

Atlantic Union Gleaner

"Lift up your eyes, and look on the fields; for they are white already to harvest"

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No. 49



**THE DEMANDS OF THE HOUR
CALL FOR EVANGELISTIC
COLPORTEUR WORK**

THE great work which Jesus began, and which was continued by the apostles, is still going forward. History is still being made. What kind of history is being written in heaven regarding *our* work? At the close of Christ's ministry he declared that he had finished the work given him to do. Paul could say, "I have finished my course." It is written that "in the days of the voice of the seventh angel, when he shall begin to sound, the mystery of God should be finished." We are slow to realize that Christ is still waiting for us to finish the work.

How shall we finish the work? This is still the most important question of the hour. It seems hard for us to realize that we must actually do the work. Theoretically we have believed this for nearly a generation, but the millions of unwarned souls in the home and foreign lands are witnesses against us. There must be the dawning of a new day in this message; there must be a new experience; there must be a vitalizing power of the Spirit upon the servants of God, or the task is hopeless.

Where do we stand? Reckoning the time, we see that we are living more than fourscore and five years this side of the signs given in Matt. 24: 29, 30. I do not see how any of us can face this situation without being very deeply impressed with the call that is in the situation itself. The question every one of us must ask himself is, How much longer can we delay the message and still see its finish in the few brief years that we have left?

In view of the responsibility that now rests upon every one of us who knows the truth to make it known to others, we must say that nothing less than the abso-

lute and unqualified surrender of our lives to God in loving service will meet the situation. The Acts of the Apostles is a record of how the gospel was preached to every creature under heaven in their day. The same devotion, only in a greater degree, must be seen now. There is nothing in the teaching of Christ or the apostles that would lead us to conclude that the preachers were to do all the work. Jesus associated with him not only twelve ordained ministers, but seventy other missionaries; and not long after Pentecost we find that thousands were scattered abroad and went everywhere preaching the word.

In the army of the remnant not one untried soul will be found in the ranks. Every soldier must have tested the weapons of his warfare upon the citadel of sin in his own life first, and when he has found what the truth of God can do for his own soul, he will be able to wield the sword of the Spirit mightily for God in the salvation of others.

Mohammedanism at the present time is demonstrating the power of the press in a most wonderful way in the proclamation of her faith. She is outstripping the Christian missionaries many fold. In recent years Mohammedanism has increased very rapidly. However, we do not need to go to Mecca or to Cairo to learn of the powerful influence that literature has upon the reading public. The success of Christian Science and the Russelite movement at the present time is another demonstration of the power that attends a persistent and systematic circulation of carefully prepared reading-matter. While it may be difficult to say which of these religious movements is the greater delusion, still it is to be learned that the marvelous success attending their propaganda is

largely due to the wide circulation of their literature. From this it is safe to conclude that as much greater power will attend the circulation of this message as God is greater than the one who is the power and inspiration of these systems of error.

The work before us is great, and no human power or human wisdom is sufficient to grapple with the situation now. And there must for this service come upon us in this generation what came upon the apostles that enabled one of them to say, "Through mighty signs and wonders, by the power of the Spirit of God; so that from Jerusalem and round about unto Illyricum, I have fully preached the gospel of Christ."

R. D. QUINN.

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"EVEN IN TROUBLOUS TIMES"

CONCERNING the rebuilding of Jerusalem, Daniel said, "The street shall be built again, and the wall, even in troublous times." It affords us all assurance to know that the Lord's work does not stop in troublous times. Nehemiah, commissioned of the king, went to Jerusalem and began to rebuild the walls and gates of the city. Great difficulty and opposition confronted him, but, with unconquering faith and courage, he exhorted the people to continue in their work, doing this not only by precept but by example. Despite the fact that some called it non-essential labor and made light of it, and others sought to swerve him from his path of duty by calling him to a council in one of the villages in the plain of Ono (perhaps to suggest that there were better methods to be adopted), he kept right on the line of duty and sent the message, "I am doing a great work, so that I cannot come down: why should the work cease?" Always the enemy is at hand to thwart divine

purposes. All through the ages the people of God have been tempted to cease working. Great panics, disasters, and wars have been the occasion for some to lose heart, but, thank God, success in his work does not depend upon material resources, circumstances, and national prosperity.

