



# The Inter-American Division MESSENGER

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## Greetings to Our Colporteurs

Every week that passes brings new evidences of the wonderful work that is being accomplished as the direct result of the placing of our literature in the homes of the people by our faithful colporteurs in all parts of Inter-America. I am profoundly grateful to God, and to each of you self-sacrificing workers for the invaluable assistance you are giving in helping quickly to finish the great task committed to us.

Today I greet you as an indispensable part of the army of workers for God, engaged in the most soul-inspiring task ever committed to men. "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*, Vol. VII, p. 140.

"In the days of the Reformation, Luther was wise in seizing the trumpet-tongued press, whose hoarse blasts waked a slumbering world from the night of ages."—*The Printing Press and the Gospel*, p. 30.

So today the literature coming from our presses is doing a mighty work in arousing the people from their death-like slumbers, and is preparing them for the complete Message of the Third Angel. But this literature must be placed in the hands of the people by consecrated messengers. This is the work of our colporteurs. You are to be God's message written out in living characters while you carry the printed page to the people.

Everywhere in this division the "latter rain" is falling, and the Spirit of God is being poured "upon all flesh." Multiplied thousands are "earnestly enquiring, 'What is truth? We want to come back to the simplicity of the gospel religion.'" As the servant of the Lord attempted to describe this scene that she had witnessed, she says:

"My tears flow as I see this picture rising vividly before me. The voice from heaven pleads, 'Go ye into all the world and preach the gospel to every creature.'"

Many of these weary, heavy-laden hearts are not gathered in large assemblies waiting to hear the gospel story from the

lips of the preacher, but they are in their homes, on the mountain side, in the valley, on the broad savanna, or by the wayside. It may be they are in the crowded city, in the busy marts of men, but no messenger of the cross has yet come to them with the wonderful Message of salvation.

The blessed work of searching for the lost, especially in the more remote parts, is committed to the colporteur-evangelist. Your field, however, is the world. Everywhere you are sowing the seeds of truth, and today the blessed harvest from your sowing is being reaped.

Scores of companies of new Sabbath-keepers are springing up solely or largely as the result of the work done by our faithful colporteurs. The personal contact with a man or woman, who is filled with the Spirit of God and whose heart is all aglow with the Advent Message, will accomplish wonders in dispelling darkness from the hearts of those who are longing for the way of life, and the gospel literature left in their homes will help many toward the kingdom.

My heart is greatly cheered as I hear of the wonderful work accomplished by our colporteurs. Truly, we have a heroic band, and they are doing exploits for God. Many of their names will be written high on the scroll of eternal fame. Although you may be called upon to toil amid hardships, privations, and persecutions, to face dangers on every side, as you daily walk with God you may know that He is with you.

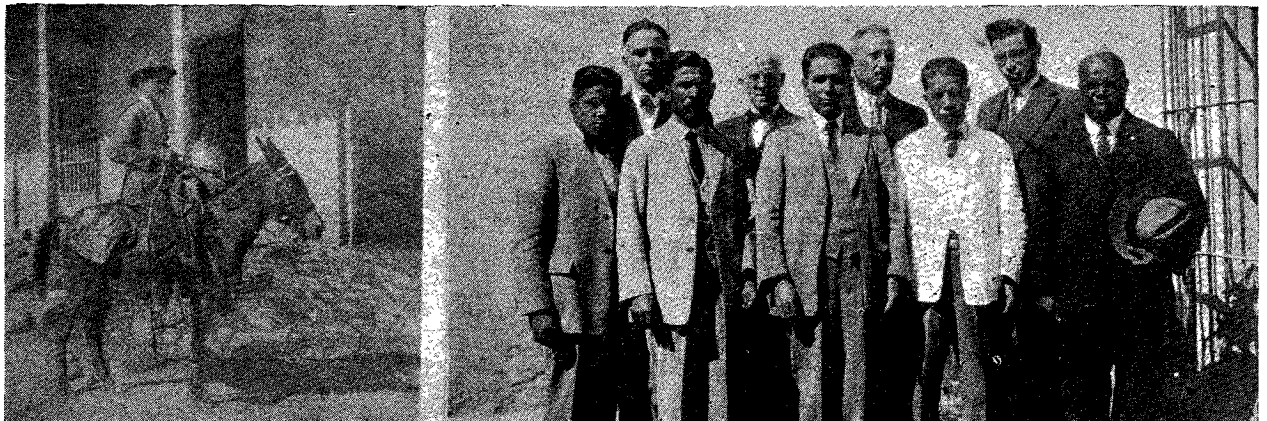
"Nothing can stand in His way. His power is absolute, and it is the pledge of the sure fulfillment of His promises to His people. He can remove all obstructions to the advancement of His work. He has means for the removal of every difficulty that those who serve Him and respect the means He employs may be delivered. His goodness and love are infinite and His covenant is unalterable."

Courageously press forward in your heaven-appointed work till you shall hear from the lips of our divine Lord the ever-blessed words: "Well done thou good and faithful servant."

E. E. ANDROSS,

President Inter-American Division.

Balboa, C. Z.



Teodoro V. Rodriguez making a scholarship in the mountains of Venezuela

A Colporteur Institute in the Gulf Mission, Mexico

## INFLUENCE OF OUR PUBLICATIONS

In 1879, while engaged in the first series of meetings I ever held, Elder C., the champion debator for the Disciples in the southern states, with whom Elder K. had had two debates, came into the neighborhood to overthrow the work and "set the people right." He remained three or four days, visiting the people during the day, and speaking against us at night. At the last meeting, while summing up our errors, and advising the people how to meet us, he told them the greatest difficulty he had, was to meet the influence of our publications. He said that, like the lice and frogs of Egypt, they were on every shelf and in every crack and crevice of the houses wherever he preached; and that the arguments were so plausible they invariably led the unwary astray. Then he reprimanded those present for having bought our books, and told them they were to blame for being in the fog.

