

# Lake Union Herald

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

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# THE LAKE UNION HERALD

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Mrs. Lou Kirby Curtis . . . Editor

## Lake Union Conference Directory

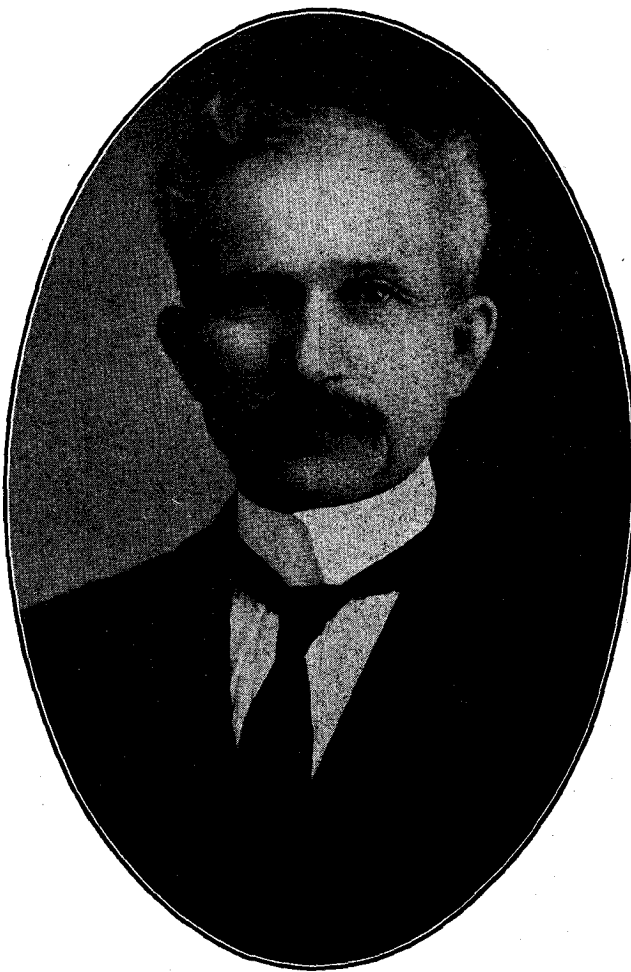
Office Address, Lock Drawer C,  
Berrien Springs, Michigan

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## This Means You

**A**RE you busy? If not, why not? Is it indolence on your part? Are you looking for an easy job? Have the high wages discouraged you because you can not make as much as the best? Or is it that you have not yet observed your opportunity? If you are busy, the Lord needs you; if you are not busy He wants you to get busy. The reasons for this are as follows: Fifty millions of our fellow-beings in the United States of America have not yet professed allegiance to the Lord Jesus Christ. Of the millions that have professed allegiance, questions may arise concerning many as to their activities with the principles of righteousness. You, dear reader, as one who has become acquainted with the Lord Jesus, have a great responsibility, and an unparalleled opportunity to assist in the evangelization of these fifty-eight million people.

The present time is one of unparalleled financial prosperity and high wages. Money is, therefore, free with every class of men and nearly all are seeking opportunities and avenues where they may spend, or invest. To meet this critical moment the Lord has given this people a large number of excellent books filled with the message for this time,—a message which is intended to scatter the darkness and open the eyes of the blind, and turn them from darkness unto light, and from the power of Satan unto God. Having com-



WM. GUTHRIE  
President Lake Union Conference

mitted this message to you God expects you, as He stated to ancient Israel, to give the message to the nations around about you. This work can be done by every class of individuals, from the young girl who can handle the magazines and tracts, to the old man who on account of his years, may have influence to place in the hands of the people the larger books and literature. Strong young men and women have an advantage over either the young or old in that their personality strengthened by the grace of God will be able to persuade many to buy these books and read them, that could not be touched by other classes.

As the young people give their time to the sowing of seeds of truth, the phenomenal sales will enable them to earn scholarships that will carry them through college the coming year where they may be fitted for future usefulness. My appeal, therefore, is to you, young men, young women, in a special way to put your hearts into the work at this time.

A great work is before us. The world is calling for men to carry this message to the darkest regions. We are appealing to you to join this great army, and receive the reward offered for faithful service. Let me again say—All that has been said in this article  
MEANS YOU.

WM. GUTHRIE

### It Was You Who Invited Me Here

"When I enter that wonderful city above,  
Far removed from earth's sorrow and fear;  
I hope that somebody will whisper in love,  
'It was *you* who invited me here.'

"When I stand by the side of the river of life,  
'Twill be joy to hear somebody say:  
'I was drunk with the world and its maddening strife  
Till the colporteur happened my way.

"From his books, and his tracts, and his 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!"

"When at home in those mansions eternally grand,  
Many dear ones with joy I behold;  
I hope that somebody beside me will stand  
Saved, because of the books that I sold."



Student Canvassers of Emmanuel Missionary College

## Educational Value of Colporteur Work

Frederick Griggs

Education is the acquirement of the ability to do things. Facts in themselves are of small value apart from their usefulness. The acquisition of knowledge and the ability to pass examinations is not the goal of the wise student. His objective, on the contrary, is to obtain such a mastery of useful information as will enable him to be successful in his chosen calling. The old maxim, "We learn to do by doing," is everlastingly true and of great force in the plans of the student who is attending college for the sole purpose of becoming useful in life.

It is because of these principles that manual education is yearly assuming a larger part in the curricula of up-to-date schools. The ability to till the soil, to handle tools, to do housework, and to understand the reason for the things that are done, is being more and more appreciated by schoolmen and students. Likewise, salesmanship as an educational factor, is having

an increased value placed upon it. Schools and colleges are teaching it more fully and to much larger bodies of students each year. The ability to lead a person to want the thing which you have to offer him is a power to be sought with diligence. When men have that which they know is good for their fellowmen to have, but which perhaps their fellowmen do not want, the ability to so present this needful thing as to make it desired, is indeed a great power for good.

Seventh-day Adventists have the last gospel message to give to the world, and Emmanuel Missionary College is established to train men and women to present this message to the world. The students of this college study the message and they study the ways and means of presenting it. These subjects are taught in classes and are valuable lines of study. This class work is theoretical and there is much difference between theory and practice. But theoretical study is

necessary. It prepares the mind of the student to deal with practical problems. It points out the ways and means of accomplishing the objects being studied and presents to him solutions of the problems which he will meet in his work. Such study greatly hastens his usefulness in acquiring ability and aptitude in his work. A person may learn to keep books without having studied bookkeeping in school, but it is self-evident that the process is immeasurably slower and his work is much more inefficient for not having studied the subject of bookkeeping under an instructor. The experience of the past is of large value. This experience is gathered together and taught the student in school, and thus he more quickly and thoroughly acquires his ability.

The colporteur work, the sale of literature, is a profession and a noble profession. It is of such worth that it may be followed throughout life with all honor. Nevertheless, many young men who are preparing for the ministry and young women who look forward to the Bible work, to teaching or another profession, undertake the colporteur work as a means of securing funds with which to attend college. This work offers far more advantages to these young people than simply the securing of money for school expenses. It has many educational values. The successful man in any calling is he who brings to his aid the help of his fellowmen; who inspires them to serve with him in the carrying out of his plans and purposes. He must be a good judge of men to do this. He must lead them to thoroughly believe in his undertakings. But he can best do all this when his cause is a just and righteous one, for this will sustain him against opposition and will inspire him and his associates to persevere in their worthy calling.

The spread of truth through the printed page possesses all these characteristics. It is a righteous and just cause and it requires strength of mind and heart to promulgate it. The colporteur who goes from home to home day after day, week after week, throughout the course of his work meets with all conditions and classes of persons; those who receive him kindly and those who repel him. Every home into which he goes is different from any other into which he has gone. To be able, courteously and wisely, to meet these persons and to win their interest in and appreciation of what he has to offer is a task of no small magnitude. The one who has had these experiences acquires ability to meet men and women in their homes as a minister or Bible worker. He becomes a good visitor, which is one of the chief requisites of successful evangelistic and Bible work.

The colporteur work offers large advantages in financial education, and this is a feature of education which most persons lack. In attending strictly to the financial interests of his work, he becomes accustomed to the wise handling and use of money. He learns its value and the good which can be accomplished by it.

Another educational element which the colporteur work offers is that of enabling one to organize his time and direct his own work. There are few that can do this. The majority of men only work for others. They are dependent upon direction, but can neither direct themselves nor others. To be able to outline one's course of action and direct himself straight to a definite goal, is a talent greatly to be sought. Colporteur work is hard work. It is one in which difficulties are experienced, but when the work is organized and entered into with energy and enthusiasm, it becomes a delightful work. And that is true of all hard tasks, but it is a truth which many do not



FREDERICK GRIGGS  
President of Emmanuel Missionary College

learn. The colporteur, off by himself, has plenty of opportunity to shirk his work, but to refuse to do this and to persevere in heat and cold, in weariness and often hunger does develop executive ability. I have observed that the majority of student-leaders are those who have been successful in colporteur work and I am convinced from observation as well as from reason that the colporteur work does develop leadership.