With indomitable faith, our colporteurs have forged ahead in their work. The Lord has overruled in every seeming defeat to the extent that this year we have placed more literature into the homes of the people in this Union than ever before. God's work will not stop until it is finished. Our colporteurs have been cheered in their work, amid trials at times, by evidences that some to whom they sold literature are turning to God as never before.

This is our day of opportunity. To preach the message by every agency, including the products of the press, is our work and duty. It is true that the world offers large salaries and inducements (a snare of the enemy), but we trust every colporteur in the field will keep his eye on the goal, and, when tempted, will reply as did Nehemiah, "I am doing a great work, so that I cannot come down."

Let us remember that all the resources of heaven are at our command. "Angels of heaven have long been waiting for human agents . . . to cooperate with them in the work to be done. The Spirit of God will then be graciously manifested." We all desire this power. The condition contingent is a full surrender of ourselves for service. The Lord in all his work makes use of every facility. "The world is to receive the light of truth through an evangelizing agency of the message contained in our books." The printing press and its products will play an important part in this closing work. Other

agencies may be restricted, but so long as probation lasts there will be work for the colporteur to do. Every year an ever-increasing supply of literature going to the world is testifying to its efficacy in assisting to give the last gospel message, and this "even in troublous times."

E. E. FRANKLIN.

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THE SECRET OF SUCCESS IN THE COLPORTEUR WORK

PUTTING in good time is the secret of success in the colporteur work. I might say the same thing in another way. Faithful effort plus hard work equals many orders. In the gospel colporteur there are two elements which must enter into his life if his work is to be a success. They are consecration and continuous hard work. He must enter the field early Monday morning and stay until Friday afternoon. The records show that the colporteur who works faithfully forty hours a week always makes good. It is a fact that there may come a week, sometime, when the sales are low, but they always average a dollar an hour or more. On the other hand there are those who work from fifteen to twenty hours a week, and then only half-heartedly. Such men usually fail. Their sales are only fifty to seventy-five cents an hour, they lose courage, they drop out of the work, and say, "A man cannot make a living and canvass. It cannot be done. There is no use talking, you cannot do it." And they cannot so long as they work in that way.

The successful colporteur goes out Monday morning early, or if his territory is a long distance away, he walks out Sunday afternoon. He is out early and works late. He does not leave the field until Friday afternoon. On rainy days he puts on his rubbers, raises

his umbrella, and, finding the whole family at home, secures a goodly number of orders. Such colporteurs have many orders in their prospectuses and receive a good living.

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

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

L. C. SHEPARD.

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GOOD TERRITORY

MANY times the question is asked, "What constitutes good territory?" We have heard it said that good or bad territory exists only in the mind of the canvasser. However this may be, we do believe it true that most territory is good if properly worked. I believe that half the battle is won when one starts out with a firm determination and a strong conviction that success lies on the inside of every threshold.

Where people are, there books can be sold, whether it be a little backwoods village in the Catskills or in the great cities like New York and Boston; for all can be reached some way if right methods are used.

Some years ago our people thought that in large Catholic settlements, especially in the great

centers of population, it was useless to even try to work. They called it poor territory. But this idea has faded away into the dim past, as one worker after another has found that books may be sold successfully even there.

When our canvassers have "a mind to work" the people will usually be found to have a mind to buy; or, in other words, proper enthusiasm, zeal, and earnestness may be imparted to the customer, and his need for the book felt, whether he be found living in the sixth story of a Boston tenement or in a retired lawyer's suburban home.

Our territory is made up of individuals. Our success lies within ourselves. Christ's command, "Go ye into *all* the world," made no exceptions as to territory. Surely each of us should feel that "what others have done I can do; what others have not done I may do," and always start out feeling that he is working in good territory.

A. L. GRIFFIS.

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THE NEEDS OF OUR LARGE CITIES

NEVER before in the history of this great cause have we seen more clearly indications that the end is near, "even at the door." Greater things are being attempted now than ever before. There rests a most solemn responsibility upon us that have received this blessed truth, to warn the perishing world from utter destruction. We have been looking forward for many years to the fulfilling of the word, that just before Christ's second coming a quick work would be done on the earth. This is now being fulfilled. Knowing this, a most sacred responsibility rests upon us to warn the world of its coming crisis.

