

Thou Shalt See and Thy Heart Shall Thrill

N. Z. Town

Colporteur Secretary, World Field

"Then thou shalt see and be radiant, and thy heart shall thrill and be enlarged." Isa. 60: 5.

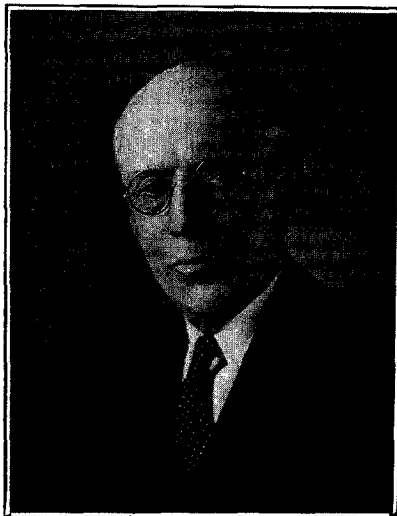
OUR hearts surely did thrill and enlarge as we sat in the recent Fall Council and heard from our statistical secretary that this message is now being carried forward in 135 countries among a population aggregating 1,800,000,000 in 347 different languages. The hearts of the publishing men got a special thrill when we learned that our 56 publishing houses and branches are issuing literature in 141 languages, a gain of nine during the past year, that the world sales for 1928 amounted to \$4,716,600 and that the grand total of sales since our publishing work began amounts to \$78,817,328. Surely we can say, "What hath God wrought!"

Here at the Department office at headquarters we get almost a daily thrill as we receive the wonderful, inspiring reports from our publishing houses, field leaders and colporteurs. In our imagination we try to follow the colporteur as he tramps, tramps, from house to house to those to whom God has given the power and ability "to gather and to heap up, that he may give to him that pleaseth God," the colporteur.

And what thrilling experiences the colporteurs do have. Just think of Brother Carlos Mayr and his wife taking a stroll along the beach in Chile and dropping into a military school where they took over \$525 (gold) worth of orders for a large book in a few minutes. What an incentive to others to take their prospectus and go out among the people for a stroll!

A colporteur in Eastern Europe was arrested and thrown into jail. He was lodged in a basement cell where there was a small opening through a broken window just above the street sidewalk. Through that hole the colporteur arrested the attention of the people as they passed by and sold several books.

In Belgium a colporteur calls at a home in the city. The lady invites him in and becomes interested in his book. But just then the husband enters, takes the colporteur by the collar, leads him to the door and kicks him down the steps! About a week later the colporteur goes back to finish that street, thinking to begin at the next house. But *que cosa!* after he had rung the bell he discovered it was the same house where he was kicked out! But the lady smilingly invited him in and told him she would order a book in the best binding for her sister and then she her-



Elder N. Z. Town, who spent many years in the beginning of the work in South America.

self could read it. "But" she said, "you must not tell my husband I have ordered it." Going out as the colporteur reached the door, the husband met him with "You back here again! I thought I helped you out of here once. What sort of a book have you? Let me see it." The colporteur gave him a canvass. "All right I will take one, but bring it to my office in the city, when you deliver, and be sure not to tell my wife I ordered it!" Agreed, and a happy colporteur. "God moves in a mysterious way His wonders to perform."

Surely this is the day for our literature ministry in Latin America and other Catholic lands. As one writer states, "There yet remain but the two final acts in this long papal drama; namely, the calling out of God's people, followed by the utter and awful overthrow of the whole papal system and the disappearance of 'Babylon' from the earth."

The Testimonies tell us, "No longer have the hosts of evil power to keep the church captive; for 'Babylon is fallen, is fallen,' and to spiritual Israel is given the message, 'Come out of her my people.' As the captive exiles heeded the message, 'Flee out of the midst of Babylon,' and were restored to the land of promise, so those who fear *God today* are heeding the message to withdraw from spiritual Babylon."

And "O how our hearts beat high with joy," as we read in Volume 7 that the work of that other angel of Revelation 18 and the call, "Come out of her my people" is, "in a large degree" to be done through the printed page.

There's a reason, brethren, for the wonderful success which our colporteurs are having in South America and in Inter-America, as well as in Catholic

Europe. We are in the time of that other angel of Revelation 18, and soon his work will be done. "The publications distributed by missionary workers have exerted their influence. . . . Now the rays of light penetrate everywhere, the truth is seen in its clearness, and the honest children of God sever the bands that hold them."

Let us thank the Lord and take courage as we witness the ever-increasing success of the literature work. We believe 1930 will be our best, and the colporteurs in the South American Division are doing their full share.

Testing the Plan

E. L. Maxwell

Colporteur Director, Austral Union

THE best test of any plan or program is the result it produces. For more than half a century Seventh-day Adventists have been boosting the sale of denominational literature. What are the results of this program in the Austral Union?

In the center of Uruguay, miles from any of our ministers or lay members, a company of people were developed who are keeping the Sabbath and living up to all the light of this message as a result of reading the books sold by one of our colporteurs, Brother Niz.

In the southern part of the province of Buenos Aires, in the city of Tres Arroyos, a company of over twenty-five are keeping the Sabbath and attending Sabbath school as a result of the activities of colporteur Pérez.

Up in the Argentine Andes almost under the shadow of Aconcagua, the highest peak in South America, colporteur Rodríguez has carried the truth, and a group of some eight souls are now rejoicing in it and expect to be baptized within a few weeks.

It is gratifying to be able to say that we hope through the medium of the colporteur work to reach the majority of the population in the Austral Union within two more years. I believe this branch of the message will act a prominent part in our field.

Because of the faithful work of our brethren during the past twenty years we see definite results today in the gathering of souls into the church, for in almost every case we are able to trace their interest to a book sold by one of our faithful colporteurs.

I believe every man in the Austral Union ought to get behind the program of selling 500,000 Argentine pesos worth of literature during 1930. It can be done. We are only touching with our fingertips the possibilities in this union.

The fruits of the plan prove that it is a good one. May the Lord bless the colporteurs!