The object of education is to restore in man the image of God and to develop in him a love for his fellowmen and the ability to serve them wisely and efficiently. The students in schools established for the

purpose of giving the gospel to the world will receive much benefit from engaging in colporteur work, not simply from the financial returns to them in their work, but from the educational returns as well. They learn to meet people. They learn to win them. They learn how to interest them in that which they are not interested and to make them desire that which they do not desire. They learn to be sociable and to so approach people as to win their confidence and friendship. They learn that great lesson of success, "adaptability." They learn to be financiers. They learn to be leaders. Indeed, the colporteur work may well be engaged in because of the many educational advantages and equipment for life which it gives.

FREDERICK GRIGGS

### Broadview Theological Seminary

A retrospective view of the Seminary and its work at once suggests the thought, "What hath God wrought!" Each succeeding year has witnessed a remarkable growth along many lines. The present school year has been the banner year since the school was founded.

The Harvest Ingathering campaign occurred during the opening weeks of school when only about two-thirds of the total enrollment had arrived. However, between seven and eight hundred dollars was gathered.

The experience during this campaign did in a certain sense give a new birth to the Field Day idea. One day was set apart for the sale of "Epidemics." About two thousand in different languages were disposed of. Many students, however, are not satisfied with occasional field days. Some go out regularly every Sunday. Others have their class work so arranged that they can spend two days each week in the canvassing work. Their success has been remarkable.

The annual colporteurs' institute was held April 2-10. Elder J. W. Davis, field secretary of the Lake Union, was in charge and gave the general instruction. He was assisted by four of the local secretaries of this Union and by Brother E. M. Oberg, the field secretary of the Northern Union, and two of the local secretaries from that Union. Brother J. D. Snider of the South Bend Branch of the Review and Herald Publishing Association also gave very valuable assistance, Brethren E. C. Townsend, home missionary secretary of the Chicago Conference, and G. L. Gulbrandson and C. Pearl of the Pacific Press at Brookfield gave special help to those who are preparing to sell English and foreign magazines.

As the institute progressed the interest grew daily and enthusiasm ran higher and higher until the last Friday when it knew no bounds. About sixty had now decided to enter the colporteur work for the summer vacation. They set \$35,000 as a goal for the Seminary student canvassers. We have no fear that anyone of

this number will fail to carry out his or her plan because of failing courage. Some may be obliged to assist in tent efforts, however. There are a number who at the close of school will enter the Bible and ministerial work, some to remain in the field permanently, others to return for further preparation. Several will enter other lines of denominational work.

Our records reveal the interesting fact that more students are planning to enter denominational work than the entire enrollment three years ago, yes, almost as many as the total enrollment two years ago. The enrollment has doubled during this time.

It is most encouraging to notice that a definite purpose to fill a place in the cause of God on earth has taken possession of nearly all the students. Young people with such a purpose make the best class of students. During their preparation they also show a deep interest and take a prominent part in all missionary activities.

H. O. OLSON

### The Publishing Work

Four hundred and fifty years ago a Hollander took a walk in the old Harlem gardens with his family, and to amuse the children he cut their names in the bark of a tree. Some say the bark loosened and fell on the ground, and when he picked it up he saw the names of the children in the sand. However this might have been, he got the idea of movable type. This man never printed books, but after his death his helper, John Gutenberg, carried the idea to Germany and in 1448 began to print the first edition of the Bible. It took him eight years to complete it. In 1456 when this edition was completed John Faust, the wealthy goldsmith who was partner with him and had furnished money to back the enterprise, became the first colporteur. He went over to Paris and got an audience with King Charles VII and sold him the first copy for \$825. The second sale was made to the archbishop. Thus the work began.

Printing in connection with our work was first used in July, 1849, but our large subscription book work, or what is commonly termed our publishing work, began in 1881. In 1884 the two books, "Daniel" and "Revelation," were combined into one volume and sold by George King, the first Seventh-day Adventist colporteur to sell our large subscription books. The Lake Union Conference, and I understand, the Michigan Tract Society, furnished the money to print this edition of "Daniel and Revelation." About forty years before, all the matter this denomination published in two weeks was carried to the post office in a carpet bag by Elder White, but before they started, the workers placed these publications on the table, and kneeled, asking that God would bless this literature going out into the world.

You and I are living at a time when the blessing of God is being seen in a marked manner in the publish-



ing work. There is a prophecy in Isa. 11:11 that seems very fitting at a time like this—"And it shall come to pass in that day, that the Lord shall set His hand again the second time to recover the remnant of His people."

D. M. Canright said the Adventist cause was going to pieces. About the same time we had this message from the Lord through the spirit of prophecy that our publishing work would be revived. It takes only a casual glance to see which one of these prophecies was true.

The Lake Union has proved a very fruitful field for this work, and from personal observation I am convinced that we have just begun our work in this field which contains 15,000,000 people. In one conference we have a church of nineteen members who were brought in entirely by our colporteur work. The minister who baptized them told me that they were as well prepared as those who were brought into the truth by preaching. For many years this Union was the home of the Review and Herald Publishing Association. Before this institution was destroyed we did not publish exclusively Seventh-day Adventist literature. Since the fire and the removal of headquarters to Washington, we have printed nothing but Seventh-day Adventist literature, and part of the time our presses have had to run day and night, stopping only fifteen minutes during the twenty-four hours for prayer.

What is the meaning of this literature going to the world at this rapid pace? During the war when many other publishing houses were running only a third or half the time, ours were running two and three shifts. Volume VII, page 139, says: "The publications sent forth from our printing houses are to prepare a people to meet God. Throughout the world they are to do the same work that was done by John the Baptist for the Jewish nation."

Our work began in a small way but it has grown until we are operating in every country of any importance in the world. We are today printing in a little more than a hundred different languages, in forty-one publishing houses with their branches. During the war instead of our publishing work slackening, it increased.

The following reports are interesting: Pacific Press reports for the year 1919, \$1,330,000; Review and Herald, \$1,290,000, and the Southern Publishing Association, \$1,143,000. The report for the world is not quite made up, but will reach the \$5,000,000 mark. What a great blessing this will mean to the world. This literature is accomplishing the same work in the world today as the work done by John the Baptist for the Jewish nation.

The Lake Union last year sold \$236,000 worth of our literature, and has set a goal for 1920 of \$300,000. The cut of the College colporteurs in this issue will give an idea of the great interest of our students. The report from North Wisconsin for March of this year

is almost seven times as large as the one for March last year. The entire Union report is 38 per cent gain over the same month of last year. The following individual weekly reports will be of interest to the readers of the HERALD: \$345, \$171, \$150, \$129, \$143, \$182, \$146, \$167, \$141, \$203, \$123, \$118.70, \$126.50, \$189. One conference sends the following report for one week: \$150, \$135, \$146.50, \$123.25, \$104.25, \$94.50 or a total for the week for eight colporteurs of \$858.10.

Dear reader, we solicit your earnest prayers twice each week for our large army of faithful colporteurs as they go from door to door. The two hours agreed upon by our colporteurs are Friday evening as the sacred hours of the Sabbath come on, and Monday morning as they meet the difficulties of a new, untried week.

J. W. DAVIS



J. L. McCONAUGHEY  
Union Home Missionary Secretary

### A Great Work Yet to Be Done

"My doctrine shall drop as the rain, my speech shall distil as the dew, as the small rain upon the tender herb, and as the showers upon the grass: because I will *publish* the name of the Lord." Deut. 32:2, 3.

Seventh-day Adventists are surely *publishing* the name of the Lord. During the last year the records

show that we distributed in the neighborhood of \$5,000,000 worth of literature. Every page of it contained gospel truths. Circulating it "like the leaves of autumn" is the way we sometimes express it. That is one meaning of the prophetic utterance quoted above; but in spite of the tremendous amount of literature now rolling off our big presses night and day, we have a great work yet to do in this line. We have not touched the great population in the homeland with our truth-filled literature, to say nothing of those lands across the seas. We are yet to see a more literal fulfillment of these two prophetic utterances.

The fifteen million souls in the territory comprising the Lake Union Conference offer a challenge to every believer in placing the truth in their hands. Every one of the 25,000,000 *Present Truth* circulated during the past five and a half years could have been placed in the four states of Indiana, Michigan, Illinois, and Wisconsin and then there would only have been enough to have reached around the circle just once and two-thirds of the way around again. If this had been done there would have been none left for the territory outside these four states. We could have used all of the 25 cent *Crisis* books that have been published during the last five years and then placed them in the hands of only about one-third of our population, allowing one book to a person.

We have a great field to work right at our own doors. Surely there is a responsibility resting upon God's people in this field. Who will join in this soul-winning work by circulating our magazines, our small books, the *Signs* weekly and *Present Truth*? Shall we not do more this year than last? Shall we not more literally fulfill the prophecy this year? These small publications are prepared for our people to use in their home communities. Let us use more of them this year. Let us plan and work toward placing something in every home. God will water the seed.

J. L. MCCONAUGHEY

### Books by the Carload

I take it for granted that every genuine Seventh-day Adventist is tremendously interested in the wonderful growth of our publishing work. The development of this department has been a series of miracles since the message came to us in 1879 to print some of our books in attractive form and sell them from door to door.

