

# Columbia Union Visitor

"Surely I Come Quickly. Even So. Come. Lord Jesus."

VOL. 13

MOUNT VERNON, OHIO, DECEMBER 2, 1908.

No. 46

## MY DREAM

I saw a king crowned and adorned,  
With Godlike mein and glory bright:  
He seemed a friend. His wondrous smile  
Filled all my being with delight.

With welcoming joy he stretched his hands.

I saw and falling prostrate cried—

"Is this the man of Galilee?

Is this the one I crucified?"

Those pierced hands then raised my head

And gently, gently, to him drew,

"I died of love," he meekly said—

"Death measured but my love for you"

"These sorrow-prints I ever wear

That heaven may not forget my plea;

That thou may'st all my glory share,

I am the man of Galilee."

The bitterest tears I ever wept

Then fell upon his pierced feet.

Broken and stricken and undone,

My Savior's face I dared not meet.

He saw. He said, "Arise and live,

Thy spirit's grief to heal I died;

I take thee with thy contrite heart

And thou with me art crucified."

My weary soul he filled with peace.

My bleeding, trembling heart he healed,

And with his presence pure and sweet,

As friend to friend, his love revealed.

MRS. MARTHA WINTERMUTE.

Newark, O.

## MEETING OF THE COLUMBIA UNION CONFERENCE COM- MITTEE

The Columbia Union Conference Executive Committee held a meeting at the Washington Sanitarium, Takoma Park, Washington, D. C., November 18 and 19. There was a full attendance of the Committee at the meeting as well as several of the General Conference brethren who assisted while counseling over many perplexities. The business of the meeting was of a very important nature. The following notes will no doubt be of interest:—

The resignation of Eld. E. E. Andross was read and it was voted that his resignation be accepted, and in doing this the Committee wish to express their sincere sympathy to our brother in behalf of his wife's sickness.

There being some vacancies on the Committee it was voted, that Dr. W. H. Smith be appointed as Secretary of the Medical Dept., and a member of the Executive Committee of the Columbia Union Conference, and further, voted, Elder Morris Lukens become a member of the Executive Committee of the Columbia Union Conference in place of Bro. D. W. Reavis, the change being made on account of the transfer of their duties.

The question of a man to fill the vacancy made by Eld. E. E. Andross' resignation was taken up. After giving the matter prayerful consideration it was voted to ask Eld. G. B. Thompson, Chairman of the Sabbath-school Department, to act as President of the Union in connection with his other duties.

Some financial reports were presented by the Treasurer as a matter of information. The College Equipment Fund was held over on account of not knowing the specified college it was donated for. It was not stated that this fund was started by Professor Butler, and that the money donated for same should be forwarded to the Mount Vernon College.

The necessity of sending out funds through proper channels was discussed freely. It was urged that all funds go through the regular channels so that proper records may be made in the Local and Union Conference offices.

The Committee on the Orphans' and Poor Fund submit the following:—

*We recommend*, that the call of funds for orphans and worthy poor at the April collection be made general; but that the funds received be retained by the local conference, ten per cent of this collection be turned over to the Union. This recommendation was adopted.

Voted that we ask the General Conference to furnish a man to audit the books of the treasurer.

Voted, that Eld. G. B. Thompson, H. H. Burkholder, and V. H. Cook be appointed as a committee to look into the creating of a legal organization for the Union Conference, to which Mount Vernon College be transferred.

Voted, that Elder Butcher, Bible teacher in Mount Vernon College, be granted credentials.

## National Reform Movement

Eld. K. C. Russell, Chairman of the Religious Liberty Bureau, spoke in reference to the effort to be held in Pittsburg and Philadelphia, in favor of the National Reform movement, Dec. 1-3, and presented an alarming rapidity of its growth. Voted, that the Religious Liberty Secretary, and the General Agent of the Union be authorized to go to Pittsburg and cooperate with Elder Russell in his work, and further, voted, that each of the Conferences be invited to send their Religious Liberty Secretaries, and such other workers as they may see fit, to assist.

