



Columbia Union

VISITOR

REPRESENTING THE FOLLOWING CONFERENCES:
 ALLEGHENY • CHESAPEAKE • EAST PENNSYLVANIA • NEW JERSEY • OHIO
 POTOMAC • WEST PENNSYLVANIA
 WEST VIRGINIA

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No. 7

Can We Do Less?

By **W. A. Scharffenberg**

Secretary, Temperance Department, General Conference

THE 1962 Pledge-Signing Campaign and Membership Drive, sponsored by the American Temperance Society, and endorsed by the General Conference Committee, is to be launched by all our churches on Commitment Sabbath, February 24, 1962.



Our members in the North American Division will have no compunction about taking the pledge for they, with all other Seventh-day Adventists around the world, believe that "total abstinence is the only platform on which God's people can conscientiously stand."

Pledge signing is nothing new among Seventh-day Adventists as the following experience of Ellen G. White indicates:

"Monday morning, June 2, 1879, while in attendance at a camp meeting held at Nevada, Missouri, we assembled under the tent to attend the organization of a temperance association. There was a fair representation of our people present. Elder Butler spoke, and confessed that he had not been as forward in the temperance reform as he should have been. He stated that he had always been strictly a temperance man, discarding the use of liquor, tea, and coffee, but he had not signed the pledge being circulated among our people. But he was now convinced that in not doing so he was hindering others who ought to sign it. He then placed his name under Colonel Hunter's; my husband placed his name beneath Brother Butler's, I



LITERATURE EVANGELISTS of the Columbia Union Conference, three of whom are shown in the photo above, last year led the North American Division in total literature sales. For the complete story see pages 2 and 3. This two-page spread takes the place of the regular monthly sales totals of our bookmen. The trio of leading literature evangelists of Ohio shown above are Cecil Wolcott, Robert Petry, and Mark Clay. Turn now to the next page for more stories of literature evangelism in the Columbia Union Conference.

When You Change Your Address

You will not want to miss your Columbia Union VISITOR when you move, so please tell us, well in advance, what your new address will be. (It is not enough just to tell the post office for they will not forward your copies unless you pay extra postage.) When you write to your local conference office, be sure to give your old address, too—even better, enclose a clipping of the address label from a recent issue. We shall see that you do not miss a single copy if you notify us at least six weeks in advance of your moving date. Write to your conference headquarters office. For a listing of the offices see page 11 of this issue.

EDITORS

wrote mine next, and Brother Farnsworth's followed. Thus the work was well started.

"My husband continued to talk while the pledge was circulating. Some hesitated, thinking that the platform was too broad in including tea and coffee; but finally their names were given, pledging themselves to total abstinence.

"Brother Hunter, who was then called upon to speak, responded by giving a very impressive testimony as to how the truth found him, and what it had done for him. He stated that he had drunk liquor enough to float a ship, and that now he wanted to accept the whole truth, reform and all. He had given up liquor and tobacco, and this morning he had drunk his last cup of coffee. He believed the testimonies were of God, and he wished to be led by the will of God expressed in them.

"As a result of the meeting, one hundred and thirty-two names were signed to the teetotal pledge, and a decided victory was gained in behalf of temperance."—*Temperance*, pp. 202-203.

Our first objective is to enlist every Seventh-day Adventist as an active member of the American Temperance Society and make our influence felt for total abstinence. Can we do less than this?

We trust that the Columbia Union Conference, during its 1962 Pledge-Signing Campaign and Membership Drive, will enlist a minimum of 8,000 active members of the American Temperance Society. We believe that our people in the Columbia Union Conference will respond to this invitation to renew their temperance vows and become active members of the American Temperance Society.

"Seventh-day Adventists are handling momentous truths. On the subject of temperance they should be in advance of all other people."

Sales Record Set in 1961

Highest in North America

By D. A. Roth

Public Relations Secretary, Columbia Union Conference

RECORDS were shattered in 1961 by literature evangelists of the Columbia Union Conference, according to Elder Bruce Wickwire, Secretary of the Publishing Department.

Total deliveries for the year topped all other union conferences in the North American Division. The Union Conference in 1961 made a gain in deliveries of \$108,558.38 over the year 1960.

History was written at the close of 1961 as the accumulated totals in deliveries reached a record high mark of \$1,279,528.49.

Elder Wickwire was quick to give God the "credit for this outstanding achievement." With His help the several hundred literature evangelists were able to register new high totals in their endeavors to place Christian literature in the hands of thousands of people in the past year.

The 248 literature evangelists of the Union Conference worked a record-breaking total of 295,541 hours in order to pace the North American Division in sales and deliveries. Six out of the eight local conferences registered gains for the year. The Ohio Conference led in the Union Conference in the gain column with more than \$78,000 increase in sales in 1961 over the previous year.

The Allegheny Conference again leads the Union Conference in total deliveries, with \$301,958.23. In second place for the year is the Ohio Conference with \$240,119.39. Records for the other conferences are as follows: Chesapeake, \$110,630.18; East Pennsylvania, \$181,566.99; New Jersey, \$102,635.36; Potomac, \$215,533.67; West Pennsylvania, \$66,197.96; and West Virginia, \$60,886.71.

**Missionary Work Reported
By Literature Evangelists**

BOOKMEN of the Columbia Union Conference have registered records in missionary work for the year 1961, according to statistics reported in *Vanguard*, monthly organ of the Columbia Union Conference Publishing Department.

The most encouraging figure in the list is 198—the number of persons baptized from literature evangelist contacts during the year 1961.

Other facts include the following:
Literature given away 124,242
Bible school enrollments 21,521
Interested persons 648
Former members contacted 742
Prayers offered in homes 42,835
Bible studies given 2,485
Baptisms from contacts 198

The entire constituency of the Columbia Union Conference salutes the faithful literature evangelists for this outstanding record for 1961. We look forward now to another record-breaking year in 1962.

**HONOR ROLL
of
Literature Evangelists**

**\$10,000 or More for
the Year 1961**

- Ralph Krum
- Gordon Barnes
- Charles Riley
- J. H. Creighton
- Edwin Glenz
- Harry Todd
- Cecil Wolcott
- Robert L. Petrey
- Mark Clay
- Arthur Brandt
- Charles Wiles
- Betty Jean Teeter
- Oscar Dunn
- Sherwood Pangborn
- H. E. Doerr, Jr.
- Carl Tanksley
- Frank Farkash
- Merl Toalston
- Paul Arner
- Thelma Pangborn
- Mrs. Anna Spicer
- Wendell Poole
- James Fenner
- Claude Diehl

Literature Leaders Plan 1962 Program



Photo by Roth

PLANNERS. Literature leaders of the Columbia Union Conference are shown in the photo above making aggressive plans for 1962. At the right front is Elder Bruce Wickwire, Union Conference Publishing Secretary. Seated, left to right, are: Leonard Bierlien, West Virginia; Kenneth O'Guin, East Pennsylvania; J. A. Jarry, Chesapeake; and Olen Gilliam, New Jersey. Standing, left to right, are: C. M. Willis, Allegheny; Herbert Morgan, West Pennsylvania; Paul Bernet, Ohio; and I. W. Young, Potomac. The planning session took place at the Annual Publishing Council of the Columbia Union Conference, held in New Jersey.