We have been told by the spirit of prophecy that "the message should go again with power in the

cities in the Eastern States." Again it says: "New York is ready to be worked. In that city the message of truth will be given with the power of God. The Lord calls for workmen."

The God-fearing colporteur that goes from house to house with the message-filled books, is surely and truly fulfilling a part of this. There is yet a great work to be done in this field. We cannot all preach, but we can carry the printed page to the homes and thus be able to reach hearts and win them for the truth.

Are there not among us those who feel a burden to enter the colporteur work? God is recruiting men for this work. He has given us the command, "Go ye therefore, and teach all nations." The Lord is calling you, my brother, my sister, to let loose of all worldly enterprise, to cast your interest in God's work. The time will come when that work will close, and that time is near at hand. May God lay a heavier burden and a stronger desire upon you to do your part in finishing the work that he is calling you to do.

F. M. LARSEN.

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OPPORTUNITIES IN NEW HAMPSHIRE AND VERMONT

WHAT a wonderful age we are living in, and how grand it is to be living just now, and to have a part in the closing work of God! In all parts of the world the message is being heralded with mighty power, calling the honest in heart out of Babylon and preparing a people for the coming of the Lord. To have a part in the promulgation of this truth is the greatest privilege ever accorded to man, and should be the highest ambition of all "whose hearts God has touched."

When the children of Israel were about to enter Canaan there were

many obstacles. Giants and great walled cities were so numerous and of such proportions that those who were sent to spy out the land, returned in utter discouragement, and declared that the whole project was a failure. "Now all these things happened unto them for ensamples: and they are written for our admonition, upon whom the ends of the world are come." 1 Cor. 10: 11.

Today we are brought face to face with conditions which have perplexed and caused some of us to wonder how the work is to continue, but God is wonderfully overruling in every instance, and if we keep our eyes fixed on him who knows no failure, he will make all things work together for good, and he will lead his people on to a glorious victory. "We see that they could not enter in because of unbelief." Lack of faith and a disbelief in God's promise were the cause of Israel's failure.

For a long time the doors to the cities and large towns of New Hampshire and Vermont have been mentally closed to our work, because no one believed that they could be worked successfully. Thank God, they are being opened to us. Last winter more than twelve hundred dollars' worth of our books was sold in Nashua, Laconia, and Concord alone, and our total sales for the year went far beyond any previous year in the history of our conference.

The call of God has come to us repeatedly emphasizing the importance of this work, and urging all who possibly can, to enlist for service. Let us respond to the call today. Let us "be strong and of good courage," that when the call of God is heard, we may answer with the prophet of old, "Here am I, Lord; send me."

CHARLES FARLEY.

A WORK WOMEN CAN DO

THE Lord has a work for women as well as for men. Especially now, as our men are being called to their country's service, women may take their places in the work at this crisis, and the Lord will work through them. In many cases they can do a work that men cannot, a work that reaches the inner life. They can come close to the hearts of those whom men cannot reach. Their labor is needed.

The women who take up the colporteur work carry the gospel to the homes of the people, and many come to a knowledge of the truth that would be reached in no other way. The Lord used this very means to bring me into the truth, and now I am able, with God's help, to carry the message to others in the same way.

One lady from whom I took an order for "Bible Readings" asked if it were a Seventh-day Adventist book. She had heard of our people, and was very much interested. I had prayer with her, and as I left she said she believed God had sent me to her. Some time later I met her, and she told me what a blessing the book had been. She asked for the address of our church and the time of services.

One morning, when the devil tried his hardest to keep me from going to work, I found a woman very ill who was much opposed to Christianity. I did not try to sell her a book, but just talked with her about Jesus, and told her what a wonderful Saviour we have, and

how he is always willing and glad to help us. She told me she realized her condition, and that she wanted that help. Then, as tears came into her eyes, she asked me to pray for her. As I knelt by her bedside, I believe that she gave her heart to the Lord. When I returned after a few days, I found she had died that morning. Surely I could thank God that he had directed me to her.

A direct necessity is being met by the work of women who have given themselves to the Lord and are reaching out to help a needy,



GROUP OF SOUTHERN NEW ENGLAND COLPORTEURS

sin-stricken people. Personal evangelistic work is to be done. The work of Christ was largely made up of personal interviews. He had a faithful regard for the one-soul audience. The colporteur finds an excellent opportunity for this work.

