

Atlantic Union

# GLEANEER

Bermuda - Maine - New Hampshire - Vermont - Massachusetts - Connecticut - Rhode Island - New York

VOL. LI

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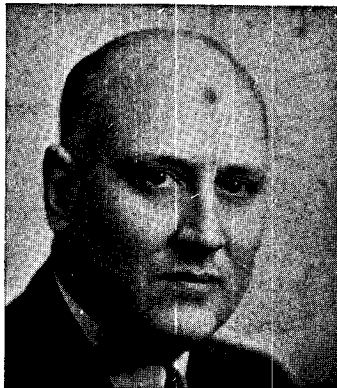
No. 49

## The Importance of Literature Evangelism

By L. E. LENHEIM

Thousands of people are rejoicing in the third angel's message today because some church member or perhaps a faithful colporteur placed some of our truth-filled literature in their hands or made it available to them. During the years I have asked congregations to indicate by what means they accepted our message, and I have always observed a good showing of hands when I asked the question, "How many are members of the church today because of our literature work or some agency of our publishing work?"

Yes, our publishing work constitutes an important part of our evangelistic program, and that is why we style our colporteurs as literature evangelists. Our publishing houses have produced millions of dollars' worth of literature in the last few decades. In fact, nearly two hundred million dollars' worth of literature has gone out from our publishing houses into all the world since the year 1860. Through the eye of faith we can expect to see even greater things in the day ahead. Our literature work will stand out more prominently as we approach the coming of Christ. Our Gospel-filled literature affords an opportunity for every member of the church to do some aggressive personal evangelistic work. We can be justly proud of our periodicals and publications. We



certainly do not need to be ashamed of these good books, magazines, and pamphlets. They are well prepared, and published in a very representative manner.

A certain member of our church was telling me of his experience some time ago. He had been a very successful business man. I asked him how he first became acquainted with our message, and he told me that his first interest was aroused as he looked through one of our books. He was greatly impressed by the content and quality of the book. He wanted to meet the people who published such a book, and from that point he continued to study and finally accepted our faith.

Our literature work is so important that it does not stop with the individual church member doing a little part-time missionary work, but today we have hundreds of men and women who are devoting their entire lives to the sale of these Christian publications. This is as it should be. More full-time literature workers are needed to help us evangelize these populous areas in the East.

The servant of the Lord has spoken very plainly concerning the work in the East.

"I have been shown that the time has come for more effective labor in the East. . . . The angel of mercy is hovering over the East. Said the angel, 'Strengthen the things that remain. Proclaim the message to those who have not heard it.'—*Testimonies* I, 389.

"I have been instructed that there is much means in the cities that are unworked. God has interested people there. Go to them; teach them as Christ taught; give them the truth. They will accept it. And as surely as honest souls will be converted, their means will be consecrated to the Lord's service, and we shall see an increase of resources. . . . At such a time as this every hand is to be employed."—*Testimonies* IX, 101.

Could we possibly find a better medium than our publishing work to carry forward our work in the East?

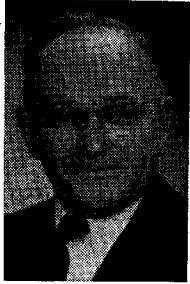
The hand of the Lord has been over our literature work. We can thank

(Continued on page 11)

## We Need More Colporteur Evangelists

By J. J. REISWIG

The Prophet Jeremiah speaks of hunters. In Jer. 16:16 we read, "Behold, I will send for many fishers, saith the



Lord, and they shall fish them: and I will send for many hunters, and they shall hunt them from every mountain, and from every hill, and out of the holes of the rocks."

There is a vast difference between a fisherman and a hunter. The fisherman goes down to the brook, and sits with his hook in the water waiting for the fish to come and bite. In fact, he has to be very patient, quietly waiting. Any bit of noise or rustling may chase the fish away. He sits there perhaps for hours waiting for the fish to come.

But the hunter has quite a different profession. A hunter is a person who goes out to hunt the game. He has no set time nor place where the game will come to meet him. He must go out to find his game, and the prophet says, "They shall hunt them from every mountain and from every hill and out of the holes in the rocks."

We know of no group in our evangelistic work that answers to this description better than our consecrated, God-fearing colporteurs. They climb the mountain-steeps; down through the valleys they trudge through rain and snow, the hot sun, or the cold winter. They keep on going day after day. What are they hunting for? They are hunting for souls that are lost in sin to bring to them the Bread of Life. Yes, they even have to go out into the holes of the rocks—to find men degraded by sin in taverns, or in other places that are not too inviting for the hunter. They know there is some soul that needs to know the message and they go out after him.

The greatest need today is for more of these colporteurs, for if we have to wait until the preacher or the evangelist sends out his invitations and announcements over radio and through the press, or wait until he makes contact with all

the people, it will never be accomplished in this generation or in the next ten generations.

These fishermen have their place, but the hunter is the man that goes before the preacher. He finds one here, another one there. He leaves the printed page filled with God's great message for this time in the home where people can sit by their fireside, take their own Bible and compare the texts with those found in the literature that was left by the colporteur. How many times have we found people that came to the efforts and finally took their stand for truth who tell us that it was years ago perhaps, or recently that a colporteur came by and sold them a book. They started reading it, became interested in this great message, and when seeing the advertisement in the paper, or the bills that were distributed, recognized the same message that they read in the book. They would attend the meeting and today you find they are Seventh-day Adventists.

We need more of these godly col-  
(Continued on page 11)

### Selling Real Estate For God

By CLARK DILTS

The story is told of a colporteur who came one day to the home of an elderly farmer. Like all successful colporteurs, he had gathered all the information he could about the man before calling at his home. Knowing the man's love for the soil from which he drew his living, and how he took a great deal of pride in his ability to make the land produce choice fruits and vegetables, the colporteur reminded him that some day, perhaps soon, he would be forced to leave all his pleasant surroundings and answer the call of the Grim Reaper.

It was evident the man's whole life was wrapped up in his beautiful farm. Perhaps rightfully so, for he had given his life to make it a little heaven on earth. He just didn't want to leave it behind.

Very tactfully our brother began to unfold to him God's plan for the life to come, how God wanted him to have a home where he could produce fruits superior to anything he had ever raised on his farm, and how he would have

time to bring through to completion every project that he would care to undertake. He explained the possibilities of raising live-stock and beautiful gardens, etc.