(Clip and mail to your local conference Publishing Secretary. See page 11 for a full listing of addresses of the local conferences of the Columbia Union Conference.)

Yes, I am interested in becoming a literature evangelist. Please contact me as soon as possible in order that I might have full information concerning soul-winning literature work.

Name Age

Address Male or Female

City State Church

Institutes Held for Local Conferences

FIVE institutes for local conference literature evangelists have been held in the Columbia Union Conference in the early part of the year.

The special meetings took place in Cleveland, Ohio; Mount Vernon, Ohio; Morgantown, W. Va.; Washington, D. C.; and Mount Pocono, Pa.

Two of the institutes combined local conferences for the training program. The Chesapeake, East Pennsylvania, and New Jersey Conferences held their meeting together at the High Point Inn in Pennsylvania's Mount Pocono region while the West Pennsylvania and West Virginia Conferences held their meeting at Mont Chateau near Morgantown, W. Va.

Institutes are now being scheduled for the schools of the Union Conference. Each academy and Columbia Union College will have an annual training school for students who will do literature work this coming summer.

A special quarterly training school for new literature evangelists will be held in Takoma Park, Md., April 1-3. A series of student rallies already has been scheduled for the summer months.

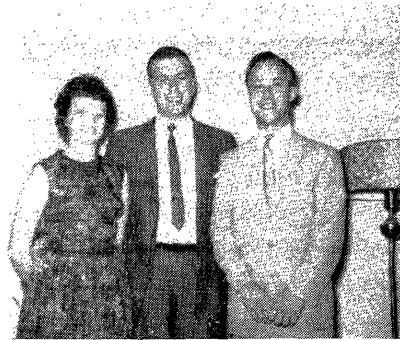
Complete reports of the annual institutes for local conferences will be found under local conference sections in the VISITOR.

Baptisms Result From Contact by Bookman

ROBERT L. PETREY, a literature evangelist in the Dayton, Ohio, area, met Mr. and Mrs. Long in the course of his work a few months ago.

On the occasion of his first visit with the Longs, Mr. Petrey noticed their keen interest in the Bible.

After selling the Longs several books, Mr. Petrey suggested they might be interested in Bible studies. In just a few moments arrangements were made and a few days later studies began.



SOUL WINNERS. Left to right: Mrs. Robert Long, Robert Long, and Robert Petrey.

Not many months later the Longs telephoned Mr. Petrey informing him that they were joining the Adventist Church.

The Spirit of Prophecy tells us that the colporteur work is "a most successful way of saving souls. Will you not try it?" Ohio bookmen are enjoying great success and many wonderful experiences. In this late hour will you not try it?

P. A. BERNET

*Publishing Secretary,
Ohio Conference*

H. C. MORGAN

*Publishing Secretary, West
Pennsylvania Conference*

West Pennsylvania Literature Trophy Presentation



Left to right: Charles Wiles, Elder F. W. Wernick, and H. C. Morgan.

LITERATURE Evangelist Charles Wiles is pictured here receiving the 1961 West Pennsylvania Trophy Award. It is being presented to him by Elder F. W. Wernick, President of the Conference. This award is passed into the hands of the literature evangelist with the highest deliveries each year. Mr. Wiles delivered \$12,538.60 worth of literature during this past year. This is the highest amount ever delivered by any literature evangelist in West Pennsylvania Conference history. He also had the highest delivery total for the month of December in West Pennsylvania. He delivered \$1,111.40 worth of literature during December. Watch this space each month for reports of the leading literature evangelists for 1962.

MESSAGE

From the Columbia Union Conference Publishing Secretary

To the Constituency of the Columbia Union Conference:

"He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him."—Psalms 126:6.

The seed sown during 1961 already has brought in a good harvest. The report of soul winning, found on this page, is a testimony to the faith of literature evangelists of the Columbia Union Conference. These persons have dedicated their talents this past year in house-to-house ministry.



The dollar delivery record is one means of measuring the physical output of books and magazines placed in the homes of people in the great cities and small villages of our Union Conference. The year 1961 was the largest dollar year in the history of the Columbia Union Conference. In fact, the total this year exceeded that of any other union conference in the North American Division.

Winter and summer—seed time and harvest—literature evangelism is on the march and souls are being saved for the kingdom of God. Won't you join the army of bookmen in your conference? If you are interested, fill in the blank found on this page and send to your local conference Publishing Secretary.

BRUCE M. WICKWIRE

CONFERENCE NEWS

Potomac

Washington Welfare Service Reports Good Year

ANOTHER good year of service has been completed by the Greater Washington Health and Welfare Service, according to Elder E. D. Dick, director.

"We have brought cheer and comfort to many who were in pitiful need; the poor, the penniless, the jobless, the friendless," he said.

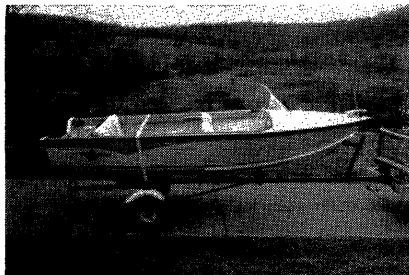
During the past year 6,626 adults and 2,622 children have received services. To them were given 1,873 articles of food and 27,972 garments. In addition each has had an interview of from three to 15 minutes for counsel, encouragement, and prayer.

Associated with Elder Dick is Elder George Butler and also a small corps of assistants. The following are participating churches in the Washington area which give support to the program: Adelphi, Alexandria, Arlington, Beltsville, Bethesda, Capital Memorial, Damascus, Decatur Heights, Garrett Park, Hillside, Hyattsville, Ilda, Pennsylvania Avenue, Rockville, Sanitarium, Silver Spring, Sligo, Takoma Park, Takoma Park German, Vienna, Washington Spanish, Wheaton.

H. J. CAPMAN

President, Potomac Conference

New Speed Boat for Lake At Youth Camp



ATTENTION, all campers! The construction on the new Hidden Valley Lake is nearly completed. There will be plenty of water activity at Blue Ridge Youth Camp this summer. You see, we already have a fine new boat and we shall soon have a new motor to go along with it. We are also purchasing canoes, water skis, surfboards, a water disk, and plenty of life preservers for safety, etc.

There is a 60-by-100-foot area marked off for swimming, a shallow area for beginning swimmers, and a deep area for advanced swimmers and diving. A special feature of the swimming pool will be a new 16-foot, stainless-steel water slide. You will be thrilled to see all the additions we have made since the 1961 camping season. Many surprises are in store when you come to the camp this summer. It is not too early to start making plans to be at camp this summer. You can be one of the first to enjoy the facilities of the new Hidden Valley Lake, located at the

Potomac Conference beautiful scenic camp, Montebello, Va.

