

# SOUTH AMERICAN BULLETIN

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## Brotherly Greetings

C. H. Watson

World Colporteur Director

MORE than ever I am convinced that our prime business is to win souls to God. We are in the work for no other purpose. There is no other warrant for our existence as a people or for our service as workers. Would it not be well then to assure ourselves that this is the direct objective of our every undertaking? Indeed, the employment of strength and means in any enterprise without a clear, definite, soul-winning objective should in such times as these make us unwilling to continue such effort until we know more certainly either that it is not an integral part of God's work for this time, or the way of the Holy Spirit's leading more clearly. The fact that with more men, more money and more and better facilities we are not now as fruitful in soul-winning as we once were, should startle us.

It is possible that much that perplexes and distresses and even terrifies now, and which we have vainly tried to change and adjust, would be entirely eliminated were we but to labor with spiritual power in our day to day work. It is not new or better plans that contemplate changes and adjustment that are needed, but rather a spiritual work done well. For God's work is all spiritual and only spiritual forces can enable us to reach its objectives, which are all spiritual.

And it may be that in all places we should give unusual thought and care during 1931 to the distribution of our literature. Of all the means that we have employed in our world field for the winning of souls, it is possible that none has contributed more successfully than the literature that has been circulated through the years. In face of the

very depressed conditions that prevail in almost every country of earth, it will be advisable that our field leadership come closer to the men who are giving their lives to this feature of the service.

Financially the literature work is self-supporting. Effectively it is abundantly fruitful. Evangelistically it is wonder-

## Colporteurs

Colporteurs are judged and surely this is true  
By the time they put in and the work that  
they do,

From earliest dawn until late in the night  
These soldiers of Zion press on with the fight.

The comforts of home and the fireside pleasure  
Are counted but dross beside heavenly  
treasure;

But our faithful reports bring comfort and  
cheer

To the watchers at home and the loved ones  
so dear.

There's naught can detain them, not tempest  
nor rain,

As they carry God's message to earth's fairest  
plain;

And those who accept of the message they bear  
Shall shine in the crown the colporteur shall  
wear.

New Jersey Promoter 1928.

fully direct and effectual, and it is to be observed that the men and women who have been won to the movement by our literature are usually firm and satisfactory Seventh-day Adventists.

It surely must be an important part of the task and responsibility of each conference president to see that his field

is being widely and efficiently served by this important soul-winning agency. In these hard times a great deal will depend for success in this branch of the service on the personal attitude of the conference president and field leader toward our book, tract and periodical circulation. While drought conditions, bad markets, widespread unemployment, and other adverse circumstances combine to make the outlook forbidding, shall we not assure our hearts of divine help in every place and case of need? I sincerely believe that the success of God's work is far less dependent upon material prosperity than we are inclined to think. Notwithstanding all that the New Year promises of difficulties, it yet is possible to make 1931 a year of truest success in literature distribution, and I pray that God will give us grace to plan and work courageously for a great ingathering of souls through the ministry of our literature.

Shall we not remember that by a more earnest devotion of our own lives to the work, and by a more spiritual leadership of the forces of the movement in what appears to all human foresight a hard year, we make it possible for the Lord to give us more than usual success.

Have we not been taught by past experience that where conditions are most forbidding the victories of the cause are often most emphatic and fruitful? In every place, then, and in all to which we put our hands shall we not hold the winning of men's souls to be the real objective to all our effort during 1931?

For success in this one thing I shall pray every day that the Lord will bless you and keep you, that He will make His face to shine upon you, and be gracious unto you, that He will lift up His countenance upon you, and give you His peace.

## "A Greater Work in Soul Winning"

WE ARE in the employ of this cause for either one of two things: for the loaves and fishes or for the fishing of men.

"A greater work in soul winning" is the title of the appeal to the ministry of this denomination made by the leaders in the advent movement. Notice that the appeal is for a *greater work*. The soul winning results we can safely leave with God.

We must seek to do a greater work than we have been doing. We must first of all seek the greater heart work, a deeper, more profound experience in the Christ-life. The Lord through His servant expressed it in these words: "The Lord desires to have many take part in this grand work, those who are consecrated, whose hearts are humble, and who are willing to engage in any line that demands their service."

After we get the greater experience in the things of God, then we, of course, will be anxious and willing to do the greater work that will bring the greater results in soul winning.

Let the appeal apply to the ministers of the printed page and to all our dear brethren who long to see the work finished in the shortest space of time. What applies to ministers of the spoken word surely applies to the ministers of the printed page, for they hold positions of equal importance. Therefore, let us take the counsel given and apply it to ourselves and our helpers: "We feel that the supreme needs of our ministry to meet such an hour as this are deeper personal spirituality, piety, and devotion, far beyond anything we have heretofore known or experienced. A ministry that tends to leave the people undisturbed, and that fails to generate force enough to stop the drift of the people toward worldliness, apathy, and indifference, falls far short of the divine plan calculated to finish the work in the present generation."—*A Greater Work in Soul Winning*, pp. 5, 6.

