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The Canvassing Work

JOSEPH CAPMAN

Perhaps there is no class of workers among us that meet with experiences more marked than our consecrated colporteurs as they engage in the sale of our truth-filled literature in house-to-house work. As this issue is to be devoted to the canvassing work, I will endeavor to put into this article a few gleanings from the correspondence from the field.

"How I sold my first book: I called at a house with the book 'Daniel and Revelation,' and was met by a sweet-faced, cheerful lady who listened attentively to my canvass. When I explained the colored plate that describes the color of the precious stones in the transparent walls of the city of God, she remarked, 'Now isn't that strange, Ed and I were talking about that last night. I will take your book.' We are promised that the angels of God will go before and prepare the way. She was waiting for me with the right change when I delivered the book."

"While canvassing a few days ago I met a lady who had the book, 'Great Controversy,' for which I was securing orders. She also had 'Patriarchs and Prophets,' having secured both of them from our colporteurs. Seeing she had these precious volumes I was impressed to offer her 'Desire of Ages.' So I asked her if she would not like to read about the life of Christ by the same author. I then gave her a de-

scription of the book and told her it was the most spiritual book I ever read, the Bible excepted, and that it had done me so much good in my Christian experience that I wanted her to read it. I said in fact I had known of persons who were converted while reading it, I was sure it would prove a blessing to her home. While she was considering the matter I sent a short petition to the throne of grace. I saw the expression of her face gradually change and finally she said, 'Very well, you may bring it.'

I could relate experience after experience, but I know space will not permit. Just a few words from the "Manual for Canvassers":

"The canvassing work properly conducted is missionary work of the highest order, and it is as good and successful a method as can be employed for placing before the people the important truths for this time. . . . God has ordained the canvassing work as a means of presenting before the people the light contained in our books, and canvassers should be impressed with the import-

ance of bringing before the world, as fast as possible, the books necessary for their spiritual education and enlightenment. This is the very work the Lord desires his people to do at this time. All who consecrate themselves to God to work as canvassers are assisting to give the last message of warning to the world. We cannot too highly estimate this work, for were it not for the efforts of

The Colporteurs' Aim

Ecclesiastes 11:3

In the morning sow thy seed

and in the evening with-

hold not thine hand

for thou knowest not whether

shall prosper either this or that

or whether they both shall be

alike good.



the canvasser many would never hear the warning. The lost sheep of God's fold are scattered in every place, and the work that should be done for them is being neglected. From the light given me, I know that where there is one canvasser in the field there should be one hundred."

I am glad that this line of work is growing. Many are stirred at this time and are in an enquiring frame of mind. Our books are just what they need as they give the true solution of things. I know God will impress men and women to go into the highways and byways to invite them to the wedding feast of the King. All things are now ready. "Son, go work today."

Extracts From Our Colporteurs at the Front

GEORGE BUTLER

I feel thankful for the success the Lord has given me in the canvassing work since I left school. I believe that his presence has gone before me preparing the people to receive me kindly, and opening their hearts to receive the books which contain the closing message for this time.

I made my first delivery July 5-7, and found only one who refused to take the book, but as this was only a twenty-five cent one it did not unbalance me much, especially after having sold one 'Story of the Bottle' to a lady who had ordered a large book only. I firmly believe that the Lord's hand was in this for I know that I never could have done it of myself as this was my first experience in delivering. Since then I have been taking orders for a September delivery and have met with good success, especially this past week, having secured over \$50 in 48 hours.

I am beginning to feel right at home in the work, especially out in the country among the farmers, for whom I have great respect, having been a farmer all my life. It gives me much pleasure to have the opportunity of helping them after supper to draw in an extra load of hay, then after a good night's rest and a good farm breakfast, to succeed in securing an order for "Great Controversy." I especially enjoy helping milk the cows early in the morning which always produces an excellent appetite.

Twice this week I secured an order for "Great Controversy" in this way, one of which was the means of selling a "Story of the Bottle" in addition to the order.

My courage is good in the Lord, and by his grace I intend to stick to it and secure a scholarship in time to begin school the day it opens. To this end I would ask the prayers of God's people,

believing that the Lord does hear and answer prayer, and that he will bless all efforts put forth for the furtherance of his cause in the earth.

HUBERT MARTIN

Having read many encouraging accounts from the canvassing field in the MESSENGER lately, it occurs to me that my experiences may prove beneficial to some. I am so thankful that the Lord has permitted me to take up this line of work during the summer vacation, and feel greatly encouraged by the way he has helped me to place books in the homes of the people. I am canvassing with "Great Controversy" and taking "The World's Crisis" as a help.