This enemy of God's truth and work taught me a valuable lesson, and I have kept these sayings in my heart ever since. I felt when I began those meetings, that about all the good I could do would be to get our publications into the hands of the people, and get them to read the arguments from the pen of those who could present the truth better than I could. This I tried to do; and when this able man paid such a tribute to the influence of these works, I said to myself, "If the enemy fears the influence of our books more than anything else we can do, there is no reason why the most ordinary persons cannot give Satan's agents a great fright."

The more I travel, and the more closely I examine into the cause of certain effects in our work, the more thoroughly I am convinced that this man's fear were well founded. . . .

Who can tell how great has been the influence of religious literature upon the world? The judgment alone will reveal this. There never has been a time when the press has had more to do in molding the opinions of men than it has today. Everything of importance is printed, and it is by this means that the people expect to become acquainted with the affairs of the world. The art of printing has reached an astonishing degree of perfection. Is not the hand of the Lord in all this? We have a truth that must go to all the world. It is the last Message of mercy to men. It is to prepare them for the most solemn and dreadful scenes that ever transpired. The judgment, the coming of the Lord, the resurrection of the righteous, and the destruction of the wicked are events of the deepest interest to all who have ever lived. Our work is to warn all nations, and tongues, and peoples of these things which are right upon us.

How are we going to do it? *Will not the press be the real agent? So all the leaders in this movement have believed, and so we believe.*

But it is not the printing of this truth that will enlighten the people. *It is getting our papers and books properly before them that will do the work and clear us in the judgment.* Oh, that we could sense this as keenly as we ought! It is true we have already done much in this direction, and all around us we see fruits of our labors, but are there not scores of young men among us who could and should devote their lives to

### The Greatest Favor in the World

Greetings to the army of workers carrying the printed page to the homes of the people. We see here and there over the earth that the "latter rain" is falling in showers of blessing. The fruitage of the colporteur work is springing up as we never saw it years ago. The time of the promised "refreshing" is come, and God is pouring out His Spirit to prepare the soil of human hearts for the gospel seed.

At the recent Far East Council in Shanghai, our hearts were stirred with new hope as the reports of the publishing houses showed how God is giving faithfulness and perseverance to the men and women of the army of the printed page. Not war or persecution, or any other calamity on earth, can silence our printing presses or stay the feet of the consecrated colporteur pioneers. Varying one word of a missionary battle, hymn, we cry to you, "O missionaries of the books, ambassadors of God! Our hearts flame in us when we see where ye have fearless trod." We know the angels of God go with you. We see the tokens of angel intervention along all the highways and byways of earth as the colporteur goes from door to door with the message of light and salvation for these last days. Jesus is coming soon. Let us hasten on.

In asking people, even poor people, to buy our books we are doing them the greatest favor in the world. Our colporteurs are not salesmen merely; they are messengers sent of God with a Message in these volumes more precious than gold or silver. We need not be backward about urging the Message for this day upon the people. It is the greatest thing in the world.

W. A. SPICER,  
President General Conference.  
Washington, D. C.

this work? As I look over the world and see the thousands who have never heard one word about this truth, many of whom would purchase and read our publications, and be saved by the truths they contain, if some one would only take them to them, I wonder if the Lord will save those who might do such a work but remain idle!

A. G. DANIELLS,  
Secretary General Conference  
Ministerial Association.  
Washington, D. C.

## MEXICO READING

Grand old Mexico has been reading! During the past quarter of a century, yea, more, thousands of books have been bought by the Mexican people every year; and today the fruit of this work is seen.

Everywhere, all over the republic, earnest, anxious souls are accepting the Third Angel's Message. Sabbath schools and churches are being born faster than our laborers can take care of them. During five years we have added 100 Sabbath schools.

And this—much of all this—is directly the result of reading our literature. Never until the end of time will the faithful men who have led the Mexican nation to read, know fully the power and the success of their untiring labors. But God knows, and His leaders here know it in part.

After nearly thirty years in the ministry and many years in administrative work, I feel confident of success where faithful work has been first done in placing our books in the homes of the people. Books speak, they always say the same thing, and they never argue. Somehow God puts His Holy Spirit in our printed page, and its unseen power is always felt. Mexico is now moved by our books, and the Lord is making a last great effort to save every honest soul there. The experience of our union is a bright and shining proof of the facts that the colporteur work is second to none in importance in the soul-winning success in our ministry.

D. A. PARSONS,  
Superintendent Mexican  
Union Mission.

Mexico City, Mexico.

## THE SUCCESSFUL COLPORTEUR

Did anybody ever know  
Or hear anybody tell,  
Satan absent on vacation  
And closed the doors of hell?

The devil is never off the job. No one ever heard of his taking a vacation, but he is continually reaping a harvest of souls for eternal ruin; and on every hand his agencies are at work leading men away from God, and always, night and day, summer and winter, he is plying his hellish trade.

Since the devil is never off duty, but is always at work seeking the ruin of men, when should the servant of God feel free to leave his great work of seeking the lost? The answer is found in "Testimonies," Vol 9, p. 45, which says:

"The man who loves God does not measure his work by the eight-hour system. He works at all hours, and is never off duty. As he has opportunity, he does good. Everywhere, at all times, and at all places, he finds opportunity to work for God. The Saviour was an untiring worker. He did not measure His work by hours. His time, His strength, were given to labor for the benefit of humanity. Entire days

were devoted to labor, and entire nights were spent in prayer, that He might be braced to meet the wily foe in all his deceptive working, and fortified to do His work of uplifting and restoring humanity."

Jesus had no time to go on a vacation. He never changed jobs. He was always at work. He "came to seek and to save that which was lost," and the burden of souls rested too heavily on the Saviour's heart for Him to leave His work for other employment. He might have accumulated wealth, He might have had any position of honor the world could give; but turning from all this, He kept on his way of poverty, hardship, and toil, that He might win the lost and lead them back to God. Nothing could turn Him from His purpose.

Such zeal, such devotion, such love for lost man, will hold men today to the work of selling books all the year round. Satan may seek to discourage, he may seek to drive them out of the work, or lead into some other line of employment, ("Testimonies," Vol. 6, p. 323), but they have heard the call of God, and nothing can turn them aside from the work they have undertaken. Today God is calling, "Whom shall I send, and who will go for us." May He help you, dear reader, to send back the answer clear and distinct, "Here am I; send me."