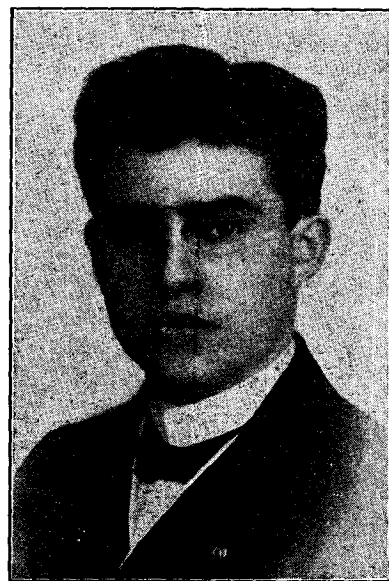
Looking at our forty-one publishing houses and branches today, with assets valued at two and one-half million dollars, and doing a strictly denominational business of more than five million dollars, it is hard for us to realize that only a few decades ago the entire output of literature by this denomination was printed on a hand press, folded by hand and sewed with a pegging awl. A sample copy of each of our

publications could then be bought for thirty-five cents. Today it would cost nearly one thousand dollars to purchase these, even in the cheaper binding, if a yearly subscription were included for each of our periodicals and magazines. Forty years ago Brother George King was the only Seventh-day Adventist colporteur

in the world selling our large books by subscription. In fact, very few people then believed it could be done, and those few did not include the ones who stood at the head of the publishing work, for Brother King had to become personally responsible for the first subscription edition of five hundred "Daniel and the Revelation" in order to get the publishing house to print it. What a change has been wrought in forty years.

Today the advent message, printed in more than one hundred languages, is sold by our colporteurs and missionaries in every corner of the world. In all the principal countries of earth, civilized and uncivilized, our subscription book business has been thoroughly organized with experienced leaders in charge. In Africa, India, China, Korea, and the islands of the sea, our faithful colporteurs go from door to door breaking the bread of life to poor, hungry, benighted souls, just as they do here in America. With his books and tracts the colporteur does the pioneering for the missionary and the evangelist. Their work is made easier and more fruitful because "the intelligent, God-fearing, truth-loving canvasser" has gone ahead to prepare the way. His is the seed-sowing. This done, he passes on. He remembers that God has promised the "increase" but often never knows how wonderfully blest of Heaven is his work, or how great the harvest reaped for the kingdom by those who followed. And, best of all, every passing year sees this work ever increasing, ever expanding and widening to earth's remotest parts.

Particularly should we in the Lake Union Conference rejoice to see this rapid growth of the publishing work. It was here our publishing work was first established on anything like a large scale. Without our borders Adventism was cradled, and the first denominational publishing house erected and maintained until destroyed by fire. Here, too, the publishing work still



J. D. SNIDER  
Manager South Bend Branch

flourishes. We have not stood idly by while great strides of progress have been made elsewhere. For many years our book work has had a steady growth, each succeeding year witnessing a substantial gain over the previous one. In 1905 our book sales were less than twenty-five thousand dollars. Last year they were nearly ten times that amount. To care for this large business, two full carload shipments of books were received by the Review & Herald Branch Office at South Bend, and enough other smaller shipments to make a total of seven carloads for the year 1919. We believe ten full carloads will be required to supply our needs in 1920.

This seems like a big record for one Union Conference but when we analyze it more carefully we are forced to conclude that it is less than a tenth of what we should be doing. Think of it. We have been twelve years distributing one million dollars' worth of literature among the fifteen million people living in this field. This means that on an average we are, in a whole year, reaching each individual with only a half cent tract or its equivalent. When shall we reach the multitudes with our whole message? Certainly not until we quicken our pace. Of all the contrivances of Satan none is so crafty, none so mischievous, as our obstinate inertia when, deep down in our souls, we *know* that we should be at work in the Master's vineyard.

When addressing a body of workers recently, Elder A. G. Daniells, president of the General Conference, said: "The circulation of literature is the most effective way of announcing the message of God for today. It is the most rapid way of doing it, it is the most extensive way and the least controversial. I want to see the rank and file of our people turned into it. Hundreds and thousands can work along these lines in real, active evangelistic effort."

As our vision becomes broader, our hearts warmer toward our fellow men, and our faith stronger in God's promises, hundreds and thousands will turn to this work and quickly finish it. Not ten carloads, but scores of them will be required each year for the Lake Union. Let us square our shoulders to the load and hasten that happy day.

J. D. SNIDER

The time has come when a large work should be done by the canvassers. The world is asleep, and as watchmen they are to ring the warning bell to awake the sleepers to their danger. —*Volume VI, page 315.*

Every canvasser has a positive and constant need of the angelic ministration; for he has an important work to do, a work that he cannot do in his own strength.—*Vol. VI, page 319.*

Canvassers should be impressed with the fact that the canvassing work is the very work the

Lord desires them to do. They should remember that they are in the service of God.—*"Manual for Canvassers."*

Canvassers need to be daily converted to God, that their words and deeds may be a savor of life unto life, that they may exert a saving influence. The reason why many have failed in the canvassing work is that they were not genuine Christians.—*Testimonies.*

### North Michigan

North Michigan—the land of forest-clad hills and fertile valleys, numerous lakes and streams unsurpassed in beauty, the sportsman's paradise and tourists



R. J. NETHERY  
President North Michigan Conference

retreat from the summer's burning heat—offers equally great opportunities and openings in the Lord's work.

In other fields there are to be found today able and faithful workers in God's cause who can look back to this field so richly blessed by nature, with pleasant recollections. For it was in this field these laborers began their work, received their training, and in time the ability that was recognized and led to their being called to places of greater responsibility—there to be-



come leaders in the cause of God. They are to be found today in other fields as presidents of various conferences, instructors in our schools, managers of publishing houses, and leaders in other lines of the Lord's work; while to foreign fields they have gone as union presidents and leaders in other departments. These workers all look back with satisfaction and pleasure to North Michigan as a field that afforded them opportunities and valuable experience and brought them rich blessings and many souls to shine as stars in their crowns.

Today the door of opportunity in this field stands open, just as wide and even wider than in the past. Openings are seen in every direction and opportunities abound on every side to propagate the message. Calls are coming from every part of the field, "Come and help us." We need men and women whose hearts God has touched to answer these calls—to carry the message to every city, village, and family in the conference.

Our colporteurs have labored faithfully and have had wonderful success and experienced many rich blessings in their work.

I would not, however, have you obtain the impression that in this field of great opportunity and natural beauty, there are no difficulties to meet or obstacles to surmount, for there are in this northern land, long winters and deep snows, fierce wolves and prowling bears. But God does not call men to easy places and places of indolence. On the contrary, He places before them lives of sacrifice. He appeals to the best that is in us—to the higher ideals and says, "Follow Me," and to those who do there is no "lion in the way," but the certainty of the satisfaction that comes in the Lord's service and eventually the joy of souls saved in the eternal kingdom.

The outlook of the colporteur work in this conference is most encouraging. Due to the hard winter, influenza, and other causes, the work for some weeks past has been hindered, but with the coming of spring, our old regulars are getting into the field again and meeting with marked success. The average for those in the field during the month of March was \$3.83 per hour, while one brother reached an average of \$4.70 per hour, and this too in territory previously canvassed with the same book. There are thirty-eight counties in our conference and not one of them has been sufficiently worked to say that it has been more than touched, and with a few exceptions, strictly speaking, we can say they are all virgin soil. Our goal for the year is \$20,000 and two colporteurs in each county. I believe there is no more fruitful territory to be found anywhere than in North Michigan. It has proved so in the past and there are greater possibilities in the future, especially to those who are willing to give themselves fully to this branch of the Lord's work. Come and join us. R. J. NETHERY

### Canvassing a Life Work

"And He said unto them, Follow Me, and I will make you fishers of men." We cannot expect to be earnest, successful, God-fearing colporteurs unless we are willing to follow Jesus. When the Saviour was upon earth all the opportunities of life lay before Him. He had ability to amass wealth; He might have attained great fame in the political and religious life of the Hebrew nation, but He turned from all these things and made it the first and only business of His life *"to seek and save the lost."*

"A great and important work is before us. The enemy of souls realizes this, and he is using every means in his power to lead the canvassers to take up some other line of work. This order of things should be changed. God calls the canvassers back to their work." Some have entered this grand and glorious work only to do like Judas, who started to follow the Lord, but turned aside for thirty pieces of silver. Demas began the Christian life, but the love of this present world caused him to turn away from the Master.

Some enter the work to try it, but the Lord tells us, "The General of the armies of heaven has made full provision for the prosecution of the work, and took upon Himself the responsibility of its success." As long as we obey His word and work in connection with Him, we cannot fail. The work of God needs no trying for it is a success before we begin. When God calls men into the colporteur work it is for a purpose, and if we take ourselves out it makes that purpose impossible and prevents Him from developing us into faithful servants. We should never abandon the work He has called us to do for some other line of work, unless He makes known to us duty in this line. Let us work, pray, and stick to the work until it is finished.

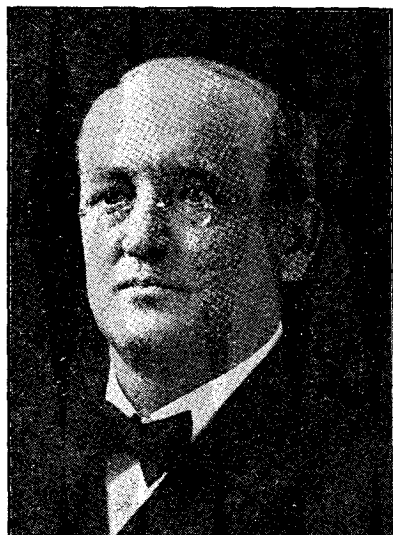
HUGH STEARNS

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### North Wisconsin

I have been asked to say something about the colporteur work in North Wisconsin, and I am glad to state that it is making steady progress here, and there is every reason to believe we will go far beyond any previous record. It is generally supposed that in a field so far north as this, where there is so much snow, that it is almost impossible to sell books in the winter time. It has been demonstrated that such is not the case, for the past winter our sales have been as high as in the summer.