Brazil Publishing House

F. W. Spies
Manager



THE output of literature from the Brazil Publishing House during the past few years has been marvelous. The colporteur sales during the past seven years have been as follows:

1923....	394:130\$000
1924....	699:446\$000
1925....	637:300\$000
1926....	762:166\$000
1927....	1,014:768\$000
1928....	1,245:057\$000
1929....	1,083:200\$000

(Present rate of exchange 8 mil reis to \$1.00 gold.)

Although the sales for 1929 were lower than for 1928, 1,083 *contos* worth of literature was shipped to the field. Even though certain books have been sold in some fields, it is possible to sell more copies of the same books in the same field, than in previous years. People are looking for books that contain the truth.

An interesting experience was brought to our attention a short time ago. A colporteur had sold some of our literature in a certain village. When the priest heard of it he called all the inhabitants together and ordered them to burn the books. The front page of this book had a picture of Jesus on it, and a certain lady felt that it would be burning her Saviour to burn His picture. She tore out the first three or four pages, and burned the rest of the book.

Later another colporteur came to her door selling "Our Day." She bought the book and said, "There is another book I want to buy," then showed the colporteur the pages she had torn from the other book. He promised to bring her that book also. In subscribing for it she said, "The priest did not prohibit us from buying another one like it when telling us to burn the other copy."

Thus we see how the Lord is working. Sincere souls are being awakened in all parts, and are obeying the truth for this time.

What the year 1930 has in store for us we do not know. The Lord wants to see the army of those who spread this gospel-filled literature constantly enlarged. Today, as in the days of Isaiah, He asks: "Whom shall I send?" and is seeking for hearts that are ready to answer, "Here am I, send me."

Let us not become weary, then, of spreading our good literature, for it is seed that takes root, and gives life eternal to many.

Only a Wind-Blown Leaf from a Forbidden Book

N. P. Neilsen

Colporteur Director, South Brazil Union

ABOUT three years ago one of our faithful colporteurs was canvassing for the Portuguese "Our Day" in Muzambinho, in the state of Minas Geraes. Among those whom he canvassed was a certain man about thirty-five years of age, named Amado de Nascimento e Silva. He was a devout Catholic and did not fail to go to confession at stated times. He is a good musician and was the leader of a band and orchestra. He is also the author of some music books. When the colporteur presented "Our Day" he seemed to be disinterested, and would not subscribe for the book.

Our colporteur continued his work, taking orders, and finally delivered his books. But opposition arose from the Catholic priests of that city and they ordered the people to burn all these books for they contained "terrible heresy," said they. Obedient to their spiritual leaders, many of the books were evidently burned by the people thinking that they could thus destroy the "heresy" which had entered to poison their city. But while man disposes God overrules, and His word, though burned in the fire, may still bear fruit.

One day Amado de Nascimento e Silva was walking down the street when he noticed a wind-blown leaf from a book, which through curiosity he happened to pick up. No, he did not *happen* to pick it up, for an unseen hand greater than man's was directing his steps. As he read the leaf, not knowing from where nor what it was, he became deeply impressed with the message it contained and became anxious to read more of the book.

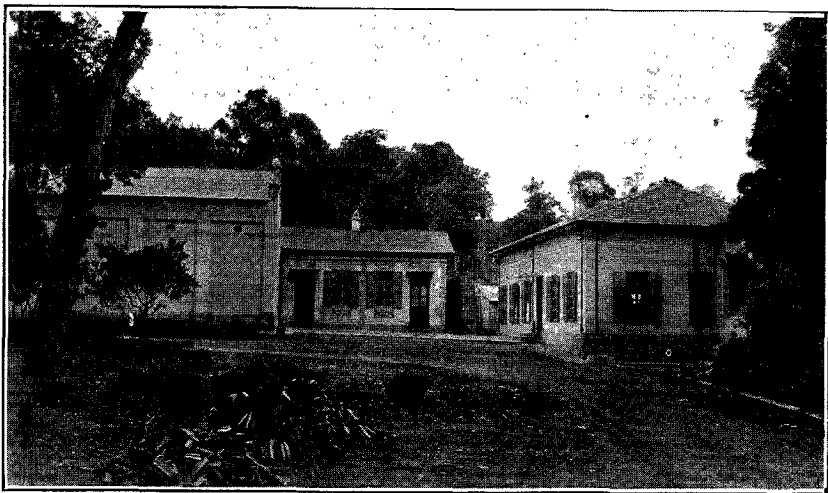
Some time later he was visiting one of his colleagues when his friend said to him, "I have here a beautiful book; but it is heresy and the priests have ordered us to burn it." And he told him he was going to do so. "Let me see it," said the music director. When he saw it, he noticed that it was the same book to which the wind-blown leaf belonged. At once he became deeply interested and said, "Let me have that book." "No, it is heresy," was the reply; but finally it was given to him.

Amado took the book home and read it with interest. His heart was stirred and he began to search for the right church. Some time later he began to attend the Presbyterian church, and finally became leader of their music and orchestra. One day he asked the pastor in regard to the Sabbath. The pastor tried to explain it away, telling him that the Sabbath question was not important and that he should not be troubled about it.

But he was not satisfied. One day one of their "great men" came and gave a "peace and safety" discourse. Amado said to himself, "This is not right. A church that preaches peace and safety is not the right church." So he left the church and began to study the book again.

Our people had no church in that place, and Amado did not know anything about the Adventists; but there was an Adventist sister in the town, whose husband was much opposed to the truth. They had a daughter to whom it was now arranged for him to give music lessons. Here, too, we can see God's leading. The mother, whose heart was aglow with the message, began in a quiet way to give the music director our tracts and literature, which he ac-

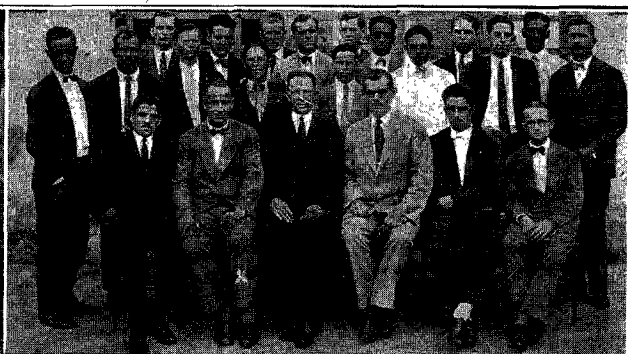
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All our literature in the Portuguese language is published by the Casa Publicadora Brasileira, located at Sao Bernardo, Brazil.