W. R. ELLIOTT,  
*President East Caribbean Union,  
Port of Spain, Trinidad.*

**FOR EVERY NEED**

The fruitage resulting from the placing of our literature in the hands of the people is already so abundant that it hardly seems possible to estimate what may yet be done as the Holy Spirit is given in greater measure. Any one of our great variety of books or periodicals expressing some phase of the Message, may be represented by merchandise in a store, such as a hat, a dress, or a pair of shoes, that is tried on by different customers until finally it is taken. So, a person who loves truth and seeks for it will at some time see the book or paper that fits his case and will accept the Message it bears.

C. E. KNIGHT,  
*President Guiana Conference,  
Georgetown, British Guiana.*

**WHAT THE COLPORTEUR WORK MEANS TO HONDURAS**

In order to bring the Message to the multitudes in Honduras, especially in the interior, more colporteurs are necessary. But the question we face is, How shall we get them?

Our literature is much appreciated and many are anxious to get it. To bring more of our truth-filled literature to the people will mean their conversion

by the Spirit of God, and peace to their troubled hearts.

Our colporteurs have experienced how God protects them in dangers; and we know that the colporteur work will have its share in the finishing of the work in Honduras. May God increase our army of consecrated colporteurs to bring the "good tidings of good" to the people, in order that Honduras may also have its part in the glorious harvest of souls at the close of the world's history.

A. F. FANSELAU,  
*Field Missionary Secretary  
Honduras Mission.  
San Pedro Sula, Honduras.*

**Develops Workers With Initiative and Devotion**

As a denomination grows, it faces a peculiar danger. At first the workers are from a mature class who are won from other walks of life. They give their hearts to God and their lives to His service with all the enthusiasm of a first love. But as the denomination grows older, the workers are more largely developed from those born in the ranks. They grow up without passing through the struggles of surrender that their parents experienced.

The colporteur work supplies that lack in their experience and education. It is post-graduate work in which the experience of the young man or woman is rounded out. The very best intellectual training a person can receive may make him a danger to himself or a misfit in the work. He must have a spiritual as well as a mental training. This the colporteur work helps to provide.

This is why in the field where I labored for fifteen years, the plan was adopted and followed, like the laws of the Medes and Persians, requiring every worker, minister, teacher and stenographer to have had an experience in the colporteur work. And that is why during the terrible years of the world war and immediately after, when men were hard to secure, we took regular ministers and made them field secretaries for a time. They were prepared for such service, through former experience, and through their efforts the crisis in the book work was met.

C. K. MYERS,  
*Secretary General Conference,  
Washington, D. C.*

**THE BEST WAY TO REACH THE MASSES**

With the few workers we have in the Antillian Union and the many calls that are coming from those who are interested in the Message, we are greatly perplexed to know how the multitudes are going to be reached. There is no doubt about the time being short for warning those who have not yet heard the gospel story, so we must use the most effective means for doing the work.

After having spent more than seven years in the colporteur work and having seen the results obtained from the distribution of our literature by our faith-

ful colporteurs and others, I am persuaded that there is no better way of reaching the masses and winning them to the cause of present truth just now, than through the distribution of our good books.

N. L. TAYLOR,  
*Secretary-Treasurer  
Antillian Union Mission.  
Havana, Cuba.*

**EXPECTING SUCCESS**

There are no magic methods which, in themselves, will increase the sale of our literature. Of course, we have to use our heads to the limit and study and practice the best rules of salesmanship. The rules that govern the success of any business enterprise have a great deal to do with success in the sale of religious literature. Edward Bok, says, "the hardest kind of work is back of every success. The only lucky people are those who work hard." Consecration and love of our Message, of course, are the prime requisites but after we have these the Lord Himself says by His Spirit that our success will be in proportion to our effort. We expect to increase our sales this year by trusting in God and bending our backs to the task.

A. G. PARFITT,  
*Superintendent Gulf Mission,  
San Luis Potosi, Mexico.*

**A COLPORTEUR**

What can be done in the colporteur work? Colombia is one field where the prospects are good for the circulation of the printed page. A liberal spirit exists, and the people, in general, want to purchase good books.

It is very evident that the colporteur and the publishing house must work together, the first in increasing the circulation, and the press in producing good literature.

KURT REIMER,  
*Colporteur,  
Balboa, C. Z.*

**MY CONVICTIONS OF THE CAN-VASSING WORK**

The canvassing work is a school in which every talent, with which we are blessed, plays an active part, and I am further persuaded that the truth-loving canvasser, filled with the spirit of his Maker is the happiest of men; for, is he not working for others? His honesty and diligence in business cause men to confess: "there goes a man of God!" And if he remains faithful and true to the end, he surely will become a citizen of that land where order and love divine reign supreme. May this be the reward of every colporteur.

ALBERT R. HAIG,  
*Assistant Field Missionary Secretary  
Jamaica Conference.  
Kingston, Jamaica.*

# How a Superintendent Can Help the Colporteur

The Message must be carried by the printed page, for, in many places where one is not permitted to hold a public meeting, literature can be sold and circulated. The superintendent, as he visits the people, can keep before them the great necessity of and the good results from the distribution of literature.

First, he can do much by leading out personally in the work; second, he can encourage every church member to take part in the sale and distribution of small books; third, he can encourage the church to purchase clubs of our papers, and suggest the organization of bands for definite work; fourth, he can suggest that each individual become responsible for the distribution of a certain amount of literature each week; fifth, he can plan with the church leaders for the Big Week and other campaigns and by his example encourage others to do good faithful work.

W. R. POHLE,  
*Superintendent Sierra Madre Mission.*

*El Paso, Texas.*

The superintendent of a mission can and ought to be an active factor in the circulation of the printed page. As the head of the different branches of the mission he should take a personal part in the Big Week and other campaigns for the distribution of our truth-filled literature.