Although I find many of our large books in the homes, yet the people are anxious to know how we look upon the present conditions in the world, and gladly receive our literature. At one home in particular the family was very anxious to do what is right and to know more about the Bible, so I traced the cardinal points of our belief through God's Word. They were greatly impressed by the method we adopt of explaining the Scriptures. I then wrote out a full study on the Sabbath question, and carefully explained the various texts upon which first-day keepers base their claim. We did not retire till midnight after talking for four hours, and again next morning many questions were asked. They promised me to try and follow out the instructions as laid down in the Word of God. I hope all readers of the MESSENGER will pray for this family, that the way may open up for them to keep the Sabbath.

One day last month I met a farmer's wife on the road. I canvassed her right there and took an order for "Great Controversy." Later one of her neighbors informed me that she was a Roman Catholic. Doubtless the Lord planned that she should have that book, for I noticed she made no comment on the Reformation when I mentioned it in the canvass.

May the Lord bless all his people, and encourage them to continue scattering the truth among those who know it not.

OSCAR CARDEY

Since entering the canvassing field this summer I have had the privilege of visiting in a number of homes where I sold "Great Controversy" last year. Many were reading the book and were interested in it, so I had very little trouble in placing other books that contain the truth in their homes. Upon leaving, my last words to them were to be sure and read the book for I know this will

bring results. People are more interested in spiritual things at the present time than ever before. They are desirous of learning from the Bible what this great European conflict means. At one of the homes where I stayed over night, I gave a Bible study on the second coming of Christ and also the Sabbath. The man of the house was interested at once, and desired to study more along this line, so I took his order for *Signs of the Times* weekly for six months.

A number of such experiences as I have just related might be given, but this will suffice to show that the honest in heart are inquiring after truth, and that it is the duty of every Seventh-day Adventist to consecrate his life unreservedly to the giving of the third angel's message.

JOHN HAYES

I am glad to say I like the work of canvassing for our books in spite of the fact that Satan is doing all he can to hinder my work. Some of his successful agents here in Orangeville are the clergy who have put advertisements in the papers that Adventists are at work in the surrounding country. When I go to some of the farmers' homes they say they are well informed what kind of work I am engaged in. But I know the Lord has some place for me to work.

I find our books, "Coming King," "Best Bible Stories" and "Bible Readings" in many homes.

Last week while canvassing in the country twelve miles north of Orangeville, I was surprised to find a man keeping the Sabbath and living a Christian life. He told me of his past life; that he did not care for God nor man since his marriage, as he married a Catholic. But one evening, several years ago, a young man named Jones came to his house with a book called "Bible Readings." After giving him a canvass the agent asked to stay over night. The farmer talked to the young man about his belief and he said he was a Seventh-day Adventist. A few years after this man was stricken with sickness and he had a great desire to read God's word. He studied the book and found out the truths and has been blessed since. He has learned to love the Saviour and is looking for his coming. Through prayer he was healed from a dreadful sickness which the doctors could not cure. One night he seemed to see Christ in a vision, and the next morning he arose and has never required a doctor since. This surely is the Lord's work.

"Count that day lost whose low descending sun,
Views from thy hand no worthy action done."

PAUL VAN NESS

I have just discovered the reason I have not had better success in the canvassing work this summer. I knew the fault was with me and not with the work. I could not take many orders because I was too blunt, and did not carry enough sunshine along with me. I approached the people in a discouraged manner and expected to hear them say no. I carried only half a smile and this was simply put on, as it seemed I could not muster up courage to meet the people. But I have learned now. Brother Capman went out with me and I learned how to meet the people in a tactful manner. We must be cheerful and full of courage and go at the work as though we expected to get an order from every person we canvass. We must have a good description of our book, and be able to present it in an intelligent manner in a few words. I secured thirty-seven orders for "World's Crisis" in part of a day. I am of better courage now and look forward to doing better work in the future.

FRANK SALWAY

Just a few words to say that I find the Master's power and presence in the work of distributing our books more than I ever have before. In the same measure that I yield myself to him to be used does he give me grace that I may help others. This helps one to grow more perfect in Christ Jesus.

I will relate a recent experience which took place in Springhill, N. S. A number of the people became suspicious that I was a German spy. The news spread until the authorities really thought it was true. So about eleven o'clock I was arrested much to my surprise as I had been very busy selling the book "Story of the Bottle." They talked and telephoned while I sat before them, believing very little of what I said, until I thought they did not intend to let me have my liberty for a while at least.

