


# SOUTHERN UNION WORKER



"My meat is to do the will of Him that sent me, and to finish His work."

VOL. XIII

OOLFEWAH, TENNESSEE, DECEMBER 11, 1919

No. 50

## City Work

The cities of the world are coming up before God and receiving consideration of heaven. The scourge preceding the seven last plagues is to be poured out upon the cities of the earth. What we do for these cities should be done quickly. It is impossible for the living preacher to enter all the homes of these large centers of industry. Therefore the material contained in books which God has given us should be used in giving the message to them. Our books and pamphlets should be put in the hands of the city people.

Some have placed many books in the hands of the city people, and given a large share of their time to the development of city work, and it is evident that God would be pleased to have sufficient colporteurs get a burden for the cities to give the message this winter to the people in these crowded centers.

There are decided advantages in favor of city work. An individual can be at home with his family at night, can eat mostly at his own table, and when it comes to the time of delivery, he can easily reach his customers. It is being demonstrated by some today that books can be sold in the cities as well as in the country.

Let us consider this in planning for the work this winter, and may God add His blessings to the workers who undertake this task for Him. S. E. WIGHT.

## Winter Canvassing and City Territory

Winter canvassing and city territory have been two great imaginary lions that many earnest colporteurs have dreaded to meet in the pathway of their experiences. Although the cities contain a very large portion of the intelligent and influential class of people, also great enterprises that furnish employment to millions who must be warned, yet it seems that we have too long imitated the example of the priest and Levite by passing these by on the other side.

If we should be fearful of "brown stone fronts," let us remember that those who live in these houses are *just people* like other folks, and have no longer teeth for *biting colporteurs* than country people. On the other hand, they are usually cultured people, and have been trained to treat callers courteously. So approach them as evangelistic colporteurs, and not as book agents, and the battle is largely won.

Remember, too, that people as a rule have more time to read and more money to spend during the winter than at other seasons of the year. Other enterprises are busy during these months, then why should we allow the world to use this opportune time for seed-sowing and we remain idle? Should we wait until the season is just right, according to our imagination, or until the temperature is just right, and the

customer is just right? Or should we be masters of circumstances by overriding difficulties and make circumstances our helpers instead of our hindrances?

Last year all the colporteurs who canvassed in the Southern Union Conference during the months of January and February averaged nearly two dollars per hour in sales. Saying nothing about the value of souls that possibly were reached, and looking at it simply from a financial standpoint, I am sure that all of us will admit that this was a good deal better than sitting around home where we usually have plenty of time and opportunity for holding "lions in the way" by sitting in "grouch's corner" on "critic's stool," saying at least in the heart, if not by words, "*It can't be done.*" Then, too, looking at it from another viewpoint, and realizing that likely we have by working through the winter months been able to reach some souls that evidently would have been out of reach before spring, it seems to me ought to inspire us to become a continuous, or *all-the-year worker*. It is encouraging to know that many of our colporteurs are doing this, and the Lord will know just how to reward them when the Saviour comes, and will give to every man according to his works.

Of course there may be some

"snow lions" in the way, but let us take a lesson from Jehoida, the son of a valient man, who, the Scriptures say, "slew a lion in the midst of a pit in the time of snow." 2 Sam. 23:20. Surely if the soldiers of the world can stand the winters in their work, sometimes fighting in trenches with water up to their waist, it would seem that soldiers of the Cross, who are to bear the last message of mercy to the world in this generation, would be willing to carry this message to the people in winter as well as in summer.

"Say not ye, There are yet four months (or until spring) and then cometh the harvest? Behold, I say unto you, lift up your eyes, and look on the fields, for they are white already to harvest."

V. O. COLE.

I said, "Let me walk in the fields;"

He said, "Nay, walk in the town;"

I said, "There are no flowers there;"

He said, "No flowers, but a crown."

