

PACIFIC UNION RECORDER

"Then They that Feared the Lord Spake Often One to Another."

VOL. 15

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No. 5

Song for Canvassers

Lives of canvassers remind us

We may make our lives sublime,
And departing leave behind us
Books of truth in every clime.

Over hill and dusty roadway,

Footsore and from men alone,
Truth more precious than earth's
millions

Carries them to every home.

Lonely they, but God is keeping;

Angels' footsteps go beside;
And while many souls are sleeping,
They, awake, in God abide.

Speed ye then to every household;

Hold aloft the light so clear.
Fruit of heaven crown your labors
Throughout all the coming years.

—Selected.

Neutrality

"He that is not with Me is against Me; and he that gathereth not with Me, scattereth abroad." Matt. 12:30. In these words the Saviour shows how impossible it is for anyone to be neutral while the terrible conflict between sin and righteousness is raging around them. The nations of earth today that are not directly engaged in the great war are finding it exceedingly difficult to preserve their neutrality. This is due largely to the fact that the war is so widespread that it conflicts with the interests of those nations not yet involved.

But the conflict in which we are engaged is universal, and affects us all, therefore there is no such thing as neutrality. The failure to fight on the side of right places us on the side of wrong.

In a time of crisis in Israel's history the prophetess Deborah, under inspiration of the Spirit of God, said: "Curse

ye Meroz, said the angel of the Lord, curse ye bitterly the inhabitants thereof; because they came not to the help of the Lord, to the help of the Lord against the mighty." Judges 5:23. In that hour of need there was something for each one to do, and none could be excused. But that crisis was as nothing compared with the crisis in which we find ourselves at the present time. "Everything in the universe" calls for the entire consecration of God's people to the great task of speedily finishing the gospel work. Evidence is multiplied on every hand that just now is our day of opportunity.

This is especially emphasized when we consider our publishing work. People everywhere want something that will explain the meaning of the things now taking place, and the conviction seems to be spreading that Seventh-day Adventists are the only ones who have real light on this question. They are looking to us for help. Shall we give it, or withhold it?

There is the greatest need of just such work as our colporteurs are doing, but the number engaged in it is so pitifully small; yet it is unquestionably true that very many can work more effectually in this line than in any other. The following statement is from the spirit of prophecy:

"The publications containing the light of present truth are to go forth to all places. *Canvassing campaigns are to be organized for the sale of our literature, that the world may be enlightened as to just what is before us.*"

In view of the fact that the Lord has said that "where there is one canvasser in the field there should be one hundred," what possible excuse can be offered for the fact that in the Pacific Union Conference only about one-fifth of one per cent of our membership are

definitely engaged in this work? Surely there is good reason for setting aside one day for special prayer for the colporteur work. Let us pray earnestly that God will speak to the hearts of His people, and that many may be led to respond to this call to service.

"God has His workmen in every age. The call of the hour is answered by the coming of the man. Thus when the divine voice cries, 'Whom shall I send, and who will go for us?' the response will come, 'Here am I; send me.'" —"Canvassers' Manual," page 68.

F. E. PAINTER,

Field Agent Pacific Union Conf.

The Indispensable Agent

There exists in some small minds an aversion, an antipathy, a dislike, for what is exemplified by the words "canvassing agent." Why, perhaps no one can tell. Although often derided and made little of, and scorned by men of little wit, there is no profession or calling more worthy and deserving of commendable praise than that of the canvassing agent.

He has done more to advance the interest of the people than all the printers, publishers, editors, teachers, lecturers, and merchants combined. He is the teacher of the people by object lessons on nearly all subjects in which man is interested. There is hardly a good article or implement, improvement, invention, or discovery that to-day stands favorably before the people, that was not placed there primarily and principally by the efforts of the canvassing agent. It is he who paved the way when the road was the most difficult, who taught to believe when the people were most unbelieving; and to-day when the sales of these articles mount up into the millions, it can all be traced to the nucleus formed

by this king pioneer, the canvassing agent.

Coal was first introduced by agents. The use of "stone coal," as it was called within the memory of men yet living, was unknown until agents were sent out to canvass directly among the people, not alone to sell it, but to teach its use to those ignorant, to show how to build fires, to demonstrate its cheapness compared to wood fuel.

The parlor heater and the cook stove, the sewing and knitting machines, the iron plow, the steel point, the threshing machine and the fanning mill, the reaper and the mower, the corn-sheller and hay-rake, the sulky plow and riding cultivator, as well as the drill and needle, were each and all introduced in turn by the canvassing agent, and great were their efforts in convincing the people of their superiority over "father's way," and their absolute necessity.