E. FRANK SHERRILL

MV Secretary, Potomac Conference

"South Boston Starlighters" Are Active Pathfinders

THE "South Boston Starlighters," a newly formed MV Pathfinder Club, are getting off to an enthusiastic start. Their activities so far have included a picnic, a trip to the Richmond Pathfinder Fair, and Ingathering.

Legal Notices

Potomac Conference of S.D.A.

The Twentieth Biennial Session of the Potomac Conference of Seventh-day Adventists will convene at 9:30 A.M., March 4, 1962, in the Takoma Park Seventh-day Adventist Church, 6951 Carroll Avenue, Takoma Park, Md. The purpose of the meeting is to elect officers and committees, to receive reports of the organization, and to transact such other business as may come before the Conference at that time.

Each church is entitled to one delegate for its organization and one additional delegate for each 25 members or major fraction thereof.

General Conference and Columbia Union Conference representatives and all Conference workers holding ministerial credentials and ministerial licenses shall be delegates-at-large.

H. J. Capman, President
R. G. Burchfield, Secretary

Potomac Conference Corporation of S.D.A.

Notice is hereby given that the Twentieth Biennial Session of the Potomac Conference Corporation of Seventh-day Adventists will be held in the Takoma Park Seventh-day Adventist Church, 6951 Carroll Avenue, Takoma Park, Md., at 2:30 P.M., March 4, 1962. This meeting is for the purpose of electing trustees and the transaction of other business that may come before the Corporation at that time.

The delegates of the Twentieth Biennial Session of the Potomac Conference of Seventh-day Adventists are the delegates of this Corporation.

H. J. Capman, President
R. G. Burchfield, Secretary

District of Columbia Conference Corporation of S.D.A.

Notice is hereby given that the Twenty-third Biennial Session of the District of Columbia Conference Corporation of Seventh-day Adventists will be held in the Takoma Park Seventh-day Adventist Church, 6951 Carroll Avenue, Takoma Park, Md., at 2:30 P.M., March 4, 1962. The purpose of this meeting is for the election of trustees and the transaction of such other business as may come before the Corporation at that time.

The delegates to the Twentieth Biennial Session of the Potomac Conference of Seventh-day Adventists are the delegates of this Corporation.

H. J. Capman, President
R. G. Burchfield, Secretary

Virginia Conference Agency of S.D.A.

The Twenty-first Biennial Session of the Virginia Conference Agency of Seventh-day Adventists, Inc., will be held in the Takoma Park Seventh-day Adventist Church, 6951 Carroll Avenue, Takoma Park, Md., at 2:30 P.M., March 4, 1962. The purpose of the meeting will be to elect trustees and to transact such other business as may come before the Agency.

The delegates to the Twentieth Biennial Session of the Potomac Conference of Seventh-day Adventists are the delegates to this Agency.

H. J. Capman, President
R. G. Burchfield, Secretary

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E. M. Peterson
Speaker

NOTICE TO SERVICEMEN

A Special Service for Our Men in Uniform . . .

3:00 P.M. Sabbath, February 17

Review and Herald Chapel
Willow and Eastern Aves., Takoma Park, Md.

Speaker: Elder E. M. Peterson
MV and War Service Secretary
Columbia Union Conference

Restricted to Servicemen, Their Families, and Personal Guests



Thomas Green
Chaplain



Pictured making holiday cookies are (left to right): Teresa Thomas, Rosemary Clark, Sylvia Newcomb, Laura Ann Newton, and Bonnie Thomas, president of the club.



Pictured with freshly painted projects are (left to right): Billy Smoot, Raymond Smoot, Berry Thomas, Frankie Newcomb, and Richard Howerton. (See accompanying article.)

They have made Christmas presents for their parents. The girls, who are working on their MV honor in cooking, made holiday cookies and the boys, working on an honor in woodworking, made tie racks for their fathers and knife holders for their mothers.

They are well on their way in raising money for their uniforms by selling pen sets. Two of the boys sold 57 sets between them in the first week. The club shows the same spirit in Ingathering. They are ready to go, rain or shine. (See accompanying photos.)

HARLEY BRESEE

Pastor, South Boston Church



New MV Secretary Accepts Call to Ohio Conference

ELDER Robert L. Osmunson, Secretary of the Southern African Division Y.P.M.V., Home Missionary, and Temperance Departments, has accepted the call of the Ohio Conference to fill the vacancy which resulted when Elder Warren Wittenberg became Pastor of the Madison, Tenn., College Church. Elder Os-

munson and his family are scheduled to arrive in Ohio sometime during the month of May.

A native of Oakland, Calif., he entered the work in the Kansas Conference in 1945. Following his internship and a period during which he served as a pastor in that conference, he accepted an appointment as Bible teacher at Union College Academy, Nebr. His next appointment was MV, Educational, and Temperance Secretary for the Nebraska Conference.

He then became Principal of Forest Lake Academy, Fla. While serving as principal of the academy he received and accepted a call to mis-



Elder and Mrs. Robert Osmunson

sion service in the East African Union. Here he headed the Home Missionary, Missionary Volunteer, Educational, and Temperance Departments. Then came the call to serve in the Southern African Divi-

Emphasis on **RELIGIOUS LIBERTY**

This week-long series of Religious Liberty Workshops will feature lectures, films, discussions, and question-and-answer sessions.

February 21 to 28, 1962



W. M. Adams



N. C. Wilson

Elder W. M. Adams, Associate Secretary of the Department of Public Affairs of the General Conference, and Elder Neal C. Wilson, Religious Liberty Secretary of the Columbia Union Conference, will be the featured speakers at these rallies. Assisting in the program will be Marvin H. Reeder, Religious Liberty Secretary of the Ohio Conference.

TWO SECTIONS TO EVERY EVENING PROGRAM

Each workshop will have two sections. The first session begins at 7:00 P.M. and continues to 8:25 P.M. Pastors, church elders, religious liberty secretaries, press secretaries, and teachers are invited. The second session begins at 8:25 P.M. and is open to all members of the church.

WEDNESDAY, FEBRUARY 21

- Dayton Church, 1701 Far Hills Avenue.

THURSDAY, FEBRUARY 22

- Cincinnati Church, 1018 William Howard Taft Road

FRIDAY, FEBRUARY 23

- Chillicothe Church, Metzger Avenue

SABBATH, FEBRUARY 24

- Lakewood Church, 1382 Arthur Avenue

SUNDAY, FEBRUARY 25

- Mount Vernon Academy Campus

TUESDAY, FEBRUARY 27

- Defiance Church, 1129 East Second Avenue

WEDNESDAY, FEBRUARY 28

- Youngstown Church, 2139 Market Street

SABBATH, MARCH 24

- Toledo Church, 2902 Auburn Avenue

TOPICS AND FEATURES

Some of the topics to be discussed include the following: Federal aid, Sunday blue laws, meeting public officials, calendar reform, religion in public schools, local city ordinances, attitudes toward labor unions, etc. Also a film will be shown at each meeting and opportunity will be given for questions.