We have just held a very important colporteurs' institute at Superior, and the spirit with which the men and women are taking hold of this work bids fair for success. The main thought emphasized in the institute, was that of getting our publications before the people, not because of the dollars that will be received by the canvassers in so doing, but because of the souls that may be saved. Already several people have accepted the truth through reading the books that have been taken to them.



J. J. IRWIN

President North Wisconsin Conference had set the goal for the year at \$25,000, but says this goal is entirely too low and without doubt they will pass it by a few thousand dollars. We are all of good courage, and purpose to press the battle to the gates.

J. J. IRWIN

### Encouraging Outlook

We have ten steady colporteurs now in the field in North Wisconsin, all of whom are self-supporting missionaries. They are courageous men and women, not stopping work for two or three feet of snow. When mercury registers forty below zero, you will still find them in the field. This northern country furnishes the right kind of material for the colporteur work.

The colporteur work is a soul-winning work. Not long ago we had the pleasure of seeing three people accept the truth of the the third angel's message through the sale of one book. One of our canvassers writes of a lady who became interested in the truth and is now keeping the Sabbath. There are many interesting experiences that come to the canvassers in the field that are worth more than dollars and cents.

Our sales have been on the increase. The first quarter of the year 1919 they were \$1,457.45; in 1920, first quarter, they were \$7,723.45, an increase of \$6,266. One colporteur took orders to the amount of \$4,094.75 in ten months. The same colporteur has set his goal this year at \$5,000, and thinks that is too small. He will no doubt make it \$6,000. We have other \$5,000 men in the field. With such men who have a love for souls, North Wisconsin will not only reach her goal, but will take her stand with the larger conferences in book sales.

We are just about to double our force, and then we will make our big drive this summer. With our mighty Captain who never lost a battle as our leader, we will conquer every foe. Our watch-word is "Advance."

C. R. MORRIS

### South Wisconsin

As I look over South Wisconsin I see a population of over 2,000,000, who are intelligent, thinking people comprising many different nationalities, who are engaged in nearly every vocation of life. They are easily reached by the message when approached by our faithful colporteurs. Wisconsin is a wealthy state and presents unparalleled opportunities for the furtherance of the message. A splendid work can be done in canvassing. Not only can the all-year-round work be carried on in our many flourishing cities, but the farming community affords an exceptional opportunity for the same. The state is one of the greatest dairy states of the Union, and the people have the money with which to purchase the books. I know of no better state in which to sell our literature.

I am sure that it will bring joy to all our hearts as we read from week to week the reports which show the grand work accomplished by our faithful colporteurs. I can truly say it has brought joy to my heart as I have thought of the many souls which will be brought into the message through this avenue.

The result of this splendid showing is due largely to prayer. God has heard our prayers for strength to succeed and for giving us favor with the people, and victory has crowned the efforts put forth. Angels have gone before the colporteurs and prepared the hearts of the people.

The gospel colporteur has an opportunity to do work, the result of which will be lasting as eternity. We are told by the servant of the Lord, "When young men enter the canvassing field filled with an intense longing to save their fellow-men, a harvest for the Lord will be reaped as a result of their efforts. Then let them go forth as missionaries, to proclaim present truth, praying constantly for increased light, and for the guidance of the Spirit, that they may know how to speak words in season to those who are weary. Let them improve every opportunity for performing deeds of kindness, remembering that they are doing errands for the Lord."—*Gospel Workers*, p. 96.

The times demand that every consecrated person should be actively engaged in some phase of the work. We should have one hundred colporteurs where we have one. God is speaking to His people to go to work in His vineyard. Shall we not say as did Isaiah, "Here am I, send me."

We have been told that angels have been waiting for God's people to cooperate with them in the great work given us by the Lord. Let us delay no longer. "Heavenly angels have long been waiting for human agents—the members of the church—to cooperate with them in the great work to be done. They are waiting for you. So vast is the field, so comprehensive the design, that every sanctified heart will be pressed into service as an instrument of divine power."—*Volume IX*, p. 47.

We hope that every home in South Wisconsin will become a recruiting station from which God can obtain workers to finish this great work. Let all at their family altar remember the faithful colporteur, and may we see a greater work accomplished with our literature and a greater number of the gospel-filled books placed in the homes of the people in the South Wisconsin Conference in 1920, than ever before.

E. A. BRISTOL



E. A. BRISTOL  
President South Wisconsin Conference

### The Hour of Opportunity

Many providential opportunities are opening the way before the consecrated colporteurs which show that the divine hand is set to finish the work. Following the opportunities comes the privilege of service. "Who will go forth now with our publications? The Lord imparts a fitness for the work to every man and woman who will cooperate with divine power. The call of the hour is answered by the coming of the man. The response will come, 'Here am I; send me'."—*Manual*, p. 71.

Evidences that this work is now in progress are seen in the experiences that come from week to week to the colporteurs. Cold, hard hearts soften and yield to the story of Jesus. Eyes that are at first searching

and defiant weep under the influence of the Holy Spirit who stands by the side of the faithful worker.

**A colporteur's experience:** "A very kind lady invited me in, and when I was about half through with the canvass she said, 'There is no use of your using any more of your time. I want one of these books if I can pay for it now.' Of course I said she could and that I would give her a receipt. I then asked which binding, and she said she wouldn't want anything but the best, and paid me \$7.50 for a full leather."

The Lord is moving upon the hearts of His people to arise to the call of the last hour in the vineyard. Let those who visit the homes with a love for souls in their hearts remember that each truth-filled book they leave is just as truly an altar built to the true God as was faithful Abraham's built out on the deserts of Palestine. To those who are longing for an experience in this soul-saving service, I would say, Take courage and go forward. The Lord will be your strength and confidence. And then very soon will be the homecoming and the reward.

C. C. KING

### West Michigan

How many times in the Saviour's teaching does He refer to the work of spreading the gospel as one sowing seed. He says, "Behold a sower went forth to sow," and again, "The kingdom of heaven is likened unto a man which sowed good seed in his field," or "The kingdom of heaven is like to a grain of mustard seed, which a man took, and sowed in his field."

We are told in Matt. 13:38 that "the field is the world," and in the 44th verse, "the kingdom of heaven is like unto a treasure hid in a field; the which when a man hath found, he hideth, and for joy goeth and selleth all that he hath and buyeth that field." How true this is to our experience. When we are led to see this truth, usually the first thought is to help others to see it, and how natural it is for us to think of the canvassing work as one of the most natural ways of spreading the truth. You notice in the parable that the one who finds the kingdom of heaven immediately wants to *sell* what he has, and as he has a heaven in his heart he will want others to enjoy its blessings. It is true that the things that cost us most are usually appreciated most.

A newspaper in Johannesburg, South Africa, during the great World War stated that books on theology (and spoke only of Seventh-day Adventist books) were purchased as fast as put on the shelves. It has been found that at least one lady has accepted the truth from reading some of the books and has given much to the cause.

A remarkable experience is related by one of our canvassers. One day while canvassing he went into a woods for prayer, and while he was praying a man and boy came that way and heard him. The man was

a Roman Catholic, and after the canvasser had finished his prayer the man came and asked for an explanation of Revelation 13. While the boy went to the house for a Bible, the canvasser and man had a season of prayer together. The man prayed that he might not be deceived. After the explanation of the scripture the man thought the canvasser was an angel, and finally when the book was delivered it was taken with eagerness and hugged to his breast, with pleasure beaming from his face.

Books can be sold in West Michigan. Recently a lady who is timid and who hesitated a long while before she would attempt to canvass, went out and in sixteen hours sold \$75 worth of books. A young man who has just recently begun to canvass in one of the cities of West Michigan sold \$189.50 worth of books in forty hours. The canvassers in West Michigan averaged \$2.29 for every hour that they worked in March, and \$3.06 per hour for April, which is evidence that books can be sold here as well as elsewhere.

We need in this conference about ten good, conscientious, soul-loving canvassers who will stick to their work and put in faithful time. Such will succeed.

If you want to be one of these write to our office and we will help you.

J. F. PIPER

### Who Will Respond?

In "The Colporteur Evangelist," page 5 we read: "God has ordained the canvassing work as a means of presenting before the people the light contained in our books, and canvassers should be impressed with the importance of bringing before the world as fast as possible the books necessary for their spiritual education and enlightenment. This is the very work that God would have His people do at this time." We have only a little time in which to work. The pages of earth's history are soon to close.

Those who have made a covenant by sacrifice and have entered the work have the assurance of the presence of Jesus. Many have been their blessings each morning as they sought God for strength for the day. What a privilege to be workers together with Him. The trials are all forgotten when the colporteur enters the home and hears the people say with tears in their eyes, "I believe that God sent you here." We shall never know this side of eternity the full value of the work done by the colporteur. How often he sees the hand of God leading in his work, and Bible truths are brought to his mind through the Holy Spirit just when needed.