Rio-Espirito Santo Colporteur Institute held in January of this year. Brother Araujo, colporteur secretary, appears marked with the white cross.



Colporteur Secretary Oliveira is seen on the front row with the cross mark. This institute was held in the Minas Geraes field the early part of the year.

Rio-Espirito Santo Mission

Rauel C. de Araujo

Colporteur Secretary

THE Lord is greatly helping us in the literature ministry. The best year for placing our message-filled literature was experienced in 1929. Our report shows a gain of \$6,909.98 gold over 1928. But we want to do more than this; we want this year to be the best in the history of the colporteur work for this mission.

Our sales goal which was reached was not the most important thing accomplished. During the past year forty souls were baptized as a direct result of the colporteur work, and quite a number are waiting for the opportunity of joining our church through the important step of baptism.

"Forward with Increasing Success"

Benedicto Silveira

Colporteur Secretary, East Brazil Union

THE Spirit of prophecy makes the above statement regarding the colporteur work. With our hearts full of praise we recognize the fulfilment of these words on every hand in our union.

The last eight years reveal wonderful growth, a glance at the statistics will prove beyond a doubt that we are advancing with gigantic strides. We feel grateful to the Lord for the many blessings bestowed upon our faithful colporteurs during these years.

1922....	98:000\$000
1923....	148:000\$000
1924....	174:000\$000
1925....	162:000\$000
1926....	192:000\$000
1927....	327:000\$000
1928....	414:000\$000
1929....	478:000\$000

(Present rate of exchange 8 mil reis to \$1.00 gold.)

Now we have another year of bright prospects before us, for the field is vast in size, and the number of colporteurs has increased. With this large army of workers, and the Lord's blessing, we expect to make another advance over previous years.

Another fact that causes us to rejoice is the large number of souls who have been won by the efforts of our faithful colporteurs throughout the field. We can point to groups here and there in the various missions who have come to a knowledge of the truth as a result of the printed page.

May all who read these lines earnestly pray for the colporteur work in Brazil.

Rio Grande do Sul Conference

J. M. Zeroth

Colporteur Secretary



"THE heaven-appointed purpose of giving the gospel to the world in this generation is the noblest that can appeal to any human heart. It opens a field of effort to every one whose heart Christ has touched."

During the year we have had a splendid group of men and women in the field, men and women whose hearts have responded to the divine touch and been imbued with power from on high. With their own hearts filled with the heaven-born message of hope and cheer, they have been faithfully carrying the news of a soon coming Saviour to those who sit in darkness in this large field of Rio Grande do Sul. As we have worked together I have been greatly impressed and very much encouraged to witness their consecration, their faith, zeal, earnestness, and self-sacrifice for the car-

rying forward of the gospel truths for this time. I am reminded of a statement in the Spirit of prophecy which says:

"As the end draws near, the work of God is to increase in full strength and purity and holiness."—"*Colporteur Evangelist*," page 69.

As the colporteur gives himself wholly to this noble work, there is that expanding of soul, of purpose, that growth in strength, purity and holiness in his own life which makes him more efficient and a real success as a colporteur in this great work of God.

During the year our colporteurs worked 751 weeks, 25,623 hours, in real service, and delivered during this time 3,221 large books, more than 2,000 helps, with more than 1,500 subscriptions for *O Atalaia*. The total value amounts to 198:263\$000. In 1924 when we began to build up the book work we sold 101:708\$000 worth of literature; and so the work has grown until we have almost doubled the sales since that time. Last year was the best for our field in sales as well as souls won to the truth. We are most thankful to God for colporteurs who have made possible such a splendid growth.

Minas Geraes Mission

S. M. Oliveira

Colporteur Secretary

GOD has greatly blessed us in Minas this year. Minas is the most populous and the most Catholic state in all Brazil, yet we average only eight colporteurs to reach the people with our literature.

In most every instance our groups and churches have been started by the printed page. Even in Juiz de Fora, where we have our mission headquarters, the first believers were won by books sold by the faithful colporteurs. There are many keeping the Sabbath in the interior who have never been visited by a pastor.

Thus we can see what God is doing through the colporteur work in the Minas Geraes Mission. May God bless the faithful colporteur.

In the Wake of the Colporteur

L. G. Jorgensen

Colporteur Director, Bahia Mission

INTEREST is springing up in the colporteur work in many places. One of our workers told me recently that we must send some one at once to follow up the interest in the territory where he is canvassing. The books "Our Day" and "Hope of the World" are bringing people into the truth. In this particular locality one family is already keeping the Sabbath, and others are very much interested. Besides these there is a Baptist minister who has begun keeping the Sabbath as a result of reading "Great Controversy," "Our Day," and some smaller books. I received a letter from a member of our church in that place saying that the minister visited her recently and told her that he was keeping the Sabbath. He explained that after reading our books he is thoroughly convinced that the Seventh-day Adventists are right.

I wish we had a worker who could devote his entire time in following up the interests the colporteurs are making throughout the field.

Colporteur Niz's Testimony

Rio Grande do Sul

THE colporteur work has done wonders for the people because our books are more patient than we are. We generally reveal some weakness. Through the means of the printed page, as every faithful colporteur will testify, we can make the earth tremble. I was an anarchist stump orator. I trumpeted the doctrine of sword and bomb. If God reached me through the printed page, why cannot He reach others?

After another year of battle in the colporteur field, we have returned to this institute (November, 1929) with our hearts overflowing with joy because we have seen souls won to the truth as the result of our efforts and God's blessing.

Literature is the key that opens the doors of the hearts. I have many interested souls in my field. Among the colporteurs here in this institute who came into the truth through the printed page are seven whom I had the honor of winning to the colporteur ranks.

I reconsecrate my life to the ministry of the printed page.

Santa Catharina-Paraná Mission

Emilio Keppke

Colporteur Secretary



A BRANCH of the Lord's work in which nearly all of the brethren can take part is the colporteur work. I notice that the colporteur work brings the brethren closer to God and stimulates their missionary zeal. The colporteur with a true missionary spirit is blessed of God, and is a blessing to the souls with whom he comes in contact.