Voted, that the Auditing Committee meet at Mount Vernon College at 3 P. M., Feb. 1, 1909, to adjust the accounts of the Union.

Voted, that we co-operate with the Religious Liberty Bureau in conducting an Institute in Washington on the Principles of Religious Liberty. The time is to be fixed later.

Voted, that we grant Bro. I. D. Richardson a Ministerial License.

The following dates for state canvassing institutes were agreed upon:—

New Jersey.....	Jan. 8 to 20
Chesapeake, Virginia.....	Jan. 20 to Feb. 1
East Pennsylvania.....	Feb. 5 to 19
West Virginia.....	Feb. 19 to March 5
West Pennsylvania.....	March 5 to 19
Ohio.....	March 19 to April 2
Mt. Vernon College.....	April 2 to 16
For. Miss. Sem.....	April 16 to 30

Voted, that we recommend the Local Conference to send their State Agents to attend the Bookman's Convention, held in Washington, December 16-23.

Elder Daniells presented the need of a principal in the School at Cape Town. He asks that the Union concur in the request to release Professor Crager, of Mount Vernon College, to fill the position. After Professors Butler and Griggs made some remarks, it was voted that Professor Crager be released to go to that field.

### Appeal For Help in Virginia

The following appeal was presented for Help by Elder Herrell, President of the Virginia Conference.

"The Virginia Conference in session at Richmond, Va., realizing the importance and great need of this field, and a speedy work to be done, do appeal to the Columbia Union Conference to take immediate steps to secure for us, for at least a period of two years, three paid, efficient, city laborers, one for Charlottesville, one for Danville, and one for Norfolk and Portsmouth, and one thousand dollars in cash for the present year to help support those already in our employ; all these requests to be in addition to the support we are receiving at the present time from the Columbia Union, the General and the Ohio Conferences."

Some of the reasons for this appeal and request are as follows:—

1. We lie at the door of our National capital, and the headquarters of our work.

2. We are the gateway from the North to the great Southern field, and the work well established in Virginia would mean much to the long neglected work in the South.

3. We have a number of important cities, both inland and on our coast, where but little work has yet been done.

4. We have in our Conference about 800,000 colored people to whom we must give the Third Angel's Message.

5. While Virginia is a part of the great Southern field, they have as yet received but little assistance from donations appropriated for that field." Voted, that we approve of this appeal and earnestly request the General Conference to aid us in securing the laborers and means asked for in this appeal.

Voted, that the appropriations for the year 1909, be the same as for the present year, as follows:—

West Virginia.....	\$1,000.00
Virginia.....	800.00
New Jersey.....	500.00
Chesapeake.....	500.00
Pennsylvania Sanitarium.....	200.00

Voted, that we recommend to the respective Boards of the sanitariums that the State of Delaware be transferred from the constituency of the Washington Sanitarium to the constituency of the Pennsylvania Sanitarium.

The following recommendation in reference to the Philadelphia Sanitarium was passed:—

Whereas, the location of the Pennsylvania Sanitarium is such that that

institution naturally stands for the medical institution of the northern conferences of this Union, and,

Whereas, the financial obligations of the institution are large, therefore,

We recommend, that the State of New Jersey, Delaware, Pennsylvania and Ohio be considered to working territory of the Pennsylvania Sanitarium, and that we earnestly recommend the Conference officers, ministers, and members of these states to give the management of the Sanitarium their hearty co-operation in their plans for securing a good patronage, and obtaining the funds they require.

Elder Heckman, President of East Pennsylvania Conference, presented a strong request for workers for that field.

Voted, that the president of the Union Conference endeavor to secure three workers for West Virginia and one for New Jersey, with support.

Adjourned sine die,  
E. R. BROWN, Sec.

