth of "Bible Readings." I found many interested ones who were willing to study our doctrines. These cases give me courage and enthusiasm. I gave way to temptation and worked on a farm, but was not satisfied until I was back in the work again. I am praying that the books may yield a harvest of souls.

ELLIS COLSON

What Consecration and Determination Did

After receiving this truth, I had a great desire for an education, and hearing that others had succeeded in earning their way through school by selling our books I determined to do the same. The first summer I was not so successful. I only delivered \$199 worth of "Practical Guide." I determined to go again next year, and sold, with the Lord's help, \$562 worth of "Great Controversy." Next summer I was persuaded to work on a farm, but the following summer the Lord helped me to take \$636 worth of orders.

Then in the summer of 1915 I delivered \$731 worth of books. The drought hindered my work last year, so I only sold about \$496 worth. This enabled me and my wife to attend the school at Broadview this year. The experiences in this work strengthens one's faith in God, and gives a clear vision of the needs of this sin-sick world. My courage is good.

ALFRED W. WENNERBERG

It Is God Who Impresses Hearts

I have wished many times that I could visit the homes where I have placed books the past three summers. If you could hear some hungry soul say (no doubt all of our colporteurs have heard such words), "That's the very book I've been looking for!" you would be assured that such are reading them. One lady rejoiced so when she received her book that she pressed it to her heart and exclaimed, "It is mine!" She is now an Adventist. If you feel that you are growing cold, and long for a living experience, go out with our books. God will surely help you. Gold could not buy the experiences that I have had in this work.

AURORA WEARNER

The Books Are Being Read

That our books are being read and appreciated, the following will show: One lady to whose sister I had sold a book a year ago said that her sister, her two daughters, and a relative had read the book and now she was reading it. This would be one thousand Bible

readings given in a single year through the sale of one book! The lady mentioned wrote this recommendation: "I have this book and can assure you I appreciate it. You will not regret getting it." Another lady wrote the following of "Bible Readings": "I find it to be a very helpful book for children, especially in their Sunday school work. I have had it in my home for a number of years." Her son who had died a few years before had, during his illness, read much in the book. I have in my beloved prospectus recommendations from a county Sunday school secretary, six recommendations from ministers of various denominations, one being a nephew of the well-known evangelist, D. L. Moody.

OSCAR OLSON

The Joy of Reward

"Who for the joy that was set before him endured



SWEDISH SEMINARY STUDENTS WHO EARNED SCHOLARSHIPS

the cross, despising the shame." Heb. 12:2.

Those who undertake this work meet people of all classes, and receive many experiences which are an education of the highest order. Here is one experience I had last summer up in Wisconsin.

It was on a very hot Monday during harvest time. I had not taken an order that day, and it was 3 P. M. I was working with "Great Controversy." I came to a house and as soon as I showed the lady the book she asked if it was not an Adventist book. I told her it was. She gave her order, but asked me to bring the book to her sister's home which was about nine miles away. Her reason was that her husband was very much prejudiced. She wanted to study these truths.

"From his books and his tracts, and papers galore, I first learned of this blessed abode;

When I turned me about and set out for the shore, 'Twas the colporteur showed me the road."

AUG. ANDERSON

"There is a transcendent power in example. We reform others unconsciously, when walking uprightly."

Is the Lord Calling You?

The Lord has set His hand to the finishing of the work. His truth will triumph. It cannot be otherwise. We have every reason to believe that the coming year will mark a period of progress such as we have never seen before in the history of the work. Humble, consecrated effort combined with faith is what the Lord requires of us and He will do the rest.

Is Northern Illinois going to be behind in any good thing? Let us hope not. When I came to this conference a few weeks ago I was repeatedly told that I had come to a "hard field." Some extended their sympathy. Why this is so I cannot see, for I have evidence to the contrary. I believe that nothing is too hard for the Lord and if He has called me to this field He will not leave me.

But, dear brethren and sisters, I earnestly desire your active cooperation and prayers. It means everything to me. Many of you should be in this work and I believe that the Lord is leading you to enter it. This message must go to every home, and how can it go unless our lay-members take an active part? It is incumbent upon us who know the times and seasons and the significance of the conditions which exist, to give to all men the light due this generation. We shall be recreant to our trust if we fail to do this.