If we are to finish the work in this

generation we must do a greater work and do this work in harmony with God's will. Speaking of the colporteur work in connection with the finishing of the work, the Spirit of prophecy says, "This is the very work the Lord desires His people to do at this time. All who consecrate themselves to God to work as colporteurs, are assisting to give the

Experience is the best teacher. We have learned through experience that the printed page wins more souls than any other possible means. It was ordained of God to do this. It is one of "the greater works" that must be done at this time if we would finish the work.

A conference president in Brazil writes: "You may count on me for 100% support. . . . We are all working, to that end. We have done so in the past, and shall try to do even more in the future. It is only by continually working . . . that we can expect success." This conference president speaks from experience. He sees the results that have come from his 100% support to the literature ministry. Let us quote from a letter by the secretary of the Publishing Department of the same conference.

"Wherever we have sown the gospel seed, souls have received the witness of the message; and not only this but many souls rejoice in the knowledge of the truth they have received through the printed page. Clear across our state there are groups of people interested; some are ready for baptism, others are in preparation; while still others desire a pastoral visit. The number of these souls is large.

"If there is one work more important [greater] than another, it is that of getting our publications before the people, thus leading them to search the Scriptures."

"Pray, O pray for a deeper experience! Go forth with your hearts softened and subdued by a study of the precious truths that God has given us for this time." "Then pray and work and work and pray, and the Lord will work with you" to do a greater work in soul winning.

J. L. BROWN.

Colporteur J. Villena writes: "I thank the Lord because He protects me in my work. In spite of the plague of rabbits that are devastating crops of wheat, barley, alfalfa, corn, etc., causing many people to abandon the ranches and flee to the cities (of Southern Chile), I am having good success, because the work is the Lord's."

### Recent Division Recommendations

#### HOME BIBLE STUDY METHOD

Whereas, the Home Bible Study League method of missionary work has proven very successful in winning souls, it was (2756) VOTED, To recommend this plan to all our conferences and missions.

#### COLPORTEUR FOLLOW-UP PLAN

Whereas, there are great soul winning possibilities in following up those who have purchased literature from our colporteurs, It was (2756) VOTED, To recommend, (1) That our colporteurs, at the time of each delivery, send to the field secretary of the local conference the names and addresses of those who are interested; (2) That this list of names be handed over to the conference Home Missionary Secretary for definite follow-up work; (3) That in this follow-up work we use, as far as consistent, the Home Bible Study League plan.

#### COLPORTEUR GOAL

(2759) VOTED, To set a goal of 300 consecrated and spiritual colporteurs for 1931.

#### COLPORTEUR DELIVERY GOAL

(2760) VOTED, To set a delivery goal of \$300,000 gold for the South American Division for 1931.

#### POLICY CREATING COLPORTEUR FUND

(2772) VOTED, To reaffirm our former action No. 2488: "We recommend the creation of a special colporteur's fund in each conference or mission for this purpose to be dispensed by the committee through its officers in the usual way; and that the recipients of the fund be determined by the said committee through its officers in counsel with the tract society and field missionary secretaries. And further Recommend, That this fund be created and maintained from year to year by appropriations and provisions made in the yearly budgets. And further, Recommend, The following plan for the creation of such fund: (a) That our publishing houses and Book and Bible houses appropriate an amount to such a fund equal to 1% of their net sales on subscription books, (b) That local conferences and missions place in their budgets each year the sum equal to \$5.00 per capita for the regular colporteurs employed and that the same be appropriated yearly to the colporteur fund. (c) That all colporteurs be invited and encouraged to pay into this fund 1% of their net income from the colporteur work.

It being understood that this fund will be carried in trust on the conference or mission books and that the same is to be dispensed by the said committee.

SOUTH AMERICAN PUBLISHING DEPARTMENT.

last message of warning to the world. We cannot too highly estimate this work; for were it not for the efforts of the colporteurs, many would never hear the warning." Again, on another page we find these words: "The colporteur work, properly conducted, is missionary work of the highest order, and it is as good and successful a method as can be employed for placing before the people the important truths for this time."

While our leaders appeal to the ministry for a greater work it is evident that they would have us use and encourage the most successful methods of soul winning, for the more souls we win the greater will be our work.