M. H. Reeder

**MOUNT VERNON ACADEMY
ALUMNI HOME COMING**

Friday and Sabbath, March 23 and 24

Speakers

Friday evening, Bill Richardson

Sabbath, 11:00 o'clock, Elder Richard Fearing

Sabbath afternoon, a mass choir and band musical will be presented.

Saturday night, 7:00 o'clock, business meeting followed by a motion picture.

Please Plan to Provide for Your Own Lodging and Meals

sion, a post he accepted and has held to the present time.

With this wide experience, Elder Osmunson, we are confident, will make a real contribution to the MV and Temperance work in Ohio.

Mrs. Osmunson, the former Rosemarie White, names Chicago, Ill., as her birthplace. She was married to Robert Osmunson in August, 1945. There are two children in the family, Marilyn Ruth, 14, and Willard Earl, 11.

Marilyn has been separated from her family this year in order to attend school. She has been living with her grandparents in Reno, Nev. It will be a happy day for Marilyn and her parents when they can be reunited here in the United States.

A cordial welcome awaits the Osmunsons when they arrive in Ohio.

**"Faith for Today" on
Dayton WLW-D TV**

FAITH for Today may be seen each Saturday morning on Channel 2, WLW-D TV, Dayton at 7:00 o'clock. The first program was shown January 27. This is not a preferred hour, but it is a beginning on a new station in an important area.

With a new Seventh-day Adventist hospital being erected in the area, it will be good for the public to know something more about Seventh-day Adventists and their teachings. Faith for Today is designed to appeal to unchurched peoples and it should make a favorable impression for the church in this new area.

If you can view the program over Channel 2, please write a card or a letter to the station and let them know you enjoy the program. It is not necessary to identify yourself as a Seventh-day Adventist. No matter what your faith, the station management will appreciate knowing your reaction to their scheduling this new program.

New Jersey

**An Outstanding
Ingathering Victory**

I WISH to take this opportunity to express our very deep and sincere appreciation to our people and church officers and pastors who so loyally supported the 1962 Ingathering campaign in the New Jersey Conference. The achievements that you have wrought in this campaign in such a short period of time are not only commendable but inspiring.

The 1962 campaign brought into the treasury the largest amount ever turned in for the Ingathering campaign, and once again the New Jersey Conference is leading the world in the Ingathering per capita amount. These are not cited in boastfulness, but rather in the larger sense in humility, for it is indeed an outstanding example of the faith and devotion exhibited and demonstrated by the constituency of the New Jersey Conference.

Here in New Jersey we believe in missions. Consistently through the years New Jersey has demonstrated its faith in the great world-wide program of the Seventh-day Adventist mission endeavor. In addition to that, the tremendous sacrifices made for the building up of our local institutions carrying forward the enterprises of soul winning and evangelism through all of our departmental functions has indeed been



Left to right: R. D. Steinke, Home Missionary Secretary; R. L. Walden, Secretary-Treasurer; M. K. Eckenroth, President of the New Jersey Conference; at the blackboard proclaim VICTORY for New Jersey. New Jersey rejoices as the district pastors report the Ingathering achievement at the workers' fellowship meeting. The total reported was \$84,582.39 as of January 21, 1962. The 1962 goal was \$75,675. To date a per-capita total of \$27.94 has been reported.—R. D. Steinke.

both amazing and gratifying as God's people demonstrate their love for the Saviour and for the truth of God.

Who can possibly measure the blessing that the Ingathering leaflets have brought to untold thousands of people in New Jersey? How can we ever measure or know the deep impressions that are being made in the hearts and lives of men and women who some day will take their stand on the side of truth because of the seed sown in the annual Ingathering program of the church?

May God richly bless each one and may all be comforted by the new assurance that the work that was done during the 1962 Ingathering campaign will do much to hasten the coming of our blessed Lord.

M. K. ECKENROTH

New Jersey Sets High Goal for ATS Memberships



LEADERS TAKE THE LEAD. A goal of 1,000 memberships in the American Temperance Society has been set by the New Jersey Conference Temperance Department, according to Elder Derrell K. Smith, Temperance Secretary. Taking the lead in the signing of the membership pledge are the members of the Conference Executive Committee, shown in the photo above. Elder M. K. Eckenroth, President, is shown signing the first pledge card. Looking on are (left to right): W. J. Durham, Loren Poole, L. E. Lenheim, A. R. Appel, David Manzano, R. L. Walden, and Fred Gottsleben. The campaign for the Temperance Department will be held in the month of February, Elder Smith said. Every member is encouraged to become a member of the American Temperance Society and support the work of temperance in the denomination.

Treasure You Can Keep

"Lay up for yourselves treasures in heaven" (Matthew 6:20).

What can these treasures be? They must be something that is going to heaven.

Oil fields are not going to heaven.
Wheat fields are not going to heaven.

Cotton fields are not going to heaven.

Orange groves are not going to heaven.

Acres of land are not going to heaven.

Gold mines are not going to heaven.
Stocks and bonds are not going to heaven.

What, then, is going? SOULS.

Then invest your treasures, your money, in souls and your treasures will go to heaven where thieves cannot steal.

When you bow and pray for a lost soul, you are storing up treasures in heaven where there is no loss.

When you kneel to pray for a missionary, you are laying up treasures in heaven where there is safety for valuable possessions.

When you intercede for your pastor, you are accumulating wealth where it is safe and secure.

When you give of your material possessions to help spread the gospel, you are making an eternal investment.

Indestructible securities are available to you through the door of soul winning.

—Selected—

R. L. Walden

Secretary-Treasurer, New Jersey Conference

Chesapeake

Chesapeake Ingathering Exceeds All Former Records

IN preparing the program for the Ingathering campaign, a special effort was made to make it a soul-winning activity. Now that the campaign is almost over we are happy to report that this objective has been reached and a large percentage of the financial goals have also been surpassed.

Besides the hundreds of thousands of pieces of literature distributed, more than \$75,000 was solicited, exceeding all records in the Conference.

We consider the Ingathering campaign one of the major missionary endeavors of the church. More church members take part, more people are

visited and hear about the Adventist message, and more funds are gathered in than in any other missionary enterprise.

Many church members had outstanding experiences either in finding persons interested in our message or in raising large individual goals. Young people of the Hagerstown district were responsible for a marvelous achievement—soliciting over \$6,900 in caroling. Barbara Sauder, the pastor's daughter, solicited \$596.46 which was highest among the young people.

Mrs. Theresa Dafin of the Dundalk Church solicited \$538.88 alone as she visited from house to house. Most of the donations were one- and two-dollar offerings.

Mr. and Mrs. Rudolph Freyman of the Baltimore First Church solicited more than \$400 mostly working from door to door. Mr. Freyman averaged four hours of labor each night for 26 nights. As he completed his work each day he would make a chalk



Mrs. John W. Cassell of Prince Frederick, Md., solicited \$605 in Calvert County where there is no Adventist church.



Mrs. Theresa Dafin, who raised \$538.88 in the current Ingathering campaign, stands next to the chart which indicates that the Dundalk Church has reached its goal.