In his contact with the churches, he should encourage the members to engage in the literature work. Doing that, not only encourages the sale of the printed page, but also stimulates personal work—the hope and life of the church.

E. J. LORNTZ,  
*Superintendent Honduras Mission.*

*San Pedro Sula, Honduras.*

The mission superintendent can help in the circulation of the printed page:

First, by making use of the literature himself when traveling. In the Lake Mission when trip-time comes, we very often go in our car and sell books and *El Centinela* on the way.

Second, he can help by having all the workers in his field use our literature in their work, which gives a double result. It serves as an introduction to the people, and can help pay their expenses when traveling.

Third, by encouraging church members to engage in field days, selling papers and small books. When properly directed, almost every member will do something.

Fourth, by keeping his eyes open, when visiting among the churches, for good, energetic young men and women,

who can be trained into good colporteurs. This last point probably is the most important part the superintendent can play. As he leads out in the church-field days, he has an opportunity to observe those who have talent for this work.

E. E. POHLE,  
*Superintendent Lake Mission.*  
*Guadalajara, Mexico.*

A superintendent should help in the circulation of the printed page by personally distributing our printed truth to the best of his ability. He should train and encourage his workers to have a literature goal in magazines, books, and tracts for each month. He should be very careful to keep the mission field filled to its capacity with good all-round colporteurs, and see that they receive proper cooperation from the mission office and sufficient training when advised.

Last, but not least, with the help of his workers, all the churches should be organized into literature distributing bands properly and efficiently trained.

J. B. NELSON,  
*Superintendent Tehuantepec Mission.*  
*Orizaba, Vera Cruz, Mexico.*

The principles of industry, system, economy, dependence upon God, and ability to meet and convince his fellow-men, taught by the colporteur work, are an excellent training for a mission director's work. He should, therefore, acquire this experience early in life, renewing it during his first year in a new language area, and yearly thereafter at the time of the Big Week. Then he will have the right appreciation of our literature work.

He can help the field missionary secretary plan, especially how to keep his men out of debt.

He can attend the institutes to help deepen the spirituality of the men, and to show them that their faithfulness is appreciated.

He can mention their experiences by name in his reports from the field.

He can pray for them daily.

E. W. THURBER,  
*Superintendent Atlantic*  
*Colombia Mission.*

*Barranquilla, Colombia.*

I know of no better way to help in the distribution of the printed page than to go out and sell some books occasionally. By spending a few weeks each year in the colporteur work, right with the boys, I find myself definitely and intelligently interested in the promotion of this work.

If a colporteur encounters difficulties, such as transportation of books into remote districts, the securing of permission to work in some fanatical district, or any of the many problems common to this field, and he writes me for help, I am in a position to advise him, for likely I have met the very same problem. Theory is good as far as it goes, but we can use practical experience best in Colombia.

By my taking an active part in the sale of literature, the problem of getting others to do likewise is no longer a problem. Every member of our working staff, even to little June [Brother Nickle's small daughter] is a colporteur, and voluntarily so. The Lord is blessing the book work in the Central Colombia Mission.

GEORGE C. NICKLE,  
*Superintendent Central*  
*Colombia Mission.*

*Cali, Colombia.*

When the leader leads the wheel horses come right along! And so it is in the colporteur work of the mission. We know that "If there is one work more important than another it is that of getting our publications before the public thus leading them to search the Scriptures."—"Colporteur Evangelist," p. 80.

Our publications have a most sacred work to do in making clear, simple and plain the spiritual basis of our faith.

"I cannot see why the canvassing work is not as good and successful a work as can be done for the Lord . . . They (canvassers) should go to their work prepared to teach the Scriptures, and nothing should be said or done to bind their hands. . . . I sincerely hope that no mind will receive the impression that it belittles a minister of the gospel to canvass. Hear the apostle Paul's testimony. (Acts 20:18-20.) The eloquent Paul, to whom God manifested Himself in a wonderful manner, went from house to house, with all humility of mind, and with tears and temptations."—"Testimonies to Ministers," pp. 316,317.

The canvassing work is the same today, tears, temptations, experiences and characters. Let the colporteur tell his experience during the meeting and see the good influence. Tell what the colporteurs are doing and encourage others to take up the work. When the colporteur is behind a little he needs help. Give him a lift. Send the field man with him for a week or two or if that is not possible go with him yourself. The experience will do you good. Remember, by all means, to keep the colporteur work aglow. "Were it not for the work of the canvasser, many would never hear the truth."—"Testimonies to Ministers," p. 516.

J. R. McWILLIAM,  
*Superintendent Guatemala Mission.*  
*Guatemala City, Guatemala.*

# Our Greatest Need in the Colporteur Work

## OUR GREATEST NEED

With a Message so sublime, with a world ready to listen, with liberty on every hand, and, last but not least, with an abundance of precious literature, ready and waiting to be used, surely, the greatest need is to get gospel messengers to take this literature from house to house, thus acquainting people with the truth.

We need not hesitate in saying that we have the greatest Message ever given to men. It is a Message that reveals the kind of knowledge that men need today, helping them to understand the working out of God's purposes in the events of modern times; and the beauty of it all is that the people are ready to listen, *and now is our time to work.*

True it is that laws have been made in some places which make it difficult for gospel literature to be sold; nevertheless, in most places we have absolute liberty. We are well supplied with good literature in the form of books, papers, tracts, and pamphlets,—all telling that the end of all things is at hand. How often we have read these strong statements from the Spirit of Prophecy:

"We are living in the time of the end. The fast fulfilling signs of the times declare that the coming of Christ is near at hand. The days in which we live are solemn and important. The Spirit of God is gradually but surely being withdrawn from the earth. Plagues and judgments are already falling upon the despisers of the grace of God. The calamities by land and sea, the unsettled state of society, the alarms of war, are portentous. They forecast approaching events of the greatest magnitude."—*Testimonies*, Vol. IX, p. 11.

—And think of it! The giving of that truth has been entrusted to you.