As you may see by the reports, the work is progressing rapidly. We know no pause or delay. Although the field is poor, we will always find souls who are thirsty for the truth.

Results at Agua Bonita, Brazil

Ennis V. Moore

Colporteur Director, Sao Paulo Conference

IN 1928 a faithful colporteur, not daunted by distance, few houses, mud or sun, left the city and went four leagues into the country to seek and search for souls among the hills and rocks. There he sold a simple, small, paper-covered pamphlet, "The World's Destiny," to a Roman Catholic, an honest seeker after truth. The man did not understand the system of Scripture references, but they were explained by an

apostate Protestant who furnished him with a worn Bible.

This man found the truth and soon became a member of the local Protestant church. He was censured severely by his father, brothers and friends, but nothing could shake him; he had found the gospel of Jesus Christ, the "way, the truth and the life."

Another God-fearing colporteur passed that way, this time selling books, giving tracts, living Christ, and explaining His word, to this above-mentioned man and his prejudiced brothers.

The seed sown was watered as the years slipped by, through the colporteur, Bible worker, minister and layman, and the Lord gave the increase. Sabbath, November 23, 1929,

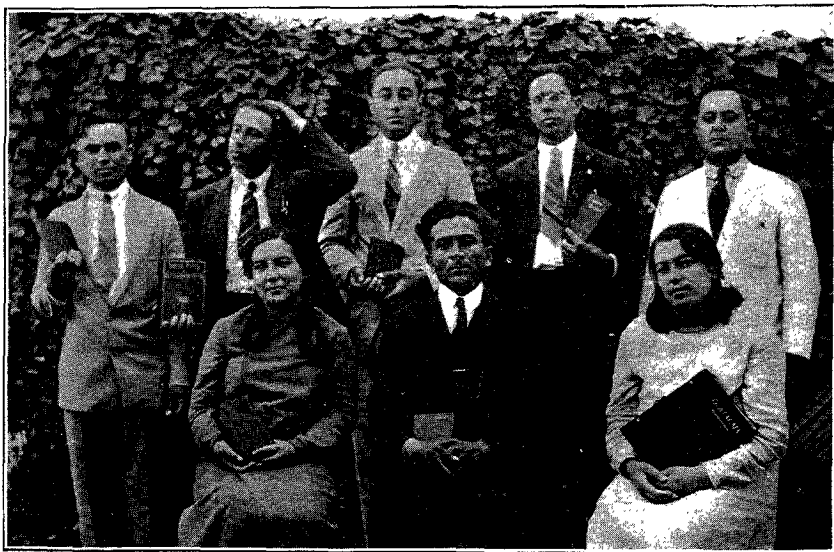
a new Seventh-day Adventist church building was dedicated at that place, and ten more precious souls were baptized into the kingdom. As a result of this humble, but faithful beginning we now have twenty-six baptized members and their families in this district, and there are many more interested souls around them.

This is not an unusual experience, but could be duplicated and repeated in many places in our field if we had the workers to properly care for the interest created, and a little fund to encourage the construction of church buildings.

May God give us more faithful, trustworthy, true evangelical colporteurs.



José Moraes, Colporteur Secretary, Pernambuco Mission.



Longino Niz and seven of his converts. All seven are canvassing in the state of Rio Grande do Sul.

Light Bearers of the Gospel

Carlyle B. Haynes

Colporteur Director, South American Division



ment of the message follow after. Surely theirs is a blessed work.

Even while engaged in this work there are many rewards which God confers upon His faithful messengers. Chief among these is the profound satisfaction of being engaged in God's work, carrying out His will, being directed by His Spirit, and seeing souls brought to Him as a result.

Yes, there is *satisfaction* in the colporteur work, supreme satisfaction. There is nothing in this world which provides quite the satisfaction as being in the way of God's will, carrying

we may engage. The lessons learned in the colporteur school will be of the utmost value no matter what the after work of the individual may be. And, let it be remembered, they will be of the most value to those who remain in this very work.

There is *education* in the colporteur work. It is surprising how one's wealth of knowledge grows in this field. It is indeed a school. Every new prospect is a teacher. New lessons are learned with each human contact.

The delicate, skillful handling of human beings, to bring their wills to the place of right decision, is the nicest, most precise work there is, and the training which produces it is the most valuable education a person can obtain. It can be obtained in the colporteur field. I count my colporteur experience in the field fully as valuable as my scholastic training in the class room.

Every preacher should be a colporteur recruiting agent. The minister has no more valuable allies than these faithful men and women who are scattering the books, and none who are accomplishing so much in soul winning endeavor. Without them this work would never be where it is today.

So let us go into all the churches with this call to the field. There are men and women in our churches who should be out in this blessed ministry. But they do not know it. They are waiting for you to tell them, and urge them, and instruct them. And perhaps God's Spirit is waiting for you to place this burden on their hearts.

You can do your fields and your people no better service than to present this matter of colporteur ministry in all your churches. Encourage those who are already in the field, and labor to send many more out with them.



N. P. NEILSEN
Colporteur Director
South Brazil Union

EVERYWHERE throughout South America, up the rivers, through the jungles, across the mountains, and over the rolling pampas, the truth of the threefold message has penetrated first by means of the evangelistic colporteur and the printed page.

That is the way it has been from the beginning. That is the way it is now. And I do not doubt that is the way it will continue to be to the end. The book work is surely a divinely commissioned way of broadcasting the closing message of the gospel.

Through all these South American republics the colporteur of this message is making his way, carrying the blessed truth, finding a surprisingly large number of souls hungry for God's message, planting the truth in many communities which springs up and bears fruit to life eternal, and then hurrying onward to other darkened places with the light-giving books. And God is greatly blessing these faithful self-denying men and women.

Theirs is a most blessed work. Winged couriers of heaven are they, flying everywhere with God's message; light bearers of the gospel carrying onward the torch of truth; heralds of the King sounding forth the good news of His salvation; trumpeters of the Lord of glory announcing His near approach. What a glorious work theirs is, and how wonderfully God is blessing it.