The old man's eyes lit up with new light as he interrupted our colporteur and said, "Young man, if you have anything to do with distributing that land you speak of, I am putting my name in now for this very farm." In his mind's eye he pictured the very spot that meant so much to him as having been transplanted to the earth made new. He wanted to see his beloved acreage blossom forth with the beauties the colporteur had described.

Perhaps you never thought of it that way, but the colporteur is God's real estate agent here on earth. Every soul who buys the literature he offers and follows completely the message that it contains has the assurance of becoming a land owner in the earth made new. Perhaps we cannot tell just which plot will be his, but we know he will be more than satisfied with his new home.

Soon the deadline for new deeds will be reached. Soon all of the lots will be sold. Soon every faithful real estate

(Continued on page 11)

### Atlantic Union Gleaner

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Editorial Secretary **Laura M. Drown**

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#### Atlantic Union Conference Directory

South Lancaster, Mass. (Tel. Clinton 2133)

|                   |  |
|-------------------|--|
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| T. R. Gardner     | Secretary-Treasurer  |
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| H. L. Rittenhouse | Medical (Acting)   |
| L. E. Lenheim     | Religious Liberty, Radio   |

## Northeastern Conference Colporteurs Excell

By L. H. BLAND

What a privilege it would be to sit with our colporteur group and have a heart-to-heart talk about the thing that is closest to our hearts. Surely it could be nothing other than the hope of a soon coming Saviour. Colporteurs never tire of recounting and retelling the most precious of promises.



"Let not your heart be troubled: ye believe in God, believe also in me. In my Father's house are many mansions: if it were not so, I would have told you. I go to prepare a place for you. And if I go and prepare a place for you, I will come again, and receive you unto myself; that where I am, there you may be also." John 14:1-3.

Will Jesus keep His promise? Approximately nineteen hundred years have passed since this promise was made. I believe with all my heart He will keep His promise. But you ask the question, "What has caused this delay?" We know He watches over us and never forgets us for one brief moment and His great heart of love yearns to have us with Him, but there is just one thing that stands between. The answer is found in Matthew 24:14. "And this gospel of the kingdom shall be preached in all the world for a witness unto all nations; and then shall the end come." It is clear, therefore, that the delay is caused because of our failure to accomplish the things which will make it possible for Him to keep the promise.

One of the main agencies through which the gospel is to be proclaimed is the literature ministry. One of the most effective ways of reaching the hearts of the people and enlightening them on this wonderful promise, is by placing our glorious truth-filled literature in their hands. And once it is in their possession angels of God watch over it and in His own way and time He brings to pass situations that will lead them to read it. Then their hearts

will be open and the light of heaven will shine in.

I want to congratulate the 78 faithful colporteurs in the Northeastern Conference who to this date have placed in the homes of the people \$102,330.55 of this truth-filled literature. This represents a flood of light that will shine upon the path of many precious souls and lead them safely into the kingdom of God.

You have kept your pledge. The pledge which you made at the organization of the Northeastern Conference was that you would never fall behind, but year by year you would make progress.

At this time last year you had delivered \$99,747.76 worth of literature. To date you are \$2,582.79 ahead of the record made last year. You have the rest of the year to go. God help you to make the remaining weeks banner weeks, and, beloved, when the work is finished and we all stand on the Sea of Glass, how your hearts will thrill when you are introduced to faithful souls who are saved because of your faithfulness.

Every disappointment and every heartache and every privation you have suffered will vanish as you behold the joy of these precious souls whom you have won for the Master.

### Pertinent Quotations

Selected by MABEL BARBER

"From city to city, from country to country, they are to carry the publications containing the promises of the Saviour's soon coming."—*Testimonies*, IX, 34.

"Heavenly angels have long been waiting for human agents—the members of the church—to co-operate with them in the great work to be done. They are waiting for you."—*Testimonies*, IX, 46-7.

"Go straight forward where the voice of duty calls; let no seeming difficulties hinder you."—*C. S.*, p. 110.

"And the work He gives His people to do, He is able to accomplish by them."—*Testimonies*, II, 122.

"Angels marvel at man's shallow ap-

preciation of the love of God. Heaven stands indignant at the neglect shown to the souls of men."—*D. A.*, p. 825.

"Many of you excuse yourselves from labor, on the plea of inability to work for others. But did God make you so incapable? Was not this inability produced by your own inactivity, and perpetuated by your own deliberate choice?"—*Testimonies*, V, 457.

"Christ's followers have been re-deemed for service. The law of service becomes the connecting link which binds us to God and to our fellow men."—*C. O. L.*, p. 328.

### Colporteur Evangelists Needed

By C. M. WILLIS

Someone has said, "Evangelism is sharing Christ with others." All over the world the faithful colporteur is a pioneer, an evangelist. He goes into city and village and makes the first contacts with those who are potential candidates for heaven. There are thousands of believers in this message today who have been won through the ministry of our colporteurs.

F. D. Nichol, editor of the *Review and Herald*, states:

Unquestionably, it is only through the colporteur work that many will be reached. Few come to our public meetings, despite all our publicity and all our prayers. That is no indictment of the public meetings, but it is a solemn warning that we must employ other agencies to reach the vast number who do not attend the meetings. And how shall we reach them? The answer is clear; if they will not come to us, we must go to them. . . . Colporteurs are not tradesmen; they are recruiters for the kingdom of heaven. They are not worldly merchants; they are real estate agents for the new earth.

Yes, my friends, the colporteur work is destined to play a most prominent part in the finishing of God's work on earth. We are thankful to see in the lives of our faithful colporteurs a resolute, persevering faith, and a deep love for souls. This is why their work is successful. The Lord is calling for more workers to enter this field of evangelism because time is short, the hour is late, the days are perilous. What we do must be done quickly. The work of God is now in a race against time and against the forces of destruction. We are in the midst of a crisis that will not pass, but will inevitably be followed by disaster, great distress, and perplexity until Jesus comes. Under God we must accept the challenge of the hour and respond with willing hearts.

## A Greater Colporteur Evangelism for Greater New York

By E. L. BRANSON

At the entrance to New York Harbor stands the Statue of Liberty, holding a light which is a symbol of enlightenment, freedom, and justice.



To Seventh-day Adventists has been entrusted the torchlight of present truth which is desperately needed by the many millions in our conference. We are told by the servant of the Lord that

"in Greater New York the message is to go forth as a lamp that burneth," and speaking of the great population she says, "On these the light of truth is to shine, that they may see Christ as the Way, the Truth, and the Life."

Our hearts have been thrilled as we have heard of the results being obtained by the sale of our literature. This is one of the most effective means of letting our light shine and bringing joy and satisfaction to the honest in heart.