Seminary Extension School Begins

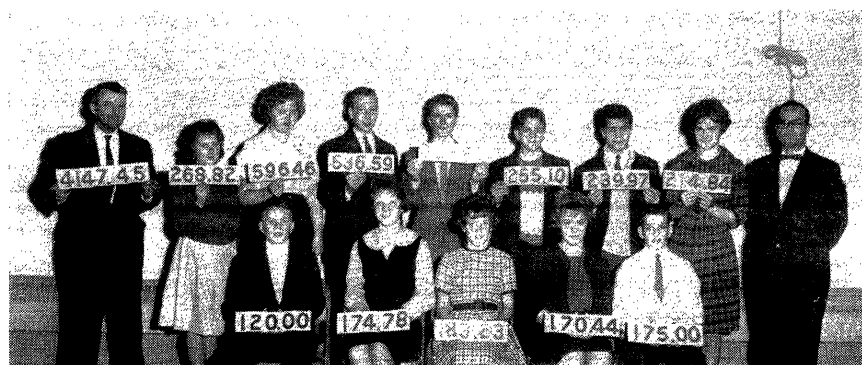
THE fourth consecutive annual Seminary Extension School began in the New Jersey Conference February 5. The courses to be offered will be taught by Dr. A. W. Werline, Professor of History, who will offer a course in "Martin Luther and Medieval Europe," and Elder M. K. Eckenroth, Conference President, who will teach another course in applied theology, "Evangelistic Procedures."

Academic credit will be given to those who successfully complete these courses and fulfill their requirements. Ministers and others who wish to take these courses may enroll for them either for academic credit or as auditors of the classes. The first class began at 10:00 o'clock on February 5, and will be offered during the semester each Monday.

We are grateful to the Conference Committee for authorization to continue this self-improvement study program for our workers and other members who wish to take advantage of these scholastic opportunities.

R. L. WALDEN

Secretary-Treasurer



Fifteen young people of the Hagerstown district, soliciting over \$100 each, raised a total of \$4,147.45 as indicated by the placards held by Elder H. L. Sauder, church pastor. Standing (left to right) are: Elder H. L. Sauder; Jeralyn Sauder; Barbara Sauder, who raised the top figure of \$596.46; George Miller; George Spangler; Ronnie Nalley; David Graff; Ann Welker; and Clarence Philpott, assistant pastor. Seated (left to right) are: Ronnie Huntsberry, Alma Sturtz, Carol Rasmussen, Linda Shores, and Terry Blough. Not present are: Niki Ann Plakataris, who solicited \$115.95; Mary Esther Negley, with \$121.54; and Ronnie Nield, with \$291.19.

mark on the sidewalk to indicate the starting point for the next day's labor.

Then there was Mrs. John W. Cassell of Prince Frederick, Md., who raised \$605 which, according to our records, was the highest amount for any one person in the Conference. One of the high lights of her experience occurred when a special donor who had contributed \$100 in a previous campaign increased the amount to \$150 this year. The marvel of it all is that Mrs. Cassell made all her Ingathering contacts in Calvert County where there is no Adventist church.

The church members of the Chesapeake Conference are to be commended for a job well done. Surely there will be many persons won to Christ as a result of the Ingathering campaign.

A. M. KAROLYI

Home Missionary Secretary,
Chesapeake Conference

Legal Notices

The 25th biennial session of the Chesapeake Conference of Seventh-day Adventists will convene at 9:00 A.M., Sunday, March 18, 1962, at the Baltimore First Seventh-day Adventist Church, 5110 Frederick Avenue, Baltimore 29, Md. The purpose of the meeting is to elect officers for the ensuing term, to receive reports, and to transact such other business as may properly come before the full Conference in session.

Each church is to send one delegate for its full body, plus one additional delegate for each 15 of its members and major fraction of 15.

Delegates at large shall consist of General Conference and Columbia Union Conference representatives; all Columbia Union Conference and Chesapeake Conference ordained or licensed ministers, and credentialed missionaries.

A. B. Butler, President
W. M. Nosworthy, Secretary

Notice is hereby given that the 25th biennial session of the Chesapeake Conference Association of Seventh-day Adventists will be held in connection with the regular biennial session of the Chesapeake Conference of Seventh-day Adventists, Sunday, March 18, 1962, at the Baltimore First Seventh-day Adventist Church, 5110 Frederick Avenue, Baltimore 29, Md., at 1:00 P.M.

The purpose of this meeting is to elect trustees and officers whose terms shall expire, and to transact such other business as may come before the session at that time. Delegates to this meeting shall be the delegates of the Chesapeake Conference session.

A. B. Butler, President
W. M. Nosworthy, Secretary

Allegheny

Goal of Literature Evangelists Is \$350,000

THE Allegheny Conference literature evangelists closed another successful year, maintaining their unquestioned standing as world leaders in deliveries with over \$300,000.

Conference Publishing Secretary Elder C. M. Willis rarely mentions the deliveries but always the souls which the work of these door-to-door representatives of the "strong arm of the message" are doing to win men and women to the love of the Saviour.

Recently meeting in Cleveland, Ohio, with the literature evangelists of the Conference, Elder Willis announced the goal set for 1962 as \$350,000 in deliveries and 150 sales persons in the ranks.

Present to give added enthusiasm and technical "know-how," and to give expressions of praise for the leadership position now held for three years, were R. J. Christian, Manager of the Periodical Department of the Southern Publishing Association; D. A. Bailey, Associate Secretary of the Book Department of the Review and Herald Publishing Association, Washington, D. C.; B. M. Wickwire, Columbia Union Conference Publishing Secretary, and Elder Neal C. Wilson, Religious Liberty Secretary of the Union Con-



Photo by Dixon

Allegheny Conference literature evangelists at meeting in Cleveland, Ohio. Front row (seated left to right): Mrs. Mabel Barber, Mrs. Lutrell Willis, Elders R. J. Christian, Edward Dorsey, C. M. Willis, W. L. Cheatham, B. M. Wickwire, George Anderson, C. D. Morris, and Elder Neal C. Wilson. At the left in a wheel chair is Delmar Davis. In the wheel chair on the right is Macio Harmon.

ference, both from their offices in Washington, D. C., and Elder W. L. Cheatham, Conference President, who gave the Sabbath message.

During the year there have been 21 special training schools in Christian salesmanship conducted in key locations in the Conference territory. The net result has been a recruitment of over 98 trained persons now in the field handling subscription books.

In memory of Mrs. Margaret Dunn, veteran literature evangelist, who died in October, a Big Week was held, November 12-18, 1961. Total deliveries for the special Big Week were \$6,873.36.

Students attracted to the literature work last summer were 12 girls and three boys. They were credited with \$19,088.44 in deliveries.

Mrs. Alberta Williams is the magazine leader for District No. 3 and Wayne Mason has carried this responsibility for District No. 4. Mr. Mason has just become the leader of District No. 1 and joins the associates of this department, namely, George Anderson, District No. 3; T. S. Barber, District No. 2; and C. D. Morris, District No. 4.