Recently several have come to the Tract Society office unsolicited and expressed their desire to enter the work. A few of these are already in active service. Others are impressed that the Lord is calling them. They need encouragement from their church. Instead of telling them that they had better make a living by farming, chicken raising, or shop work, by all means, encourage them to enter the work to which God is calling them.

Some Encouraging Testimonies

One brother, who recently started canvassing in territory which the past summer was considered "hard," is making his banner record there. He writes, "The Lord is blessing me abundantly. Never before have I experienced any difficulty keeping account of my orders, and value of my sales, but the Lord has blessed me with so many that I have to keep pretty close tab on them."

Please notice what Brother Tatton, a worker who is nearing the allotted age of man, has to say. "I am in the work to stay just as long as the dear Master gives me health and strength and wants me in it."

Brother David J. Graham, who recently was called to take up the work in Chicago, relates an experience of a direct answer to prayer. He secured only one order each day on Monday and Tuesday, and for a time seemed almost discouraged, but he found the true remedy. He says: "Monday and Tuesday the women slammed the door so often in my face that Wednesday I went to the Lord with fasting and prayer. At 1:30 P. M. I had made seven canvasses and had taken five orders for 'Bible Readings.' I praise God."

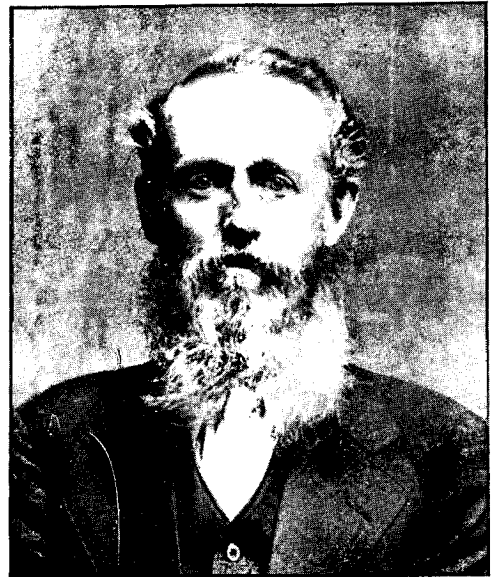
Brother Devereaux, our pioneer canvasser, says: "I intend to stay in the field as long as I can this winter. I believe our opportunity for work is now."

Mrs. Ellen G. White in a "Call to Canvassers," dated May 15, 1903 says: "The work of the Lord must no longer be neglected by us and made secondary to

worldly interests. Oh, that thousands more of our people had a realization of the time in which we are living, and of the work to be done in field service, in house-to-house labor." J. C. KLOSE

He Is Making It a Life Work

Most of our brethren and sisters of Northern Illinois will recognize the picture on this page. The readers of the LAKE UNION HERALD have seen the name of D. R. Devereaux in the list of colporteurs for many years. He entered this work in 1884, and with the exception of a few years spent in Canada, has worked in Northern Illinois. He is getting along in years, but a week seldom passes without a report from him. His



A NORTHERN ILLINOIS COLPORTEUR

faithfulness is a testimony that this work is worthy of our best efforts, and that one may be faithful in it during a lifetime. There are others who are doing the same faithful work, but we do not have their pictures to show you. Brother Passer of Wisconsin is a tried worker, and our good Brother Bjork of North Michigan has spent his life in this work. Other younger men are staying by the work faithfully.

J. B. BLOSSER

The Colporteur's Creed

I believe in the books I am selling, in the God I am working for, and in His ability to get "results."

I believe that honest books can be sold to honest men by honest methods.

I believe in working, not waiting; in laughing, not weeping; and in the pleasure of selling books.

I believe that a man gets what he goes after; that one order today is worth two orders tomorrow; and that no man is down-and-out until he has lost faith in his work and his God.

I believe in courtesy, kindness, generosity, good cheer, friendship, and honest service.