Recently a gentleman walked into our office and asked if we were the distributors of *Our Day in the Light of Prophecy*. A colporteur had sold this book to him many years ago and he had been studying it recently and had determined to obtain copies of it for some of his friends. Although the book is now out of print, we were thankful to have a few copies on hand, and he purchased five. His interest was such that arrangements were made for Elder R. H. Kerr, pastor of the Jamaica church, to give him Bible studies. We trust that he may soon become a member of the remnant church.

Brother Potash tells the following experience which will be of interest to all:

When I returned from my vacation, I was happy to hear the good news that a Lutheran man, to whom I had sold over one hundred dollars worth of our truth-filled books, was baptized by Elder Hoffman and became a member of the Bronx Community Temple. My joy was full, and we know there was great joy in heaven and that the members of the Temple rejoiced as this precious soul surrendered his heart and life to the Lord. My first contact with this man occurred after he had read the little book *Prove All Things*. He wrote requesting the two books that were advertised therein, namely, *Great Prophecies*

for *Our Time and Our Day in the Light of Prophecy*. I called at his home one evening, and he mentioned how much he appreciated our literature and promised to build up his library with our good books. To God belongs the praise, honor, and glory in the winning of this precious soul to our wonderful message.

Even ministers are willing to read our books and recommend them to others. This is illustrated by the written recommendation given not long ago to one of our colporteurs:

TO WHOM IT MAY CONCERN: The book *Bible Readings for the Home*, which is a study of twenty vital Scripture topics, is a very splendid publication. It has impressed me as an excellent book for the minister to use in the preparation of his sermon, the church school teacher to have at hand in her preparation for the lessons, and the average layman to find inspiration and Scriptural help. After carefully going over the book, I am confident that it will meet the growing need of a large group of people who are thinking in terms of Scripture and the "modern day."

(Signed) REV. JOHN L. LASHAW  
Pastor, First Methodist Church  
Jamaica, L. I., N. Y.

Thus we are seeing fulfilled the statement made in *Testimonies*, VIII, 338: "The press is an instrumentality by which many are reached whom it would be impossible to reach by ministerial effort."

Now is the time when the world is to be filled with the light of God concerning the soon return of our Lord. "Our church members are to arise and shine. . . . 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. . . ."—*Colporteur Evangelist*, p. 30.

And what kind of men can do this work best? "There is need of men of deep Christian experience, men of well-balanced minds, strong, well-educated men, to engage in this work.—*Testimonies* VI, 329.

May the Lord impress the minds of many capable men and women in the Greater New York Conference that they may gladly press into this most effective method of bringing the light of God to the millions of our populous conference.

"The circulation of our literature is one very important means of placing before men and women the light God has committed to His church to be given to the world."—*Colporteur Evangelist*, p. 30.

## The Harvest Is Great

By H. D. BURBANK

It was in 1886 that John Horner, superintendent of schools in Roseburg, Oregon, was entertaining a prominent visiting bishop of his church. Conversation focused on the amazing developments of science. "Bishop, I would not be surprised to see us go flying through the air one of these days, just as they did in Bible times." John Horner remarked, "Elijah, for instance, went up into heaven in a whirlwind." The bishop was appalled. "Brother Horner, that's sacrilege." He shook an irate finger at his host and thundered, "Man will never fly!" A few days later Bishop Wright returned to his home in Dayton, Ohio, along with his two small sons, Wilbur and Orville. Many like Bishop Wright could be on the verge of the greatest experience of their life, for little did he realize that Wilbur and Orville Wright would be names that would go down in history as the greatest contributors to the great airplane industry. Friend, your name, too, can be added to the immortal greats of this world—perhaps not in the same capacity as the Wright brothers, but in a far nobler achievement—the winning of a soul to the Lord Jesus Christ.

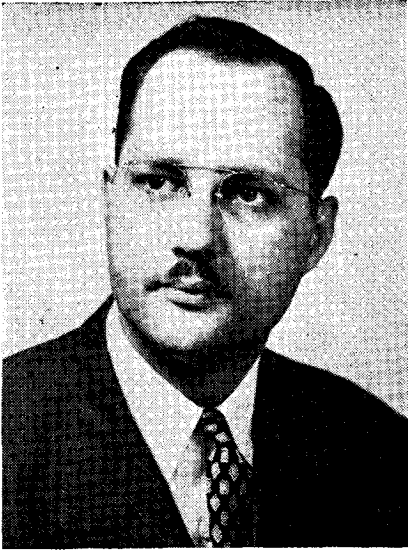
The servant of the Lord tells us in *Testimonies*, IV, 132: "If you . . . succeed in saving one soul from ruin you have done a noble deed for the Master's cause." What is the worth of a soul, friend? Our Lord's value of a soul is such that He would have suffered on Calvary for just one. Today we are living in the greatest era of soul-winning that the world has ever known. And at our doorstep lies the most populous area in the world. Yes; the harvest truly is great but the workers are few.

A few weeks ago it was my privilege to stand at the topmost part of the Empire State building, and as I looked abroad that memorable day (for the visibility was more than 25 miles) I could not help feeling very much the same as our loving Saviour did when He stood weeping over the great city of Jerusalem. My heart went out to these millions as I breathed this prayer: "Lord, burden the hearts of our people with the soul salvation of this great city."

(Continued on page 11)

## Colporteur Work Is a Soul-Winning Work

By M. L. MILLS



The colporteur army is the vanguard of the advent movement. Day by day these faithful and courageous soldiers of the cross are found out in the busy highways and byways of the world field conquering souls for Christ. Imbued with the power of the Holy Spirit, fortified with the ammunition of the printed page, and solemnized by the sense of their mission, they go from home to home meeting people in every stratum of life. They see much of humanity. Quick to detect those who are reaching out for hope and security, our colporteurs, as ambassadors of goodwill, bring to the craven and anxious souls of men the everlasting and consoling gospel of Jesus Christ. Many interests are discovered by them and souls are won to the kingdom who otherwise could never be reached.

As a pastor, I always valued the association of these workers. Their alertness and faithfulness kept me supplied with names of interested people who wanted to know more about the Bible. As a consequence, many of them found their way to the baptismal class and became good members of the church. I like to think that the prophet Jeremiah was speaking of a colporteur when he said, "Behold, I will send for many fishers, saith the Lord, and they shall fish them; and after will I send for many hunters, and they shall hunt them from every mountain, and from

every hill, and out of the holes of the rocks." Surely the colporteurs in our cities are the modern fishers and hunters who have been sent by the Lord to fish and hunt out one by one, men and women for the kingdom of God.