It was the canvassing agent who sold our mothers the old family Bibles we prize so highly, and the hymn books from which the songs that still linger in our memory were learned. It was the canvassing agent who succeeded in inducing our fathers to buy those volumes, which imparted to us our knowledge of the world, its men and affairs.

Many of the men in history, who won fame and renown as soldiers, statesmen, authors and scientists, or gained a world-wide reputation in commercial life, laid the foundation of their success, perhaps gained a knowledge of men and human nature which was of infinite worth to them, by acting as canvassing agents.

Napoleon Bonaparte, when a poor lieutenant, took the agency for a work entitled "L'Histoire de la Revolution." In the foyer of the Louvre can be seen to-day the emperor's canvassing outfit, with the long list of subscribers he secured. George Washington, when young, canvassed around Alexandria, Virginia, and sold over two hundred copies of a work entitled "Rydell's American Savage." Mark Twain was a book agent. Longfellow sold books by subscription. Jay Gould, when starting out in life, was a canvasser. Daniel Webster paid his second term's tuition at Dartmouth by handling "De Tocqueville's American" in Merrimac County, New Hampshire. General U. S. Grant canvassed for Irving's "Columbus." James G. Blaine began life as a canvasser for a "Life of Henry Clay."

Bismarck, when at Heidelberg, spent a vacation canvassing for one of Blumenbach's hand-books. —Selected.

How much more significance does the above article take on when its sentiments are applied to the work of canvassing for the books which contain heaven's last message of mercy to men. It ought to broaden our horizon, and give us a higher conception of the dignity and importance of the work of the gospel colporteur. F. E. P.

Nuggets

"Failure is only for those who think failure."

"The reward of one duty is power to fulfill another."

"People who tell hard-luck stories always have hard-luck stories to tell."

"The people who are not up on a thing are usually down on it."

"The only way to be found in the line of promotion is to stay in the path of duty."

"Great is he who beholds opportunities where others see only failures."

"The day is short, the work is vast, the reward is great, the Master urges."

"Things move along so rapidly nowadays that people who say *It can't be done!* are interrupted by somebody's doing it."

"We ought to reverence books; to look on them as useful and mighty things. If they are good and true, whether they are about religion, politics, farming, trade, law, or medicine, they are the message of Christ, the maker of all things, the teacher of all truth."

"Books are men of higher stature; the only men that speak aloud for future times to hear."

"The best books for a man are not always those which the wise recommend, but often those which meet the peculiar wants, the natural thirst of his mind, and therefore awaken interest and rivet thought."

"If religious books are not widely circulated among the masses in this country, and the people do not become religious, I do not know what will become of us as a nation. And the thought is one to cause solemn reflection on the part of every patriot Christian. If truth be not diffused, error will be; if God and His word are not known and received, the devil and his works will gain the ascendancy; if the evangelical volume does not reach every hamlet, the pages of corrupt and licentious literature will; if the power of the

gospel is not felt through the length and breadth of the land, anarchy and misrule, degradation and misery, corruption and darkness will reign without mitigation or end."—Daniel Webster.

Supplying the Ammunition

The following from Brother H. H. Hall shows that these are exceedingly busy days for the workers in the Pacific Press. This is another indication that the canvassing work is being "revived, and carried forward with increasing success."

"Friday, Brother Curtiss wired for 2200 'Bible Readings,' 700 of which were to be in half leather, and 220 in full leather. This coming on top of about a ton of different books to Portland, about the same to Calgary, 3214 advance orders for 'Life Sketches,' which we were struggling to get out, and some 400 'Heralds' to go by express to colporteurs in Weak's and McEachern's territory, pretty nearly flooded us. We were glad for the Sabbath, as it gave us opportunity to catch our breath. Yesterday and today have been filled with big text-book orders, 500 'Guide' and a lot of other goods to Australia, 200 'Guide,' German, to Fort Worth, 120 'Bible Readings,' half leather, by express to McEachern's men, 100 'Heralds' by express to Kansas City, and other smaller items too numerous to mention. Do not pity us, however. We rather like it."

It Can Be Done

Somebody said that it couldn't be done,
But he, with a chuckle, replied
That "may be it couldn't," but he
would be one

Who wouldn't say so till he tried.
So he buckled right in; with a trace of
a grin

On his face. If he worried he hid it.
He started to sing as he tackled the
thing

That couldn't be done—and he did it.
There are thousands to tell you it can-
not be done;

There are thousands who prophesy
failure;
There are thousands to point out to
you one by one,

The dangers that wait to assail you.
But just buckle in with a bit of a grin,
Then take off your coat and go to it;
Just start in to sing as you tackle the
thing

That "cannot be done"—and you'll
do it. —Selected.