Elder Edward Dorsey, Book and Bible House Manager, has purchased a new Volkswagen bus to better facilitate serving the field. A new annex has been renovated and the former office of the Book and Bible House is now being remodeled.

Elder Cheatham said: "We cannot underestimate the ground work done by our faithful literature evangelists who pioneer the way, establish interests, sowing seed often before the formal evangelistic effort. We carry you always in our prayers. Your work is outstanding."

It is reported during 1961 that 127 souls were baptized as a result of house-to-house evangelism by the colporteurs.

A. V. PINKNEY

Public Relations Secretary

Columbus Ephesus Church Purchases New Building

THE members of Ephesus Church, Columbus, Ohio, and their pastor, A. N. Brogden, rejoiced and sang a new song at a dinner in the spacious and beautifully decorated dining room of the Southern Hotel on North High Street.

Everyone relaxed and thoroughly enjoyed the colorful and tasty vegetable dinner given to celebrate the purchase of the new church home.

Many years have passed since this

MV Council Held at Pine Forge Institute



Photo by Pinkney

Young People's Missionary Volunteer council held in the Principal's office at Pine Forge Institute. Left to right: Bonnie Burpee, Lona N. Lea, Raymond Humphrey, Elton Lester; Elder Charles Lee Brooks, Principal-Manager; Elder C. B. Tivy, Pastor of the Pine Forge Church and Bible Instructor at the Institute; and Elder E. M. Peterson, MV Secretary of the Columbia Union Conference.

dream of a new church home was first born in the hearts of the members. Many ministers came to serve the church and were sent to other church groups. Under the administration of each the members worked hard, but not hard enough. As a result of God's goodness and the able leadership of the present pastor, Elder Brogden, they worked even harder, and so the dream has materialized.

Now the other part of the dream, the intermediate school, is fast coming to realization. The dinner climaxed the purchase of the new church and also launched the fundraising drive for the church school which will be erected on the same spacious grounds as the church location.

The working teams already are busily engaged in their contact-canvassing program and the spirits and attitude of every member is 100 per cent for success. Albert Cross of Washington, D. C., is organizing the drive and is leading with an abundance of enthusiasm, a working spirit, and a living faith ready for action. As a result every one has the highest hopes of another "repeat" in accomplishing the aim of the members for the young people. It seems they are as enthusiastic about their school as are the adults.

The two and a half years that Pastor Brogden has been with the church have been most rewarding in that he has first been a dedicated leader, most courteous and thoughtful, possessed with sincere love for each member. May we ask your heartfelt prayers for continued success in this rewarding endeavor.

VIOLA BOYER

Press Secretary, Columbus,
Ohio, Ephesus Church

East Pennsylvania

Churches Record Large Tithe Increase During 1962

It is a pleasure always to report progress, and it is with some sense of satisfaction that we look back through 1961 and note progress in all fields of endeavor in the Conference program. We wish to express our most grateful appreciation to our heavenly Father who watches over His work and who uses the dedicated talents and abilities of His people in steadily reaching for the highest in Christian ideals.

During 1961 the churches have shown a net gain in tithe of \$39,747.58. In evaluation of the districts we find that there are only nine districts in the East Pennsylvania Conference that showed a loss in tithe receipts. These losses ranged in amounts from \$62.42 to \$2,852.33. The remaining 52 churches showed gains from \$108.73 to \$12,854.69. We thank God for these additional funds that will help us to carry on a stronger program during 1962.

At the same time that there has been an increase in tithe we have nearly reached the one-dollar-per-capita mark in our missions giving. This is commendable and we express our appreciation to the constituents of the East Pennsylvania Conference for their loyal support of the work here at home and in the fields across the seas.

Along with these added financial gains we are happy to report an increase in baptisms for 1961 with a

total baptism of 269 new members into our churches. New membership brings new life to the church and thus to the over-all program of the denomination. Steady growth in our membership in each church should be our supreme objective during this coming year, especially in the light of present-day events that inform us of the nearness of the coming of our Lord.

At the same time we have witnessed financial gains in the tithe and missions giving and in membership we must call attention to the growth of the individual churches in the building and repair of several church buildings and in the thousands of dollars that have been contributed toward the construction of the new administration building at Blue Mountain Academy, which is now complete.

We are happy to report that the December offering for Blue Mountain Academy, which is one of the largest offerings ever received in our Adventist churches, amounted to \$10,786. This amount is in addition to the thousands of dollars that have come in during the monthly systematic giving on the part of the membership of the East Pennsylvania Conference.

Our request for the new year is that each member will renew his dedication to the cause of God spiritually, physically, and financially, and that 1962 will see us putting forth the greatest efforts of our lives in reaching into the unentered areas of our field and renewing our approach to the masses in our large cities with the saving gospel of Jesus Christ.

ARTHUR KIESZ

President

East Pennsylvania Reaches "Silver Vanguard" Goal

ON January 24 a total of \$119,170.92 was reported in the 1962 Ingathering campaign. This gives East Pennsylvania a per capita of \$26.38 and by the time you read this article every church in the East Pennsylvania Conference will be a Silver Vanguard church. This is the first time in the history of the Conference that this has happened.

Congratulations and a big "thank you" are in order for all of those who participated in this seasonal activity that brings in so many thousands of dollars for the cause of God. Ingathering celebrations will be held in many of the churches throughout the field. The Conference ministerial celebration was held at Blue Mountain Academy on February 11.

We sincerely hope that these thousands of dollars will add greatly to the strengthening of the program here at home and across the seas and that from the thousands of contacts made seeds of truth have been sown that will ripen into a golden harvest in the near future.

Thank you for a successful campaign this year. Now as we look to other soul-winning activities may God bless us with just as great success and strengthen your hands for a speedy work in this field.

T. E. WEIS

Home Missionary Secretary

Elder Koch Concludes Meetings at Pottstown

For a period of four months Elder E. F. Koch and his associates have held a series of meetings in the Pottstown area. At the close of the year the Conference Committee directed them to hold one-week series of revival meetings in various churches of the Conference. Their first appointment was in the Telford Church, located within the same district as the Pottstown Church.

Elder Koch began on Sabbath morning, January 13, with the subject: "Roll Call of the Missing." Each evening through the week he presented messages which were inspirational and yet which disturbed consciences. The attendance at the beginning was good and grew throughout the week.

On Sabbath morning, January 20, at his closing meeting, he challenged his capacity audience with the subject: "The Cost of Belonging." We were delighted with the number of non-members who were present, some of whom had attended throughout the week. At the close of his message Elder Koch asked how many wished to follow God in the rite of baptism. The presence of the Holy Spirit had been strongly felt, and four responded. The pastor will follow these decisions with studies, and a baptism will be held when the people are ready.

Pastor James Upchurch assisted at each meeting by his ministry in song. We greatly appreciate the visit the team has made to our church and the renewed spiritual strength it has brought to each member.