The messenger of the Lord has told us that we are not to wait for souls to come to us. We must go to them. This is why the colporteur ministry constitutes an important part of our soul-winning program. With our truth-filled books, they carry the message to the people in their homes. Even though they may not be given a welcome by everyone or succeed in arousing an immediate response in every home, the literature they leave behind has a leavening effect. In time it creates a ferment of the mind which leads to a search of the truth. Indeed, the colporteur work is a soul-winning work. Many more should be engaged in this ministry.

Let us pray for the success of these loyal footmen of God's army. Let us uphold their hands and give them our support. Yes, let us pray that many more will join ranks with these brave workmen who enjoy the distinction of being the vanguard of the advent movement.

### That Other Angel

By C. P. LAMPSON

"You cannot sell that book until you get it okayed by the priest," was the recent statement made by a Protestant chief of police to a colporteur who had been taken to a police station right here in good old Massachusetts.

We are living in strange times, an age of special significance. Prophecies are being fulfilled all about us. Today we are seeing people go mad trying to unravel their tangled lives. In the midst of this confusion, this stampede of humanity for satisfaction, that "other angel" is going forth crying "mightily with a strong voice, 'Babylon is fallen, Babylon is fallen . . . come out of her my people.'"

Never was there a greater need for the saving message of Jesus Christ. "And in a large degree through our

publishing houses is to be accomplished the work of that other angel who comes down from heaven with great power and who lightens the earth with his glory."—*Testimonies*, VII, 140. Great is the responsibility which rests upon the church members in the circulation of our books and periodicals, for they are agencies used by the delegates of heaven in bringing peace to a dying world.

Christ said, "I am the Light that lighteth every man." As we go forth with Christ as our companion, we can claim this promise. Just as when the rain came and watered the dormant seeds in Death Valley they sprang forth into glorious beauty, just so when the latter rain falls and waters the seeds we have sown they, too, will spring forth and lighten the earth with His glory.

Dear friends, God has given us the *most wonderful literature* containing a *most wonderful message* about a *most wonderful Saviour*. Let's show it to every soul in Atlantic Union. What do you say?

### The Magazine Work

By VENESSA BOVEY

In the plan of God for His people there are various lines of work to be employed for spreading the message. The phase of the publishing work to which I want to draw your attention is the magazine work. We are indeed thankful for our faithful sisters who are scattering the third angel's message like the leaves of autumn. They do their work from house to house, store to store, and person to person. Some are driving "the entering wedge" with the *Life and Health* journal by placing three- to five-year subscriptions in the homes. Then you will find other faithful magazine workers going from store to store and office to office, meeting the business men and women month by month who usually cannot be reached at home by our regular book colporteurs. Though the sale is seldom over fifty cents a call, they make many calls a day. Their real reward comes from seeing the smile on the customer's face or hearing words of favorable comment about the magazines being purchased. As they leave one customer behind for another, their hearts are content, realizing that some souls will be blessed by their ministry and that the honest in

(Continued on page 11)

### The Colporteur School

By S. L. CLARK

Colporteur Schools are held annually in each of the local conferences and are occasions of great benefit and blessing to those who are engaged in the good work of selling denominational literature. These important meetings are attended by those who are regularly engaged in the colporteur work and others who are planning to enter the work.

Because selling our literature is a specialized type of work, it requires a special training to qualify those who engage in it. It is the object of the colporteur school to impart such a training. Perhaps it would be interesting to the reader to understand something of the nature of the program on such an occasion, as well as the subject matter covered.

To begin with, it should be understood that the only reason for operating our publishing houses and distributing the literature prepared by them is the saving of judgment-bound souls. "Those selected as canvassers should be men and women who feel the burden of service, whose object is not to get gain, but to give light to the people."—*C. E.*, p. 10. The first hour of the daily program is devoted to studies relative to the spiritual qualifications of colporteur evangelists. "Particular emphasis is placed upon the colporteur's recognition of his dependence upon God, for he has an important work to do, a work that he cannot do in his own strength."—*C. E.*, p. 13.

With certain basic instruction as a background the major portion of the instruction is devoted to lectures on the subject of salesmanship. There is no mystery connected with the selling profession and anyone of average intelligence can understand the principles that are involved. The following are some of the things that are considered at a colporteur school:

- Making a favorable *approach* and gaining an entrance to the homes.
- Attracting *attention* to your proposition.
- Arousing an *interest*.
- Producing *conviction* as to the merit of your book or magazine.
- Creating a *desire* to possess your literature.
- Bringing the prospect to a *decision* to purchase.
- How to answer questions.
- Meeting and answering objections.
- Recognizing honest souls for further follow-up work.

The most intriguing lectures given

(Continued on page 7)

### Atlantic Union Publishing Department Leaders



C. P. Lampson  
So. New England



S. L. Clark  
Atlantic Union



L. D. Dryer  
No. New England



Clark Dilts  
New York



C. M. Willis  
Northeastern



H. D. Burbank  
Greater New York

S. L. Clark ..... South Lancaster, Mass.  
 C. P. Lampson ..... South Lancaster, Mass.  
 L. D. Dryer ..... P. O. Box 1340, Portland 2, Maine  
 Clark Dilts ..... 528 Oak Street, Syracuse 3, New York  
 C. M. Willis ..... 560 West 150th St., New York, New York  
 H. D. Burbank ..... 108-11 69th Rd., Forest Hills, New York

Do It Now!



## MY RESPONSE

Believing that the literature ministry is an effective means of soul-winning and realizing that time is short, I hereby promise to make this work a subject of special prayer, and to answer, "Here am I," if the Lord calls.

- Enclosed find \$4.75 for one Magazine Kit
- Enclosed find \$9.75 for one Book Kit
- I desire information about Colporteur School
- Large  Mags-  Full  Part   
 Books zines Time Time

(Check the squares indicating your interest and mail to the Publishing Department at your conference office address. Find your local secretary's address under pictures above.)

Name \_\_\_\_\_  
 Address \_\_\_\_\_

## The Colporteur in Bermuda

By B. T. SENECAI

*Bible Readings for the Home Circle* was the opening wedge that began the last sweep of the good news in the Bermuda Isles.

Late in the last century a colporteur came from the United States and sold these old books so full of God's call to the faithful who were to make up His remnant.