FIELD REPORTS

"The Circulation of Religious Books a Necessity"

We are profoundly thankful to God for the success that has attended our efforts to circulate our literature in the California and the Northwestern California conferences.

There have been from twelve to fifteen colporteurs in the field during the

the work of our colporteurs, and this has lead many to reflect seriously upon the lives they have been living. After listening to one colporteur's exposition of the sanctuary question and the investigative judgment, a man remarked: "That sets a fellow to thinking, doesn't it?"

Nearly all of the workers who have been in the field this summer are students from our schools, who will soon leave the field to resume their studies. This will leave many counties without a canvasser, and consequently many

As you see prophecies fulfilled which show that the very last hours of our probationary time are just about to pass, do you feel satisfied with your present occupation, or with the efforts you are putting forth to win souls? Are you working to save souls as you will wish you had worked when the Judge shall render His final verdict, according to your "deeds,"—"faithful" or "unfaithful"?

Brother, sister, does it concern you when thousands and thousands of earnest, truth-seeking people are drinking



The 1915 Colporteurs' Band at Pacific Union College

summer months. Each one has done good work. These have felt richly repaid for their labors, not only in the sale of books, but also in the good they have been able to accomplish. One girl, in writing to the California Bible House, said: "I would not take thousands of dollars for my experience." They have been able to bring peace to many a troubled soul who had become discouraged because of the unprecedented perplexities that confront the world at this time.

A deep spirituality has characterized

souls will be unwarned unless we can find a large number of earnest, consecrated workers to enter the field and fill the vacancies. We need men and women who have a burden for souls, to enter this line, and to determine that by the help of the Lord they will stay by the work until it is finished.

Dear reader, does it not cause you to think solemnly of your duty toward humanity when you see the storm clouds gathering around, which show that the judgments of God are already in the earth, betokening the great day of God?

in the "errors" of our day? Is it possible that we are going to neglect our duty, and that the blood of these souls will be on our garments? It must not be so.

Now, while the people are stirred over the crisis in Europe, and while peace reigns in America, is the opportune time to go into the field with our books. We must not wait until the war storm breaks upon us as it has in other nations. Nor do we know that one year from now we shall not be in the midst of the fray.

Many, many times during the past year has it been demonstrated that the war which is now raging has helped us to sell books. The people are looking to us for a solution of these tremendous problems.

The fact that our sales for the first seven months of this year were about \$2000 more than they were for the corresponding months of last year, shows that the Lord is working upon the hearts of the people, and that they are buying books. The work is going forward. Are we going forward with it? This is a question that each one must answer for himself.

We solicit correspondence from those who are especially interested in this work. We hope to see at least ten new workers in the field during the month of September.

Yes, you may have a good job, and one that is paying well, and perhaps your employer would not like to give you up. But listen, does the pay that you receive from that job compare with the reward for souls that you can and should win to Christ? Who has the first claim on your service, your employer, or your God?

"Let us reverently consider before we decide."
C. C. MORLAN.

Feeding the Hungry

"The people that walk in darkness have seen a great light; they that dwell in the land of the shadow of death, upon them hath the light shined." How true this is as we go from door to door, with the printed page. The people that walk in darkness are seeing a great light.

Never before in my experience, have I found so many hungry, sinsick hearts, who realize that we are living in the closing scenes of earth's history. These poor souls listen with intense earnestness, buy our books, and wish us God's blessing in our work. Just recently we have been having a feast of good things in a part of our field, where, we were told, it was poor territory. But Mrs. Abbott and I booked \$17.00 worth of orders in two hours. Then Mrs. Abbott alone, and I with Brother Barbee, in all worked twenty-eight hours, and secured orders to the amount of over \$78.00.

Truly this is the hour of opportunity for the evangelistic colporteur and the church to do great things for Christ and for the poor souls for whom He died. God is certainly calling those

who have laid down the armour back to the canvassing work. "Thy people shall be willing in the day of Thy power." Shall we embrace the opportunity, with all the devotion, earnestness, and resources within our reach?

May the divine Spirit give a clear vision of duty, and lead to the consecration of all who are planning to help us finish the work. E. H. ABBOTT,

Field Agent Northern Cal. Conf.

More Canvassers Needed

"The children of this world are in their generation wiser than the children of light." Luke 16:8.

The children of this world live for this world alone. They have no hope beyond this life. If mammon is their god, we cannot blame them for trying to get hold of as much of this world's goods as possible. We should do the same were we in their place. Looking at it from their view-point, it would be foolish for them to do otherwise. It is all that they will ever get. In so doing they live up to their profession. Then let us not blame them for doing what the Iowa farmer is said to have done:

"The farmer wanted still more land

To raise more corn, you see,
To feed more stock, to get more cash—
(That was his honest plea)

To buy more land, to raise more corn
To feed more stock, again,
To get more cash, to buy more land—
Thus in an endless chain."