## Buenos Aires Publishing House

FROM the political viewpoint, 1930 has been a year of revolutions in our territory. Governments have been overthrown. Men who have had long years of experience in directing the political affairs of the nations have been placed to one side while men of less experience in such responsibilities have taken their place. These changes have resulted in a special financial depression in South America, which, added to the general depression existing throughout the world, has created some real obstacles for the normal operation of our publishing interests in both the field and publishing house.

The depreciated value of South American currency has greatly increased the cost of living in many of the republics. Thousands of people who have enjoyed a normal monthly income sufficient to support large families in the city, suddenly have found themselves out of employment and many times their only recourse is to ask and receive help from charitable organizations. This has complicated our colporteur work in the cities. Our colporteurs find it much harder to introduce our larger subscription books now than formerly. In the country districts, the farmers have been unable to secure a normal price for their agricultural products. In many instances they have been obliged to sell their grain and livestock for less than the cost of production. While all of these unfavorable conditions exist in the world from the human viewpoint, yet in the conducting of our publishing interests, we have found that "the financial depression and crisis" about which we hear so much, has not lowered our publishing house sales for the year 1930. The very nature of our publishing work and the divine purpose for which it has been established is a guarantee that the work will be conducted until the very close of human probation. Hard times may come. Almost insurmountable obstacles may arise before us, yet the work of God marches forward and will be finished on time.

### SUBSCRIPTION BOOK SALES

Practically 75 per cent of our literature sales are made through our colporteurs. In 1929, the Buenos Aires Publishing House reported to the Gen-

eral Conference Publishing Department a sale of subscription books at the value of \$154,247.49 gold. For 1930, our report to the same department will show a sale of \$164,146.46 which represents an increased sale in favor of 1930 of \$9,898.97. The number of books distributed by our colporteurs in 1930 were as follows:

World's Crises Series	\$ 93,533
Toward the Golden Age	9,681
The Way to Health	4,940
Home Physician	5,959
<b>Total</b>	<b>\$114,113</b>



Bolivia's field missionary secretary out on the firing line with two of his Indian colporteurs.

Our World's Crises Series consists of eight 128-page books. The colporteurs have had splendid success in selling these small books in sets of three or five in combination with our missionary periodical, *El Atalaya*. With this less expensive literature it is possible for our colporteurs to do real evangelistic work among the poorer classes, which is bringing most encouraging results. "Toward the Golden Age" is a 416-page subscription book written by our chief editor, M. I. Fayard. The subscription price of this book in the cloth binding is \$4.25. "The Way of Health" is a small 324-page health book sold by our colporteurs. It sells easily and inasmuch as its price is only about one half the price of "Home Physician," we are reaching a class of people with our health message that heretofore has been unable to purchase our more expensive health books. These medium-priced subscription books are sold in combination with our missionary periodical which is proving most helpful in carrying out our plan to give the message as quickly as possible to the millions of people living within our territory.

### TOTAL SALES

The total value of all sales made by our publishing house, including the sales of literature to sister publishing houses and branches, amounted in 1929 to the sum of \$209,394.29 gold, while the corresponding sales for 1930 amounted to \$227,118.89 gold.

Deducting our sales made to sister publishing houses and branches, we have the figures presented to the General Conference Publishing Department which are for the Annual Statistical Report. These sales as reported to the General Conference were \$203,069.69 gold for 1929 and \$220,956.12 gold for 1930. While our publishing house did not reach the goal of 10% increase in sales over 1929, yet we feel most grateful for what has been accomplished and our purpose is to take advantage of the opportunities presented in 1931 to greatly enlarge the influence of our truth-filled literature throughout our entire territory.

### OUR MISSIONARY PERIODICAL "EL ATALAYA"

The circulation of *El Atalaya* has been most encouraging. The average monthly circulation has been 29,465 for 1930. This is an increase in monthly circulation over 1929 of 6,565 copies per issue. This increased circulation is due largely to the increased activity of the colporteurs in taking combination orders. Also special efforts have been made by the Publishing Department of the two unions served by this publishing house for the development of magazine colporteurs. *El Atalaya* is greatly appreciated in the field and we believe this periodical will be the means of saving thousands of people as a result of its influence in their lives.

### PERSONNEL OF THE PUBLISHING HOUSE

The average number of employees for 1930 has been about thirty-eight. In general our workers have enjoyed excellent health. Very few accidents have taken place in the factory, none of serious proportions. Our workers are loyal to the institution and the missionary program of the church. We feel that we have a most important part to play in the evangelization of South America. While the institutional workers do not have the privilege of coming in direct contact with the people for whom we

labor, yet reports from the field keep us informed concerning the development of the work in all parts of our territory. Every morning we celebrate our devotional service before taking up the duties of the day and never do we forget the colporteurs and workers out in the field who have the joy of making the contact between our message and the people in great need of the truth.