"The greatest wealth of truth ever entrusted to mortals, the most solemn and fearful warnings ever sent by God to man, have been committed to them to be given to the world; and in the accomplishment of this work our publishing houses are among the most effective agencies."—*Testimonies*, Vol. VII, p. 138.

But this wealth of truth must be taken to the homes of the people, and what is the best way to do it? We are told "sermons will not do it." "Money lent, or given will not accomplish it." "Preaching will not do the work that needs to be done." *Then what will do it?* "By visiting the people, talking, praying, sympathizing with them, you will win hearts."—*Testimonies*, Vol. IX, p. 41. And then the solemn words: "It is a mystery that there are not hundreds at work where there is but one."—*Id.* p. 42.

Our greatest need in the Inter-American Division is MEN,—men who are consecrated, prepared and fitted to take our precious books to the homes of the people.

"The work of the canvasser-evangelist, whose heart is imbued with the Holy Spirit, is fraught with wonderful possibilities for good. The presentation of the truth, in love and simplicity, from house to house, is in harmony with the instruction that Christ gave His disciples when He sent them out on their first missionary tour. By songs of praise, by humble, heart-felt prayers, many will be reached. The divine Worker will be present to send conviction to hearts. 'I am with you always,' is His promise. With the assurance of the abiding presence of such a helper, we may labor with faith and hope and courage."—*Testimonies*, Vol. IX, p. 34.

May the Lord help each union and local field to find men who will make the colporteur work their life work; and may 1929 be the best year in the amount of literature sold and in the number won to this truth. United action will bring marvelous results.

"If Christians were to act in concert, moving forward as one, under the direction of one Power, for the accomplishment of one purpose, they would move the world."—*Testimonies*, Vol. IX, p. 221.

J. A. P. GREEN,  
Field Missionary Secretary  
Inter-American Division.

Balboa, C. Z.

## PREPARATION FOR THE COLPORTEUR WORK

I would place emphasis on the following virtues which one should possess before expecting success as a colporteur.

1. *Consecration.* This implies, of course, thorough conversion. It implies that a clean mind and a clean body are now dedicated to the work of the Lord. "Be ye clean that bear the vessels of the Lord." Isa. 52:11. "Know ye not that ye are the temple of God?" 1 Cor. 3:16. One cannot now act as if he were his own and accountable only to himself. On the contrary he is God's, to be used as the potter does the clay.

2. *Faithfulness.* "It is required . . . that a man be found faithful." 1 Cor. 4:2.

3. *Confidence.* "But my God shall supply all your need." Phil. 4:19. One need not fear that he will starve if he is doing the will of the Lord. "No good thing will He withhold from them that walk uprightly." Ps. 84:11. We may be sure that there will be enough to pay for food and necessary expenses.

4. *Prayer.* One must learn how to pray—"without ceasing." We know not how the power in an electric trolley comes down into the car and turns the wheels. But we know it does. We also know that we can twist a little wheel on a radio and hear a man talking a hundred or a thousand miles away. So the Lord can hear us talking, say a trillion miles away. We know He does, and we must know that He hears our

prayers, for when things go hard, prayer is our only refuge, and in it we win the victory.

5. *Stickability.* A colporteur will die out of the work if he does not stick to business. They say that the king of Belgium visited a plant during the war. Everyone was trying to see him and greet him, but he noticed one man that kept on with his work. To him alone did he direct his steps and stretch out his hand to congratulate him on his ability to "stick to the job" although a king was around the place. At least try to imitate the postage stamp which "sticks to one thing until it gets there."

6. *Activity.* A star-brush salesman among the rich, tells us that he regards his activity in meeting the people one of the big reasons for his success.

7. *Cheerful courtesy.* "I have decided not to buy any more shoes at a certain store in this city. The salesman there is not cheerful," said a customer. A smile costs nothing, but it is always worth something, and many times a great deal.

8. *Fearlessness.* "Be not afraid of their faces." Jer. 1:8. Neither be afraid of their homes, nor their size, nor their dogs. During my twenty years in this work, I have never been bitten, never kicked out. "Behold I have made thy face strong against their faces." Eze. 3:8.

9. *Enthusiasm.* "And in every work that he began . . . he did it with all his heart and prospered." 2 Chron. 31:21. That recipe will work even in 1929, and with anybody. An actor once told a preacher that he filled his theater because he acted as if what he said on the stage were true, while the preacher had his pews empty because he spoke the truth as if he did not believe it. He lacked the fire of enthusiasm. I once knew a man that had more success selling books in a foreign field than his companions. This was because of his enthusiasm, for he did not know the language as well as they did.

10. *Tact.* Find the right word and use it at the right time in the right place, and the way of the colporteur will be much more smooth. Paul got a hearing in Athens because he used tact in telling those wise men about the beautiful city they had, and the fine statues and altars erected, one of which was dedicated to the unknown God, whose representative he had the great pleasure to be. Tact is one of the graces that helps to insure success.

H. A. B. ROBINSON,  
Field Secretary Mexican Union.  
Mexico City, Mexico.

## A COURAGEOUS FRENCH STUDENT

Many have asked me to send them the experience of Lucie Carayon, born in Southern France, in the Province of Tarn. She is a descendant of the Huguenots, and possesses the same courageous and daring spirit. It may be of interest right here to know that the church known as the "Tarn Church" is one of the strongest and most active in France. It has never had a pastor, being built up entirely by lay-members. Many of the young people have entered our *Seminaire Adventiste du Saleve, Collonges sous Saleve, (Haute Savoie) France*; and during the summer have ventured out alone, or in pairs, to work for scholarships, that, they believe, is the best preparation for God's last Message. Today some of these young people are leaders in the work.

A letter written by Lucie Carayon tells the story of a heroine for God and His Message in the 20th century. She says:

"I had worked four days in Lavaur [a small town in southern France], and had sold only one book. When I returned to deliver the book, the lady who had ordered it refused to take it. From our conversation, I was able to understand that the priest had aroused opposition against my work, and that I could not hope to be able to do anything more in that town. Never before had the colporteur work seemed so hard to me, and I returned to the hotel not a little discouraged. There I was met in the doorway by the proprietor who said, 'Miss C—, the priest is here, and would like to see you.'