But how is it with us who profess to be children of the light? Do we live up to our profession? We say that heaven is our home. We say that the Lord—not mammon—is our God. Do we make His cause the all-absorbing business of our lives? Do we show as much interest in our cause as "the children of this world" manifest in their work? Are we as wise to "get all we can and hold all we get" in our Christian experience, as they are regarding the things that they live for? We need more canvassers. Our literature must be scattered like the leaves of autumn. We need to adopt the scheme of the Iowa farmer in our work:

We need more interest in this work
That we may get more men
To sell more books, to reach more souls—
We'll get more interest then,
We'll get more men, to sell more books,
We'll reach more souls, you know,
And then we'll have more interest still—
And thus the work will grow.

N. P. NEILSEN.

Central California

The faithful canvasser prepares the way for other workers to follow. While canvassing for "Practical Guide," Brother Hindbaugh met a lady who said that she had seen the book before, and placed her order without waiting for a full description. While out with one of our "Controversy" canvassers recently, a lady asked, "How did you get all that information?" We told her from the Bible and history. She was interested and promised to attend our meetings.

I was pleased to meet Brother and Sister Scoll last week at Visalia. It was my privilege to sell them a copy of "Daniel and Revelation" about a year ago, and now these dear people are faithful Seventh-day Adventists, and have purchased most of our large books.

Marvel Beam made a very successful delivery this week. One customer took two books, and stopped him a little later as he was returning home, and bought two more for a friend who had seen his and wanted some for himself. I like to think that the angels of the Lord helped in that delivery.

Brother Newman has had similar experiences at Visalia. One of our canvassers asked the Lord for a sign, and received the answer at the first house. Before he could get out of his buggy, a lady and her son came out, and he took their order for a "Great Controversy" while sitting in the buggy.

Prayer is the canvassers' refuge. We need to pray as did Jacob. He prevailed, and so may we. The Lord calls for volunteers to help finish the work in this time of peace. C. L. DAVIS.

A Word of Cheer

As you know, I have been here only about eleven weeks, but am getting acquainted with our people, and am enjoying the work very much. The Lord is blessing in this line of work all over the great harvest field.

The work here in Southern and Southeastern California is going along very nicely. The boys have sold a great many books, and we hope they will have a good delivery. Their orders are all Spanish. They are just starting in their delivery this morning. We are praying that they may have success.

Elvin and Feldkamp have gone to Arizona to take up the work there. We expect some good reports from

them soon, as they have had splendid success here in taking orders from the Spanish-speaking people.

Brother Merickle, of San Diego, says the Lord is giving him some splendid experiences in the work, and that he knows his success is not altogether in dollars and cents, but he knows that the Lord is with him. That is what counts in the colporteur work.

Surely if there ever was a time when the printed page should be sown like the leaves of autumn, it is now. We have been told that thousands would be converted in a day, and I believe that our literature will prove a large factor in this. We are glad that a day has been set apart by the people in this field for prayer for the book work.

H. A. HEBARD.

From the Land of Mormondom

Just a few words regarding the work in Utah. The instruction and encouragement that our colporteurs received at camp-meeting will, I am sure, bring good results. Brother Robinson will work Bingham, Ophir and Toole, in Toole County. Brother Moore has been assigned to Utah County. Brother Holloway has decided to again enter the field, and will work Garfield, Magna, and part of Salt Lake City. Miss Jensen is to take up this line again, and will work in Salt Lake County. Then last, but not least, is Brother C. C. Fox. He and his wife have just lately received the truth. He purchased a copy of "Bible Readings," and said that it was such a help to him that he wishes to place it in other homes. Brother Fox will make a good worker, we feel sure. Brother Spencer will also do faithful work.

With this line-up, and others whom we hope to see enter the work soon, we believe that the future prospects for this work in Utah are good.

I had an interesting experience recently in Salt Lake City. I called at a home, and an elderly lady answered my knock. I introduced myself and explained my mission, but did not gain entrance at first, so started to show her the book at the door, when she asked me what church I belonged to. I told her. She said that she had heard of us, and it was not a very good opinion she had received. Then she asked me about the Sabbath. I asked her to let me step in a few minutes, and I would read some scriptures to her. This I did, and as I read, I could

see the change coming over her. When I finished, she was fully convinced of the Sabbath. I took her other readings, and invited her out to the meetings, which she accepted. Bible studies followed, and in a short time she was baptized, and has remained faithful ever since.

Pray for the work and workers here in Utah, that we may continue steadfast, and when Jesus comes, we may hear the "Well done" said to each of us.