#### PROSPECT FOR 1931

The largest goals for colporteur deliveries that our territory has ever experienced have been set for 1931. The local fields have received special attention in the way of manning the field for a strong campaign throughout the entire year. According to present plans, more colporteurs will be in the field which will result in holding up our sales of literature. Recognizing that there does exist a financial depression in our territory, special plans have been made to provide special literature with which to meet the depression. Subscription books especially adaptable to a time of financial reverses are being prepared. Our editor is now preparing a manuscript treating the subject of the present day and its meaning which will be passed upon by the Board of Directors at its next meeting. The plan is to have this new book ready for the student colporteurs who enter the field in November of this year. The book treats the subjects of special interest in South America and at the same time presents our truth and message concerning the rapid fulfillment of Bible prophecy. Also small 128-page Crises Series books are being prepared, especially adapted for this time. In all our plans, we believe the Lord is mightily working and we look forward with courage to this year as being one of our best in the history of the publishing work. We solicit the prayers of our people throughout the world to the end that 1931 may be a banner year for literature sales.

M. V. TUCKER.

*Manager, Buenos Aires  
Publishing House.*

#### Another Successful Year

WE MUST firmly clasp the hand that will never lose its grip and then say: "I will not faint nor be discouraged." With a martyr's consecration and the courage of a hero we must go through perplexities and trials. We must attentively study the Bible and give ourselves to frequent prayer. We must be animated by our Saviour's words: "Lo I am with you always, even unto the end of the world."

In "Gospel Workers," page 469, we

find the compelling power that has stimulated us to energetically, enthusiastically and self-sacrificingly do our duty through 1930. Our invincible ministers of the printed page finally reached their goals on closing the year. Not one was overwhelmed by the heavy, mephitic atmosphere that surrounded them.

Thank God that by using a bit of good reasoning and clinging to the instructions and promises that were given through the Spirit of prophecy for us for just such world conditions, we may know that these problems and difficulties in the world are more terrible when they enter the mind and heart. We know the remedy and should seek a radical cure.

Truly 1930 was an interesting year. There were the financial, social and political crises as well as the havocs caused by torrential rains in some parts. On the other hand, the year was rich in blessings. God's helping and protecting hand has been with each one of us. We have, by His help, been able to place more literature during 1930 than during 1929. Notice the comparative report:

Year	Orders	Delivery
1928	\$ 83,000 m/a.	\$ 60,000 m/a.
1929	181,000 "	146,000 "
1930	214,000 "	152,000 "

But this is not all. He has helped us to win more souls and to experience a deeper consecration and a better training in His service. We feel better prepared to energetically face and win the battles of 1931. God calls men and women who will promote the triumphs of the cross of Christ; who will persevere under trials and privations, who have the zeal, determination, and the

faith necessary to go forward successfully under adverse circumstances.

We believe that through perseverance in service, and a firm confidence in God, our fifteen young lady and thirty-five men colporteurs of the Central Argentine Conference will do wonders.

It is hard to realize the possibilities of the efforts put forth by those who are directed by a clear mind and upheld by ardent endeavor. Our General says: "Arise, and shine; for thy light is come, and the glory of the Lord is risen upon thee."

We believe that the time has come for the first, second, and third angel's messages to be given from house to house through the printed page. These messages must go to every inhabited corner to enlighten every dark spot in every continent.

During 1931 we will concentrate our efforts on placing our books in combination with *El Atalaya* in every city, town, village, and rural district through forests or mountains. By the Lord's help we will intensify our efforts until we have reached the last person in our conference with the message. Our motto has been and will continue to be: "Forward with increasing success!"

JOSÉ VIÑOLO.

*Colporteur Secretary,  
Central Argentine Conference.*

#### Canvassing as a Training School

SEVEN years ago I surrendered my life to the Lord for service in the ministry of the printed page, and during all this time I have experienced the joy



Central Argentine colporteur institute held in Puiggari, Entre Ríos, October 1930.



Group of believers in Cural Alto, Rio Grande do Sul, baptized in 1930. Won to the truth through the literature ministry. Three of the same group have entered the colporteur work.

that one can only sense in scattering the seed of truth and seeing the fruit that comes as a recompense for these humble efforts.

Since accepting the truth and dedicating myself to this blessed work, I have received a schooling which has molded my character and strengthened me to meet the spiritual and material struggles of this life. I have covered considerable territory with my books, sowing the Word and talking to the people.

In order to obtain the preparation necessary for one engaged in the literature ministry, I enrolled in the Lima Training School, where I have remained for three and one-half years. During this time I have received many blessings through the Christian education which is imparted at this institution.