"The redeemed will meet and recognize those whose attention they have directed to the uplifted Saviour. What blessed converse they have with these souls. 'I was a sinner,' it will be said, 'without God and without hope in the world, and you came to me and drew my attention to the precious Saviour as my only hope.

And I believed in Him. I repented of my sins, and was made to sit together with His saints in heavenly places in Christ Jesus'."—*Volume IX, p. 311.*

There is a large field in West Michigan. Many have never heard the third angel's message. Who will take them the light? I called upon a lady the other day, and as she invited me in she said, "My house is always open to Seventh-day Adventists," and she asked why we did not have more workers. Are there not some



J. F. PIPER  
President West Michigan Conference

who feel called upon to take up this line of service? Who will say, "Here am I, send me"?

"Down by the sea of mild Galilee,  
The Saviour passed time and again;  
From the shore of the sea, He called 'Follow Me  
And I'll make you fishers of men.'

"He is calling today, in the same earnest way;  
He is calling for fishers again.  
And the brightest name known around God's throne  
Will be those who are fishers of men."

C. P. HALL

"Drop a word of cheer and kindness—  
Just a flash and it is gone;  
But there's half a hundred ripples  
Circling on and on and on,  
Bearing hope and joy and comfort  
On each splashing, dashing wave,  
Till you would not guess the volume  
Of the one kind word you gave."

### Chicago Conference

One of the most gigantic problems in our denominational work is the placing of our literature in the hands of the people of our great cities. For years the colporteurs have turned their attention to the country districts and we have seen the work go forward with leaps and bounds. It has been demonstrated that the colporteur who works the country territory can succeed, can make a good living, can make scholarships, and do anything that anyone can do connected with our message. The one thing that has not been demonstrated yet as we would like to see it is that this can be done in our great centers of population. The problem of the Chicago Conference is to demonstrate that this can be done. We believe that it can and our plans are to secure earnest, honest men who are willing to devote their lives to this great problem and develop a plan of city work that will demonstrate to the people of this denomination that our cities can be reached. Our territory is all city territory. If we get any country territory we have to borrow it from others. We hope during the next year to get the work in our city under way and bring to the attention of the people of Chicago the truth-filled literature published by this denomination.

Chicago extends an invitation to any one who feels that he or she would like to enter into this problem with us and help us to solve it.

A. J. CLARK

### Colporteur Work in Chicago

When the change in this conference was made January 1, 1919, and the Northern Illinois Conference became known as the Chicago Conference, our territory was diminished by 24 counties leaving us 9 counties in Illinois, and one that was added in Indiana. It was decided however, to permit the Chicago Conference to retain for colporteur work only, 9 counties of our former territory which made us a total of 19 counties as compared with 33 counties before the change. But in spite of losing 16 of our best counties our subscription book business for the year 1919 showed a gain of \$7,073, or about a 30 per cent gain over the previous year. As compared with the other conferences we ranked third in the amount of sales in the Union.

At the beginning of January 1, 1920, we were restricted to the Chicago Conference proper which includes 10 counties. This brought us face to face with the fact that our congested city of Chicago and its neighboring suburbs must be worked. For years our colporteurs have avoided the cities thinking that they could not be worked, but with the help of God some real victories have been ours.

As a result of most of our work being done in the country in the past, we find that one or more of our large books are in almost every farm home. In our cities we find an altogether different situation.

Briefly, let us consider the many opportunities that the city of Chicago and its surrounding territory presents: with over 400,000 German people, Chicago is said to be the third largest German city in the world, and yet we do not have a single colporteur working among these



A. J. CLARK  
President Chicago Conference

people. Chicago now has 129,817 Swedish people, and Brother Emil Lundberg is the only worker for this people. The new Bohemian "Great Controversy" will be ready in June. We have no one to carry it to the 118,277 Bohemian people of the city. There are 100,968 Danish-Norwegians who are waiting for some colporteur to visit them. There are 26,078 Dutch people living in the city, 288,482 Poles, 201,837 Russians, 86,544 Italians, not to say anything of the English-speaking people.

One of our young men working in the city last week in 36 hours had sales amounting to \$152.50. Brother E. A. Clough reported \$171 in sales for "Patriarchs and Prophets." Brother A. M. Tatton, who is nearly 72 years old, last year took orders amounting to \$1,052. Brother Gabriel Vas has spent six years in the colporteur work in Chicago and vicinity among the foreign people. During his labors he has raised up a company of Rumanian believers, and was instrumental in getting a number of his own people, the Hungarians, interested. This interest finally grew so that a minister was needed to bind off the work. The conference chose our brother to do this work. Two members of this company are now engaged in conference work winning souls for the Master. Are there not others who have a burden for souls who will do as this brother has done? Last week I spent nine hours in Hammond, Indiana, canvassing for "Great Controversy," and took orders amounting to \$75.50. I did not find a single one of our books in any home that I visited.

Why not, dear reader, line up with the great work of God in a definite way and help hasten the coming of the Lord by placing our pages of truth in the homes of the people of this conference?

W. A. BERGHERM

### East Michigan

Were the finishing of this work to be left to the efforts of the preacher, it would be a long, long time before we could hope to see the end. At the rate of conversions to the message from the work of the spoken word alone, the Master could not be hoped for in our generation. But the Captain of our salvation had the whole matter in hand and in His omniscience has planned for every detail of the work. His arrangement for the sowing and the reaping indicates that when He sets His hand to the finishing of the work, it is surely going to be done and done on time. The time has come when there is to be "delay no longer." We are in the finishing of the message.

Do I believe in the canvassing work? Do I believe in sowing before harvest? Can anyone who has watched the progress of this message for almost thirty-five years as I have, question a belief in the canvassing work? In the home land and in the lands across the seas have I seen results, which, under God, could have been brought about by no other means of which we know. While in Scotland, in the formative period of the work there, we saw not less than 82 per cent of our tithe come from those who were engaged in the canvassing work. And the results showed that God was leading.

The lone fact that the work of the house-to-house worker was what brought the third angel's message to me would be sufficient to make me give my influence to the canvassing work, but over twenty-eight years in the ministry has brought to my attention so many indications of what this branch of the cause will produce that I never stop a moment in telling any inquirer that this is not a money consideration, it is a soul consideration.

And when I see many who can earn good money in the canvassing work, and who stay in it because they can, I do not feel that they have yet learned the real blessedness of their work; but when I see a person who, without regard to the financial returns, stays in the work because of the winning of souls involved, I know that one is getting "an hundred fold more" in joy now, and in the kingdom later. And to this thought comes that of the lure of distance. Many feel that could they but go a distance then they could sell books. That may be true, but to feel that right here are souls waiting for this message of light, and to feel that they are waiting for *you* to bring them salvation, and to feel that God has placed you here, to help here, may help you to become busy building right "over against your own house."

Our cities right here in East Michigan are teeming with new arrivals. Thousands of all classes of men are flocking to our industries. Foreigners by the thousands have come to us and we are spared the necessity of going across the seas to them. Is your heart filled with a desire to be a real foreign mission-

ary? Then, with your hands filled with gospel-laden books, go to them and give them what is more valuable to them than the money they seek, give them the word of life.

This conference is often thought of as an old, well-worked field, but this is a mistake. Hundreds of thousands do not know what a Seventh-day Adventist is. They have never heard of the third angel's message. They have come to us with golden dreams and find they have been chasing a rainbow. They want help. We have it. *You* have it. Will you help them?

W. A. WESTWORTH



W. A. WESTWORTH  
President East Michigan Conference

### Resolve

"Build on resolve, and not upon regret,  
The structure of thy future. Do not grope  
Among the shadows of old sin, but let  
Thine own soul's light shine on the path  
of hope  
"And dissipate the darkness. Waste no tears  
Upon the blotted record of lost years,  
But turn the leaf, and smile, oh, smile, to see  
The fair white pages that remain to thee."



## Be Strong for God

We need to be strong to stand for the right, and do the work God has given us to do. "For we wrestle not against flesh and blood, but against principalities, against powers, against the rulers of darkness of this world, against spiritual wickedness in high places." Eph. 6:12. When we see the wickedness in the world, and know what God says about our battle, it is no wonder we are told to be strong; and we must have faith if we please God. "And your feet shod with the preparation of the gospel of peace; above all, taking the shield of faith, wherewith ye shall be able to quench all the fiery darts of the wicked." Verses 15, 16. If we follow closely the instruction given by God we can never fail, or come short of doing the work He has for us to do. We will not expect to have every obstacle removed, but we will let God lead. "Christ calls men who are able to find work close at hand because they are looking for it." —*Manual for Canvassers*, p. 22.

Some have said that the sale of books in the city is not successful. We find the book work in the city is a success. All we have to do is to go at it in the right way, and give God a chance to help us. Two canvassers in Detroit during the first three weeks of April sold \$822.90 worth of books. These two canvassers are having good experiences every week, and others are taking up the work that has been neglected so long. God needs workers now to do this work. Dear brethren, shall we do the work now that lies nearest,—the work that God calls us to do? or shall we go to some field far away that looks green from a distance, and let some one else do the work near at hand?

Our goal for East Michigan for 1920 is \$30,000 in book sales. God will help us to reach it if we do our part. We will never have a better time to work. Write to me for further information and territory.