Will our sisters arise to the emergency? Will they work for the Master?

CHARLOTTE E. WALDO.

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SECRETS OF SUCCESS

ONE of the qualifications for success is enthusiasm. It is the mighty power that does things. Be in earnest and be honest, but do not

try to preach the entire message during a canvass. Stick to the canvass, as Jonah did in Nineveh, and you will get results.

The surest way to succeed is to put in good, faithful time. Get ready on Sunday, go to your territory, and be there ready for work by eight o'clock Monday morning. Work faithfully until Friday afternoon, and see how the Lord will work with you and bless you with large results. When you hear any one say that he has tried and could not make a living canvassing, you will

usually find that he has not been faithful in putting in time, allowing everything that comes up to take him away from his post of duty. Nothing is so important as getting the books into the homes of the people, and we cannot afford to let anything interfere.

Those who cannot give the Lord their full time work for the world forty hours every week. The majority who fail in canvassing have not worked faithfully for any length of time.

Jesus said, "Go ye also into the vineyard and whatsoever is right I will give you." Let us believe the words of Jesus and work as faithfully as we would for the world, at least, and see if the Lord does not keep his word and supply all our needs. D. P. WALDO.

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VACATION CANVASSING

THE father of modern subscription book business, as applied to vacation canvassing by non-professional agents, students, and

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

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

An all-round, thorough education cannot be obtained merely in the classroom. Theory must be complemented by practice. Many men and women who have made a success in the world began their life work by selling books, thus learning practical lessons which prepared them for other fields of usefulness.

George Peabody, born in New England, carried a pack and sold books from house to house. James G. Blaine, secretary of State, twice candidate for President of the

United States, began his life career by selling "The Biography of Henry Clay." Bismarck, when a student in Heidelberg, paid his way through college by canvassing for Blumenbach's handbooks. Bismarck succeeded in shaping the destinies of an empire, because he shaped his own by his persistent good nature, industry, and by never hearing the word "No." Daniel Webster was a book salesman, and got the money to pay his tuition at Dartmouth College by selling "Democracy in America." George Washington at the age of twenty, sold "Blydell's American Savage," the book costing two dollars a copy, and he sold it for three dollars. His diary shows that he sold more than five hundred copies, delivering the book himself. Annie Besant, the greatest woman orator of her time, received her wonderful fund of knowledge concerning humanity by selling books. In the palace of the Louvre in Paris can be seen the canvassing outfit of Napoleon Bonaparte. On the dotted lines of the prospectus are more than two hundred subscribers' names. If canvassing for books were so important in the preparation of these men and women for their life work, of how much more importance is carrying our truth-filled literature to souls hungering for the truth.

An editorial in the *Saturday Evening Post*, headed "Learning a Business," states very clearly why selling books fits men for big things. Here are some of the cogent parts: "Learning a *particular* business is not the important thing that most young men imagine it to be. The thing of first importance is to *learn* business rather than any particular business, and business is nothing but looking for opportunities in dealing with people." Coming in contact with many minds you gather ideas and learn to understand humanity. This

understanding of humanity is of paramount importance to the student making plans to enter various departments of our world-evangelization propaganda. In this work you will meet many educated successful men who will tell you that they, too, got their start in life selling books.

E. E. FRANKLIN.

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WINTER CANVASSING A SUCCESS

WINTER colporteurs have warm hearts and strong backbones, and are much beloved of the Lord because of their courage and zeal. There is no time like the winter months for canvassing our cities, towns, and villages. Even the rural districts can be worked to very good advantage with the exception of a short time when the snow is going off.

The winter months have advantages for city canvassing that no other time of the year has; namely:

1. The people are at home, not away, as in the summer months.

2. Admittance is easily gained, for the people are indoors instead of out on the porch or lawn, which makes it much easier to gain a hearing.

3. They read the dailies, the bulletin-board, and desire to know the truth concerning the world conditions. They would buy our books and periodicals if presented by consecrated men and women.