I said, "But the skies are black,

There is nothing but noise and din;"

But He wept as He sent me back,

"There is more," He said, "There is sin."

I said, "But the air is thick.

And fogs are veiling the sun;"

He said, "Yet souls are sick,

And souls in the dark, undone."

I said, "I shall miss the light,

And friends will miss me, they say."

He answered me, "Choose tonight,

If I am to miss you, or they."

I pleaded for time to be given,

He said, "Is it hard to decide?"

It will not seem hard in heaven,

To have followed the steps of your guide."

I cast one look at the fields,

Then set my face to the town;

He said, "My child, do you yield?"

Will you leave the flowers for the crown?"

Then into His hand went mine,

And into my heart came He,

And I walked in a light divine

The path I had feared to see,

—Selected from "Missions and Leadership."

## All-Year-Round Colporteurs

Yes, all-the-year-round colporteurs. Why not? If preachers, Bible workers, doctors, nurses, and all other classes of workers in the cause of the

Third Angel's Message work the year round, why should not the colporteur, called of God to so sacred a work, do the same?

Is not the work of sufficient importance to demand it? We believe it is. Read carefully the following:

"The intelligent, God-fearing, truth-loving canvasser occupies a position equal to that of the Gospel minister."—The Colporteur Evangelist, p. 15.

Now since the colporteur occupies a position equal with the Gospel minister, and the minister's work is of so great importance that it occupies all his time the year round, then why is it not equally true that the colporteur should be occupied with his work the year round? Surely it is as important that the colporteur continue his God-given work during the winter months as it is that the preacher continue to preach during the winter.

### Winter Is the Best Time of the Year

Winter in some respects holds advantages over the summer for this work. The people devote more time to reading, making use of the long winter evenings, and are often more disposed to buy books than in the summer.

The minister may change his plan of work from the open canvass pavilion to the halls or church buildings of the congested cities. And so may the colporteur. For as the summer months are preferable for country canvassing, so are the winter months preferable for city canvassing.

That the cities are to be worked by the evangelistic canvasser is evident from the following:

"The work of the canvasser-evangelist, whose heart is imbued with the Holy Spirit, is fraught with wonderful possibilities for good. From city to

city, from country to country, they are to carry the publications containing the promise of the Saviour's soon coming."—The Colporteur Evangelist, p. 98.

### Success in the Cities

The cities are now ripe for this work and success is coming to those who are endeavoring, under God, to do faithful work in them.

A report comes to us from a brother in the Northwest who in four weeks secured \$800.00 worth of orders for one of our large books in towns and cities.

While attending the Atlantic Union Conference in New York City recently my attention was called to two reports received during the meeting from two colporteurs in the cities of Massachusetts. One reported \$108 and the other \$150 for the week.

Colporteurs in New York City are taking as high as \$400 worth of orders in one apartment house. Just think of the possibilities before us in the cities. City work is a great schooling for our country colporteurs; and those who can do so and enter the cities during the winter, putting in faithful time, will be rewarded.

### Lady Colporteurs

Lady colporteurs are especially adapted to city work, and if imbued with the spirit of the Master can accomplish wonders in His name in the sale of our large books in these congested centers.

The writer began his work as a colporteur in a city just thirty years ago the first day of January, and during his canvassing days worked in the country districts during the summer and the cities in the winter, working twelve months each year, receiving spiritual, physical and financial benefit therefrom.

W. W. EASTMAN.

**Stop! Look! Listen!**

Are you a colporteur? Have you shared in the blessing and the experiences which came to our Christian salesmen during the year 1919? Did you have a conviction that you ought to join our army of colporteurs, but failed to respond? Has your conscience smitten you and caused you to feel like a "slacker?" If you did have a conviction, and an opportunity to enter this branch of God's cause, what excuse can you offer the Lord for not responding? These are questions worth your sincere consideration.