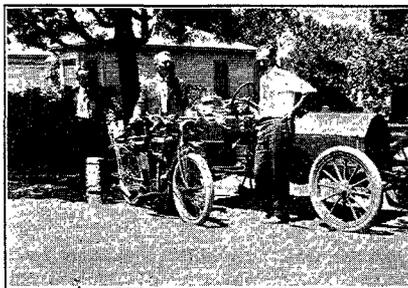
J. L. SAUDER.

One Call and Its Results

[Canvass given in Salt Lake City.]

Mrs. K.—Won't you come in? You look like a preacher.

Mr. H.—Very glad you have formed such a good opinion of me. However, I am not a preacher, but am trying to do a work of just as much importance.



Brethren Edwards and Nelson, who recently made a delivery of more than \$1000 worth of "Practical Guide," Spanish, in the Southeastern California Conference. Brother H. A. Hebard, field agent of the Southern and the Southeastern California conferences, is also shown in this picture.

Canvass then given and order taken, followed by a few words concerning the *Signs of the Times*.

Mrs. K.—Have you a work that will assist in a better understanding of the Bible?

Mr. H.—Yes, we have a very fine work entitled "Bible Readings," which I shall be glad to bring you.

When the date came for the delivery, I was informed by neighbors that Mrs. K. was in the hospital. Upon her return from the hospital, the book was delivered and I arranged for my wife to give her Bible readings. Both she and her husband are very much interested, and at our last meeting they informed us that they were trying to get a small piece of land so they could keep the Sabbath.

Before knowing we were Adventists, she told us her mother was an Adventist, but had died when she was only eight years old, however she remem-

bered some teachings of her mother, and had never been fully satisfied in any other church since she had grown up. This lady is now twenty-five years old. Do you think the Lord has answered the prayers of a faithful mother? I believe it with all my heart.

This is one experience of many in two months' canvassing. We now have fourteen taking Bible readings as a result of personal contact while canvassing, for which we are truly thankful to the Lord. H. C. HOLLOWAY.

A Burro Express Through Arizona

[Extracts from a characteristic letter from Dr. C. Adolph Klein, who is canvassing in Arizona for a scholarship at Loma Linda.]

Did you ever travel with burros? If not, then you better do not try it; but I wish you could advise the young men and ladies in our schools which have no patience, to go out with one or two of them for a few days. They will be taught patience unlimited, and gratis too. I had to pull them half of the time, yet I was too good, or I better say too easy, and did not want to hurt them. It did not take them long to find out about my good nature and how to take the advantage of it. When they saw a rock on the wayside, they could not pass without climbing over it. Now and then they noticed an empty tin can. The baby [colt, we suppose] went after it and looked what was in it before somebody threw it away, or whether they could find some paper on it. Naturally, the two burros had to stop too and took a look at it. They could hardly pass a hole without looking into it. It sounds unnatural, but I wish I had my kodak with me to take some pictures of some of their actions.

I have talked with a good many people about the salvation of their souls, and have seen several of them at our meetings. I certainly feel sorry that I have not known earlier of this truth or I probably would be now where I want to be,—scattering seed in the still dark country of China. My prayer to the Lord is that He will open the ways before me, so that I will have a chance to attend school this coming fall to prepare as a missionary in His work.

Well, I think I am going too far off from my subject so I have to come back and tell you a little of my experience during my trip between Wickenburg and Prescott. The distance is about 110 miles. I sold only a few small books on my whole trip, because the houses are very scattered and only a few. My

chances were not very good. I knew that from the beginning, so it did not surprise me at all. From here toward Jerome, the thickest settled part of the State, is my territory where I hope to do the best. I found a number of people very interested, but very poor too, so I only had a little talk or a Bible study with them. Here in town I took a few orders for "Practical Guide," but have to leave the books with Elder Williams to be delivered in the next few weeks.

The Lord has wonderfully blessed me despite all the hard times I had during the trip. I always found good people, never had an accident of any kind, had plenty of water most of the time for me, as well as for the animals, and I am very thankful to the Lord for His goodness. C. ADOLPH KLEIN, M. D.

Encouraging Experiences

Leeta Roberts.—One day while canvassing a lady, one of her friends, from another part of town, called. The first lady did not order, but asked her friend to look at the book. The friend was a Catholic, and after hearing the canvass, said she feared it would not harmonize with her religion, but asked me to call on her when I was in her part of the town. This I did, and she gave me her order; paying 50 cents in advance.

One morning I met a gentleman carrying a large wicker chair. He stopped me, asking me to invest in a chair. I told him that I too was canvassing, and, producing my prospectus, gave him a canvass. He gave his order, with a payment of \$1.00 in advance, which he borrowed of one of his partners who was working in the next block.