E. F. FLICK

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## Illinois

In considering the outlook for the book work in the Illinois Conference, I have framed in my mind a mental picture of ninety-three counties in the Illinois Conference as our territory for field activities. Brother Lindsey has a map of the state hanging over his desk, and as fast as colporteurs enter these counties, he sticks a blue-headed thumb tack in the map, to indicate the counties captured by one or more colporteurs. At present he has twelve tacks in twelve counties, indicating that our twenty-three colporteurs are now actively engaged in only twelve counties out of the ninety-three, leaving eighty-one counties not yet entered by colporteurs this season. These eighty-one counties are just as promising as the twelve counties already entered.

The colporteurs now in the field are quite regularly distributed north and south, leaving counties unentered

both in the north and in the south, so that the colporteurs coming to us for the summer can have their choice of climate. Our counties to the extreme south border on Kentucky and Missouri, the extreme southern point reaching to within a few miles of Tennessee; while the northern counties in the wealthy corn belt, border on Iowa and Wisconsin. Truly the outlook for territory is good.

Twenty-three colporteurs in twelve counties indicate that we are able to support two colporteurs in a county, and if any one doubts the prosperity of these colporteurs, they only need to glance at our record in the LAKE UNION HERALD. In my mental picture, as I look out into the field, I see our colporteurs selling all the way from \$50 to \$300 worth of books a week, according to their energy, faith, and devotion. I have before me reports for the month of January and February, and find that our twenty-three colporteurs averaged in sales \$1.81 an hour. This I consider very good, as January and February are the poorest months in the year for colporteur work. These same colporteurs ought to double their orders from now on, according to my outlook.

But what are we going to do for the eighty-one counties not yet entered? Since coming to Illinois, I have repeatedly said, "One hundred colporteurs for the Illinois Conference," and I think we should easily reach the goal set by the colporteur department for 1920, which is \$550,000 sales by fifty faithful colporteurs. The Illinois Conference is back of the book work, and the outlook for this department is today the most encouraging of any department in the conference. The spirit of prophecy tells us that we must work the neglected places close by, and as we do not have the ministers to labor in all these counties, we therefore greatly appreciate the efficient work being done by our colporteurs, which is continually being rewarded by the salvation of souls. Many will be the stars in the colporteur's crown when Jesus comes.

W. H. HOLDEN

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## Illinois Is a Good Field

Elder Holden has told you of our territory and its great need of workers, and the many open doors waiting—just waiting for some one to "come over and help us."

I want to say something of the good people in Illinois. The Ohio River is no barrier to southern hospitality. I have spent nine years going from door to door and have always been treated as a royal guest. From Wisconsin to Kentucky you will find just the kind of people to make one feel at home.

Our colporteur work is moving steadily forward. Not by jumping from peak to peak, but by steady, earnest work over every valley, hill, and plain. We are proud of our all-the-year-round colporteurs. From

the ranks of these men, three are now serving in the Lake Union as field secretaries.

The fact that God verifies His promise to the colporteur in providing for him and his family has been so well demonstrated in our conference that any one who thinks differently is sure to be judged as a skeptic or lazy. Brother A. P. Lager, with a record of eight years' steady work, has no other intention than to be found knocking at some one's door when Jesus comes. Sister Lager kept the "home fires" burning while the children were there, and now she is by his side with a prospectus.

Brother Jerry Suda has provided for his family during his seven years' ministry in the colporteur work. His greatest ambition is to continue to take the message in the printed page.

Brother G. W. Kimberlin was praying for a job five years ago when the field secretary appeared and put him to work. Five years of steady work prove the earnestness of his prayer. During the first quarter of this year he sold nearly \$1,200 worth of "Daniel and Revelation."

Brother O. A. Morse's wife patronized one of our colporteurs. The seed soon brought forth fruit. For the last four years Brother Morse has been faithful in spreading the glad tidings of a soon-coming Saviour.

Brother and Sister Edward Drury have made it their one business for the last four years to scatter the pages of truth. In one week Sister Drury sold \$360 worth of books. Many others have joined our ranks lately and expect to remain loyal until the work is finished.

The students from our schools have been quite a factor in our work during their vacation. We appreciate very much the help they have given us. As a whole, the work is still in the bud but we expect to see it in full bloom this summer. This is the day of the Lord's opportunity. It is the day of Illinois' opportunity. Make it your opportunity. RICHARD J. WATSON

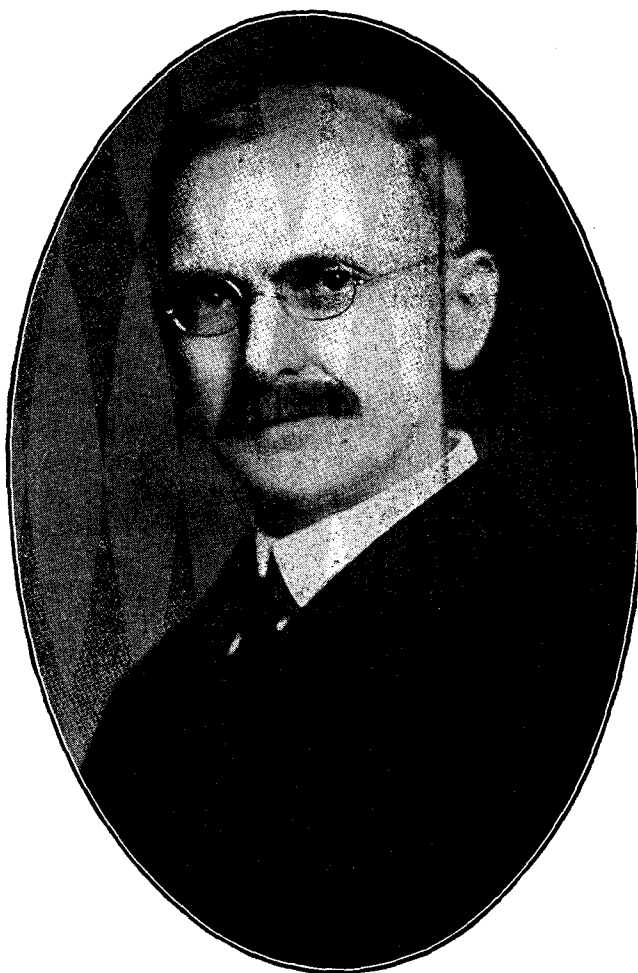
### The Colporteur Outlook in Indiana

The message which brought us into common fellowship is a mighty movement. It reaches every state of this Union, throughout all Europe, into the interior of Africa, onward to the far distant land of China, India, Russia, South America, and the islands of the sea. The third angel's message is the biggest thing in all the earth. To triumph with it, we must have an active part in it, be it large or small, for God expects personal service from every one. This truth is so large and has so many different departments, that it matters not where you live, or what your ability may be, there is a place where you can fit in for service.

The distribution of literature is one of the most important and successful methods of work. You may have a stammering tongue, or your personality and

educational advantages may hinder you from delivering an acceptable oration; nevertheless, you may have the strength to walk from house to house and leave a silent messenger at the home you visit.

The plan for Indiana for the year 1920 is to sell \$50,000 worth of literature. We already have sold \$12,145.42 worth. This shows that Indiana is a fruitful field for the colporteur. Truly nowhere are found a more hospitable and responsive people than in Indiana. Geographically situated as we are, Indiana can satisfy the desire of any colporteur so far as territory is concerned. Should you want to canvass in the atmosphere of the north, we have territory for you. If your heart goes out toward the neglected South,



W. H. HOLDEN  
President Illinois Conference

we can supply you with southern territory. The southern part of Indiana has truly been neglected. The Sabbath-keepers twenty-five miles south of Indianapolis are few. Some effort has been put forth by the minister. Why not sow the seed first by distributing literature? Perhaps before long it will bring forth fruit. Indiana's territory reaches 300 miles from north to south, and 150 miles from east to west. Indiana has good people, virgin soil, and great opportunity awaits every active, faithful colporteur.

Faithfulness, consecration, sincerity, honesty, and full time spells success to the colporteur. Try it, and you will find that the Lord will reward you according to the fruit of your doing. We welcome such laborers into our field as colporteurs. C. S. WEIST

### Interesting Experiences In Indiana

The progress of the work in our field is very gratifying for the first quarter of 1920. Twenty-three men and women are devoting nearly all of their time to the circulation of the printed page. According to the hours they work, their reports range from \$50 to \$160



C. S. WIEST  
President Indiana Conference

per week. Recently one of our colporteurs received \$118 worth of orders and delivered \$12.50 worth in one day. Possibilities are unlimited in Indiana. Last year from all sources we were able to put into the field approximately \$40,000 worth of subscription books. We have set our goal this year for \$50,000 and the outlook is good for making it.

Many and varied are the experiences that come to the men in the field. These show the hand of God in the work. One of our colporteurs recently heard of a

family of eleven, who were keeping the Sabbath as a result of an "Our Day" sold to them last fall. Another lost his way one morning but found a woman who was an isolated Seventh-day Adventist, very much discouraged and about to give up the truth. His visit re-established her.

One of our young lady colporteurs came to a place where a man was dying. She took off her wraps and helped the tired mother to clean up her house, and brought comfort and cheer to the sick man, telling him of Christ's soon coming. She had the satisfaction of hearing him confess Jesus as his Saviour before he died the next day. Never before have people been so anxious to get our books. One lady in poor circumstances said that she would eliminate meat from her diet until she could save enough money to buy the book. One of our canvassers was delivering a book when a woman that he had missed sent her daughter to tell him to come across the street to her house. He went and was talked to rather sharply by the woman for not calling on her at first. She bought a book for cash, without a canvass.