"I stepped into the hotel office, and there found not only the priest, but also a policeman. I felt very insignificant, and those two men immediately took on gigantic proportions. I trembled a little, but I thought of Nehemiah before the king of Babylon, and, like him, I prayed in my heart.

"The priest asked me if I was the one who had sold Mrs.— a book the preceding day. When I replied in the affirmative, he said, raising his voice, 'What right have you to circulate a book among us that does not have the pope's approval?'

"I replied, 'I have not asked for the pope's approval, but for God's. To me that is sufficient.'

"He then accused me of being a Protestant and disregarding the authority of St. Peter.

"I replied that if, as the Catholic Church claims, the pope is the successor of Jesus Christ, it seemed to me that one should be able to find some resemblance between the two. As I had beheld Jesus Christ in His humility,—not having had 'where to lay His head,'—and the pope living in the most excessive luxury imaginable, I had not been able to understand how such a person could be the successor of Jesus Christ.

"The priest then took this text: 'Thou art Peter,' etc. He was so angry and talked so rapidly that for a few minutes I could say nothing. I listened calmly until he changed the subject, asking me several questions concerning the goal and motive for which I was working. I explained to him that this book was being sold by students whose object was to distribute a work that would be a moral uplift to humanity.

"You will not ignore, sir,' I said, 'that conditions in the world today are deplorable, and that one cannot put forth too great efforts to turn the tide that is sweeping it on to destruction.'

"He tossed his head, saying, 'It is not by circulating such a book as this that you will benefit the world. I have never yet seen young girls of your age rambling over the country like

this do a work for the uplift of humanity. You are a poor, lost child, and an agent of the devil.'

"I beg your pardon, sir, but my business is to make war against the devil; consequently, I cannot be his agent. If this were true, his kingdom would not be able to stand.'

"He hung his head, and remained silent for an instant. Then he asked, 'What is your religion?'

"I am a Seventh-day Adventist,' I replied.

"Adventist, Adventist,' he repeated, scratching his head. 'What, then, are your doctrines?'

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### The Bookman

A colporteur came to my door one day,  
And delivered a book I had bought;  
But, when I had seen it, I hid it away,  
For I hated the things it taught.  
So it lay in a drawer neglected, unread,  
A casket of jewels, concealed;  
While I was too busy to bother my head  
With riches it would have revealed.

But a day came at last when, chastened and sore,  
My proud heart was wounded, and bled;  
And I turned to the book, neglected before;  
And opened the volume and read.  
I found the message of comfort I sought,  
In the book I so long had abused;  
And wondering said, as I sat there in thought,  
"God's blessings are often refused."

He who in wisdom can see to the end,  
Foreseeing my proud heart would bleed,  
Sent me the book, by the hand of a friend,  
To help in the hour of my need.  
Its message of love touched an answering chord  
In my hungering heart that day;  
And its beautiful truth drew me to the Lord;  
His glory now brightens my way.

I oftentimes think of the bookman who came  
To bring me a treasure so rare;  
In this vale of tears I may ne'er know his name,  
But I'm hoping to meet him there.  
How good it will be on some glorious day,  
(And it may be part of the plan)  
To have a good angel approach me and say,  
"Come here, and meet the bookman."

I'll clasp the hand of the one who left home,  
And husband, or children, or wife,  
Endured the hardships, consented to roam,  
To bring me the message of life,  
Arm in arm we'll walk by the river so clear,  
Side by side at the throne we'll bend;  
And there, in his ear so no other can hear,  
I'll whisper, "It was kind of you, friend."

W. R. ELLIOTT,

President East Caribbean Union.  
Port-of-Spain, Trinidad.

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"I told him that we believe in the return of our Saviour; salvation by faith in a personal Saviour; and that we observe the Bible Sabbath.

"As soon as I mentioned the latter point, he became furious, and interrupted me very curtly with:

"I was right in saying that you are a lost child. See how you are behind the times! You observe the Sabbath of the Jews. Do you know that the day of rest has been changed?'

"I know, sir, that your church has changed the day of rest; but are you absolutely certain that she had good authority for doing so? I have not been able to find one word in the Bible concerning this change.'

"He arose excitedly, red with anger, saying: "Be cursed, you impudent little saucybox! How dare you scorn the teachings of the church? I tell you," he added, shaking his fist in my face, 'if you do not leave this town as quickly as possible, we will take severe measures in your case.'

"A few minutes before this, the policeman had asked me for my colporteur's license, and had pronounced it in order. At this point in the conversation, he turned to the priest and said:

"Liberty of conscience exists in this country, and this lady is free to practice what she believes.'

"The priest sat down again; and after a moment's silence, he asked me to show him my book. I took out my prospectus, and began my presentation, explaining to him the prophecies on the Papacy and the end of the world. When I had finished my presentation, he asked, 'Have you another one of these books with you?'

"Yes,' I replied.

"He asked me how much it cost; and when I had explained to him the prices of the different bindings, he said, 'Will you go and bring me one in the cloth binding?'

"I was so surprised at this sudden change that I was completely dumbfounded, and without saying a word, I went to get the book.

"When I returned with it, he handed me the twenty francs, saying, 'I believe you are doing a good work, and I wish you much success wherever you go.'

"The priest and the policeman then shook my hand in a friendly manner, and left the hotel. As they were going out the door, I heard the priest say to the policeman:

"I am very much surprised at what has just taken place. That young lady knows what she believes, and is not like some Protestants who are unable to prove their belief.'

"I thank God for this blessed experience, and His promise contained in Mark 13:11 has been fulfilled toward me."

Many of our young people will be out this summer in the Inter-American Division working for scholarships. May God help all to endure like good soldiers, and may the experience of our dear sister, Lucie Carayon, inspire each to attempt great things for God this summer. Use that wonderful instrument that God has given us, and which was employed by Sister Carayon—PRAYER.

J. A. P. GREEN,  
Field Missionary Secretary  
Inter-American Division.

Balboa, C. Z.