J. R. Harris.—One of my most interesting experiences was in the home of a woman who was on the verge of becoming a Christian Scientist. She believed that, because God had created the world good, there could be nothing wicked, and we could not sin, and a great many other errors. With the help of the Lord I succeeded in showing her the serious mistake she was making, and placing a "Bible Readings" in her home. I trust that it will dispel a great many doubts from her mind.

Nels Johnson.—One Friday afternoon, tired from the week's work, and hoarse from the talking, I called at a house and was met by a stern-faced lady. I made known the object of my work, and suggested stepping in for a few minutes, as usual, to explain more fully.

Her only reply was: "Can't you show what you have through the screen?" I said that I could; but my hopes were gone, so, almost asleep, I went through my canvass. I gave a short closing talk, and to my surprise the lady asked the price, ordered and paid for one of our message-filled books. This only shows that the Lord can, and will, do for us more than we can ask or think.

M. A. Reese.—I am still making my home among the people, and God is blessing the results. Here are two examples: One evening I called at a home and found the family at supper. After they had finished, the man came and sat with me on the porch. We talked for a few minutes of matters of common interest, and the Lord brought to my mind an illustration of a ripening prune orchard that I had seen a few days before. I used this to open the way for showing my book, but I could not get the order that night. However, the next morning their hearts were ready. After offering them a discount of 50 cents for my lodging, and further showing the book,—a copy of which I had with me,—they took and paid for it, and I went on my way rejoicing and thanking God. I rejoice in the success attending this method of work, and the advance payments are coming in. I trust this will help the delivery.

Vina and Myrta Hart.—We visited a beautiful home where the people told us we would meet a hopeless case. The lady took a \$3.00 binding, and two days later came to us and wanted two more \$5.00 bindings.

Early one morning as we started on our mission, we saw a lady sitting on the porch. Being impressed to talk with her, we showed her "Bible Readings." She said, "I think this book would be nice for my boy, as he is a great reader." At the next front door, we could raise no one. On passing to the back, we saw several children and an old colored lady. She directed us to another lady who was peeling potatoes. She seemed glad to stop her work and listen, and took a \$4.00 binding. As we started to go, the old lady said, "I like to talk to Christian girls too," and began asking questions. She had asked many people about the falling of the stars, but we were the first who could tell her. A neighbor stepped in. They told her we had a lovely book, and she ought to see it. She said, "I will, but cannot take one." After examining it, she wanted one too. She thought it

ought to be in every home. In less than forty minutes we had taken three orders.

Vera Voorheis.—The canvassing work in Sacramento has not been in the least a failure. Many rich experiences were met. In one instance an elderly lady who had been afflicted with rheumatism wanted the book very much, but because she had been to so much expense to her son for doctor bills, etc., felt that it would be impossible for her to take it. Upon being told that a way would surely be opened for her to take the book if the Lord wanted her to have it, she said, "All right, I know that by December I shall be able to take it." She said that she grew very lonesome to go to church, and had not been able to go for several years, so I told her of our church, and asked if she would like to have me come and help her to church. She seemed very grateful for this. I gave her a bundle of tracts, and she promised to come to church every Sabbath.

I also met a Catholic lady who wanted "Bible Readings" very much, but said that neither her husband nor her priest would allow her to have it in the house. But she said she studied the Bible until her eyes ached, and she thought this book would enable her to understand it much better. Among other questions she asked what we explained the beast in Revelation to be. In reply I turned and read Revelation 13:18, and explained the words "Vicarious Fili Dei," after which she exclaimed, "Why, those are the words on the pope's crown." She then said that all these years, they had thought that the Catholic Church was the only true church, but admitted that they might be wrong. She asked me many questions concerning the Sabbath, and I promised to send her some literature on the subjects we had discussed. Then she asked if some of the neighbors did not have a copy of "Bible Readings" that she might have opportunity to borrow without her husband's or the priest's knowing of it. I am praying for her, as well as for others who seem hungry for truth.

Earl Osborne.—We have had a good time. The Lord has blessed us very much. We have not done so well financially, but I believe we have done some good. One lady I met in Milton had "Bible Readings." When I called she was out in front studying her Bible. She got me a chair, and we had quite a talk about the Sabbath. She had got

most of it from "Bible Readings," but it was not quite clear. We had prayer together, and in her prayer she asked the Lord to show her the right day to keep.

Another lady I canvassed just cried when I told of forgiveness of sin and conversion. I took her order, and am praying that the book will be the means of bringing her into the truth.

I think we will be here all next week; we have just got into good territory. From here we go to Sonora. This is a town of about 2300. There are two banks in the town with about six millions in them, so the people ought to be able to buy books.