They penetrate into the far places where the preacher has never been, and in their trail spring up companies and groups of faithful people who embrace the light they have left behind. They are the pioneers of this message, God's frontiersmen. They blaze the way, and all the regular activities and develop-



E. L. MAXWELL
Colporteur Director
Austral Union

out the plans He has made for our lives, knowing that He is guiding us by His angels, and that as we follow Him we can safely leave our future in His sure hands. Such a satisfaction every colporteur may have. God is calling more and more of His people into this blessed satisfying work.

There is *valuable training* in the colporteur work. Every worker in this cause, whether in the office or field, whether treasurer, preacher, or Bible worker, executive, teacher, nurse or doctor, is a better worker for having had experience in the book work. The principles underlying the art of salesmanship underly all life. A more profound understanding of human nature is needed and most helpful in any capacity in which



E. H. WILCOX
Colporteur Director
East Brazil Union

V. E. PEUGH
Colporteur
Director
Inca Union



Colporteur Sheaves

J. L. Brown

Colporteur Secretary, South American Division



der to get to our institute. There he told the old, old, story of the colporteur having sold him a book. Now he is preparing to join the bookman's army.

In another obscure village far back from modernism the printed page found its way into the home of a large family. Father, mother and sixteen children now rejoice in the blessed hope and thank the colporteur for bringing the "seed" to his heart. So it is around the entire circle of the South American Division, from the lowlands of the equatorial Amazon region south along the Atlantic slope through Brazil, Para-

during the past four years. The year 1929 has given us the greatest gains ever realized. The total deliveries for the year amounted to \$279,622, which is an increase of \$43,587 over 1928.

We thank God for His manifold blessings, and renew our consecration to the ministry of the printed page in South America, and we earnestly pray the Lord of the harvest to send us more reapers to gather the whitening grain.

When the work is done may we all "come again with rejoicing" in "that day" bringing our sheaves with us.

It Opens Doors and Wins Souls

V. E. Peugh

Colporteur Director, Inca Union

I AM fully convinced that the colporteur work is one of the strongest evangelizing agencies this denomination has ever had. I believe this is true in a special sense in the Inca Union. When a true colporteur evangelist enters a new village or valley he visits the homes of rich and poor, Christian and pagan. The sweet influence of his presence is felt in every home. Many precious souls, for the first time in their experience, read the story of the Lamb of God from the pages of gospel-filled literature, scattered by the colporteur.

Scarcely has the colporteur passed from the village until an interest springs up, doors are thrown open, and appeal after appeal is sent in to the mission office requesting that a missionary be sent to give further instruction in the word of God. Soon a company of believers is raised up and a church is organized.

We are told that as we draw near the end of time the colporteur work will be

HE THAT goeth forth and weepeth bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him."

Lifeless figures do not tell the colporteur's story, nor do they reveal his tears, nor yet do they express his joy when at the close of each year's service he recounts his many blessings. During the past year it was my privilege to witness the truthfulness of this statement as I listened to the encouraging testimonies of nearly two hundred valiant colporteurs in attendance at ten different colporteur institutes.

Some told of their struggles with opposing religious organizations, others of their financial battles during times of crop failure and political campaigns. But all told a story of victory, and how their faces radiated happiness and courage as they reported sheaves gathered during the year's service! We must give our faithful colporteurs full credit for their great part in the rapidly growing work in the South American Division. Next to the colporteur the field missionary secretary comes in line for his courageous example and untiring effort with his men.

Many of our conferences and missions reported from thirty to over a hundred souls baptized during 1929. A large number of the colporteurs reported new interests and new companies raised up. Many of these new interests have never been visited by the pastors. Colporteur Garcia reports a new group of thirty out on the Argentine pampas; and from a hidden backwoods spot on the hills of the Pernambuco Mission comes forth a "sheaf." This man in Pernambuco walked over three hundred miles to reach the nearest railroad station in or-



M. MARGARIDO
Colporteur Secretary
South Brazil Union



H. F. BROWN
Colporteur Secretary
Austral Union

guay, Uruguay and the Argentine to the Magellan Straits, and back again through Chile, Bolivia, Perú and Ecuador on the Pacific side of the mighty Andes. Souls by the hundreds are responding to the Spirit-inspired message contained in the tens of thousands of books that are placed in the homes of the people each year.

The Inca Union has made the best showing, or increase, of its history, during 1929. It almost doubled the sales of the previous year. The Austral Union came along also with its best record, or "banner year." Then follow the Brazil Unions with their splendid reports as indicated in the comparative report on page 8.

God has richly blessed the book work



B. SILVEIRA
Colporteur Secretary
East Brazil Union

J. D. LESLIE
Colporteur
Secretary
Inca Union





A peep into the Juiz de Fôça church during a recent colporteur institute. The charts show the growth of our book work in the Division, East Brazil Union, and two local fields.

revived. This prophecy is actually being fulfilled before our eyes today. The experiences our colporteurs are having are nothing less than marvelous. Large religious books are literally being sold by the hundreds. Truly the printed page is being scattered as the autumn leaves.

To double the number of faithful colporteur evangelists is to double the church membership in a very short while. The colporteur work opens doors and wins souls.

The Bahía Mission

José Seabra

Colporteur Secretary



CRISIS, crisis! This is what is being said by everybody throughout the state of Bahía. All a person can hear when in the interior is talk concerning the present crisis.

In one of the cities of the coffee zone a farmer was able to get only \$0.55 gold for every 25 pounds. There are places where no rain has fallen for three years. The cacao and tobacco, the most important products, cannot be sold for they bring no price. Such is the situation in the Bahía Mission.

While the world is suffering from a financial crisis, we are suffering from a crisis brought about by a lack of workers. May God send workers to the field, in my prayer.

read over two pages of the paper and shouted, "This is a fine paper," and turning to our colporteur said: "You are free to sell your good literature all over this district." The priest called our colporteur a "black Protestant," but the public reading of his paper made his business first class. J. L. B.

The Sao Paulo Conference

Emilio Doehnt

Colporteur Secretary



I AM convinced more and more that the colporteur work is missionary work of the highest order, for many would never hear the truth were it not for the literature we are placing in the hands of the people. Be-

sides the books, we leave our testimony with the people, and thus this solemn message is going to distant places difficult to reach through other means.