I believe in today and the work I am doing, in tomorrow and the work I hope to do, and in the sure reward which the future holds.—*Selected*

Indiana

North Wisconsin

His Call Leads Men to Give up the World

It was unmistakably the call of God by His Holy Spirit that lead me to enter His service as a colporteur. I had spent seven and a half years as a worldly salesman, and this life enabled me to see many wrecked and ruined souls. I am so thankful that God lead me to make a start for the kingdom. The burden for lost souls, and the great need of laborers led me to see the importance of the distribution of our literature as a means of finishing the work.

During the three years I have been canvassing I have encountered many things that were discouraging and disappointing, but I find no stopping place, for the footprints of the blessed Saviour ever lead forward and onward. Our Captain has commanded a charge upon the enemy of souls and soon the battle will be over, the victory won, and the faithful will hear the "well done." May God help us to be faithful until the work is finished.

C. C. KING.

Exchanging a Home in This World for a Better One

After accepting this truth in Florida, the desire came to have a part in giving this closing message. We came North again to where our little home was located. We placed our all upon the altar, and from spring until camp meeting time pleaded with our Heavenly Father to help us dispose of our property so that we might attend camp meeting and there enter the work. Finally two days before camp meeting began we sold our place for cash. It was a sacrifice for us to give up our home, but the cause is worthy. We esteem it a great honor to have a part in scattering the pages of truth.

Brother, sister, do not reject the call of the Master, but pray that our Father will help you to arrange conditions so that you may take up this splendid work at once, and thank Him that you may be accounted worthy to be a standard-bearer.

C. F. COLTON

Carrying the Light to Others

"My people are destroyed for lack of knowledge."—Hos. 4:6. The above scripture made a deep impression upon my mind, and lead me to take up the colporteur work. It was reading the truth that lead me to see the light. I praise God for the precious message, and for giving me a part in carrying it to others.

W. B. WARE

A Good Field

Indiana is a splendid part of the field to labor in, and we are told that there should be "one hundred canvassers where there is now one." Are you one of the ninety and nine or are you going to be classed with the faithful servants?

L. E. VANCE

What Is Your Work?

"And He gave to every man his work, and commanded the porter to watch." Mark 13:34. The above makes it plain that God not only has a definite work for each one, but that through the porter He will watch to see that every one does faithfully that appointed work.

ETHEL HAVEN

Hunters

This is the hunting season in Wisconsin. A number of people have already been killed while hunting. There is a craze for excitement in the hearts of men. The thought has occurred to me that the colporteur is also a hunter. But he is hunting for opportunities to present the last message of mercy to those who perhaps would never have their attention called to it in any other way. I have often thought while canvassing in some solitary place, "How could these people be reached if someone did not hunt them out and bring the truth to their homes?" The colporteur has many opportunities to talk to the people about this message. With the aid of his prospectus, in a few minutes he can cover all the many points of our faith; and as the Holy Spirit is present with him, the conviction is brought home to the heart that this book is something of real value, and people will order it even though they must deprive themselves of many of the necessities of life.

The colporteur work is largely a work of faith and sowing the seed, but sometimes the Lord permits him to see the results of his labors. We have recently learned of several people who are now keeping the Sabbath and awaiting baptism, who purchased books from our colporteurs this summer; but there are many more in the Lake Union who are just as ready, and are simply waiting the visit of the colporteur, that they may learn this truth.

Years ago we were told that the work that was not done under favorable conditions would have to be done under trying circumstances, and it looks as though we were entering upon that time.

Are there not many of our brethren who could engage in the canvassing work during the winter months while the students are in school? Our field secretaries will do all in their power to make your work successful.

H. W. JOHNSON

Pioneer Canvassing

Two years ago I entered the colporteur work in North Wisconsin. The greater part of this country has never been worked with our books.

I have found the winters cold, with plenty of snow, especially last winter; but the Lord has blessed me with good health and courage to press onward.

As I pass through this timbered country, I find many old landmarks where I labored as a woodman before I accepted the truth. I have also met many old friends, and have had the privilege of leaving books with them, for which I rejoice. The past summer the Lord has blessed me wonderfully in the work, and I have had successful deliveries. While I have been canvassing, I have supported my wife and three children. My prayer is that many more will take up canvassing work in North Wisconsin. I ask an interest in the prayers of the believers that I may be faithful in helping to give this message.

CLAUDE MORRIS.