Lester Steck.—Because I was in your canvassing class at Pacific Union College, I write to tell you that God has given me success in the field this summer. I passed the \$300 mark before August 1; in fact, more than \$30.00 above it; by that date.

J. J. Schaefer.—My experience in the canvassing field this summer has been of much value to me. I consider the past three months more helpful, more educative and uplifting to me than any year of my life. God is with His colporteurs. More than once I have been preserved from danger. Recently two large, vicious dogs came at me, and for a moment I was much frightened, but I looked to God for help, and that very moment the dogs turned and ran fifteen or twenty feet, and then stopped and looked at me with wonder. I mounted my wheel and rode off, and not another sound of the dogs was heard. I felt like praising the Lord for His protecting care.

Paul Moore, Utah.—The longer I remain in the canvassing work, the more plainly I can see the great importance of this as a missionary work, and the means in the hands of God of bringing many souls into the truth. I shall speak of one experience that was forcibly impressed upon my mind: This woman did not buy a book, but because of my call there and partly explaining some Bible truths, she became deeply interested at once, and began to investigate. As a result she is keeping God's Sabbath.

This proves to me the importance of leaving a favorable impression upon not only those who buy books, but those who do not as well, because many times our words and actions are sowing seed that will result in fruit for the kingdom of God.

A. R. Robinson, Utah.—I had a very interesting experience that taught me to realize more than ever before that angels of God are always at hand to help the humble colporteur who puts his trust in God. After canvassing the lady of the house and her son and failing to secure an order, I showed them the small book carried as a help, and took an order for that, when her husband walked in, and in a very rough manner ordered me out of the house, with the threat that he would throw me out if I did not go at once. Being impressed to stay, I smiled at him, but did not move, and his wife interposed, saying to her husband, "You do not know this young man. He is a gentleman, and you ought to treat him as one." I talked with him a few minutes as tactfully as I could, and then endeavored to show him the book; but he refused to look at it. So I continued the conversation a few minutes longer, and then took out the prospectus to illustrate a point, and put it back immediately. I did this several times, and the last time I took it out, I gave him a short description of it, and he turned to his wife and said, "I like this book. Do you wish one?" She replied that she liked it, so he told me to bring them one. I put his name down, and left him in a very good humor. When I came to deliver the books, he was home and greeted me with a good, hearty handshake, and handed me the money for the books. I count this a victory for the Lord.

Some Canvassers' "Don'ts"

Don't enter the work unless you have a real desire to save souls.

Don't forget that, while you can do nothing of yourself, you can do all things through Christ, which strengtheneth you.

Don't forget that possibly the people you meet may never have another opportunity to receive light and truth.

Don't do your work in such a way that Heaven cannot approve it, or that you would be ashamed to come back to the same field a second time, and meet the same people.

Don't forget that other people value a straightforward, strictly honest character as much as you do.

Don't forget to carry the sunshine of heaven's love and peace in your face. It may prove a ray of light that will enter some darkened, discouraged soul that is tightly closed to your words.

Don't remain at home because of the weather. The day of the worst weather may prove your best day in the work.

Don't forget that success comes from the Lord; therefore give Him the honor when you succeed.

To-day

Think not on yesterday, nor trouble borrow
On what may be in store for you to-morrow,
But let to-day be your incessant care,—
The past is past, to-morrow's in the air.
Who gives to-day the best that in him lies
Will find the road that leads to fairer skies.

JOHN KENDRICK BINGS.

MISCELLANY

FOR SALE OR EXCHANGE for Southern California property a three-room cottage three-fourths of a mile from Pacific Union College, near St. Helena, Cal. For particulars address Mrs. Sara C. Morton, 259 South Second Street, San Jose, Cal. 6

Arizona Conference Corporation Legal Meeting

According to adjournment the next meeting of the Arizona Conference Corporation will be held at Phoenix, Ariz., Monday, October 11, 1915, at 10 A.M., for the transaction of such business as may come before the meeting.
J. ERNEST BOND, *President.*

Arizona Conference S. D. A. Annual Meeting

The fourteenth annual session of the Arizona Conference of Seventh-day Adventists will be held in Phoenix, Ariz., October 7 to 17, 1915, to transact any business pertaining to the work in the field. The first business meeting will convene 9 A.M., Friday, October 8.
J. ERNEST BOND, *Pres.*
CLAUDE CONARD, *Sec'y.*

Camp-meeting Announcement
Arizona, October 7 to 17.