## HOW A SUPERINTENDENT CAN HELP THE COLPORTEUR

I have selected six of the many different ways that a superintendent can help in the circulation of the printed page. They are:

1. By keeping the colporteur work before the churches and isolated members, emphasizing its importance as an evangelizing influence.

2. By relating the encouraging experiences of the colporteurs and thus attracting others to this line of work. This will help the church members, not only to see the good work that our colporteurs are doing, but to know that the leader has a definite interest in that branch of the work.

3. By continually keeping on the lookout for bright, active young people, and encouraging them to enter this branch of the Lord's work. Many times a few encouraging words from the superintendent to a young person will change the current of his life and make him an active literature worker, when otherwise he might go on without ever find-

ing his place in the Lord's work.

4. By writing encouraging letters occasionally to the colporteurs who are out in the field. If he knows that a colporteur is having an especially hard time, and selects that moment to write him an encouraging letter, it will help him greatly. Another time when an encouraging letter has a great influence is when the superintendent happens to visit the parents or relatives of a colporteur in the field.

5. By exalting the dignity of the literature work, recognizing the colporteur as one of the workers in the cause, and emphasizing the importance of his work.

6. By getting out himself occasionally and spending a few days selling our books in the same way that the colporteur does. I believe when it is possible for the superintendent to do this occasionally, it is one of the very best methods he can employ for helping in the circulation of our literature. It would have a telling influence throughout the field. In this way he not only definitely circulates literature himself, but he shows to all his constituency that he himself recognizes the dignity of that line of work.

W. E. BAXTER,  
Superintendent Central American  
Union Mission.

San José, Costa Rica.

“THE ENTERING WEDGE”

Soon after beginning our work in Antioquia, we were face to face with the opposition of the arch-bishop. He not only denounced our preaching, but also prejudiced the people against our literature. However, we were not intimidated; for God never has, nor ever will, permit any man or company of men exclusive right to His Word. But if official decrees and the daily papers would keep the people from our chapel, then, as invincible believers in the power of our literature, we proposed to carry the Message in the printed page into the very homes of truth-seekers, so that they might have a chance to study it unobserved.

Hitherto, no success of any kind had been attained in this mission with religious books. Hence, we concluded that we should follow more closely the instruction of the Spirit of Prophecy to begin the work in new places along health lines. But having no sanitarium or clinic within our borders, we did the most logical thing which was to canvass for the health book, and thus gain the confidence of the people.

In view of these conclusions, I asked our native colporteur to take me to the leading doctors of the capital. I am pleased to say that every one of them received us favorably and during that week, with the Lord's special blessing, we received a goodly number of the most influential signatures of the medical

staff, including that of the doctor of the arch-bishop. These men also recommended “Home Physician” highly to the public.

My next desire was to canvass the governor. There also we met with favor. That first man in authority in the land not only gave a valuable indorsement of the foregoing names, as professionals of distinction, but had the seal of the province affixed to his signature. We certainly had every reason to praise God for crowning our efforts with such marked success.

With the first three pages of the prospectus thus adorned, I started for one

Big Week Rally Song

(Tune No. 511 in “Christ in Song”)  
Work! oh, work! for Big Week, servants of the Lord,  
Telling news of Jesus, through the printed word,  
Selling books for missions everywhere you go;  
Scatter printed pages—thus defeat the foe.

Chorus:

Work, work, for Big Week, young and old,  
Work till the vict'ry you behold.  
Souls are the fruitage Big Weeks bring,  
Anxiously waiting Christ our King.

Big Week now is here, and we must do our best,  
Helping struggling schools whose work the Lord has blessed,  
Buildings, homes, equipment—to the call give heed,  
Working now with vigor, let us fill the need.

Many printing houses must be helped today.  
They are calling now “This help do not delay,”  
Nations waiting for us call us to be true,  
To the call of Jesus who has work for you.

Dispensaries are needed, in this world of woe,  
Sick and suffering people everywhere we go;  
Let us help our doctors as they labor on,  
Bringing sweet release to sinners all undone.

Hand to hand united, hear us as we sing,  
We are willing workers, serving Christ our King.  
Vict'ry will be certain, as we lean on Him;  
Souls will soon be lifted from the pit of sin,  
—Selected.

of the near-by cities where one of the bishops resides. It was easy work to secure the orders in the municipal offices and of the doctors; but, somehow, the merchants did not seem to want to follow suit at once. But soon I was to see how a kind providence removed the obstacle. While I was canvassing a merchant and endeavoring to study the situation, a man stepped into the store, joined in our conversation and presently asked me if I was not the minister of the Adventist mission. Assenting, I continued my canvass.

A few minutes later I noticed the same person with a priest in front of the bishop's palace. “This,” I thought, “may mean that all my work here will be for naught,” remembering we had been called intruders by the arch-bishop.

There was only one solution and that was to see the bishop for myself. After an earnest prayer for the good of our work, I went to the palace. To my surprise, I found him to be quite friendly, and before leaving his library, he gave me an order, not for one, but for two copies of “Home Physician.” During the next half hour I secured six more orders from the priests. Then the merchants began to order readily.

This proved such a good way of canvassing in Antioquia that we have repeated the same plan in other provinces, and have had the same gratifying results. We now have on our list the names of four bishops, over one hundred priests, and many of the best families in the mission, although in the beginning the way looked so hedged up.

E. M. TRUMMER,  
Superintendent Antioqueña Mission.  
Medellín, Colombia.

NEXT MONTH

The Annual Council of the division was held here in Balboa April 18-28, during which time, careful study was given to the work throughout the different unions. The recommendations passed will appear in the next issue of the MESSENGER, as the council was held earlier than originally planned and it had already been arranged for this number of the MESSENGER to be devoted to the publishing work.

F. L. HARRISON.  
Balboa, C. Z.

Obituary

PIEDRAHITA.—Sister Dolores Rave Piedrahita died suddenly in her home March 19, 1929. Her death was caused by an electrical accident. Sister Dolores was the first person to take her stand for the Message in Antioquia, five years ago. She was a firm believer in the Advent doctrine. She had just been studying the Message with a visitor, and as she returned to her regular home duties the fatal accident occurred.