Brother Morris has just finished a delivery without losing a single order. His life and experiences are a constant testimony that God does bless the labors of the faithful colporteur.

J. B. BLOSSER

Words of Courage

"The Lord is my shepherd, I shall not want." Ps. 23:1. I find these words a source of encouragement in the colporteur work. I have now canvassed ten months and the Lord has wonderfully blessed me. At the same time He has provided a living for my family. I set my goal for 1916 for three hundred orders for "Bible Readings." I have passed this goal and yet have two months more to work.

Everywhere I find the people ready to receive the messages of truth. I delivered a copy of "Christ our Saviour" to a man. Two weeks later he sent an order to me by mail for three copies of "Bible Readings" in the full morocco binding,—two in the English and one

want is deep love for men, and wisdom from God to know how, where, and when. It won't do to snarl, and snap like a trap, and fancied delinquents over the knuckles to rap. But the snap that we want makes us quite quick to see, and keeps us as busy as busy can be. It doesn't, of course, mean the snap that's much sought by some who though living, show signs of dry rot. It means steady plodding and putting in time, ever stepping up manfully, keeping in line. This snap means devotion to God and to man, it means keeping at it, ever saying, I can.—*Selected*

A Faithful Worker

Eight years ago I went out with a few copies of the



in the German. Many are asking concerning our work and wish to know more about it.

Come brother, take courage and enter the work. If we do our part faithfully, the Lord will do His. The inexhaustible supplies of heaven are at our demand. The command is, "Go work today in My vineyard, and whatsoever is right, that will I pay you."

H. F. BERNITT

Sanctified Snap

It takes sanctified snap to make it go when the weather's dry and the crops won't grow; and when it is cold and the air is chill, with mud in the valley and snow on the hill. You'll stand in need of the same snap still when you meet many who won't and few who will. You'll need of sanctified snap a goodly store as you trudge, day after day, from door to door, and this snap doesn't win by merely resolving; one must get down to work and do some hard delving. There's snap and there's snap galore in the land, and business energy, too, seen on every hand; but the snap that we

Harvest Ingathering papers. I was impressed at that time that scattering our literature was what the Lord had for me to do. From the first He showed me that by putting in faithful time I could earn a living. Although I have never made as large records as some have, yet the Lord has helped me so that I could give my children a Christian education. I love the work and if it is the Lord's will I expect to keep right on until the work is finished. I am now recanvassing territory that I worked with "Great Controversy" three years ago. I am finding pleased customers, and many who would not part with their books. The Lord's promises are sure, and we need not hesitate to step out in simple faith to do the work the Lord desires accomplished at this time. MRS. E. M. BISBEE

"Why live I here? The vows of God
Are on me, and I may not stoop
To play with shadows, or pluck earthly flowers,
Till I my work have done, and rendered up
account."

The Work in West Michigan

I am sorry that no contributions have come in for the page devoted to the work in West Michigan. On account of failing health, Brother B. F. Williams, the field secretary, felt he must drop out of the work for a while, and so far no one has been selected to take his place. I trust that a leader will soon be selected to fill the vacancy.

A Good Field

Frequently people say to me, "Is not West Michigan a harder field to sell books in than other places?" Invariably I answer, "No." The same thing has been asked me of every conference in the Union, and of every other conference that I have had anything to do with. The secret of the difficulty is found in the questioner himself. It is lack of comprehension of the real basis for good territory, and also lack of faith in God who has planned this work for us, and has revealed to His own people His own plans. Our field secretaries meet this same thing in all parts of the Union. Up in North Michigan Brother Stearns is meeting it. Turn and read the page for North Michigan in this issue. Nor is it a new difficulty with our work. The same thing cropped out in the report of the ten spies in the days of Moses. "We saw the giants, the sons of Anak." "We be not able to go up against the people."

But, thank the Lord, there are some Calebs and Joshuas who are saying, "We are able." I know that if the few who are now engaged in this work in West Michigan had the opportunity of contributing their testimony at this time, you would hear them saying, "I am of good courage." I find people every day who are hungering for this truth, and gladly give their orders for the books. I am praying that more will come and join us, for the work is too great for us." I can not refrain from mentioning the names of some who have been doing faithful work. Robert Boothby, C. M. Joslin, J. Kidder, E. M. Phillips, J. H. Mann, H. K. Nelson, and I might mention many others. In fact, last summer the largest record of sales per hour in this Union Conference was made in West Michigan by one of the lady colporteurs.