BRIAN TARR

Pastor, Telford Church

Tell a friend about
Faith for Today EACH SUNDAY
 SEE YOUR LOCAL TV GUIDE
 FOR TIME AND CHANNEL

West Virginia

More Literature Evangelists Needed

SEVENTH-DAY Adventists are not only a "people of the Book" but a people of many books. Publishers everywhere recognize that the publications produced by our publishing houses do not come any finer anywhere, regardless of price. Yes, we can be proud indeed of our heritage in the foundations laid when our pioneers began this phase of the work.



The publishing work was ordained of God. In *Colporteur Ministry*, page 6, is the following: "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 work the Lord would have His people do at this time."

Within the boundaries of the West Virginia Conference thousands of judgment-bound souls are looking to you and me for help. Can we allow their cry to go unheeded very much longer? No, the time has come for accelerated action. The need for consecrated literature evangelists has never been greater.

A prime example of what can be done in this area of endeavor is shown by the recent accomplishments of Charles Riley of Huntington, W. Va. Early in 1961 he began in earnest to labor for the Master. His goal, with God's help, was to de-

Sabbath, February 17
 (The Third Sabbath of Each Month)
The Offering in Every Church is for
CAMPGROUND EXPANSION
Plan to Average \$1 Per Member
Please Do a Little Extra

liver \$16,000 worth of literature to the people in his vicinity. As the totals were tallied, he not only reached his goal but exceeded it by nearly \$6,000. His total for the year is more than \$21,000. Not only did he leave thousands of pages of truth with the people but he enrolled well over 600 people in our Bible courses and prayed in hundreds of family circles.

This is exceptional, you say? True, but can we limit God? Would that we had a hundred canvassers where we have one. We could set the hills of West Virginia on fire for God. If God is calling you, let us hear from you soon. Write to your Publishing Department Secretary immediately.

L. A. BIERLIEN

Publishing Department Secretary

Faithful Ingatherers



Mike Reiber (left) and Donald Cook of the Beckley Church were faithful Ingatherers during the recent campaign. These two boys in one evening solicited \$51.95. The Beckley Church on the evening of December 23 during caroling solicited \$230.

Ingathering Plaques Presented to Missionary Leaders



Elder E. T. Gackenheimer, Conference Home Missionary Secretary, presenting Ingathering Award Plaques to the church missionary leaders of the Morgantown, Fairmont, Clarksburg, Grafton, Shinnston, Buckhannon, Elkins, Parsons, and Webster Springs Churches, for outstanding achievement in the recent Ingathering Campaign successfully concluded. These plaques are given on the basis of their either having reached their Conference goal or gone over the total raised last year. Pastors C. Norman Farley, R. Detwiler, R. Necker, and R. Taylor stand left to right in the back row.



Columbia Union College

"The Gateway to Service"

C. B. HIRSCH, President W. H. BEAVEN, Academic Dean

Kate Lindsay Guild Develops Bond of Unity Among Nurses

"THANK you! Thank you! Thank you! I cannot thank you enough," writes Eliada B. Mann from Burma to the Kate Lindsay Guild. Miss Mann directs the School of Nursing in Rangoon, and was expressing delight over the gift of two nursing magazine subscriptions.

This is only one activity of the Guild, an organization of graduate nurses, studying for their B.S. degree in Nursing at C.U.C. The Guild develops a strong bond of unity among nurses through its social program, and also encourages and supports C.U.C. graduate nurses in foreign-mission service by sending letters and current literature on nursing. Twenty missionary nurses each receive *The American Journal of Nursing* and *Nursing Outlook*, as a gift from the Guild.

Many letters are received from these nurses, who not only read the magazines to keep up with the changes at home, but also use them in teaching students. Last year badly needed furniture was also purchased for the nurses' dormitory at Gifford Memorial Hospital in India.

RUSSELL H. ARGENT

Public Relations Secretary

Behavioral Science Department Organized

THE new Department of Behavioral Science, directed by Dr. W. J. Cannon, reflects the growing importance of psychology in the professions.

Two thousand, five hundred dollars will have been donated to the Department by the end of the school year for additional equipment. A galvanometer, which when fully equipped will be a lie detector, is available for student use. This machine tests skin, pulse, and body reaction to record the influence of the emotions. The Department has also acquired a nine-hole steadiness test, a tachistoscope, a mirror-tracing device, a kronesthometer, and a color-mixing wheel, in addition to other equipment.

Psychology students visit institutions in the area to gain practical experience in their field. Recently Carroll Stumph, a senior, spent a night with a police patrol investigating cases of juvenile delinquency in the Washington area.

Columbia Union College, keeping abreast of the times, is the first Adventist college to offer a major and minor in this field.

OBITUARIES

BUEHM, Mrs. Della, was born March 9, 1866, in Millington, Del., and died December 22, 1961, in Wilmington, Del. Mrs. Buehm accepted the Adventist message and became a member of the Wilmington Church in 1898. She leaves two daughters, Mrs. Mae Howell and Mrs. Iola Saunders. Funeral services were conducted by the writer.

Gale L. Gabbert

CRAMER, Evalena Juda, was born August 9, 1885, and died December 23, 1961. Her husband died April 8, 1950. There were born to this union six children: Charles, Katie, Viva Merle, Edward, and two children deceased, Maude and Leslie. She looked forward in faith to the blessed hope of all believers in Jesus—His glorious return.

B. L. Raith

HILL, Adam N., was born in Berks County, Pa., August 7, 1890, and died in Reading, Pa., January 6, 1962. He attended Mount Vernon Academy and Washington Missionary College. In his youth he was baptized and became a member of the Hampden Boulevard Church, of which he remained a life-long member. He is survived by his brother, Charles; and three sisters: Mrs. Maggie Kemmerer, Mrs. Anna Koch, and Mrs. Emma Bierman.

Harley Schander

RUEHL, Mary G., was born in Waltham, Austria, September 6, 1888, and died December 3, 1961, at Wheeling, W. Va. She was baptized in 1935. Surviving are three sisters, a brother; and 15 nieces and nephews. Funeral services were conducted by Elder Elwin Hewitt and Elder Otis Parish.

E. R. Hewitt

ADVERTISEMENTS

RATES. Minimum charge, \$3 for 50 words or less; additional words, 5c a word. All ads must be approved by the local conference office. Consecutive insertions only when space permits. Payment must accompany ads (do not send cash). Make checks or money orders payable to the Washington College Press. We prefer not to accept telephoned ads.

FOR SALE OR RENT: dairy farm located in Shenandoah Valley. 217 acres fertile land, including 80 acres of fine alfalfa, 40 or more acres of tillable soil, lots of pasture; 2 large barns, automatic feeder, modern pipeline milking equipment. Large house. Ready for immediate operation. Write Charles E. Barney, Route 4, Box 103A, Martinsburg, W. Va. Telephone 267-8784.

FOR SALE: beautiful new 3-bedroom brick rambler, 2 baths, living room with fireplace, dining room, carpet, full basement, outside entrance. Two miles to Beltsville, Md., S.D.A. Church and school. \$23,500. Write or telephone William B. Sines, Greencastle Road, Laurel, Md. WE 5-6656.