4. They get their wages each week and plan to spend them, which helps us to make short and successful deliveries.

5. Consecrated colporteurs prepare the way for a successful tent effort.

6. Persons take time to read during the winter months, and are on the lookout for good reading.

E. E. COVEY.

BOOK WORK, WEEK ENDING NOV. 23, 1918

Northern New England

Name	Bk	Hrs	Value	Helps	Total	Del
S. Lombard	O D	9	8 00	2 70	10 70	150 00
Miscellaneous			14 00		14 00	
1 Agent		9	22 00	2 70	24 70	150 00

Eastern New York

J. H. Deeley	O D	39	45 00	5 10	50 10	8 55
Mrs. L. Brewer	W P	32	27 75		27 75	27 75
Miscellaneous			4 00		4 00	4 00
2 Agents		71	76 75	5 10	81 85	40 30

Greater New York

Mrs. Countryman	B R	15	28 50	13 45	41 95	13 45
Fred J. Wohlke	O D	8	10 00	25	10 25	25
W. F. Gaskin	B R	15	4 00	8 55	12 55	8 55
Miscellaneous			47 36		47 36	47 36
3 Agents		38	89 86	22 25	112 11	69 61

Maine

T. E. Christopher	B R	40	55 00		55 00	
F. B. Oaks	B R	29	55 00	2 00	57 00	
Maude Whitten	O D	21	12 00		12 00	
Miscellaneous			4 50		4 50	4 50
3 Agents		90	126 50	2 00	128 50	4 50

Western New York

Name	Bk	Hrs	Value	Helps	Total	Del
A. R. Evans	B R	88	96 00	52 60	148 60	340 80
Mary Hamilton	O D	24	28 00	11 12	39 12	17 62
Mrs. Nichols	O D	7	7 00	1 25	8 25	1 25
3 Agents		119	131 00	64 97	195 97	350 67

Massachusetts

E. M. Carpenter	D R	38	18 00	1 35	19 35	2 70
A. H. Kenney	B R	18	17 00	4 25	21 25	51 00
Mrs. Beckwith	B R	15	4 00	17 85	21 85	
Mrs. A. E. Offer	O D	12	27 00	7 65	34 65	
4 Agents		83	66 00	31 10	97 10	53 70

Southern New England

Thomas Kirkwood	O D	21	30 00		30 00	
William Preston	O D	9	14 00	85	14 85	
Mrs. Preston	O D	12	9 00	5 00	14 00	
Benjamin Slocum	B R	12	28 00		28 00	
H. C. Wilcox	B R	31	48 00	13 25	61 25	31 05
Miscellaneous			279 45		279 45	279 45
5 Agents		85	408 45	19 10	427 55	211 40

Totals, Nov. 22, 1918	Hrs	Value	Helps	Total	Del
21 Agents	495	920 56	147 22	1067 78	089 18

MEN CALLED OF GOD FOR
THE WORK

For four years the governments of earth have been calling for men—brave men, strong men, scientific men, broad-minded men; men who could be relied upon to do their duty in the face of great obstacles. It is true that the nations have been going through a crisis, and by far the most urgent need has been for men. When the need is so imperative, men not only consider it a duty, but a privilege to respond to the call. The way the flower of American manhood has rallied to the country's call is the admiration of the world.

The Bible furnishes us with many evidences that men, women, and even children have received direct calls from God to do a special work. We only have space to relate one or two. "Now the Lord had said unto Abram, Get thee out of thy country, and from thy kindred, and from thy father's house, unto a land that I will show thee." Abraham exercised faith when he responded to the call of God, as we are called to do today. "By faith Abraham, when he was called to go out into a place which he should

after receive for an inheritance, obeyed; and he went out, not knowing whither he went." The Bible records the blessing received.

Moses is an example of what God can do with older men. While it is true that Moses lived and worked as a leader of God's people for over forty years, it is also true that he was an old man when he began that work. Eighty years of his life had passed when he received his direct call from God. No doubt many thought that he was too old to be their leader, yet he carried that great multitude on his soul. Uncomplainingly he bore tremendous burdens,—burdens that would have crushed an ordinary person. The very fact that he knew he had been called of God must have been a sustaining thought through all those years of trial.

Perhaps the call of Samuel is the best illustration of God's calling a child to do his special work. There are many parallels between Samuel's time and our own. God saw in this child one who would do his bidding, who hated evil practices and who would give a ringing testimony against sin wherever he

found it. God made no mistake in calling this young boy, for he did his work faithfully, and for many long years his life was the strongest rebuke that could be given to those who were dishonoring God.