What Is Good Territory?

Territory is found wherever there are souls to be reached with this truth. It is not acres, houses, stocks, or bank accounts. Good territory is souls that are being impressed by the Holy Spirit through the agency of some consecrated worker. Bad territory would be the reverse of the former. Or rather the one element of importance lacking, namely, the Holy Spirit working through the human agent. This lack may be due to many causes. We are bound together in such a way that the course of conduct of one individual may hinder the success of many. It was one Achan that introduced the elements of weakness into the camp of Israel which resulted in defeat. It was only ten spies that brought calamity on the whole of the camp of Israel. They spread the evil leaven of unbelief among the rest and God could not lead them forth to success. So, too, my brother and sister, it may be your unbelief in the success of this work in West Michigan that is hindering even those

who would go forth. It was through the prayers of the church that doors were opened to the great apostle to the Gentiles, Paul. If you do not see the work prospering in your conference, then instead of uniting with the enemy in saying, "It can't be done here!" begin to seek the Lord, take hold of what He has for you to do, speak and write encouraging things to those who are pressing on in this work, and the Lord of hosts will be glorified in making West Michigan "good territory" wherever the workers go.

Do Books Spoil Territory?

Sometimes the question of good or bad territory takes the form of the above question. Now just let us be reasonable in considering this question. Say, by the way, do you know that unbelief leads one to think and talk in the silliest kind of a manner? Just examine the logic of the ten spies for a sample of utter silliness. They first said that the land "floweth with milk and honey and this is the fruit of it." Then when they gave way to their unbelief they said, "The land eateth up the inhabitants thereof, and all the men we saw are men of great stature." Think of it! Can't live in that land and yet there are great giants there! Was there ever a more inconsistent conclusion? Well, now what about many books spoiling territory. In the first place there is scarcely a conference in this Union where people have as few books as in West Michigan, so to begin with if books made territory bad, and the lack of them, good territory, West Michigan would rank first in the list of good territory. But the number of books that has been sold in a territory has very little to do with it. Whatever it has to do is on the side of making it better territory. This stands to reason. For reading books is a matter of education, largely. The more people read of a certain class of books the more they want. This is true of all classes of literature. The novel reader is an illustration of this rule. Then the more people read of the truth for this time the more they desire to read, hence the better territory for the colporteur. Often Southern Illinois is referred to as a place where books are easily sold, and this is true; but the facts are that the colporteurs find three, four or more of our books in many homes as they go over the territory.

What Is Needed In West Michigan?

The above question was asked me by a brother in this conference a few days ago. He had been burdened about the situation in that field and appealed to me for a solution of it. I can only say that it is the same solution that is needed anywhere. The same things that have made success in other places will win here. It begins with our own hearts. Its foundation is faith in God and His work. A faith that takes a practical turn and believes that God *can* give success in this field.

The words of our beloved Sister White will meet a fulfillment in the wide circulation of our literature in Michigan. At the General Conference in 1901 she told the brethren that Michigan was a very fruitful field.

J. B. BLOSSER

"Ye are the light of the world."

A Veteran's Appeal

I am wondering how many readers of the HERALD, as they look over the reports of the colporteurs from week to week, long to have their names added to the list? and how many think it should be three or four pages instead of one column? Sometimes we hear people say, "If I could sell books like Brother——, I would become a canvasser." Many who have entered this work and had success were no more self-confident than you seem to be, dear brother. It is recorded of prominent men, whom the Lord called to do a great work, that they were timid. Moses said that he could not talk; Jeremiah thought that he was only a child and could not talk; Gideon said that he belonged to a family of no reputation and he was the least of them all; our own beloved Sister White asked the Lord to lay the burden upon someone stronger and more capable; but to all these He had but one reply, "Go, and I will be with thee."

Are we going to sit around this winter and while away our time with things that will soon be consumed by the fires of the last day, or shall we take a township or two and arrange with the field secretary to work it with one of our good books? The printed pages are being scattered like the leaves of autumn, and are we going to have a part in it?