EXPERIENCED LANDSCAPE GARDENER to be in charge of the Grounds Department; excellent opportunity for competent man; 2 weeks' paid vacation, two weeks' sick leave, 7 paid holidays, and Blue Cross-Blue Shield. Contact: B. E. Boddy, Washington Sanitarium and Hospital, Takoma Park 12, Md.

FOR SALE: a lot 100 x 100, high, dry land. One block from S.D.A. church, \$400, in S.D.A. community.

also a trailer with one room built on 11½ x 20 feet in trailer park. Price \$1,000 cash. Arlie Hasty, Eden Gardens, R.D. 1, Box 121, Inverness, Fla.

WANTED, CUSTODIAN: retired man to care for and maintain Seventh-day Adventist Church. Please write Pastor B. Paul Gernet, Seventh-day Adventist Church, 22nd and Tilghman Streets, Allentown, Pa.

ARE YOU INTERESTED IN A COUNTRY HOME? We have 30 acres—5 acres cleared, balance woodland—on Cumberland Plateau in Tennessee, 50 miles northwest of Chattanooga, priced for quick sale. Immediate possession. Modern house: living room; kitchen and enclosed back porch; 3 bedrooms; bathroom; fireplace; hot air furnace. Attic, unfinished, would make 2 large rooms. Attached garage, good well, electric pump, electric water heater, R.F.D.; telephone; bus service to Chattanooga and Nashville; 1½ miles to S.D.A. church and new church school (2 teachers). C. W. Foreman, 3611 Kingston Pike, Knoxville 19, Tenn.

Sunset Calendar

	Feb. 16	Feb. 23
Baltimore, Md.	5:44	5:52
Cincinnati, Ohio	6:16	6:24
Cleveland, Ohio	6:02	6:11
Columbus, Ohio	6:09	6:17
Jersey City, N. J.	5:31	5:39
Norfolk, Va.	5:46	5:53
Parkersburg, W. Va.	6:04	6:12
Philadelphia, Pa.	5:38	5:46
Pittsburgh, Pa.	5:56	6:05
Reading, Pa.	5:40	5:48
Richmond, Va.	5:50	5:58
Scranton, Pa.	5:38	5:47
Toledo, Ohio	6:08	6:17
Trenton, N. J.	5:35	5:44
Washington, D. C.	5:46	5:54



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Subscriptions and notices of change of address should be sent by way of your local conference office to avoid delay. Please send both the old and the new address when submitting a change of address. All copy for publication in the VISITOR should be submitted through the local conference in which the contributor holds membership. Copy should be typewritten and double-spaced. Subscription price (to those who are not members of the Columbia Union Conference), \$2 a year in advance.

West Pennsylvania

A New Approach



Charles Wiles and Robert Bair, Jr., in their booth at the Central Pennsylvania Grange Fair. Notice the central theme, "Your Home—Health—Education."

CHARLES WILES and Robert Bair, Jr., literature evangelists, tried something new, and it worked.

At the Central Pennsylvania Grange Fair some 650 families pitched their tents on the fairgrounds. About 10,000 attended the fair besides 1,500 on the area at all times. These brethren decided to secure a booth here to display their books. In spite of difficulties, they secured a space six feet by six feet, four inches.

The accompanying picture gives some idea of their arrangement. Soft, inspirational music was played constantly. Visitors signed cards for a daily drawing. The award was a volume of *The Bible Story*. From about 1,000 cards signed, 300 indicated "in-

terested," 300 "not interested" and 400 did not record their reaction.

The results were as follows: from first 10 names that Mr. Wiles followed up, he sold \$500 worth of books, besides one set that he sold for cash at the fair.

If you would like to do something like this at your county fair, contact the responsible parties soon. Thus you may secure a booth in a strategic spot. Talk it over with your Publishing Department Secretary, H. C. Morgan.

Please note that Mr. Wiles has won the trophy for the highest sales in the West Pennsylvania Conference for 1961. Do you get the idea?

J. A. TOOP

Public Relations Secretary

West Pennsylvania-West Virginia Literature Evangelists Meet

"He's counting on you in '62" was the theme of the 1962 West Penn-

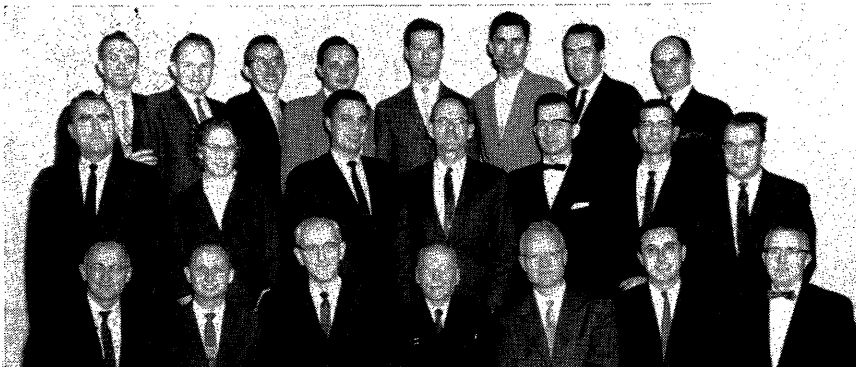
sylvania-West Virginia Literature Evangelist Institute conducted at Mont Chateau State Park, W. Va., January 8-11.

Guest speakers from the Columbia Union Conference included: Elder B. M. Wickwire, Gospel Sales Instructor; Elder N. C. Wilson, Religious Liberty Secretary; and W. J. Griffin, H.H.E.S. Credit Manager. Representatives from the Review and Herald were: D. A. Bailey, Associate Manager of the Book Department, and Elder S. L. Clark, Associate Manager of the Periodical Department. Local conference guests and speakers were: Elder F. W. Wernick, President; H. C. Morgan, Publishing Secretary; William Reynolds, Jr., Associate Publishing Secretary; and Elder J. A. Toop, Public Relations Secretary, all of the West Pennsylvania Conference. Guests from the West Virginia Conference included: Elder A. J. Patzer, President; L. A. Bierlien, Publishing Secretary; and Elder E. T. Gackheimer, Home Missionary Secretary.



West Pennsylvania and West Virginia Conference literature evangelists.

Pastors and Bible Instructors Meet at Pittsburgh



The Pastors and the Bible instructors of the West Pennsylvania Conference met together in Pittsburgh, January 21, 22, and 23 for a "workers' meeting." In addition to Union Conference help, Elders A. V. Olson and A. C. Fearing of the General Conference brought counsel and inspiration. God's blessing was recognized in the leading of the Conference to another Ingathering victory. Plans were laid for a strong and united soul-winning program for 1962.

These valiant workers from the two conferences delivered a combined total of over \$126,000 this past year. In harmony with their institute theme, they have pledged with heaven's help to do an even greater work in "sales and souls" in 1962.

H. C. MORGAN

Publishing Secretary, West Pennsylvania Conference



COLUMBIA UNION VISITOR