One of these books led the Munroe family to begin the keeping of the Sabbath, though they were unaware of the small but strongly organized group of Sabbath-keepers in America. As the message of these books worked in the hearts of the people, several began Sabbath observance in a more or less haphazard way.

Brother Marshall Enoch, on coming to Bermuda in 1901 to begin a business enterprise, gathered the Sabbath-keepers together and the Hamilton church was organized. Through the years the colporteur work has been carried on in a strong way. Nearly every home in these islands has some Adventist book on its shelves. Some have whole libraries of our printed works.

Several years ago Brother S. L. Clark of the Atlantic Union Conference came to Bermuda and spent several weeks training colporteurs and encouraging them to cover the whole of Bermuda, selling our literature. God has greatly blessed us here in Bermuda, and has more than doubled our membership in the last three years. When we question these people who have come to us through our public evangelism, we find that nearly every one of them first learned our message through one of the books or magazines which have been sold by the men and women of God who have trudged the island paths with the printed story of the coming King and kingdom.

We are certain that it was not just a happenstance that this big push in literature evangelism came in the months before the strong public evangelistic campaign. No, it was God's plan and order, and how rich the fruitage! How glorious the reward of these toiling, praying colporteurs in that glad day of His coming. How glad of heart will be these men who have trained the army. These are the advance guards, the shock troops, who breach the battlements of the enemy.

The day of battle is here and we need

more and yet more of these advance units. Looking over the accomplishments of the past, we thank God and take heart. And we look forward to the greater future victories which our God will bring to pass through these men and women who do know their God and are strong to do exploits.

### The Colporteur School

(Continued from page 6)

are the ones that explain the reasons why the prospect buys. There is a long list of buying reasons that you will become acquainted with and that will be a great help to you in placing an abundance of truth-filled literature in the homes of the people.

During the course of the school considerable time is devoted to working out the instruction given in practical drill sessions so that when the week of work is over those who have attended are prepared and qualified to begin visiting people in their homes.

You will be interested in knowing that the same type of sales instruction given at one of our colporteur schools

is given in commercial circles, minus the spiritual background, of course, but at prices which run as high as several hundred dollars for tuition fees for a comparable series of lectures. We are happy to be able to give our people who plan definitely to engage in the colporteur work such valuable instruction free of charge.

On this page of this special issue of the GLEANER are listed the dates and places where the various colporteur schools will be conducted for the Atlantic Union series of meetings. If you have a conviction that you should partake of such a training and prepare to do an effective soul-winning work as a colporteur evangelist, you should write to your local Publishing Department secretary immediately. If you can work only as little as fifteen hours per week your application for attendance will be given favorable attention. Use the application blank on page 6 where you will also find the addresses of the various secretaries of the local conferences. *Mail your application immediately.*

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## Annual Colporteur Schools

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**NORTHEASTERN—Ephesus Church** Jan. 4-10, 1953

101 W. 123rd St., New York, N. Y.

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**SOUTHERN NEW ENGLAND** Jan. 11-17, 1953

870 Prospect Ave., Hartford, Conn.

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**NEW YORK** Jan. 18-24, 1953

75 Pennsylvania Ave., Binghamton, N. Y.

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**GREATER NEW YORK** Jan. 25-31, 1953

232 W. 11th St., New York, N. Y.

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**NORTHERN NEW ENGLAND** March 28-31, 1953

To be announced later

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## What Colporteur Evangelism Means to Northern New England

By R. W. MOORE

For many years I have been an enthusiastic booster of the colporteur ministry. My interest dates back to my youth when my father, who served for a number of years as a publishing secretary, first planted the seed in my young heart. Our home for many years was a second home to these humble, consecrated, God-fearing men and women. It was my privilege to earn my own way through the academy, and part of college, by taking our truth-filled literature into the homes of the people during the summer months. As a result of the books sold during those summers, I have had the privilege of witnessing several souls born into the kingdom of God.



I feel that the colporteur is serving this cause in a distinctive way by taking our message directly into the homes of the people. Many of these individuals might otherwise be deprived of the opportunity of receiving the special gospel invitation for this hour.

The territory in Northern New England is especially adapted to this type of ministry. Scattered as it is over three states, it presents a tremendous challenge. Who are better fitted to visit the homes of these isolated people than the colporteurs? These individuals must be warned and our ministerial force is so small. At the present time, large major sections of our field are not being touched as far as our message is concerned. How long shall we permit this pressing need to go unanswered?

As you sit down and survey the vast territory to be covered in Northern New England, and think of the few ministers to lead our members forward in the task, surely the call of heaven will be heard and answered by scores of God-fearing colporteurs who have such potentialities for good. God is waiting to finish the work through human instrumentalities.

In *Testimonies*, VII, 138, we read: "The greatest wealth of truth ever en-

trusted to mortals, the most solemn and fearful warnings ever sent by God to man, have been committed to them (Seventh-day Adventists) to be given to the world; and in the accomplishment of this work our publishing houses are among the most effective agencies."

I think that I am correct in stating that our colporteurs are the chief agencies in carrying these books from the publishing houses into the homes of the people. Since it is true that "our publishing houses are among the most effective agencies" in warning the world, and that our colporteurs are the men and women who make it so, then my earnest prayer is that the Lord will send us many more messengers of the printed page in Northern New England.

### Assurance of Success

By L. D. DRYER

"A great and good work may be done by evangelistic canvassing. The Lord has given men tact and capabilities. Those who use these entrusted talents to His glory, weaving Bible principles into the web, will be given success."—*C.E.*, p. 14.

Our loving heavenly Father has many ways to provide for the needs of His children. The Bible and the Spirit of prophecy give us an abundance of promises that should encourage us to go forward in faith, knowing that angels from heaven will go before His servants to the dwellings of the people, preparing the way for them.

"The Master knows and watches over His workers, in whatever part of His vineyard they are laboring."—*C.E.*, p. 33.

A little over two years ago Brother George Peterson offered his services as a colporteur evangelist here in the Northern New England Conference. He owned a farm in Aroostook County, Maine, so at first his circumstances permitted him to work only through the winter months. He soon learned that the Lord was more than willing to add the necessary financial blessing to his work as well as soul-winning possibilities, so he sold his farm and devoted

his entire time to the colporteur ministry. Brother and Sister Peterson and their two small children live in a trailer and have worked all the way from the central part of Maine to the Canadian border in northern Aroostook county.

The Lord has blessed their work in every way. Many dear souls have become interested in our message through the contacts they have made. They are continually giving Bible studies, and at times, Sister Peterson has gathered the children in and held a branch Sabbath school in the trailer.