"Work as you would if an angel
Awaited you at the door;
Work as you would if tomorrow
Found you where working is o'er.
Give as you would to the Master,
If you met His searching look;
Give as you would of your substance,
If His hand the offering took."

M. D. DAY

Regards the Work a Privilege

I enjoy the colporteur work today as never before. I feel grateful that I am permitted to have a small part in this great work. Oh, that many more would see the importance of being colaborers with Christ. With His help, I am determined to be faithful until the work is finished and triumph with it.

C. B. GRAHAM

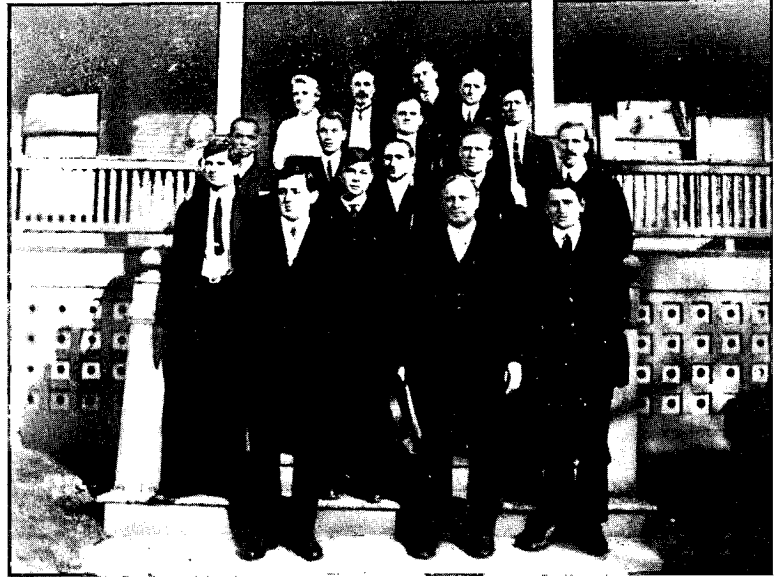
We are glad to see the courage and hope expressed by our old-time, faithful colporteur, Brother E. V. Sikes, in some verses he has composed, but which space will not permit us to print at this time. Our colporteurs will one day join in singing that song which no one can sing but the 144,000. It is a song which expresses an experience. Come along, brother, and get the experience that will enable you to join in the song on the sea of glass.

J. B. BLOSSER

Observations by a Student Colporteur

As the student looks forward to the vacation period many plans suggest themselves to his mind. He wants to do something that will put him through school the next year. The circulating of our books offers many inducements, and a constantly increasing number decide to "go canvassing."

Let us consider some of the advantages. First, your fare is promised to your field if you put in at least



A GROUP OF EAST MICHIGAN COLPORTEURS

eleven weeks of faithful time; you get 50 per cent on all your sales, and the publishing house, tract society, and the school unite in adding quite a sum to this per cent as an additional encouragement to students to engage in this line of work. On a \$235 scholarship this amounts to \$26.50, or in other words, a credit is given to you at the school of \$144 if you pay to the tract society the whole of the \$235 retail price of the books. That is quite liberal.

The opportunity for doing missionary work is not of secondary importance. Suppose you sell two hundred books. At least one thousand people will have access to these, which is more than the average minister can reach in one season.

HARRY W. PERRIN

The Busy Colporteur

Colporteurs are judged—and this surely is true—
By the time they put in and the work that they do;
From earliest dawn until late in the night
These soldiers of Zion press on with the fight.

The comforts of home and the fireside pleasures
Are counted but dross beside heavenly treasures;
But their faithful reports bring comforts and cheer
To the watchers at home and the loved ones so dear.