As I could not see a bit of hope I just asked the Lord to deliver me from these men. Finally they took me to the mayor's house. The mayor asked me if I was a Seventh-day Adventist. Of course I said I was. They retired, and upon their return I was asked a number of questions about Williamsdale Academy and the people connected with it. The Lord gave me prompt answers to the questions. Then the mayor assured the gentlemen present that I was entitled to my liberty, and he knew I was innocent. This ended my examination. I thanked them and proceeded to the station just in time for the 5:45 train. I know the Lord caused the mayor to be my deliverer as the

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Directory

Union Conference

M. N. CAMPBELL, President - - - Oshawa, Ont.
EDNA LEACH, Asst. Sec.-Treas. - - Oshawa, Ont.

Local Conferences

Ontario: M. M. HARE, President, 486 Montrose Avenue,
Toronto, Ont.
Quebec: A. V. OLSON, Pres., 280 Villeneuve St., Montreal
Maritime: G. H. SKINNER, President, 184 Winslow St.,
W. St. John
Newfoundland: W. M. C. YOUNG, Superintendent, Box 217,
St. John's

Mission Funds Statement

ONTARIO

Amount at 20 cents to May 31 \$2385 83
Amount received 1217 33
Shortage to date \$1168 50

MARITIME

Amount at 20 cents to May 31 \$1008 89
Amount received 569 44
Shortage to date \$439 45

QUEBEC

Amount at 20 cents to May 31 \$671 15
Amount received 469 40
Shortage to date \$201 75

NEWFOUNDLAND

Amount at 20 cents to May 31 \$264 13
Amount received 108 60
Shortage to date \$155 53

police were determined to keep me if possible, not believing a word I said in defense. Praise the Lord for he is able to deliver to the uttermost.

C. S. JOYCE

I am sure the brethren of the Eastern Canadian Union would be glad to hear from Maritime, and especially from this portion of the field.

After the campmeeting held in Halifax, I decided to make New Glasgow and vicinity my field of labor for the summer. Being delayed on account of my prospectus, I did not get to work until the last of June, but the way the Lord has blessed me since coming here has demonstrated to me that it is the Lord that leadeth.

I am glad beyond measure that I have entered the canvassing work this summer. The experiences I am passing through each day are having a telling effect upon my spiritual life.

As we look out upon the world today we can see that the harvest is ripe but the laborers are few. The people are indeed stirred, and some realize the enormity of the issues that now confront them. They are not only concerned about their own soul's salvation but also about the salvation of others; therefore let us be up and doing. We hear on all sides the call to arms for country and king, but how much louder and longer has been heard the call to enlist in "Gideon's Band," and fight for country (which is an heavenly) and King (Christ), and rid the earth of sin. Who will enlist? Qualifications—absolution of all sin: Length of service—for time and eternity: Reward—a heavenly crown.

ARTHUR KIERSTEAD

I am sending in my first report on my second delivery. I have had fairly good success for the time I have worked, but I do not count my success wholly in dollars and cents. My courage in the Lord is good, and I am enjoying the work. I have found many who are interested in points of truth. My desire is to become better fitted for a place in the great closing message, and I ask your prayers in my behalf.

MRS. MARTIN KIERSTEAD

Do all our colporteurs know that they can obtain a valuable map of any section of our provinces from the government merely for the asking? The one I have is of New Brunswick, on a scale of nearly eight miles to the inch. It shows towns, villages, postoffices, railroads, highways, rivers and brooks, and has county and parish boundaries. They are not infallible but are of untold value to our country canvassers. If they are too large they may be cut in sections. Write to the Chief Geographer, Department of the Interior, Ottawa, stating which county you desire.

Colporteurs' Report, Week Ending July 24, 1915

Ontario						
Name	Book	Hours	Value	Total	Del.	
J Pengelly	CK	50	\$24 75	\$45 35		
Geo Butler	GC	47	39 00	62 50	\$10 00	
Hubert Martin	GC	36	31 00	40 75	3 75	
Oscar Cardey	GC	61	122 00	129 75		
P Van Ness	WC	24	15 50	15 50		
L Chamberlain	GC		11 00	14 50		
J Finch	PG	45	31 00	32 50		
*C D Terwillegar			51 35	51 35	31 00	
Total		263	\$325 60	\$392 20	\$44 75	
Maritime						
Mrs Kierstead	CK	37	9 30	18 30	2 55	
A Kierstead	SP	26	1 25	14 60		
Total		63	\$10 55	\$32 90	\$2 55	
Grand Totals		326	\$336 15	\$425 10	\$47 30	

*Two weeks