A colporteur is not at liberty to examine all the tests that this calling brings with it. Because of it I have had to meet danger on many occasions. More than once I was on the brink of death, but the Lord always rescued me, fulfilling His promises to those who call on Him. However, all the dangers and difficulties through which a colporteur has to pass vanish when he can see the fruit of his efforts; when he sees individuals surrender their hearts to Christ and unite with the church through baptism; and when he sees young people come to the school to receive an adequate preparation for a life of service in the Master's vineyard.

The work of the colporteur is a good training school, and many young people, as well as other members of our churches, should dedicate themselves to it as faithful ambassadors of Jesus Christ.

JENARO MORÁN.

Colporteur, Peru Mission.

## With the Colporteurs in the Austral

BROTHER Samuel Weiss of Villa Maria, Entre Ríos, makes this remark about his work: "Although we are experiencing a great crisis here, the orders come without difficulty. About all we have to do is to visit the people, take down their names, and then deliver the books to them. I pass no house by. Those who do not buy a large book are invited to take a small one, and if they do not care for a small book I then tell them as a last resort that I have a copy of the *Atalaya*. When this is in their hand I tell them that they need to give me only twenty centavos for it, and very few return the paper. In this way we leave something in every home. If it is not literature, then we leave a pleasant smile.

Another colporteur, Brother Bertoldo Papo, tells of the splendid results he has experienced with the combination plan: "We have put in practice the combination plan which greatly helps us in the sale of literature. The sale of *Atalayas* and small books have augmented the total of our sales about 60%. In three weeks, without taking into account the subscriptions received with the combination, we have sold 111 single copies of the *Atalaya* and 39 small books.

"We are trying to make our work principally missionary, leaving with every person visited a large book, a small book, an *Atalaya*, or a tract, and I am convinced that 'more *Atalayas*' (or books or tracts) signify more souls."

Miss Natalia Alvez, who is canvassing in the southern part of the Buenos Aires Conference, writes that she took

225 subscriptions for *Atalaya* during the month of October, and that she and her companion have placed their goal at \$1,000 (Argentine money) worth of magazines sold by the close of the year.

Brother Dávalos, a colporteur in Central Argentina, says that the province of Córdoba was on the verge of passing a law requiring the teaching of the state religion in all schools when the revolution came, which destroyed their plans. Many times God has prevented men from hindering the progress of His work in similar ways.

Colporteur Ventura Rivero met a woman in Tucumán who insulted him for being a Protestant. He talked kindly to her and sold her some literature. When the priest visited her a few days later and found her reading Protestant literature, she insulted the priest, telling him that she did not care to know anything more concerning the Catholic religion.

Several years ago someone sold a copy of *El Atalaya* to a young merchant. He read it and accepted the truth. Then he went to New York and to Mexico. He was instrumental in the conversion of a young lady who later became his wife, and they returned to Argentina. Here he won his nephews to the truth, and his brother, also a merchant, is very much interested. During the two past years he has been engaged in the literature ministry and has sold thousands of our books. Recently he won three families to the truth in the city of Santa Fe. *El Atalaya* was the agent used of God to win Miguel Nazar, now a faithful colporteur, to the truth.

Our colporteurs not only sell books, but they bring the truth to many people. In the annual meeting held in Florida, a petition was presented from sixty-four people at Junín who requested a worker. This company is the fruit of colporteur Sotero García.

Through the work of colporteurs Pisano, Weiss and Bernal in Concordia, several people became interested in the truth. Later the veteran colporteur, Francisco Rivero, went to that city, and as a result forty-five persons are attending the Sabbath school and several have been baptized.

A Sabbath school was raised up by colporteur Huinca Renancó.

In the Uruguay *Heraldo* we read the following notice: "Brother Sosa, a colporteur, writes: 'In the town of Arbolito I met a person who had bought "Great Controversy" and was observing the Sabbath with his family. They had purchased a Bible and already know portions of it by memory. He has also interested others in the truth. When I explained to them the tithing question, they were ready to receive it. Also they

were very much interested in the study on baptism and desire to receive that rite."

Colporteur Rodríguez writes from Artigas: "An interest has been raised up here for the truth in a remarkable manner. Two families are already keeping the Sabbath, and many others have promised to keep it."

From Durazno, Uruguay, colporteur Souza Pena writes: "I have good news for you. I have been instrumental in winning an individual to the truth."

HENRY F. BROWN.

*Colporteur Secretary,  
Austral Union.*

## Progress in East Brazil

THE record of another year has closed. We are now entering upon a new year. We feel that it would be unjust to let the old year pass by and the new year enter without recounting some of the blessings of the old.