Brother Peterson's work has been very successful from the beginning and for the encouragement of those who may be considering the colporteur ministry for their future work, I will cite briefly the success he is having this present year.

From January 1 to the close of October he worked 1450 hours and delivered \$9,243.35 worth of our truth-filled literature—an average of \$6.37 worth of our literature for every hour worked during this ten-month period.

Surely the Lord wants His work to be successful.

He has given us the assurance that if we weave Bible principles into the work He will give us success.

Our great need is for more of our members to take an active part in this soul-saving work.

Pray that the Lord of the harvest will raise up workers to enter the needy places.

### Skyscraper Opportunities

By HAZEL B. POTASH

"Our publications are now sowing the seed, and are instrumental in bringing as many souls to Christ as the preached Word."

Truly it is a wonderful privilege and a sacred responsibility to have a part in this soul-winning work for the Master. "In Greater New York the message is to go forth as a lamp that burneth." In this great city there are thousands who have not bowed the knee to Baal, and there are those who through ignorance have walked in the ways of error. On these the light of truth is to shine, that they may see Christ as the Way, the Truth and the Life.

What a wonderful opportunity is ours as we labor in this great city, especially in the big skyscrapers, realiz-

(Continued on page 9)



## Thousands More

By CHESTER WALKOWIAK

Everywhere one turns there are souls in need of the gospel that saves from sin, and God is calling for men and women to take it to the people where they are. We are told that "the canvassing work, properly conducted, is missionary work of the highest order," and that "this is the very work the Lord would have His people do at this time."—*C. E.*, p. 5. "Go out into the highways and hedges," Christ says to consecrated men and women, "and compel them to come in, that my house may be filled." "Oh, that thousands more of our people had a realization of the time in which we are living, and of the work to be done in the field of service, in house-to-house labor."—*C. E.*, p. 32. "The world is asleep, and as watchmen they (our people) are to ring the warning bell to awake the sleepers to their danger."—*C. E.*, p. 8. "The humble, efficient worker who obediently responds to the call of God, may be sure of receiving divine assistance."—*C. E.*, p. 9.

*"The truth is to go forth as a lamp that burneth. Time is short; the enemy will make every effort to magnify in our minds matters of lesser consequence, and lead us to regard lightly the very work that needs most to be done."—"Colporteur Evangelist," p. 32.*

## A Faithful Worker

By C. M. WILLIS

Under God Mrs. Ella Downing, a credentialled colporteur, has established a branch Sabbath school with a membership of 17 in New York City. Sister Downing is 78 years young and is one of our most faithful workers. She is an inspiration to us in our colporteur meetings, always expressing confidence and faith in the message. She enjoys her work and each week delivers approximately \$60 worth of our good literature. She goes about her work unassuming, humble, in a sweet manner. Her belief in the blessed hope is firm and she rejoices in the fact that this event is soon to take place. Sister Downing is an example of what the Lord can do through the aged in these last days. She is kept sweet by working for others, a wonderful blessing. May the bounties of heaven continue to flow upon this faithful colporteur evangelist.

## A Missionary Mother

By MRS. M. L. MORRISON

Mrs. Wright had two small boys and her regular family obligations to take care of, but she had a burden for souls. She was such a timid person that she dreaded talking to people. One day she heard of the colporteur work and how one could leave the literature in the homes of the people who would read it. By the work of the Holy Spirit they would accept the teachings of the literature, and become Christians. She purposed in her heart that this was a way she could win souls. So one day she took Henry with her and got a neighbor to keep Irwin. The next day it was vice versa. So day after day they visited the families in that large section, distributing literature on a regular part-time basis. When the records were taken it was a surprise to know that she had been delivering an average of between two and three thousand dollars worth a year. Perhaps I should say that both she and her small sons did it.

So you see, ladies, where there is a will to do God's work there is always a way, even if one is a busy mother.

## Guided by Angels

By C. DILTS

In *Colporteur Evangelist*, page 13, we read, "Those who will work as if they could see the heavenly universe watching them, will be accompanied and instructed by holy angels, who will go before them to the dwellings of the people preparing the way for them."

Brother Edward Schlist, who has been selling our large full-message books in the Rome, N. Y., area, knows the truthfulness of the above quotation. One day he found himself in the home of one of the most popular and well liked ministers in that vicinity. The minister showed a real interest in the work our brother was doing and the book he was selling. Just a few days after the visit, Brother Schlist received through the mail a very fine recommendation for the book and a personal invitation to come and teach a class in their Sunday school.

On another occasion he found himself in the home of a salesman for building material. Having given his very best canvass he still was unable to secure the order. Something about the man appealed to Brother Schlist and he lingered longer in the home than usual.

Finally the man asked, "Why are you taking such an interest in me?" Quickly he replied, "Because I am anxious for your salvation." The appeal in that frank but kind answer was all it took. The order was given for *Bible Readings* and then the salesman said, "All my life I have wanted to do the kind of work you are doing."

Brother Schlist is working and praying that this man's wish will soon be realized. We believe the Lord will honor such a desire and are looking forward to a new member of God's kingdom and another colporteur evangelist.

*"I have been instructed that the canvassing work is to be revived, and that it is to be carried forward with increasing success. It is the Lord's work, and a blessing will attend those who engage in it with earnestness and diligence."—"Colporteur Evangelist," p. 35.*

## Skyscraper Opportunities

(Continued from page 8)

ing the Lord has His lost sheep scattered everywhere and it is our privilege to find them and bring them this wonderful message. "The message will be carried not so much by argument as by the deep conviction of the Spirit of God."

It was my privilege to accompany one of our faithful colporteurs to a large apartment building. As we rang the bell a voice behind the door said, "I don't know you." We prayed, there was a pause, and the lady asked, "Are you Seventh-day Adventists?" We said, "Yes." Then she opened the door and invited us in. She was a Roman Catholic but thought the Adventists were wonderful people and had confidence in them. Then she told us that she took her little girl out of the Catholic school and placed her in the Seventh-day Adventist church school and remarked, "We are so pleased with her progress." Needless to say, we had a lovely visit together and she was glad to purchase our good literature. We suggested Bible studies, and she gladly consented and said, "I'll be delighted to know more about the Holy Scriptures."

Truly the Lord leads us to the honest in heart and the possibilities are unlimited. Let us pray earnestly that the Lord will raise up more laborers to help finish the work in this great city.