God is calling men, women, and children today, and while thousands have responded, the ranks are not full. In fact, there is a dearth of workers all along the line. Brother, sister, if God is calling for you to take up some special line of work, do not hesitate to respond.

"If there is one work more important than another, it is that of getting our publications before the people, thus leading them to search the Scriptures." "To every man God has appointed his work; not work in his fields of corn and wheat, but earnest, persevering work for the salvation of souls."

F. D. WELLS.

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"THE church of the living God is also facing a crisis, and its crying need is for men. The work of the Lord demands a special class of men,—men who are susceptible to the influence of the Holy Spirit; 'men who are called of God.'"

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vertisements.

GREETINGS

THE GLEANER this week serves to introduce you to all of the field missionary secretaries of the Atlantic Union Conference. It is a special number dedicated to our colporteur work, and we believe you will enjoy reading every page of its contents. This is a feature of our work that has grown to large proportions and one worthy of our special consideration at this time. We hope that all of the readers of the GLEANER will have opportunity to become personally acquainted with our leaders in this work, and this introduction is the mission of the paper this week.

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PREPARE FOR SERVICE

IN this issue of the paper you have read the earnest appeal of our field secretaries for men and women to dedicate themselves for the finishing of the work and the wonderful opportunities afforded those who distribute the printed pages of truth. We feel that this band of workers should be largely augmented in this Union Conference, and we trust many who have read this number will offer themselves for service this winter. We hope that many of our brethren will not hesitate to leave their present vocation in life and consecrate their entire time and energy to the service of the Master.

To assist those who may be contemplating this step in their experience, we are conducting a series of colporteurs' institutes and conventions in every local conference of the Union this winter. These institutes are a ten-days' course in Christian salesmanship and Bible study. Our regular colporteurs will attend these meetings, which will afford you an opportunity to become acquainted with them, and to study plans and methods of successful work. We are promised good help at these meetings and know that if you plan sometime in the near future to join our band of workers in the field, you cannot afford to miss the institute held in your respective conference. Special courtesies are afforded to those who attend. The nature of this will be explained to you if you write your field missionary secretary. The dates of these institutes as now arranged in the various conferences are as follows:

Mass., South Lancaster	Dec. 26-Jan. 5
S. N. E., New Haven, Conn.,	Jan. 3-13
G. N. Y., New Haven, Conn.	Jan. 3-13
N. N. E.	Jan. 10-20
Maine, Portland	Jan. 17-27
W. N. Y.	Jan. 24-Feb. 2
E. N. Y.	Jan. 31-Feb. 10

Plan to attend the institute in your conference.

UNION FIELD SECRETARY.

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"NO CRISIS WITH THE LORD"

WITH over fifty thousand dollars' worth of stock on our floor we feel safe in saying there is little possibility of any colporteur being disappointed because we cannot ship his books promptly. Often we are forced to send large shipments by express, and sometimes by parcel post, because freight congestion is so great, but we always manage to get the books through to the colporteur. Congestion and embargoes have failed to stop, or even seriously delay, the steady and growing stream of literature going out to

all parts of our Union Conference. While camp-meetings were held in other unions without even samples of our good books, the bookstands at the various meetings in this Union were better supplied than ever before. The sales were better, too.

To the man who believes in the efficacy of the printed page, news of the rapidity with which it is being scattered over the great harvest field is always sufficient cause for rejoicing. Many tons of books have been shipped from our office this year. Aside from the large doctrinal books sold by the colporteurs, thousands of the World's Crisis Series have been sold by the laity. In one day alone during the past summer our sales totaled \$3,500.

Many are asking if we can publish a sufficient number of books to supply our colporteurs since the Government has requested that publishers purchase only three fourths as many tons of paper stock this year as they purchased last. At first thought it seems obvious that only a negative answer can be given to this question, but after carefully studying the problem we are able to answer it in the affirmative. When this Government order was issued, it was our good fortune to have several thousand copies of such books as "Desire of Ages," "Great Controversy," "Heralds of the Morning," "Coming King," etc., all of which had been—it now seems providentially—neglected for several months.

Those who have the love of God in their hearts and wish to see his cause triumph are not blind to the true worth of the printed page in the proclamation of the third angel's message. Every day we thank God for the effective work of our consecrated colporteurs. May their number increase.

J. D. SNIDER.