The year 1920 looms up before us. It presents the greatest need in the annals of human history. The cities are in fearful darkness and Isaiah tells us that gross darkness covers the people. It is a well recognized fact that the ministry and the Bible workers cannot reach the masses alone; however, God plainly states that the earth will be filled and lighted with His glory. How is this to be accomplished? Through the Spirit of Prophecy we learn that our books are to aid largely in giving forth this light. But these books must be carried to the homes of the people in the cities as well as in the rural districts before they can shed forth the light.

So the call of the hour is this: God wants honest, earnest, zealous, loyal, consecrated men and women to take up the sale of our literature now, who will give their life, time and talent to it until the work is finished. The Lord calls for men and women with a strong conviction concerning their responsibility and the work He would have them to do. The call to sell our truth-filled books is a sacred one and God desires men of talent to take it up.

My dear fellowman, are you ready to respond and say,

"Lord, here am I, send me?"

There are many who ought to be engaged in this work as permanent, all-the-year-round colporteurs. If you hunger, yes, thirst for such blessings, and even greater than shared by our bookmen during the past year, settle the question now without delay and enlist in this grand and noble branch of our cause, with a strong determination to win and not fail.

J. F. WRIGHT.

**Faith by Works**

"Now Faith is the substance of things hoped for, and the evidence of things not seen." Heb. 11:1. "Even so faith, if it hath not works, is dead, being alone." "Yea, a man may say thou hast faith, and I have works, and I will show thee my faith by my works." James 2:17,18.

During the last ten days it was my privilege to visit our people at Alexandria, Mansfield, Shreveport, and DeRidder. Without exception I found that they have been demonstrating their faith by their works. The Lord has wonderfully blessed efforts put forth in the Harvest Ingathering Campaign this fall. At Alexandria one sister past 60 years has received nearly \$25. While there one sister and myself worked two hours and received nearly \$4. Our faithful company at Shreveport are all alive with this work. We planned a field day Monday, Nov. 24; some could not wait till Monday, but went Saturday night; as a result one sister for two hours' work got \$5.25. Monday about eight or ten went out and with some substantial promises from prominent business men we raised \$75. One sister got \$11.08, another \$7. Last year Shreveport raised \$135. They have set their goal for \$250 this

year. They already have \$150 toward their goal. We are glad to see our faithful brethren and sisters at Shreveport show their faith by their works.

Shreveport No. 2 has received \$100 of their goal of \$150. A letter from Brother Washington, our faithful pastor there says: "We are glad to receive the 200 papers, as I was a little gloomy after being out of them for a month." They have been out of papers for some time, but now that the papers have arrived, we are looking for big things from Shreveport No. 2. Brother Washington further says: "Sister Green went out and secured \$6.05 in two hours."

DeRidder has gone over the top. They set their goal for \$100 and have already raised \$110. Brother W. C. Johnson heads the list with \$65. Sister Mattie Johnson comes next with \$25.

New Orleans has nearly \$700 toward their goal of \$1000. Several bands have gone in the foreign district with French, Italian, Spanish and Yiddish papers and secured about \$60.

Surely the Lord is giving our people a mind to work. To date we have \$1,050 toward our goal of \$2,000. This is not a complete report, as we have not received any reports from the churches for November. Let us give the Lord all the praise for these good results and press on with renewed vigor and enthusiasm the remaining month that is allotted to us and demonstrate our faith by our works.

"Down by the sea of mild Galilee,  
The Saviour passed time and again,  
From the shore of the sea he called, 'follow me,  
And I'll make of you fishers of men.'  
"He is calling today in the same earnest way.  
He is calling for fishers again,  
And the brightest names known up around  
God's throne,  
Will be those who were fishers of men."

L. E. Christman, Home & Medical Missionary  
Secretary Louisiana Conference.

# Colporteurs' Report Southern Union

## Permanent, or All-Year-Round Colporteurs

The Master left this word to all His followers: "Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost; teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world." Matt. 28: 19, 20. Again He said: "This gospel of the kingdom shall be preached in all the world for a witness unto all nations; and then shall the end come." Matt. 24:14.