## A Colporteur Testimony

By CARROL LOMBARD

We are now entering our ninth year in our labors with the Lord. It was in August of 1944 that Mrs. Lombard and I answered His call. In our first field of labor in the Berkshires of Pittsfield, Mass., we learned that come what may, be it hardship or joy, we can trust in the Lord. Up to this date we can truthfully testify of the joy that comes to one who faithfully works for the Master. In our five years in this field we prayed that if it was His will we might see some fruit for our labors there. In answer to our prayers, we had the wonderful privilege of seeing two souls baptized before we left. One of these precious souls is now at Atlantic Union College preparing himself to become one of Christ's ministers.

A verse which repeats itself over and over in my mind is, "Cast your bread upon the waters, for thou shalt find it after many days." This text certainly is proven truth in the colporteur work. There comes to one in the colporteur ministry a great variety of experiences—some sad, some glad, and yes, even humorous, such as being thrown out of a home in a downpour. But looking back now, I realize that this now humorous experience gave me a greater zeal in His great work. One of the greatest thrills came to us as we labored in Melrose, Mass., where one whole street was on fire with the third angel's message. Many books were sold there; among them were several *Bible Readings*. Because of these, combined with cottage meetings, God's Spirit marvelously led 14 souls into the rite of baptism to walk in newness of life with Christ.

In our years of labor, we have sold approximately forty thousand dollars' worth of books, with 16 baptized members as a result, along with a score of others who have not yielded completely to Him as yet. It may be we shall not know of these until our Lord comes in the clouds. There is yet a great work to be done and many souls waiting for someone to come and tell them of our soon-coming Saviour. It is with regret that we must say indeed the laborers are few that taste of the blessings of the Lord, and that are seeking the jewels that wait to be gathered in.

## Globe Trotting Colporteur

By H. D. BURBANK

We would like to have you meet all of the loyal colporteurs in Greater New York. However, the lack of space prohibits this, so we are introducing to you the one who has had the most outstanding success right here in this city. Brother G. J. Schulz is his name. We appreciate his consecration and untiring labor for God more than it is possible to say. God has blessed his efforts both in this country and abroad. For many years he held the record for canvassing in Germany, where he graduated from one of our colleges. Because of the war he had to leave Germany and go to Holland and England. There he continued his soul-winning service with an outstanding record. Australia also found Brother Schulz a successful worker for the Lord, as he spent some time there.

It was while on his way to Canada that he became shipwrecked, and the providence of God protected him as he was adrift in the cold waters of the north Atlantic. Through this detouring experience he decided to come to the United States, and so we have been blessed with his labor for more than two years, as he has been engaged in evangelistic canvassing right here in New York City. His record has been unsurpassed during this time, which is an outstanding achievement, as he has been working exclusively within the confines of the metropolitan area. During the last eleven months God has blessed his humble efforts with deliveries of more than four thousand dollars' worth of our books and truth-filled periodicals. He is a very consecrated man, which is no doubt the secret of his success. He never works less than forty hours a week, and has already put in nearly 1650 hours so far this year. God bless you, Brother Schulz, as you continue to labor for the salvation of the millions in our great field.

*"My brethren and sisters, work earnestly to circulate these books. Put your hearts into this work, and the blessing of God will be with you. Go forth in faith, as you go praying that God will prepare hearts to receive the light."—"Colporteur Evangelist," p. 37.*

*"Let no one think that he is at liberty to fold his hands and do nothing. That anyone can be saved in indolence and inactivity is an utter impossibility."—"Colporteur Evangelist," p. 38.*

## The Soul-Winning Kit

By S. L. CLARK

We want to invite you to turn to the back page of this special issue of the GLEANER and read carefully the description of the Soul-Winning Kit, and the use that can be made of it as an agency for spreading the gospel. There have been literally thousands of our people who have secured one of these "kits" and who have used it in their spare time to introduce our literature to their friends and neighbors. Hundreds who have thus used the "kit" have discovered to their surprise that they could successfully sell literature and do an effective missionary work thereby. One never knows what he can do until he tries, and when we try we have heaven's cooperation.

The following quotation from the Spirit of prophecy is indeed food for thought: "My brethren and sisters, remember that one day you will stand before the Lord of all the earth to give an account of the deeds done in the body. Then your work will appear as it really is. The vineyard is large, and the Lord is calling for laborers. Do not allow anything to keep you from the work of soul-saving. The canvassing work is a most successful way of saving souls. Will you not try it?"—*C. E.*, p. 33.

The Soul-winning Kit is attractively priced as a sample outfit to use in taking orders for the items it contains. About all that one needs to do is carry it from house to house and invite those you visit to merely look at your samples. The books are so appealing that they practically sell themselves. As surely as you show them you will sell some of them. The best part is that through this kind of approach you will meet honest persons who can be definitely interested in the truth for this time.

Order one of the "kits" from your local Book and Bible House, whether you think you will ever use it or not. There is one thing certain, if you don't have one you can't use it, but if you procure one there is the possibility that you might put it to use to the glory of God.

**Importance of Literature Evangelism***(Continued from page 1)*

God for our publishing houses and the great army of faithful literature grenadiers. A great work is to be accomplished. Thousands of people may yet be drawn to the Lord Jesus Christ by the silent witness of the printed page. Our publishing work offers a real challenge to any missionary-minded church member. The Lord has placed His blessing and approval upon this God-given work. If you will respond to His invitation, "Go work today in my vineyard," you will not labor in vain—your work will not be fruitless. We are responsible for the souls of our neighbors and friends. What are we going to do about it? Greater circulation of our literature and more activity on the part of our church members and literature evangelists is the answer!

**We Need More Colporteurs***(Continued from page 2)*

porteurs here in the New York Conference. We should have one in every large city; we should have one in every district. Yes, we could use two or three in some of these larger districts, and we believe that the time is ripe when we ought to have a hundred colporteurs in the field where we now have one.

We pray that God will lay upon some soul that is reading these lines the burden to join with God's great self-sacrificing evangelists that go from door to door telling the good news, leaving the truth-filled literature that points to Christ.

If the Lord is speaking to your heart, why don't you write to the field missionary secretary at once—Clark Dilts, 528 Oak St., Syracuse, New York. Tell him of your burden and I am sure he will be glad to come and counsel with you and arrange for you to attend the coming colporteur institute, where you will receive further instruction and help on how to become a successful soul-winner for Christ. Do it today; do not put it off, for it may be too late for some soul that you ought to win if you put it off until some later time.