I find great satisfaction in working side by side with our brave colporteurs. Even though the difficulties are visibly growing, and the crisis divides the populace and causes perplexity, our work is advancing rapidly. One may visit any part of our large territory and find our books. He may go to many homes and find libraries of only our literature, and many homes where the truth is taking hold of the hearts.

Interested people spring up wherever we go. I believe this is a sign of the outpouring of the Holy Spirit on all men. We need more workers who will lift up their voices and preach with zeal.

Let us pray and work while it is day, for the night will come when we cannot do any more for the souls that are living in sin and ignorance.

Public Reading

COLPORTEUR Luis Rodrigues was affronted by an infuriated priest and his mob. Our colporteur publicly and in a loud voice prayed, asking God to bless his enemies.

The police finally broke up his prayer meeting and took the colporteur and his literature to jail. The mob followed.

The chief of police asked to see the literature that had caused this scandal. The colporteur produced a copy of *O Atalaia*. "Oh," said the chief of police, "I know that paper. I have read it." Then he stepped to the balcony with the paper in his hand and addressed the uneasy audience that filled the plaza.

He said, "We shall see all the bad things this literature teaches." He then

Comparison of Quadrennial Periods by Unions

Field	Period	Colporteurs	Hours	Orders
Austral Union	1926 - 1929	64	243,839	575,492.96
" "	1922 - 1925	48	178,863	378,023.69
Gains	1926 - 1929	16	64,976	197,469.27
East Brazil	1926 - 1929	38	177,311	237,147.63
" "	1922 - 1925	34	170,915	127,278.10
Gains	1926 - 1929	4	6,396	109,869.53
Inca Union	1926 - 1929	17	57,231	95,036.46
" "	1922 - 1925	7	23,679	56,202.39
Gains	1926 - 1929	10	33,552	38,834.07
South Brazil	1926 - 1929	50	209,783	313,788.84
" "	1922 - 1925	37	159,694	221,337.12
Gains	1926 - 1929	13	50,089	92,451.72
South American Division	1926 - 1929	169	688,164	1,221,465.89
" "	1922 - 1925	126	533,151	782,841.30
Gains	1926 - 1929	43	155,013	438,624.59

Buenos Aires Publishing House

M. V. Tucker

Manager



THE year 1929 has witnessed the largest sale of literature ever made by this institution in one year. The value of the total shipments made to the field, including those made to sister publishing houses and

their branches, amount to the sum of \$209,415.82 gold. By far the larger portion of the above sales represent shipments of subscription books.

The value of the subscription books billed to the field amounted to \$158,307.80 gold. The principal shipments of subscription books consisted of the following:

"Nuevo Médico" (Home Physician)	9,700	Copies
"Hacia la Edad de Oro" (Toward the Golden Age)	6,208	"
Other large subscription books	902	"
Crises Series	80,417	"
Total subscription books	97,227	"

More than 575,000 periodicals were produced in our factory and circulated in the field during the year. The members of the church circulated more than \$1,300 (gold) worth of tracts. This means much to our work. With a devoted church membership cheerfully circulating large quantities of literature, the work can soon be finished.

Our factory was kept very busy every month of 1929. The bindery delivered to the shipping department 1,648,139 pieces of literature, or an average of 137,345 copies per month.

The average number of employees in the institution throughout the year was thirty-six, actually employed in the manufacture and sales departments. This represents an increase of eleven employees over the year 1928.

The Publishing House workers, with one or two exceptions, enjoyed the blessing of good health. Also we are glad to report that no serious accidents occurred in our institution during the year. The Lord has been very near to us and has abundantly blessed our feeble efforts to supply the field with a knowledge of the truth as presented in our books and other literature.

The colporteurs have had splendid success in all parts of the field. Many of the students have earned as many as three scholarships in just a few days. Some wonderful records have been made in the various fields of our territory. Many souls have accepted the truth as

a result of the literature ministry during 1929.

The prospects for 1930 are excellent. Our shipments for January of 1930 had a retail value of over \$30,800 gold. This is a record for one month's shipments for this institution.

As a Publishing House family, we renew our consecration to God for the year 1930, believing that He has still larger blessings in store for His work in South America.

The comparative report of the Buenos Aires Publishing House for the years 1923-1929 inclusive is given below:

1923.....	\$102,810.41
1924.....	106,951.30
1925.....	132,156.24
1926.....	164,476.58
1927.....	121,046.36
1928.....	137,795.41
1929.....	209,415.82

(The figures are given in gold value.)

Another Year of Prosperity

Henry F. Brown

Colporteur Secretary Protém, Austral Union

THE reports of the closing year of 1929 are exceedingly flattering. But to the bookmen's army it is not surprising that such sales should be made. We believe we are living in a time when the message should go rapidly to the world. Rather than be surprised at the sale of half a million pesos worth of literature, we feel we should count our sales by the millions. We *must* begin to count them in far greater figures in order to finish the task on schedule time.

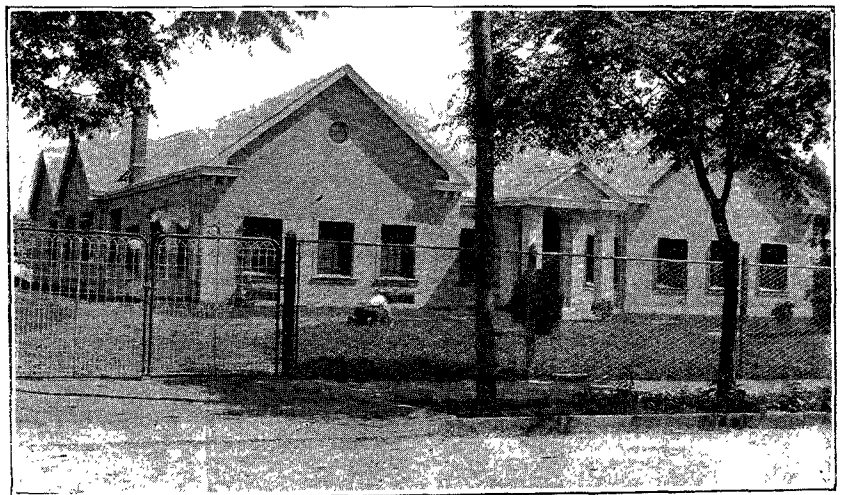
We recognize, of course, that these sales are somewhat restricted in our territory, the increase being made largely in the territory of the North Argen-

tine Conference, where tireless José Viñolo is the leader; and in the territory of the Buenos Aires Conference, where the imperturbable Pedro Tabuenca leads out. But there is a reason for the limitation. We should not forget to mention the excellent sales of the Chile Conference, where active Fernando Arriagada is the inspiration. But for the others, there is a word of explanation. Alto Paraná changed its leader and then lost him after all. So consequently there could be little to make the sales force a way to the top of the thermometer. Cuyo did not have its leader. Magellan does not yet figure as a colporteur field, but has its territory worked from Chile. Uruguay lost all its men and Brother Cayetano Ferri was working up a sales force with which he can now face the world with determination.