Here is plainly outlined missionary work of the highest order. This work must be done before the Saviour can come again. We understand when Christ said: "Son, go work today in my vineyard," He meant this work to be carried on continuously. We are to reap in due time if we faint not. The Christian's rest comes after sin has been banished from the world, and the earth again reflects its Edenic beauty.

We are told that, "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 importance of bringing before the world as fast as possible the books necessary for their spiritual education and enlightenment. This is the very

### ALABAMA CONFERENCE

Name	Book	Hrs.	Orders	Value	Helps	Total	Deliv'd
W E Adair	BR			\$	\$	\$	\$568 00
M D Brantley	BR	17	6	24 00	2 25	26 25	
Chas Berry	BR						300 00
R D Capps	BR						266 00
Joe Curzon	BR						179 00
W A Crowson	BR						1271 00
Fred Fuller	BR	58			1 45	1 45	184 00
John Gardiner	BR						448 00
Nellie Henderson	BF						200 00
Wm Jackson	BR	58			1 70	1 70	113 00
Rosa Johnson	BR						316 00
Ed Lockett	BR						294 00
Clayton McNeill	BR	41					280 00
N F Nelson	BR	19	7				34 00
Frank Schultz	BR						225 00
N H Waters	BR						2502 00
E C Widgery	BR				85	85	56 00
Mrs Mary C Williams	OD						12 50
Bibles				8 00		8 00	15 75
<b>Total</b>		<b>193</b>	<b>13</b>	<b>32 00</b>	<b>6 25</b>	<b>38 25</b>	<b>7264 25</b>

### LOUISIANA CONFERENCE

L B Spear [5wk]		108	52	\$233 00	\$23 00	\$256 00	\$25 95
Mrs R Mann	OD	21	42	115 00	31 00	146 50	17 00
W Watson [2wk]	BR	36	33	135 00		135 00	6 00
R R Coble	BR	38	27	121 00		121 00	
W C Causey	BR	38	25	109 00		109 00	
Viola Mann	OD	21	23	51 50	44 00	95 50	16 50
W A Hunt	BR	28	16	73 00	18 50	91 50	65 00
J B Hardy	BR	25	14	72 00	8 30	80 30	30 30
A Pendas	BR	19	9	41 00		41 00	8 00
R W Babylon	OD	5	7	20 50	35	20 85	3 85
E R Burke	BR	29	3	13 00	3 40	16 40	4 00
E H Fournett	BR	29	2	8 00	1 70	9 70	1 85
A J Thiele	BR	60					454 00
Bibles				26 55		26 55	53 45
<b>Total</b>		<b>457</b>	<b>253</b>	<b>1019 05</b>	<b>130 25</b>	<b>1149 30</b>	<b>685 90</b>

work the Lord desires His people to do at this time."..... "Papers and books are the Lord's means of keeping the message for this time continually before the people. In enlightening and confirming souls in the truth, the publications will do a far greater work than can be accomplished by the ministry of the word alone."

We believe these words from the servant of God places the principle of colporteur work in its right setting. This brings us

again to the conclusion that as the Gospel worker is to continue at his work without ceasing, so the work of the colporteur should be continuous.