Her loss is mourned by her husband, three children, her father, and a large circle of relatives. We are confident that Sister Dolores is numbered among the blessed of Revelation 14: 13.

E. M. TRUMMER.  
Medellín, Colombia.

DIVISION DIRECTORY

E. E. Andross - - - - - President  
F. L. Harrison - - - - - Secretary-Treasurer  
C. E. Wood - - - - - Field and Home Miss. Sec'y.  
J. A. P. Green - - - - - Field Missionary Secretary  
Mrs. E. E. Andross - - S. S. and M. V. Sec'y.  
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### COLPORTEURS AS LEADERS IN THE BIG WEEK CAMPAIGN

The time has come to sound the first clarion call to service in the 1929 Big Week campaign. Soon the call will be passed on to the churches, and an army of lay members will go forth to scatter truth-laden literature like the "leaves of autumn."

We recognize that our colporteurs, who have continual experience in the front-line trenches, are the most efficient leaders we have in this annual campaign; and greatly appreciate the influence they are able to exert in encouraging enlistment, instructing recruits, and in marshaling the lay forces for concerted action.

We are proud of the individual records made by our colporteurs in our 1928 effort. As you, colporteurs, visit the churches tell the members how you did it. They will be encouraged to know that even experienced colporteurs must put forth persevering effort to achieve success. Tell them of your brightest experiences, and of how God, by His providences, prepares the way for you to meet honest souls who have been waiting for some one to tell them the truth. It will inspire others to be messengers in this Big Week opportunity. May the Lord bless our colporteurs as they faithfully do their part in the 1929 campaign.

C. E. Wood,

Field Secretary Inter-American Division.  
Balboa, C. Z.

### EFFICIENCY AND ORGANIZATION

More and more we shall need to study how we can develop greater efficiency in our work as colporteurs and leaders. A theory as to how the work should be done is not sufficient.

To be sure a correct theory of the work is essential, but practical experience must be added if real efficiency is to be obtained and maintained.

It often takes years of experience to develop an efficient and successful colporteur, and it is from this class that we should seek to obtain our leaders. We need to keep a sharp lookout that a sufficient number of this class is held in our colporteur ranks to supply leaders as they are needed.

If we keep our literature strong we must constantly maintain a strong organization, built up with competent leaders in the local fields as well as in the unions and divisions.

We appeal to our conference and mission executives to keep a watchful eye on our literature organization and not suffer the work to lag for lack of sufficient leaders. If it becomes necessary to call a colporteur or a leader of the colporteur or the home missionary work to other lines of service, let study first be given to filling the vacancy that will

thus be created. Keep the organization strong and efficient for it is largely through our literature that the glorious Message of the Third Angel is to triumph.

W. W. EASTMAN,  
Associate Secretary Publishing Department  
General Conference.

Washington, D. C.



W. W. Eastman, for forty years in the publishing work

### GOD WORKS IN A STRANGE WAY

Good news just came to the division office, telling about a wonderful experience of our good brother Pedro A. Gil, who is one of our faithful workers. The enemy of all truth has tried to make the way very hard for this faithful colporteur; but he refuses to give up, always trusting in the mighty arm of God to deliver him from every difficulty. He recently arrived in the town of — with that splendid book, "Patriarchs and Prophets," which we are told "should be sold everywhere. This book contains truth for this time,— truth that is to be proclaimed in all parts of the world. Nothing is to hinder its sale."—*Colporteur Evangelist*, p. 35.

Brother Gil had good success as he went from house to house; and fourteen persons were convinced that they needed such a book in their homes. But the priest learned what had been done, and determined to scare everyone that had subscribed. So, undoubtedly he visited every home and threatened the people with excommunication if they permitted the book they had honestly ordered to enter their homes. Whatever he said, or whatever he did, he succeeded in scaring the people, so that when Brother Gil returned to deliver his fourteen books, the people met him in a cold and indifferent manner, refus-

ing absolutely to take the books. Every person sent him away, and unquestionably the enemy was behind the scene smiling to think he succeeded so well.

Not a little discouraged, our brother returned to his hotel, wondering what it all meant. He prayed to God to find out what could be done to help those honest people, who had been deceived by priestly influences. His simple prayer to the One who is able to overcome the greatest obstacles, and the One who often works in a strange way, was answered in a peculiar manner. The thought came to him to telegraph to those who had the ruling power of the nation, and so a telegram was sent to the minister of education. The telegram was as follows:

"I am a representative of the Tract Society at — and in pursuit of my duties as such I am here selling a moral book which the government has admitted to the country through its custom house. I am being hindered here by the priest who has prohibited the people from receiving the books they have ordered from me. I appeal to you for advice."

The minister is a broad-minded man and one who knows that liberty spells success to any nation. He immediately replied by sending words something like this:

"If the priest insists upon bothering you, take him before the tribunal."

When our courageous brother received that message, he returned to the same people who had ordered "Patriarchs and Prophets," and everyone who had refused before, now paid for his book. And, best of all, this incident has permitted our brother to sell many pages of truth in other towns where the priests had full control.

It never pays to give up. Use that mighty key—prayer—which will open up the treasure house of heaven, and help one to overcome the barriers set up by the enemy.

This little incident also proves that we must now work fast, taking advantage of the liberty that we now enjoy. Surely, the time has come when we must heed the admonition which has been given to us as a people:

"Church members, *awake* to the importance of the circulation of our literature, and devote more time to this work. Place in the homes of the people papers, tracts, and books that will preach the gospel in its several lines. There is no time to be lost. Let many give themselves willingly and unselfishly to the canvassing work, and thus help to sound a warning that is *greatly needed*. When the church takes up her appointed work, she will go forth 'fair as the moon, clear as the sun, and terrible as an army of banners.'"—*Christian Service*, p. 147.

J. A. P. GREEN,  
Field Missionary Secretary  
Inter-American Division.

Balboa, C. Z.

**BIG WEEK—June 23-29**