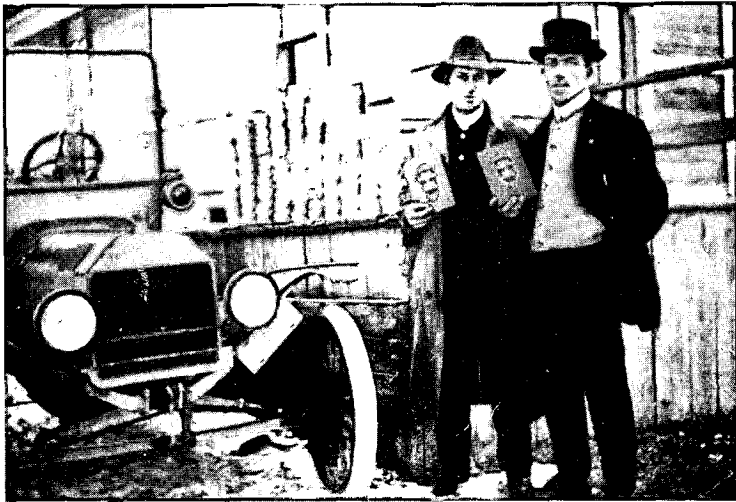
There's nought can deter them, nor tempest nor rain,
As they carry God's message to earth's farthest plain;
And those who accept of the message they bear
Shall be stars in the crowns the colporteurs shall wear.

WALTER KIRKHAM

The Tide Turning in North Michigan

The story is heard up here that Illinois, Indiana, and Wisconsin have better territory for canvassing than North Michigan. But God is demonstrating that He is no respecter of territory, and that He is just as willing to help the *faithful worker* in one conference as another.

Last summer during vacation five students earned their scholarships. One of them earned over three scholarships. Three of the five never canvassed before. One of them wore knee trousers, and canvassed for "Bible Footlights." Every one that put in the required amount of time earned his scholarship. When we do our work faithfully, God does not, cannot disappoint us.



NORTH MICHIGAN COLPORTEURS READY TO START DELIVERING

Since October 1, Brother A. P. Friday has averaged \$1.80 per hour. Brother C. J. Mitchell, who was a member of the Roman Catholic Church, accepted present truth eight months ago. He began to canvass the first of October, without any previous experience in this line, and has worked 246 hours, averaging \$1.44 per hour. (246 hours is more than the required time to be on the honor roll for faithfulness) These records show that God is giving North Michigan's faithful men and women their portion.

Mrs. Myrta Fenner averaged over a dollar an hour in the magazine work. The prospects are bright in North Michigan. We have ten prospectives who are planning to take up work in the near future. Brother F. R. Johnson of Barryton will begin next week; Brother John Newstead of Leetsville begins two weeks later. The names of the others are Brothers O. T. Burt, Milton Marks, F. L. Harrington, L. J. Macomber, Francis F. Swan, George C. LaCount, Sisters Etta Clark and Dora O'Reilly.

The question is often asked me, "Is the territory in Southern Illinois not better than up here?" I say positively, no. I have made a better record per hour up here in all parts of the conference, than I did in Southern Illinois.

In looking over my record in Southern Illinois, I find that my average was ninety-seven cents per hour for my best year. I have averaged \$1.50 per hour up here this year. What does this show? It shows that

this territory is as good or better, and all we lack is men of faith to push the work.

To make a success of the canvassing work, we must learn to boss ourselves. And that is hard to do. Many can work faithfully when someone else does the bossing, but when it comes to work for the Lord, and do our own bossing, we make a failure. The trouble lies, it seems to me, in our inability to keep ourselves everlastingly at our post of duty. In order to get full pay when we are working for some factory, or farmer, we must put in every moment of time. So when we are canvassing we must put in as faithful time for the Lord as we would for someone else. Then, and then only, can we claim the promises of God and receive them.

HUGH STEARNS

Good Territory

Brother Mitchell and I are having some rich experiences. The Lord has been preparing the people to receive the books. We received orders from three ministers which was a help in canvassing their people.

I received three orders in one home. Two women paid me in advance for their books to be sent by parcel post. Two men called me back after I had canvassed them, and told me to put their names down for books. A woman sent me word by her son, two days after I had canvassed her, to stop at her home again and get her order. Many agree with me that we are living in the last days. Now is the time to sell our books, soon these opportunities will be past.