The Apostle Paul gives us a glimpse of his method of work when he says, "Therefore watch and remember, that by the space of three years I ceased not to warn every one night and day with tears." Acts 20:31. Thus in his missionary work he found no place to stop. He was following the same methods of work

# Conference for Week Ending Nov. 29

## MISSISSIPPI CONFERENCE

				\$	\$	\$	\$
C R Cannada	DR	52					\$351 00
Eric Francis	BR	37					296 00
R S Little	BR	51		1 60	1 60		152 00
J L Waller	DR	57					145 00
L H Conolly	BR	14					133 00
George McGee	DR	37	18	80 00	50	80 50	
M J Patrick	DR	25	13	54 00	8 70	62 70	
Jacob Soughs	BR	20			25	25	48 00
West Brown	BR	48			3 50	3 50	33 00
Mrs Harrell	GC	3			5 00	5 00	
Nellie McMullan	BR	1	1	4 00			4 00
Bibles						5 50	
<b>Total</b>		<b>345</b>	<b>32</b>	<b>138 00</b>	<b>19 55</b>	<b>163 05</b>	<b>1158 00</b>

## TENNESSEE RIVER CONFERENCE

				\$	\$	\$	\$
M Wheeler	DR,GC						\$567 40
Louis Rayford	DR,BR						325 50
Henry Cheshire	DR						129 00
H S Baskerville	DR,BR	39	25	108 00		108 00	
Mollie Hurdle	DR,BR	26	14	58 00	9 30	67 30	2 70
L F Lambert	BR						44 00
L B Getter	DR,OD	40			25 00	25 00	46 00
Wm J Keele	DR,BFL	12	6	13 50	8 75	22 25	9 45
Susie McGee	BR						16 00
Bibles				60 50		60 50	52 15
<b>Total</b>		<b>118</b>	<b>45</b>	<b>240 00</b>	<b>43 05</b>	<b>283 05</b>	<b>1192 20</b>

## KENTUCKY CONFERENCE

				\$	\$	\$	\$
H M Gibson	BR,HM	24	31	\$133 00		\$133 00	
R W Harris	OD	9	19	47 50		47 50	
F F Harrison [2wk]	BR	41	25	102 00		102 00	82 00
R Y Howard [2wk]	BR	60	17	68 00	10 00	78 00	51 50
Claud Hughes	BR	14	9	36 00		36 00	4 00
C D Minnis	OD	40	21	61 50	1 00	62 50	23 85
Lee Page	BR	10	12	48 00		48 00	45 00
<b>Total</b>		<b>198</b>	<b>134</b>	<b>496 00</b>	<b>11 00</b>	<b>507 00</b>	<b>206 35</b>
<b>Grand total</b>		<b>1311</b>	<b>477</b>	<b>1925 05</b>	<b>210 10</b>	<b>2140 63</b>	<b>10486 70</b>

as our colporteurs, namely, going from house to house.

Time is short, and there remains a large amount of work to be done. "The time has come when a large work should be done by the canvasser. The world is asleep, and as watchmen they are to ring the warning bell to awake the sleepers to their danger." How can this be better accomplished than by our faithful colporteurs planning their work so as to spend their entire time in the field, "ringing

the door-bells," and giving the people an opportunity to obtain the truth-filled books?

"The silent messengers that are placed in the homes of the people through the efforts of the canvasser will strengthen the gospel ministry in every way; for the Holy Spirit will impress minds as they read the books, just as He impresses the mind of those who listen to the preaching of the Word. The same ministry of angels attends the books that contain the truth as attends the work of the minister."

This certainly shows plainly that the only way to finish the work is for all our colporteurs to decide that they will from now on devote their entire time to this blessed work of scattering the seeds of truth contained in our publications.

"God might have committed the message of the Gospel, and all the work of loving ministry, to the heavenly angels. He might have employed other means for accomplishing His purpose. But in His infinite love He chose to make us co-workers with Himself, with Christ, and the angels, that we might share the blessing, the joy, the spiritual uplifting, which results from unselfish ministry."

C. N. SANDERS

## Demand for Books

Never before in the history of this movement was there such a demand for our books as now. Requests from men and women who are not Seventh-day Adventists were never received by our publishing houses in such numbers as at the present time. If men of the world, whose hearts have not been touched by the love of God and who look at this work simply as a commercial enterprise, are clamoring for the privilege of selling our books, surely a people, stirred with a message that is to go to earth's remotest bounds, should rise as one man to this great call of the hour.