*"If we make no effort to win souls to Christ, we shall be held responsible for the work we might have done, but did not do because of our spiritual indolence."*—*"Colporteur Evangelist,"* p. 25.

**SUNSET TABLE****EASTERN STANDARD TIME**

|                     | Dec. 19 | Dec. 26 |
|---------------------|---------|---------|
| Bangor, Me.         | 3:56    | 4:00    |
| Augusta, Me.        | 4:02    | 4:06    |
| Portland, Me.       | 4:06    | 4:10    |
| Boston, Mass.       | 4:14    | 4:18    |
| S. Lancaster, Mass. | 4:16    | 4:20    |
| Hartford, Conn.     | 4:22    | 4:26    |
| New York, N. Y.     | 4:30    | 4:33    |
| Utica, N. Y.        | 4:28    | 4:32    |
| Syracuse, N. Y.     | 4:32    | 4:36    |
| Rochester, N. Y.    | 4:37    | 4:41    |
| Buffalo, N. Y.      | 4:43    | 4:47    |

Add one minute for each 13 miles west. Subtract one minute for each 13 miles east.

**Selling Real Estate for God***(Continued from page 2)*

agent of God will receive his commission. Many who long ago obtained leases in the new earth are becoming anxious to move in. There is an urgent cry going out now for more salesmen, more men and women who are willing to forsake all to help sell out the remaining lots in the development and thus hasten the day when the very heavens will echo with the joyous shout of the tenants moving into their new homes in the Land of Fadeless Day.

The call for real estate salesmen, (colporteur evangelists) is real and it is urgent. The reward is certain. Who will press in now and do God's work? He who will do God's work will receive God's pay.

**The Harvest Is Great***(Continued from page 4)*

Friend of mine, won't you give of your all to the Master? Enlist now in the great soul-winning army of God that the work of the angel flying in the midst of heaven may be accomplished. "The canvassing work, properly conducted, is missionary work of the highest order. . . . This is the very work the Lord would have His people do at this time."—*Colporteur Evangelist*, p. 5. Accept of His call today, for the greatest sound that your ears will ever hear will be that of the Master's voice in that great glory land above as your name is read along with the names of those that you have been instrumental in helping to be there. Time is short, but there is still time for you to enter the battle of the Lord.

**The Magazine Work***(Continued from page 5)*

heart will be led to accept the message of truth.

You do not want to be surprised to find groups of industrious young women on the streets approaching the passers-by with our journals, urging them to buy that which will acquaint them with the last warning message. As they approach each person, they realize that the brief contact made may be the last warning that some judgment-bound souls may receive. Our sisters working on the streets meet many who would not open their doors to a colporteur calling at the homes. We must have many more of our believers who will engage in the magazine work, for we are living in a magazine-reading age and a large class can be reached in this way who would not take time to read a large book. The magazine work is a good work for those who can work only part time.

*"The intelligent, God-fearing, truth-loving canvasser should be respected; for he occupies a position equal to that of the gospel minister."*—*"Colporteur Evangelist,"* p. 15.

**Open House at New England Sanitarium**

The next great step in the history of the new wing of the New England Sanitarium and Hospital is Open House Day, Sunday, Dec. 14, 2 to 6 p.m. Newspaper publicity is building up this important event, and it is expected that throngs of people will surge along the corridors, solariums, lounges, patient rooms, and the many departments all afternoon. Readers of the GLEANER may well be very happy on the afternoon of Dec. 14 to see "what hath God wrought." This great institution was established in the providence of God back in 1899 and His prospering hand and blessing have been over it through all the years.

Prior to Open House there will be a Rotarian banquet and Doctor's banquet. The patients will be moved into the new annex immediately after Open House Day.

Our people are cordially invited to attend this open house at the sanitarium. Come and bring the family and friends.

B. M. HEALD  
Public Relations

# Soul-winning Kit

SOMETHING FOR EVERY MEMBER  
OF THE FAMILY

## THIS COMPLETE Sample Outfit

### CONTAINS

|                                      |        |
|--------------------------------------|--------|
| 1 Great Controversy, cloth .....     | \$9.75 |
| 1 Highways to Learning, cloth .....  | 5.75   |
| 1 Elo the Eagle .....                | 3.00   |
| 1 Children's Hour No. 5, cloth ..... | 4.50   |
| 1 Bedtime Stories No. 5, cloth ..... | 3.75   |
| 1 Faith of Our Fathers .....         | .50    |
| 1 Steps to Christ, paper .....       | .50    |
| 1 Our Paradise Home .....            | .50    |
| 1 Fabrikoid (waterproof) Case .....  | 3.00   |
| 1 Guarantee Pad .....                | Free   |
| 1 Order Pad .....                    | Free   |
| Weekly Report Blanks .....           | Free   |
| Miscellaneous Circulars .....        | Free   |
| Color Spreads .....                  | 1.00   |

**Total Retail Value \$32.25**

**Costs You Only \$9.75**

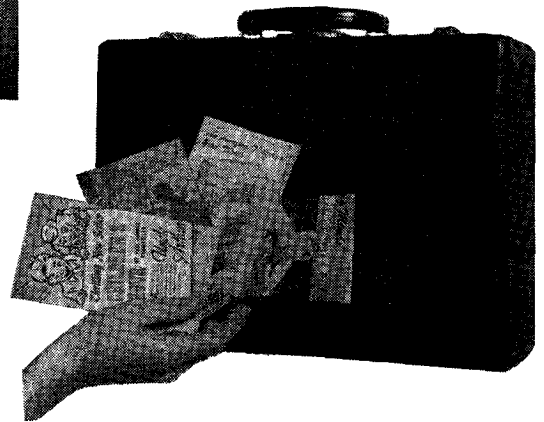
Full set of instructions with each kit, including canvass, which tells you how to introduce yourself, what to say about each book, and how to get the order. Also order blanks, report blanks, circulars, and other selling supplies.



You receive the regular colporteur commission on all sales made from these sample books.

Not books of transient interest and appeal, but of enduring spiritual and cultural worth—qualities that make them best sellers the year round.

"Night after night I am standing before the people, bearing a very positive testimony, and pleading with them to be wide-awake, and to take up the work of circulating our literature."  
"There are many who are seeking for light in the darkness. If our papers, tracts, and books, expressing the truth in plain Bible language, could be widely circulated, many would find that they are just what they want."—MRS. E. G. WHITE.



**Send now to your Book  
and Bible House for this  
complete sample outfit.**

**YOUR UNION AND LOCAL CONFERENCE PUBLISHING DEPARTMENT**