Thousands of homes will be visited this summer by our brave, faithful men and women, and many thousands will hear something of the third angel's message, but when we look over the vast field of unworked territory—81 counties containing nearly three million people, we are made to wonder how the people can be warned with our little handful of colporteurs in this, the last end of the last generation. About twenty students will enter the field this summer, mostly with "Great Controversy." Many populous cities in our state are practically untouched. Those who have worked in these prosperous centers report splendid success.

Our health books have been sadly neglected, but here and there the Lord is raising up one to carry on this work. In the "Colporteur Evangelist" we read: "The way the health books have been neglected is an offense to God."

There have been some discouragements. Two of our brave workers have fallen in death. Some have turned to worldly occupations. But in almost every instance, God has raised up others just as capable. In reviewing the whole situation, we are made to rejoice, and as the summer's campaign comes on we thank the Lord and take courage knowing that the battle is the Lord's and that He who watches Israel neither slumbers nor sleeps. Let us remember the admonition given in the Testimonies, Volume V, page 463, "The work which the church has failed to do in time of peace and prosperity, she will have to do in a terrible crisis, under most discouraging and forbidding circumstances."

W. B. MARIS

"I will trust and not be afraid: for the Lord Jehovah is my strength and my song."

### Camp-Meeting at Holly

As the time for the camp-meeting draws on we are receiving many inquiries as to where this important gathering will be held. For some time past we have thought that this matter was all settled, and indeed several of the office force have passed out the word that we would gather at Corunna for the camp. Arrangements had been made, and as far as we could see, there was nothing to deter us from going forward with all necessary arrangements. The mayor and the town council had pledged us the use of the park there, and we all were glad that the matter was settled, when, to our great surprise, we received word that we could not have the grounds. The excuse was that they could rent the auditorium in the park for a dance one night each week and they did not think that dances and camp-meetings agreed well together, and so they backed down entirely on the promise made to us.

Whether this was the real reason we cannot say, but even so, it shows which way men's hearts are turning and for what they will give up an opportunity to hear eternal truth.

Speedy inquiry proved that if we waited for another place to be secured, we could not get the lumber men to agree to deliver any material for our camp, as they were expecting an industrial shake-up in this part the first of May. There could be had no assurance that the freight cars could be obtained nor moved either way should they be secured. Because of this, the brethren available gave very careful consideration to the matter and finally decided to have the camp-meeting at Holly. We appreciate the fact that but two years ago the camp was held here, and had it not been for the stress of circumstances, without doubt another place would have been chosen. But as we are unable to control the situation we bow to the inevitable and do the best we can.

We are, however, comforted by some considerations. Our dear people who have done so well in helping us get so many greatly needed improvements, will have an opportunity to see what has been done here during the past year. They will have an opportunity to study on the ground the other contemplated improvements. They will have a chance to enjoy for a few days the added facilities of the academy.

Arrangements have been made for the use of a good site adjoining the academy campus on which to pitch our tents and there will be greatly increased advantages over the camp when last held here. Again we shall have for our use the doubled capacity of the dormitories which will be greatly appreciated by those who prefer rooms to tents.

The saving to the conference in cash will be more than \$1,000 as well as a great saving in labor. The central location of Holly makes it a place very easy of access and so we anticipate a large gathering of our people.

We expect good help from both General and Union headquarters, and as we have several workers who have never met our people throughout the conference, we know that you will be glad to get acquainted with these who have thrown their lot in with us to finish the work in this part of God's field.

We hope that now the place is settled and the time definitely decided on, that all will begin at once to get ready for this most important meeting. The evidences of the nearing of the end and the pressure which is upon us should cause every one to be awake to the situation and to gather together to seek God for His special leadings in these closing days of time.

The efforts before us to close up our church schools, the determination to crowd out the work God has given us to do, the energy with which the enemy of souls is working to overthrow the cause of God, all these things call for activity and cooperation "till the end."

Let all plan to be at the camp in Holly, June 10-20.

W. A. WESTWORTH

### Chicago Italian Church

Past experiences have proved that the Lord never forsakes or forgets His people under any circumstances. His promises stand good today just as ever. We know this for He surely has been with us. He has given us souls and blessed the Italian church financially, in spite of the hardships endured and persecution suffered. Surely fallen Lucifer is doing his work faithfully against us, for he knows we are doing something here for the Saviour.

Lately the phone of the undersigned has brought strange messages: "Leave the city, if not . . ." Letters have been received, strange letters. "Stop preaching your time is up . . . you big robber . . . disturber of the Christian faith . . . leave the city, if not you will leave *via grave yard*." Of course phones and letters are anonymous. I am of good courage in the Lord, and determined to stay where I have been without fear, still I cannot help thinking what strange things are happening in America the land of freedom. Nevertheless I pray that the deceiver may ever find me preaching the Word with loud voice and singing songs of praise to my Redeemer.

During the first quarter of this year seven more Italians, by the help and power of God, have been taken from dark Romanism and added to the flock of the Lamb.

Our finances have been a little too small, but when we realize the circumstances under which we have to work, we feel to praise the Lord. For the first three months of 1920, we received tithe, \$1,092.19; Sabbath school, \$261.48; church expense, \$175.20; for two-per-cent, \$13.43; missions, \$10.09; church school, \$165, total \$1,717.38.

I am glad to say that Brother Catalano and Sister Cash, our Bible workers, are doing fine work and are of good courage. We feel that the time is short, the work must be finished soon, so do not forget the Italian work and workers in your prayers.

R. CALDERONE

## Emmanuel Missionary College

To Prospective Guests: We hear that many of our friends are planning to attend the graduation exercises this year. We are glad to have them do so. We should be pleased, however, to have all who wish entertainment at the College correspond with a member of the Entertainment Committee. It will be necessary for us to make very careful provision if all are entertained.

The Entertainment Committee consists of Miss Mary E. Lamson, Professor H. L. Pearson, Professor B. H. Phipps. Kindly write any one of these persons with reference to entertainment.

FREDERICK GRIGGS

## Indiana Conference

Notice is hereby given that the Indiana Conference of Seventh-day Adventists will be held in connection with the camp-meeting June 3-13, at Cicero on the School Farm. The first meeting will convene at 10 A. M. June 4, 1920. Officers will be elected for the biennial term, and such other business will be transacted as may duly come before the conference. The delegates to this conference are those who are duly elected by the various churches in Indiana—one for the organization, and one for every fifteen members.

C. S. WIEST, *President*  
O. G. ALBERT, *Secretary*

## Indiana Conference Association

Notice is hereby given that the Indiana Association of Seventh-day Adventists will convene June 8, 1920, at 10 A. M. in connection with the camp meeting at Cicero on the School Farm. The duly elected delegates to the Indiana Conference of Seventh-day Adventists are the delegates for the Indiana Association. The purpose of this session is to elect the officers for the ensuing year, and such other business as may properly come before the Association.

C. S. WIEST, *President*  
T. A. GOODWIN, *Secretary*

## Indiana Medical Missionary Benevolent Association

Notice is hereby given that the Indiana Medical Missionary and Benevolent Association will be held at Cicero on the School Farm, June 10, 1920, at 10 A. M. The authorized delegates to the Indiana Conference of Seventh-day Adventists are the delegates to this association. The purpose of this session is to elect officers and to transact such other business as may come before the Association.

C. S. WIEST, *President*  
R. L. CARSON, *Secretary*

## Business Notices

Approved advertisements will be published in the HERALD at the following rates: Forty words or less, fifty cents for each insertion, and one cent per word for each additional word. Each group of initials or figures counts as one word. Cash must accompany copy for all advertisements.

WANTED.—Middle-aged woman for housekeeper. Will pay fair wages. Address S. A. Cripe, 212 N. Emrick St., South Bend, Ind. 2

PAINTER WANTED.—We want a first-class wood finisher for furniture. An all-round man is desired who wishes to attend College and who is qualified, if we should desire, to take charge of our paint department. We should be pleased to correspond with those who may be interested. Emmanuel Missionary College, Berrien Springs, Mich.