In Vol. 7, p. 140, we read that "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." But books piled high in our publishing house storeroom will not

accomplish this work. World record-breaking reports from sister conferences will never lighten the hills and valleys of Tennessee with the glory of that mighty angel. Our only hope is that the membership will rally and put these truth-filled books in the hands of the people.



Are you a colporteur? One answers, "I do not know, for I have never given the work a trial." Now is the time for you to know. It is more than likely that as a God-fearing colporteur you can be a mighty force in the finishing of this work. I trust God will roll such a burden for this work upon our men and women as we have never known.

Today we are reaping a harvest of souls, the result of books scattered years ago. I have on my desk a request for a minister to hold meetings, and it comes from a sister who has read a couple of our books. She is anxious that she and her neighbors hear more of this message. In my last effort one of the new Sabbath-keepers in visiting a friend saw a copy of "Bible Footlights" on the table. A few questions brought out the fact that

the book had been in the home for eight years, a silent testimony for the Third Angel's Message. Today the woman is keeping the Sabbath and studying to know more of the Truth.

One can hardly realize what the harvest today would be if years ago the books had been placed in the hands of the people in the same way that they are being placed today. If we expect to see the work finished in this field we must go forth into every hedge and byway and carry the message to the people. A few men cannot do it. Working a few months in the summer sunshine will not do it. Our only way, go to one and all, winter and summer, through cold and heat, and search out the honest in heart.

Surely no field has the natural advantage for all-the-year colporteur work as this. The words of Kate Ayer Roberts have a special meaning to us:

"My beautiful Southland in sunshine there lying,  
Where else could the sword of the soldier  
best rust?  
So for me when life's battles are o'er and  
forever,  
'Tis down here in Dixie, I'd fain turn to  
dust."

We as a people, however, are not trusting entirely to the grave as our goal; therefore I have transposed and added another verse—

Or better, if I should behold His appearing,  
When Jesus in glory returns for His own,  
I'd leave hollyhock, mistletoe and cottonfields  
waving  
To go with my Lord to that long promised  
home.

If we take hold of this work, God will bless our efforts, and we will see such results in this field as we have never known before. I. M. MARTIN.

### Winter Canvassing

In the past many canvassers have thought that not much could be done at selling our books in the winter time. However experiences in recent years have proven that there is no better time for this line of work than

during the winter months. Last February we averaged about two dollars an hour in sales, besides our deliveries. Some of the most pleasant experiences that I can recall in the canvassing work happened a year ago last winter when the snow was deep and the weather so cold that everybody was at home and ready to give me a warm welcome. I am sure the angels were there, for I got an order at almost every home. I sometimes wonder if, when a little spell of bad weather comes and some of the workers quit for a while, their angels do not go on with those who stay by the work.

The canvassing work, properly conducted, is missionary work of the highest order, therefore demands our best efforts. Feeling that God has called us to such an important line of work, we should also feel that He would have us make the most of our time. We are told that our time is a talent that God requires the strictest account. We are not our own to do as we choose—work for God today and tomorrow serve our own fancy, for we are bought with a price, even the precious blood of Jesus.

The most successful canvasser is the one who stays right by the work the year round. You know the angels go before to prepare the hearts of the people. How can we think of the angels stopping their work of loving ministry, even for a few weeks.

In some territory where the roads are muddy it might be well during the bad weather to work in some of the towns or cities. Of course we will never come to the time when all difficulties will be removed, but let us learn to make stepping-stones out of stumbling-blocks, and remember

"When Israel out of bondage came,  
A sea before them lay;  
The Lord reached down His mighty hand,  
And rolled the sea away."

"Then forward still 'tis Jehovah's will,  
Tho' the billows dash and spray;  
With a conqu'ring tread we will push ahead,  
He'll roll the sea away."

Raymond R. Brooks.