A. P. FRIDAY

Southern Illinois

Canvassing as a Life Work

Who can doubt that the canvassing work is ordained of God? Show me the man who has canvassed for a reasonable length of time that will deny the statement, "Canvassing work properly conducted, is missionary work of the highest order." This important branch of our work has long since passed the experimental stage. Today we find in our ranks men and women making this their life work, men who have left the mines, the farm, the shop to devote their time and talent to the advancement of the last message of mercy, and are making a good living for their families. (They have from two to six children in nearly every case), men and women who have worked three, four, five, and even nine years with scarcely a break in their time. Dear reader, Southern Illinois is one of the fortunate conferences whose colporteur ranks are made up of just this type of workers.

Does it mean anything to you when I say that in some of our counties where perhaps the most books have been sold, successful work is still being carried forward and we find these counties "good territory"? The families who have such books as "Daniel and Revelation" and "Great Controversy," and have carefully studied them, are the families we enjoy meeting. For months two of our faithful colporteurs in the

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Mrs. Lou Kirby Curtis - - - - Editor

southern part of the state have been working in counties that have been canvassed and recanvassed. Listen to a quotation from the last letter of one of these canvassers: "I ran across some books Brother Peterson and I sold a year ago last summer and the people think there is nothing like them. I met a lady I had sold a book to in Eldorado last winter and she said she would not take a farm for it. A teacher that you and Brother Peterson sold a book to said he did not see how any one got along without that book."

"In one poor home the father, mother, and little girl listened very attentively to the explanation of 'Bible Readings,' but when I had finished the father said, 'I would like that book but I can't get it.' The little girl had been as interested as her parents, and when her father said he could not get the book, she spoke up saying, 'Papa I will go without my new shoes if you will get it.' Her little toes were sticking out of the shoes she was wearing. The father said, 'You may bring me one in the cloth binding.' When I delivered the book, the man told me there had been an old account that he had long since given up, but the debtor came with the money, and now he said, 'I have the book and the little girl has her shoes.' God blessed the man's efforts to get the book."—Jerry Suda.

"Friday morning came and I had not covered the ground that I had planned. If I reached my train for headquarters by four o'clock, something would have to be done. Having one order from the family I stayed with the night before, my courage was good. The first three places brought no orders. The fourth place I preached a little sermon and got an order. The next place lay one-half mile off the road; here the Lord blessed me with order number three. A Sunday school teacher was next visited. She said it was just the book she needed and ordered a copy. At the next place I sold a book. After giving several more exhibitions I received order number six. Number seven was a half-leather binding. The lady said she had heard of my book from her neighbor who had

signed for one and who told her not to miss getting the book. The next was a man who did not like agents, but I obtained his order. The forenoon having slipped away, I began looking for a place where I might receive some refreshments. Providence, however, decreed that I should not succeed in getting a meal at the next place. I gave a fairly long canvass and received another good order, and went on my way rejoicing. When I came to the next place the man and hired hand were starting to work. I stopped them on the road and canvassed them but did not get an order. The man told me that I might show the book to his wife, so he went to the house with me. The lady examined the book, and by the time I had finished my dinner she was ready to place an order for it. The man hesitated, but when I offered a discount he consented. A few hurried exhibitions, another order, and a four-mile ride was my work for the afternoon. Ten good orders for that Friday's work. Now the books are in the homes, and the angels of God are keeping watch over them."—J. L. Wilson.

Here is a summary of our work for the first ten months of 1916:

Canvasser	Hours	Sales
Edw. Drury	1014	\$1229.75
Mrs. Edw. Drury	1250	1865.85
R. O. Dickson	482	541.90



SOUTHERN ILLINOIS COLPORTEURS

I. S. Falconer	1311	1713.30
A. D. Kaufman	765	455.35
G. W. Kimberlin	1682	1349.00
A. P. Lager	1501	1217.75
W. B. Maris	1285	1615.50
P. R. March	959	1403.40
Jerry Suda	929	1292.00
C. W. Saunders	587	763.25
R. J. Watson	1676	1778.50
J. L. Wilson	254	524.75
John Saunders	417	347.00
S. E. Teas	387	233.75

As this article is read, may these testimonies and experiences from our faithful colporteurs, together with the summary of their work, stir the hearts of others in our conference to lay themselves upon the altar of service to be used of God as He sees best.

A. L. VAN FOSSEN