WANTED.—A man to work by the month for the season. One that can drive a team and milk. Please state age, size, and wages in the reply. Address David Stevenson, Ashley, Mich. 2

WANTED.—Competent girl for general housework in a Seventh-day Adventist family. Good wages. Write to Mrs. W. G. Wheeler, 223 Carroll St., Waukesha, Wis. 2

WANTED AT ONCE.—Man to work on a farm, either married or single, married man preferred. Want one who understands all kinds of farm work and care of stock and who can milk. Write, stating age, experience, and wages expected. D. E. Dean, R. F. D. 2, Milford, Mich. 2

WANTED AT ONCE.—A good strong, healthy man to do general work about a farm and portable sawmill; such as teaming and working in timber. Must be Seventh-day Adventist. Wages \$65 per month. Address A. Summerton, Brownstown, Ill. 2

FOR SALE.—Eighty acres of good clay loam, good buildings; 2½ miles from Seventh-day Adventist church, one mile from general store, 13 miles from Battle Creek. Price \$90 per acre, \$3,200 down. Sickness of family reason for selling. For further particulars write M. D. Shasky, East Leroy, Mich. 2

## Canvassers' Report for the Week Ending

May 1, 1920

Illinois									
Canvasser	Book	Hrs	Ords	Value	Helps	Total	Del		
Mabel Black	OD	17	7	22 00	11 00	33 00	.....		
Katherine Drury	OD	32	26	65 00	1 00	66 00	137 50		
J. E. Fox	DR	36	11	49 50	7 00	56 50	.....		
G. W. Kimberlin	DR	55	26	127 50	10 00	137 50	.....		
Elmer Lane	OD	40	26	96 50	.....	96 50	.....		
A. P. Lager	PG	44	12	57 00	26 00	83 00	15 00		
Mrs. A. P. Lager	PG	41	10	45 00	34 25	79 25	7 75		
Mary Long	OD	35	19	49 00	.....	49 00	21 50		
Roger Schlosser	PP	16	.....	.....	.....	.....	178 00		
A. W. Wolpert	DR	17	4	18 00	.....	18 00	13 50		
		333	141	529 50	89 25	618 75	373 25		

Indiana									
*W. H. Flake	OD	61	42	108 00	11 00	119 00	4 50		
E. L. Graham	Misc	19	18	96 00	12 45	108 45	20 80		
G. A. Jones	OD	35	26	68 00	.....	68 00	.....		
J. E. Lee	OD	31	26	66 50	.....	66 50	150 00		
Minnie Brown	OD	8	20	51 50	3 00	53 50	.....		
W. G. Kelley	OD	20	16	50 50	.....	50 50	.....		
G. M. Wagner	BR	18	9	40 50	6 20	46 70	.....		
M. M. Sterner	OD	16	15	43 50	1 50	45 00	.....		
C. W. Bryan	OD	39	17	42 50	25	42 75	10 25		
J. A. Jackson	OD	10	10	25 00	7 55	32 55	.....		
Ivan Blankenship	OD	22	6	18 00	7 00	32 00	25 00		
C. Hubbard	OD	3	6	19 00	.....	19 00	7 50		
A. C. Campbell	DR	13	3	16 50	.....	16 50	.....		
Kate Williams	DR	5	3	15 00	75	15 75	.....		
Geo. W. Jones	OD	9	3	10 50	5 25	15 75	.....		
Mildred Bryan	OD	4	5	12 50	.....	12 50	4 50		
		303	202	689 50	54 95	744 45	222 55		

South Wisconsin									
Fred Breyer	BR	48	11	51 00	2 00	53 00	.....		
A. C. Hirsch	GC	4	.....	.....	7 25	7 25	25		
Pauline Hoffman	OD	31	21	52 50	.....	52 50	.....		
H. Radke	GC	25	4	18 00	2 00	23 00	.....		
Lillie Vanzandt	OD	23	15	37 50	1 75	39 25	75		
		131	51	159 00	16 00	175 00	1 00		

East Michigan									
C. G. Powers	BR	31	14	84 50	4 25	88 75	2 25		
J. Pengelly	OD	46	10	44 50	22 55	67 05	350 55		
C. Messinger	BR	25	12	60 00	9 00	69 00	39 75		
A. W. Alderman	OD	32	28	88 00	4 75	92 75	.....		
Hugh Foster	OD	29	12	42 00	.....	42 00	.....		
Floyd Myers	OD	35	30	106 50	3 50	110 00	46 00		
		197	106	425 50	44 05	469 55	438 55		

37 Agents

964 500 1803 50 204 25 2007 75 1035 35

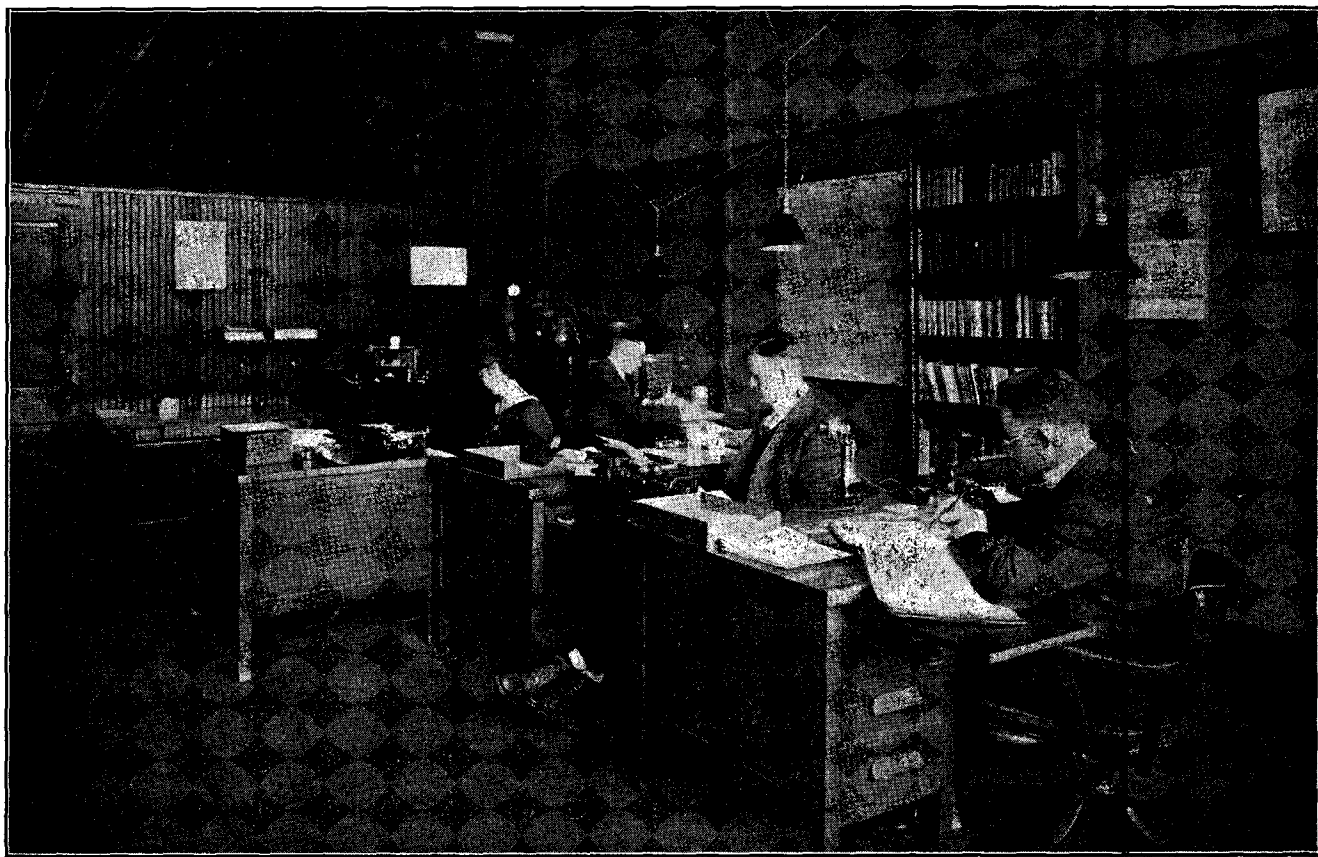
\*Two weeks

### Camp-Meeting

We are nearing the time of our annual gathering in four of the conferences. The situation throughout the field, the condition of war in Europe, the financial difficulties and labor perplexities that are occupying the time and attention of men in general, and their meaning in the light of prophecy should impress upon our minds the importance that will be attached to these annual gatherings. Add to this the fact that three out of every five men you meet in your daily work make no profession of Christianity, and you have a picture that is difficult to obliterate from the mind of the believer in the Lord Jesus. In the sight of this picture,

ings may be in the future, therefore, we should improve the present opportunity.

We have been promised help from the General Conference. Elder C. S. Longacre has been appointed to the Lake Union for each of our first series of meetings, beginning with Indiana and closing with South Wisconsin. We are expecting Elder Spicer to be with us in Indiana and East Michigan. Brother Palmer of the Review and Herald will also spend some time with us, also Brother Mace. Brother John, Assistant Educational Secretary of the General Conference, has been appointed to this Union for these four meetings, and Elder Martin, Religious Liberty Secretary for the



At Work in the South Bend Branch Office

the Lord expects His church to be a light in the world, a city set upon a hill.

These annual gatherings are seasons in which our spiritual strength and life is renewed, therefore, every person that possibly can arrange to do so should be present, for the work of God demands not only the work of the church in its best and greatest strength, but the work of every individual in the church as one united body for the finishing of this message. Ministers and people should plan to make these gatherings the greatest source of spiritual upbuilding that we have ever known. We should come in with no idea of visiting or spending a pleasant season recuperating, but with the one purpose of getting nearer to God and being better prepared for the work before us. No one knows how many or how few of such gather-

western part of the United States, is to visit North Wisconsin and South Wisconsin. In addition to these, we will have our own local workers, and perhaps one president from the Union beside the Union workers. The meetings are as follows:

Indiana—Cicero, June 3-13.

East Michigan, June 10-20.

North Wisconsin—Ashland, June 17-27.

South Wisconsin—Madison, June 24-July 4.

This may be your last meeting. Life is uncertain, and prophecies are rapidly fulfilling. Come for the first day, and remain to the end. WM. GUTHRIE

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We are sorry to devote so much space to pictures in this issue. By mistake the cuts were made larger than we had planned.