## Winter Canvassing

In the minds of some the idea prevails that the colporteur work cannot be carried on successfully in the winter time because of the unfavorable weather conditions, the snow and the mud that prevails at that time of the year.

	Agents	Hours	Total val. of orders	Delivered
1918 November	15	1746	\$3737.55	\$4192.40
1818 December	18	1592	2376.20	8817.00
1919 January	13	1328	4033.60	1204.50
1919 February	19	1307	5581.85	1713.90
1919 March	20	2271	5533.70	4694.60

And April reached \$10,677 in orders. Practically all of this work was done in the country during this time.

There are some distinctive advantages to the courageous colporteur who braves the weather and goes prepared for the mud to winter canvassing in the country. The people have plenty of time to listen, and to read if they are so disposed. Besides this, in many sections they are more likely to have the money than in

The best proof that it can be carried on successfully is the fact that it has been done, as the following figures will show. This is a report of the work done by the Kentucky colporteurs during the cold months of the 1918-19 seasons:

the months when the more favorable traveling conditions prevail.

The colporteur, with this message burning in his very bones, will make the needed preparation as some of our boys have already done, and will go through the mud, the cold, or the snow to present this last warning message of salvation to perishing souls.

"Now where the wintry sun doth disappear  
For full three months of every passing year.  
In ice-bound lands he joyful wends his way,  
To sell his books that tell of endless day."

R. I. KEATE.

## City Canvassing

"In a large degree through our publishing houses is to be accomplished the work of that other angel who comes down from heaven, and who lightens the earth with his glory." Vol. 7: 140. "The world is to receive the light of truth through an evangelizing ministry of the Word in our books and periodicals" Vol. 9:61. "As long as probation continues there will be opportunity for the canvasser to work." Vol. 6:478.

It is plain in these quotations that the bookwork is one of the principal agencies God will use to finish the work, and that the colporteur will have the opportunity to work till the end. In Vol. 9:63, the servant of the Lord says, "Our books and papers are to be brought before the notice of the people; and the gospel of present truth is to be

given to our cities without delay. Shall we not arouse to our duties?" Does not this statement indicate that the book work will be one of the agencies God will use to warn the cities? I think it does. For years we have been endeavoring to reach the multitudes in these cities, and we have used various agencies, such as tent and hall efforts, the daily papers, etc., but with none of them have we been able to reach all or even a large proportion of the people. We have employed Bible workers and they have gone patiently from home to home seeking admission, but they have been able to enter only a few. The nurses have been able to reach some; but it is a fact that with the use of all these agencies there are still many thousands in all our cities who are unreached and unwarned. How shall we ever

reach these people? All these agencies have their place in the work and should be used, but in our work in the cities is it wise to neglect to use the very agency through which God says the world is to receive the light of truth? I think not. The other agencies reach a few, but the colporteur goes to every home.

Colporteur work can be successfully done in the cities. It has been done. Mamié Moore (now Mrs. Eder) canvassed for six years in Memphis, Tenn., going from door to door with "D. & R." selling more than six thousand dollars' worth of books in that time. What she did, others can do. There are doubtless members of our churches and students in our schools who could beat this record if they were given the proper training and help. There are young ladies in our schools who find it difficult to canvass in the country who might succeed in earning their scholarships canvassing in the cities if they were given the right help.

Would it not be a good plan to select someone in every conference who has had experience in city canvassing, and who has the ability to train others, and let them seek out such as seem to have talent for city canvassing and assist them to get started in the work, supervising their work for a time until they have demonstrated their ability to do it? Such a leader might get a number together in an institute and give them several days of special training before setting them to work. Of course some would be sure to get discouraged, but with this plan their leader would be there to give them such advice and help as they needed, and might go with them for a short time till they were on their feet again. There are many of our people who ought to be in this work, and in this way many of our books might be placed in the homes of the people in the cities, where at present very little is being done.