Yes, we recognize that the sales were made by these men backed by their fine forces of men and women. They are the ones whose plans have been worked out and who have paced the pavements with their men as they pulled the little leather prospectus out of the pocket in the magic way. We give them all the praise (after recognizing the part Providence had in it all).

As to the new year, we are confident that "He who has begun a good work" will carry it through to the finish. God does not do things half way. He makes a success of them. He has begun to warn the world with the message and He will carry it on. All the fields are manned, and we are confident they will bring up this year's sales to a better figure than last year.

Just a word by way of results experienced in the literature ministry in the Austral Union. The colporteurs are the pioneers of the message. From the Cuyo Mission Elder Ignacio Kalber-



The Casa Editora Sudamericana, home of all our Spanish literature printed on the continent. This house is located in Buenos Aires, Argentina.



Students of our training school in Lima, Peru, who made remarkable records canvassing; many earned scholarships this summer.

matter informs us that he has baptized ten believers in the province of San Juan, leaving as many more interested ones to be baptized the next time. These people were interested by Colporteur Francisco Rodrigues, who went to this Andean section to canvass. He had no success as a canvasser, but he won souls to the truth.

In the city of San Juan we have a church of almost forty members who were won in a large measure by Manuel Sanchez while canvassing in that city. Several of its members have gone into the book work and are proving that the apostolic succession is still effective.

Banner Year Austral Union

Walter Pergande

Former Colporteur Secretary

AT EVERY one of the colporteur institutes that were held in the Austral Union during the year 1929 special emphasis was placed on the three pertinent factors to success in this work so briefly expressed and appropriately connected in the maxim, "more hours, more sales, more souls."

During the year 1929 the colporteurs in the Austral Union worked more hours and delivered more books into the homes of the people than have ever been delivered before in any one year in the history of the work in this field. And as a direct and indirect result of this work, we are harvesting more souls. We are receiving reports from all over the field telling of interests having been developed here and there as a result of the soul-saving influence of our truth-filled liter-

ature placed in the hands of the people by our consecrated evangelistic colporteurs. For all this we praise the Lord.

The literature sales in the Austral Union the last ten years read as follows:

1919.....	\$213,792.59
1920.....	260,681.54
1921.....	235,756.70
1922.....	204,924.51
1923.....	232,929.61
1924.....	239,106.08
1925.....	241,244.40
1926.....	341,821.82
1927.....	247,652.81
1928.....	317,637.02
1929.....	450,327.03

(Money given in Argentine pesos.)

In closing my report I wish to acknowledge and express my sincere appreciation for the cooperation, encouragement and support that has been given me in this work during the past year by so many of my fellow workers, colporteurs and lay members.

My work in the Austral Union has terminated. My interest in the work here in this good field will never terminate. It will be remembered in my daily prayers to the end that God may richly bless His people and workers in the proclamation of the third angel's message to every individual in this territory in a personal way.

Canvassing in the Yungas, Bolivia

Cayetano Díaz

Colporteur Secretary

A SHORT time ago I started out for the Yungas district. In four days we took orders for 207 sets of small books at a place called Oruro. On account of feast days it was impossible to work many hours a day. The people were eating, drinking, and dancing both day and night.

At a certain sugar plantation we sold fifty-three *bolivianos* worth of literature to a school teacher alone. We found that the work our missionaries are doing is well known and greatly appreciated by the people generally. Many sick people came to see us. I gave them some good counsel on hygiene and a little medicine which I had with me. That one day we took 380 *bolivianos* worth of orders.

While on this trip we sold 716 *bolivianos* worth of literature. In five hours 500 *bolivianos* worth of books were delivered. Wherever we went we found people interested in the truth.



Cayetano Díaz, Colporteur Secretary for the Bolivian Mission, with fourteen Indian candidates for the canvassing work. Elders Eastman and Brown stand at the extreme right and left of the group.



Left: J. M. Linares, Colporteur Secretary, Ecuador Mission. Right: A. G. Ruiz, Colporteur Secretary, Lake Titicaca Mission.

Our Literature Turns Enemies into Friends

A. G. Ruiz

Colporteur Secretary, Lake Titicaca Mission

THE literature missionary work in the Lake Titicaca field is proving a marvelous agent among the people who buy and read our good books, even to turning persons who once were enemies into friends.

Three years ago the subprefect of a certain province forbade the sale of our books in his district, threatening to put me in jail if I did not leave immediately. This man was one of the authorities of the place who bitterly opposed the evangelists, as they term us.

Not long ago, while helping one of our colporteurs out in the country, we arrived at a ranch which happened to be owned by this same subprefect. After presenting my book, he inquired if I were the same agent he had offended at such and such a place. I replied that I was. He invited me to his parlor and showed me a copy of "Home Physician," which I had sold to his son, a doctor, in another district.

He then invited me to dinner, and told me of his conviction of the good work the Adventists are doing, this time pledging himself as our friend. He subscribed for our missionary paper *El Atalaya*. We visited his employees, giving them an opportunity to buy our books. What a change in the man, all due to the influence of our good literature!

This experience convinces me once more that God is working mightily through the printed page to reach men of even the most hardened hearts, and I am encouraged to work with greater enthusiasm than ever.