God has blessed in giving health to all our workers. Brother Benedicto Silveira was very ill. God, however, heard the prayers that ascended in his behalf and his life has been spared that he may render greater and further usefulness in God's cause.

Notwithstanding the great financial crisis through which Brazil has been passing, the tithes and offerings have held up remarkably well. In the Rio de Janeiro Mission there has been an increase over the former year. The remarkable way in which the tithes and offerings have held up speaks well, we believe, for the spiritual condition of the members.

The colporteur work is on the upward way, thanks to the faithful men and women who are devoting their energies to this line of work. God is daily giving them renewed courage, thus helping them to overlook the financial depression which exists all around them. Sales in Bahia, Pernambuco, and the Lower Amazon Mission are above that of 1929. This seems to us really remarkable considering the great financial crisis and the severe drought that has reigned in a large part of our northern territory. To God be the glory!

As we consider the past year we cannot refrain from mentioning our church schools and the way God has blessed them. May He daily give courage to this group of workers. The men and women who for a small remuneration are toiling day after day, are laying the foundation for Christian lives. These workers are among the most important, yet many times receive but little credit. They need our prayers, our sympathy, and our hearty support. In these days



Gideon's Camp. Rio Grande do Sul colporteur institute, held in Taquara in November.

when error abounds on every hand there is no better place for our boys and girls than in the care of a God-fearing Christian teacher. The seed sown in early childhood is of great value in the future life. May 1931 find us taking a more active interest in this important line of work.

Time will not permit me to tell all that God has done during 1930 in evangelistic lines. Many strong public efforts have been held during the year. Practically every mission director has conducted at least one public effort. Brother Davis in Minas is now finishing one in which he reports a goodly number ready for baptism. Elder Ricardo Wilfarth is at present finishing a series of meetings with Daniel Feder in Petropolis. They report a number preparing for baptism. Prospects are good for real progress in Petropolis. In Espirito Santo several efforts have been held and perhaps that mission will report the largest number of baptisms for 1930. In Bahía, Brother Juan Meier and wife held a series of meetings in a new place in the interior. Fourteen have been baptized as a result, and a new group organized. In Pernambuco Elder Gustavo Storch held a very successful effort in the city of Recife. Over twenty have already been baptized as a result of the effort there. From the Lower Amazon Mission Brother Hans Mayr reports a goodly number prepared for baptism. From the East Brazil Union office Brother Ellis R. Maas and wife conducted a series of meetings in a little interior village in the Espirito Santo territory and nineteen have already been baptized. We hope that 1931 will find a large percent of our Union staff holding public efforts in different places.

In all these missions other efforts have been held and good, faithful work has been done by every worker. The total number baptized we are not able

to give just now. Brethren, the faithful men and women you are helping to support are working. They are doing their best. They need your hearty support and your prayers.

During the past year six new church buildings were begun. Some are now completed and others will be finished in 1931. We are thankful for the substantial way in which God is establishing His work in making possible these church buildings. The largest of these buildings is under construction in Victoria at the headquarters of the Espirito Santo Mission.

As we recount what God has done we are made to rejoice. We wish to thank you for the part you have contributed, thus helping to make possible such a good report.

May we renew our courage daily. May we as we review the past and see where we might have done more, resolve that by the help of the Lord we will do our best to make 1931 the banner year.

E. H. WILCOX.

## Let's Have a Look

ONE of our faithful Brazil colporteur leaders takes a retrospective glance over 1930:

"We look back with joy and satisfaction. Wherever we have sown the gospel seed, souls have received God's witness of the three-fold message; and, not only this, but they are rejoicing at the present time in the knowledge of present truth. Clear across our state (Rio Grande do Sul) there are groups of interested people; some are awaiting baptism, others are preparing for baptism, while still others are anxiously waiting for a pastoral visit.

"We have a large list of these interested people which have come to our knowledge but we are sure that a far greater number still remain unknown to



us—souls that have been drawn nearer to God through the work of our faithful colporteur evangelists. Only eternity will reveal all the fruitage of the printed-page ministry.

"Brethren, let us not forget the eternal results that our efforts have already produced. Let us therefore reconsecrate ourselves in a more complete way to this holy work, that God may better use us for the finishing of His work.

"Greater consecration means greater effort on our part, more souls won for Christ and more stars in our crowns."

It is this looking back over our experience in soul winning that will keep us of good courage in our present work. Yes, look back, not at the hardships or failures, but at positive results; look up, while in the fray, for His heavenly guidance; look forward to the crown of life to be granted by the Life-giver when He will say, "Well done thou good and faithful servant: . . . enter thou into the joy of thy Lord." J. L. B.