W. R. ELLIOTT.

# Southern Union Worker

Published weekly, 50 numbers, by the Southern Junior College, formerly Southern Training School, for the Southern Union Conference of Seventh-day Adventists.

Ooltewah, Tenn. Price 50 cents a year  
J. P. McGEE, editor.

Entered as second-class matter, March 7, 1918, at the post-office at Ooltewah, Tenn., under Act of March 3, 1879.

Acceptance for mailing at special rate of postage provided for in section 1103, Act of October 3, 1917, authorized on July 8, 1918.

## Pertaining to the Union

### Union Conference Directory

S. E. Wight, President.  
G. H. Curtis, Sec'y-Treasurer and Auditor.  
John Thompson, Ed. and Y. P. M. V. Sec'y  
V. O. Cole, Union Missionary Sec'y.  
O. R. Staines, Home Missionary Sec'y.  
Office Address, 2006 24th Avenue North,  
Nashville, Tenn.



News

Notes

Sunday, Dec. 7.

Early last Wednesday morning several bands of teachers and students started out on the Harvest Ingathering campaign. Miss Marian Brooke was here to help us in this work, and took a company of girls to Athens, Etowah, and other near-by towns. The remainder of the week was spent in this work, and the vesper service on Friday evening was given over to reports from those who went out on this campaign. Many interesting experiences were related, showing how the Lord prepared the way before the workers and helped them secure the offerings.

The school has set \$1,000 as a goal to be raised in the Harvest Ingathering this year. Over \$600 of this has already been secured, and we are working hard to reach our goal. Next week others from the

school will spend some time in soliciting, and we feel sure of having the entire \$1,000 within a short time.

Mrs. Beardley, mother of Prof. J. I. Beardley, and Mrs. L. G. Stafford, from Oakwood Junior College, are spending a few days at S. J. C.

## A Growing Demand

Notwithstanding the fact that the sales of the Book Department of the Home office of the Southern Publishing Association for 1918 were more than double those of any other year with but one exception, the sales for the first ten months of this year were nearly \$200,000.00 more than the entire sales of 1918. This shows something of the growing demand there is for Seventh-day Adventist literature.

Nor is this all. In all the history of this institution there never was a time when so many requests were received from people not of our faith to engage in the sale of our literature as we are receiving at the present time. Calls for catalogues are also increasing, and there is every indication of a constantly growing interest and confidence in the publications of the Seventh-day Adventist press.

A few days ago the Southern Publishing Association received one order for fifteen thousand (15,000) copies of one of the numbers of "The Busy Man's Library" from a commercial house to be used as a premium. This same firm has also used about

twenty thousand copies of another book of this series, and it is expected that they will order many thousand more of some of these little books. They say they are the best premiums they can get, for they deal with subjects in which the public is especially interested.

Again, in the past our books have been largely sold in the country districts, but the present labor troubles and unsettled conditions in general are causing the people of the cities to become interested in our literature in their efforts to learn "what it all means." It is reported that since the signing of the armistice one year ago, there have been more than 3,000 strikes. Nor are these strikes confined to any one class of workmen. Even school children are striking. One school is reported as having struck for shorter hours, recognition of their "union," and the doing away with all punishment. Surely the Scriptures are being rapidly fulfilled as to the conditions which will prevail in the last days.

Not infrequently are we asked by business men, "What is it all coming to, and what are we going to do?" The time has evidently come for a much greater work to be done in our cities as well as in the country, and we confidently believe, and there is every reason to expect, that the demand for our books and magazines in 1920 will far exceed anything that has been witnessed in the past. R. L. PIERCE.

"Father, bless our dear Colporteurs,  
Men and women, young and old;  
Build for each a glorious mansion,  
Close beside the street of gold.  
Give them now Thy Holy Spirit,  
Let an Angel hold each hand,  
Till beyond the 'Rolling Jordan'  
They shall reach the Promised Land."