Comparative Six Months' Sales of Pacific Press

	Sub'n	Trade	Educa.	Tracts	Total
1914	\$62,207.55	\$16,968.90	\$2,625.00	\$10,912.50	\$ 92,713.95
1915	85,061.50	18,956.95	2,435.55	7,597.60	114,051.60

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CLAUDE CONARD - - - - - EDITOR
E. E. ANDROSS (- - - - - ASSOCIATE EDITORS
J. O. CORLISS (

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THURSDAY, SEPTEMBER 9, 1915

Special Day of Prayer

As previously announced, Sabbath, September 11, has been set apart as a day of special prayer in the Pacific Union Conference for the colporteur work. Let all of our church elders note this appointment and endeavor to have it carried out in their companies. The Lord is ready to send a blessing upon our literature work if we seek Him for it. CLAUDE CONARD.

Fall Institutes

Arrangements are being made for a series of colporteurs' institutes to be held in the fall, and the following dates are suggested:

California and Northwestern California, September 26 to October 2.

Northern California, October 3 to 9.

Central California, October 17 to 23.

Southern and Southeastern California, October 24 to 30.

We have not yet perfected the plans for these meetings, and it is possible that some change in these dates may be made later, but it is quite likely they will stand as above.

Now that the student canvassers have returned to school, we ought to have a large number who will volunteer to take their places and fill up the ranks. The most favorable time of the entire year for this work is right before us, and we trust that many will avail themselves of this opportunity to secure a training for the work, and enter the field for active, earnest, soul-winning service.

The instruction given in these institutes will be of the most practical nature, and every moment will be spent in the study of that which will be most helpful in the work of placing our truth-laden books in the homes of the people.

Those who are wanted are the ones who feel a burden to help save souls, who can say with Paul, "Necessity is laid upon me; yea, woe is unto me, if I preach not the gospel!"

If you desire to attend one of these institutes, correspond with your field agent, or the tract society secretary.

F. E. PAINTER.

"The lost sheep of God's fold are scattered in every place, and the work that should be done for them is being neglected. From the light given me I know that where there is one canvasser in the field there should be one hundred."—Testimonies. This is certainly true of the Pacific Union Conference where so small a percentage of the membership is definitely engaged in active, soul-winning work.

At the camp-meetings held this summer in the Pacific Union Conference a large number of persons manifested a lively interest in the colporteur work. Many were impressed that they ought to enter this work. Some, however, could not do so at once, but said they would take it up later. Don't forget that there is great danger that you will put it off too long. Now is the accepted time. Get into the fall campaign.

The Central California Conference has made quite a consistent record this summer. Brother C. L. Davis, the field agent, has worked hard to hold the canvassers who entered the field by giving them substantial help when it was most needed, and he has kept nearly all steadily at work. But these have largely been students, who have now left the field, so the people of the Central California Conference will have to step in and fill up the gaps in order to keep the work going as it should.

Brother E. H. Abbott, of the Northern California Conference, has demonstrated that hard work will bring results, even under adverse conditions. With no canvassers at all in the field when he entered the work, he has succeeded in enlisting a number, some of whom have made splendid records. Brother Abbott has himself actually demonstrated that books will sell in the field, and this is giving the people confidence in his leadership, as well as in the colporteur work. There are surely brighter days in store for the work in that conference.

Utah has been practically without a field agent for a long time, but now the conference committee has asked Brother J. L. Sauder to devote his entire time for the next few months, at least, to the task of bringing the canvassing work in that field up to a higher plane. He has a splendid nucleus of four or five tried men with which to begin, and we believe that the Lord will put the burden of service upon others who will join his forces for an active fall and winter campaign among the needy people of that State.

Brother H. A. Hebard is full of courage as he views the future of the work in the Southern and Southeastern California conferences. Some of the largest individual records made this summer were in his territory, and he believes that what these have done others can do. In these conferences, as well as in other parts of the field, the great need of the hour is men and women who feel that they must do their part in quickly finishing this work "before the decree bring forth, before the day pass as the chaff," and probation's hour is gone forever.

When Brother C. C. Morlan accepted the call to take the general agency of the California and the Northwestern California conferences, he found what is supposed to be a hard field; but he now reports that that territory has made a gain over last year's record of more than \$2000. This has been accomplished largely with student canvassers; but Brother Morlan says that some have entered the work who are not students, and he expects a goodly number of others to enlist for permanent service at the time of the fall institute for which they are planning.

Home Workers.—Now is the time to get out those Home Worker's prospectuses, and give your neighbors another opportunity to buy some of the best small books in the world. Some who bought last year were so pleased that they will gladly purchase more. Make a specialty this year of some of the books you did not push so much last year, and sell them to the same people. If you did not have a prospectus last year, order one now from your tract society. The price is one dollar. You may get this back on your first sale, and will get an experience that is worth much more than that.

F. E. P.