## My Personal Experience

WHEN I accepted the call to the colporteur work last July, I was in doubt for many days, wondering if this work were necessary and if it is really a part of the divine plan. I learned many truths and lessons in the studies that Brother Christensen gave me, and can say that he prepared me for this work and today I am indebted to him for having a part in it.

For one just beginning the Christian life it is not easy to understand the significance and importance of this work. However, this difficulty was not sufficient to cause me to give up my purpose, and when Brother Tabuenca asked if I would be willing to enter the colporteur work I was not too fearful to reply that they could depend on me.

After the institute I started out with Brother Tabuenca to Arrecifes, where we began to sow good seed. Even though there was a crisis in the land we did something. I later canvassed in Sarmiento and San Antonio, where in spite of the revolution God helped me in making good sales.

Later I went to Luján, which is considered as the Rome of Argentina. Every day caravans of people from all walks of life could be seen arriving, to adore an image that none of them knew whom it represents, or of what material it is made. They came to pour out their miseries, their pride, and their money. In this place we met more materialists than in any other place, as much among the women as the men. Some treated us with indifference. Others with all impudence said: "All my life they have been

saying that God would come and punish the wicked and reward the just. . . . The years pass, people die, and God does not come, and everything continues the same. Your stories are told only to make money." Some without any consideration showed us the street.

In this short time of labor I am convinced that canvassing is the Lord's work and that it brings with it a satisfaction for the Christian. I believe that it is possible to attain perfection by constantly working in His vineyard.

Sister White wrote: "From the light given me, I know that where there is one canvasser in the field, there should be one hundred. Canvassers should be encouraged to take hold of this work, not to canvass for story-books, but to bring before the world the books containing truth essential for this time."

And now I understand that the canvassing work is necessary, for in this way the message can be carried to all people, and then the end will come according to the promise. To the question asked in Isa. 6:8: "Whom shall I send, and who will go for us?" I want always to be ready to reply: "Here am I; send me."

BARTOLOMÉ RUÍZ.

*Colporteur, Buenos Aires*

*Conference.*

## Students' Success Contagious

God is doing great things through the student colporteurs who have come to the Alto Paraná Mission to earn their scholarships. From the very start their success has been of such a marked degree that it has brought renewed strength and courage to the regular colporteurs.

One of the students, Brother Santiago Rettori, recently returned from a district that had never before been entered with our message. In that part one can enter only by special permit and authorization. In about seven days he sold more than \$500 (Argentine money) worth of literature for cash.

From another student comes the following experience:

"While canvassing in Bella Vista the priest delivered a sermon prohibiting all the people from buying *El Atalaya*. The following day I visited the priest and presented my literature. He asked, 'Are you one of those two young men who are selling *El Atalaya* here?' I assured him that I was, 'and in addition to the splendid magazine we are leaving in every home a copy of this practical book (*The Road to Health*). It is a medical book, and I should be glad to

bring you a copy also.' 'No,' was his reply, 'just go ahead selling the book, I am not interested in it.'

"We continued talking for a few minutes in a way that showed that he well understood the nature of our work, and the following day the priest called his people together and warned them against buying our literature.

"In a few days we started out to place our books in the homes of the people and made a 100% delivery. Instead of hindering our work, the priest helped us."

The reports, as well as the faithfulness and enthusiasm, of these students seem to indicate that within a few weeks they will have made their scholarships which will enable them to return to the college to further prepare for efficient work in the cause of the Master.

P. E. WENSELL.

*Colporteur Secretary,*

*Alto Paraná Mission.*

## "Every Man in His Place"

IN THE South American Division Council which terminated its work on January 2, it was recommended that our colporteur goal be set at 300. That is, we are to strive to reach this goal by the end of 1931.

This vote reminds us of Gideon's band. "The Lord said unto Gideon, The people are yet too many; bring them down unto the water." (Judges 7.) The Lord wanted tried men, faithful men, men who would place the interests of the cause before their own desires or necessities.

"So he brought down the people unto



Joao Melander, Brazilian champion colporteur.

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the water." The tried and correct "shalt thou set by himself." These were consecrated or set apart for a special work during a special time of crisis. These men numbered 301. "And the Lord said unto Gideon, By the three hundred men . . . will I save you. . ."

The Midianites and Amalekites were in number "like grasshoppers for multitude." Gideon realizing his responsibility, and assured that the Lord was with him, said: "Arise; for the Lord hath delivered into your hand the host of Midian. And he divided [organized] the three hundred men into three companies, and he put a trumpet in every man's hand, with empty pitchers, and lamps within the pitchers; and he said unto them, Look on me, and do likewise: . . . as I do, so shall ye do. When I blow with a trumpet, I and all that are with me, then blow ye the trumpets also on every side of all the camp, and say, The sword of the Lord, and of Gideon."