New Impetus in the Inca Union

THE book work is certainly getting a new start in the Inca Union. We are really beginning to see that books can be sold in this field. Brother Leslie feels we should raise our goal for 1930, and I am sure that he will need to do

so, judging from the stir we are seeing in this part of the world. The colporteur work is becoming the most popular thing about Lima these days. The students of the college are making some remarkable records. My heart certainly rejoices as I see this work reviving, for I feel that it is one of the very best ways of finishing the work of God in a short time.

V. E. P.

Uruguay Mission

Cayetano Ferri

Colporteur Secretary

COLPORTEURS are trained for their work more rapidly than preachers, and because of this I believe that the message will be given to Uruguay to a large extent by the means of the literature ministry.



Left: Fernando Arriagada, Colporteur Secretary, Chile Conference. Right: José Viñolo, Colporteur Secretary, North Argentine Conference.



Left: José Juárez, Colporteur Secretary, Cuyo Mission. Right: Cayetano Ferri, Colporteur Secretary, Uruguay Mission.

Buenos Aires Conference

P. R. Tabuena

Colporteur Secretary

THE work we as canvassers are doing today through the distribution of religious literature in the homes of the people, is the seed of truth that will blossom and produce fruit in the hearts of many when the Holy Spirit comes to accomplish its full work in the earth. At that time we will see wonders that have never as yet been conceived in our minds, and not until then will we be able to estimate the full value of our feeble efforts. There is much to be said regarding our truth, but it is to be lamented that all do not appreciate its value. However, the Lord will one day

reveal the true value of the labor of the faithful colporteur.

I am glad to state that for a number of years we have sold \$20,000 (gold) worth of books annually in the capital of the Argentine Republic. However this is scarcely touching the work with the tips of our fingers. I look forward to the day when our leaders and educational directors will appreciate the importance of requiring of every graduate at least a year's experience in the colporteur work before being assigned definite responsibility in other missionary enterprises of our organized work. When this is realized we will see a greater work accomplished in all lines.

Advance in the Inca Union

J. D. Leslie

Colporteur Secretary

THE 1929 report for the Inca Union shows a gain of \$11,600 (gold) over the previous year's sales. We sold \$6,000 more literature last year than has ever been sold in one year in this territory.

About two months ago I received a letter from Elder Town in which he wanted to know if it would be possible to increase our goal 10% for 1930. It was a great pleasure to be able to write him that we planned to increase our goal 60% this year over 1929.

We find that our students here in Peru, when properly trained, do as well selling our literature and earning a scholarship as students in other parts of the world field. Just two weeks after school closed for vacation this year, six of our student colporteurs had taken orders enough for a scholarship each, and at the end of four weeks they had enough for three scholarships each. One boy in northern Peru, eighteen years of age, took orders for 2,500 *soles* worth of "Toward the Golden Age" in two weeks and three days. Two other students who are working in the Peruvian oil fields, sold over a hundred "Great Controversy" in two weeks.

God has made bare His arm, and will cut the work short in righteousness. This is the secret of the great increase in our literature sales.



Left: P. E. Wensell, Colporteur Secretary, Alto Paraná Mission. Right: P. R. Tabuena, Colporteur Secretary, Buenos Aires Conference.

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Only a Wind-Blown Leaf

(Continued from page 3)

cepted and read, and last December he began to keep the Sabbath. This emphasizes the importance of using every opportunity that comes to us to give our literature to others.

Amado continued to study the truth, and our sister gave him the office address of the Sao Paulo Conference. One day, some months ago, he came to the office, where he met Elder Ennis V. Moore, the president of the conference, and said to him very emphatically, "I must be baptized." "But who are you, and what do you know about the truth?" asked Brother Moore. Upon examination he found that Brother Amado had given up all his vices, and that he was thoroughly indoctrinated in the truth and was ready to be baptized, and not long afterward he was buried with his Lord.

In giving his testimony in the church one day Brother Amado said, "Tell the colporteurs never to become discouraged. Tell them that I owe the truth and the blessed hope of salvation to the colporteurs."

And thus it is. Brother Amado is happy and rejoicing in the truth, because he was impressed to pick up a wind-blown leaf from a book that had been burned. The colporteur may have thought that his work was in vain when the books were burned; but God has a thousand ways of bringing this truth to the honest in heart. He can bring victory out of defeat; and truth out of ashes, even if He has to use the "wings of the wind" (Ps. 18: 10) to do it.

Stepping on the Gas

IT TAKES more than a priest at motorcycle speed to stop the onward flight of our message-filled books.

Colporteur José Magelhaes of Bahía, Brazil, took a goodly number of orders in the country district of Friar Christovam's little kingdom. Delivery day came around and the good priest felt that he must make haste to warn his faithful followers against receiving those "terrible" books. He stepped on the gas all day long, running from farm to farm with his fatherly counsel. People only became more curious and more interested. Our colporteur made a fine delivery.

At the close of the day's battle, colporteur and priest met face to face. The priest stopped his motorcycle for a



Friar Christovam, who followed Colporteur José Magalhaes one whole day by motorcycle in an attempt to prevent the people of his district from taking the books they had ordered.

moment, surprised to see the much-alive colporteur. Our colporteur made use of his camera, and we see the man who could do nothing against the truth—even at motorcycle speed. J. L. B.

Publishing Notes

ELDER J. L. BROWN has returned from an extended visit through the Brazil fields. He reports progress in all the conferences and missions. A series of colporteur institutes was held in the East Brazil Union. In spite of the crisis that at present holds Brazil in its clutch-

es, Brother Brown says the outlook for the book work was never brighter, the workers' courage never stronger.

"PATRIARCHS and Prophets" unabridged has just been published in the Portuguese language by the Brazil Publishing House. Elder A. G. Daniells said on his visit to Brazil: "You surely have courage to publish a large book like 'Patriarchs and Prophets' here in this Catholic country. May God bless the good work you are doing."

A SMALL health book of about 300 pages is running through the Buenos Aires press and will soon enter the field. This book will reach a class of people that it has been impossible to reach with the larger health books.

"DESIRE of Ages" is being published in the Buenos Aires Publishing House. The Spanish workers will welcome this wonderful book. We bespeak a large circulation for this God-sent book.

GROWTH OF THE LITERATURE WORK IN THE SOUTH AMERICAN DIVISION DURING THE PAST EIGHT YEARS.