And the three companies blew the trumpets, and brake the pitchers, and held the lamps in their left hands, and the trumpets in their right hands to blow withal: and they cried, The sword of the Lord, and of Gideon. And they stood every man in his place round about the camp. . .

"And the three hundred blew the trumpets and the Lord set every man's sword against his fellow, even throughout all the host." And the hosts ran and cried and fled. "There fell an hundred and twenty thousand men that drew sword."

The Lord, speaks to leaders at this

time of world difficulties and calls us to Gideon leadership. He tells us: "Go in this thy might, and thou shalt save Israel."

Gideon's first thought was to rally the hosts of Israel and storm the enemy. But God had a different plan. We too often count our numbers; we trust in man power. God would have us choose tried men for the last battles with modern Midianites and Amalekites which camp in the valleys of sin like grasshoppers for multitude.

Gideon took his depleted army down to the water to be tried. Waters in the symbolic sense would mean peoples. So at this time thousands of the Seventh-day Adventist host should be led to the waters (peoples) and there be tried—set to work in the Harvest Ingathering campaign, Big Week, or Home Bible Study League. It is soon evident who has his heart and eye set on greater service. These are to be set by themselves and organized into companies for

armed with good trumpets (voices) and a lamp (knowledge of His word). They should be loyal men; men who will stand "every man in his place" until the work is done and the victory won.

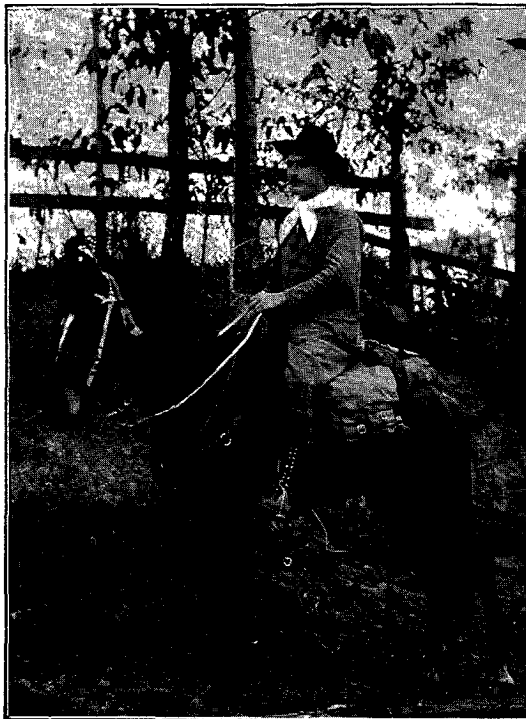
God will go before them and set every man's sword against his fellow; just like the priest who tried in every way possible to hinder the colporteur's delivery of books but stirred up such curiosity among his own people that the delivery turned 100% success.

The question is: "Who will go forth to labor in wisdom and grace and the love of Christ for those nigh and afar off? Who will sacrifice ease and pleasure, and enter the places of error, superstition and darkness, working earnestly and perseveringly, speaking the truth in simplicity, praying in faith and doing house to house labor? Who at this time will go forth without the camp imbued with the power of the Holy Spirit, bearing reproach for Christ's sake, opening the Scriptures to the people, and calling them to repentance?"

Again the admonition to leaders ("Conference presidents and others in responsible positions") is to give due attention to this important work, and to educate and train colporteurs to sell our truth-filled literature to the needy world.

If every leader will stand "in his place" round about the camp and "resist the devil" as did the 300 with Gideon, we will soon have the enemy confused and fleeing. Then "the men of Israel gathered themselves together," and Gideon said: "Come down against the Midianites." So by the leader's leading out in the battle, the host is encouraged to join the fray.

Let us arise like mighty men of valor, recruit men of the same type until we have reached our goal of 300 consecrated and spiritual colporteurs; enter the battle with courage and firmness, knowing that "Surely I will be with thee, and thou shalt smite the Midianites as one man." Judges 6:16. J. L. BROWN.



Guilherme Doerner, secretary and treasurer of the Santa Catharina-Paraná Mission, on colporteur trip.

active service. They should be instructed by the leaders. "Look on me and do likewise: . . . as I do, so shall ye do. When I blow with a trumpet . . . blow ye the trumpets also . . . and say, The sword of the Lord, and of Gideon."

These chosen men who are to face the enemy out in the open field during this night of spiritual darkness should be men

MY EXPERIENCE while out canvassing (making up Big Week) was good. The difficulties, of course, were plenty. I almost remained prisoner in Joinville; but the Lord is always good to His workers. I took some 700\$000 worth of orders in ten days and delivered 598\$000 worth of books. But how I did sweat with the heat! GUILHERME DOERNER.