### TO WHOM TO SEND PETITIONS

All petitions to Congress against Sunday legislation should, in all cases, as far as possible, be sent to the Congressman representing the district in which the petitions have been circulated. The states embraced in the Columbia Union Conference are Delaware, Maryland, New Jersey, Ohio, Pennsylvania, Virginia, and West Virginia. These states with the counties embraced in the various congressional districts, and the representative representing these districts are as follows:—

#### DELAWARE

Representative at large: Hon. Hiram Rodney Burton.

#### MARYLAND

Counties: Carolind, Cecil, Dorchester, Kent, Queen Anne, Somerset, Talbor, Wicomico, and Worcester. Representative, Hon. William H. Jackson.

Counties: Baltimore, Carroll, and Hartford. Representative, Hon. Joshua F. C. Talbott.

City of Baltimore: Send petitions to either Hon. Harry B. Wolf, or Hon. John Gill.

Counties: Anne Arundel, Calvert, Charles, Howard, Prince George, and St. Mary. Representative, Hon. Sydney E. Mudd.

Counties: Allegany, Frederick, Garrett, Montgomery, and Washington. Representative, Hon. George A. Pearre.

#### NEW JERSEY

Counties: Camden, Gloucester, and Salem; Hon. Henry C. Loudenslager.

Counties: Atlantic, Burlington, Cumberland, and Cape May. Representative, Hon. John J. Gardner.

Counties: Middlesex, Monmouth, and Ocean. Representative, Hon. Benjamin F. Howell.

Counties: Hunterdon, Mercer, and Somerset. Representative, Hon. Ira W. Wood.

Counties: Morris, Union, and Warren. Representative, Hon. Charles N. Fowler.

Counties: Bergen, Passaic, and Sussex. Representative, Hon. William Hughes.

Essex County—Two Representatives: Hon. Richard W. Parker and Hon. Le. Gage Pratt.

Hudson County—Two Representatives: Hon. Eugene W. Leake and Hon. James A. Hamill.

#### OHIO

Hamilton County—Two Representatives: Hon. Nicholas Longworth and Hon. Herman P. Goebel.

Counties: Butler, Montgomery, and Preble. Representative, Hon. John E. Harding.

Counties: Allen, Auglaize, Darke, Mercer, and Shelby. Representative, Hon. William E. Touvelle.

Counties: Defiance, Henry, Paulding, Putman, Van Wert, and Williams. Representative, Hon. Timothy T. Ansberry.

Counties: Brown, Clermont, Clinton, Greene, Highland, and Warren. Representative: Hon. Matthew R. Denver.

Counties: Clark, Fayette, Madison, Miami, and Pickaway. Representative, Hon. Joseph W. Keifer.

Counties: Champaign, Delaware, Hancock, Hardin, Logan and Union. Representative, Hon. Palph D. Cole.

Counties: Fulton, Lucas, Ottawa, and Wood. Representative, Hon. Isaac R. Sherwood.

Counties: Adams, Gallia, Jackson, Lawrence, Pike and Scioto. Representative, Hon. Henry T. Bannon.

Counties: Athens, Fairfield, Hocking, Meigs, Perry, Ross, and Vinton. Representative, Hon. Albert Douglas.

Counties: Crawford, Erie, Marion, Sandusky, Seneca, and Wyandot. Representative, Hon. Grant E. Mouser.

Counties: Ashland, Huron, Knox, Lorain, Morrow, and Richland. Representative, Hon. Jay. F. Laning.

Counties: Guernsey, Morgan, Muskingum, Noble, and Washington. Representative, Hon. Beman G. Dawes.

Counties: Belmont, Carroll, Harrison, Jefferson, and Monroe. Representative, Hon. Capell L. Weems.

Counties: Coshocton, Holmes, Licking, Tuscarawas, and Wayne. Representative, Hon. William A. Ashbrook.

Counties: Columbiana, Mahoning, and Stark. Representative, Hon. James Kennedy.

Counties: Ashtabula, Geauga, Portage, Summit, and Trumbull. Representative, Hon. William A. Thomas.

Counties: Lake, Medina, and City of Cleveland. Representatives: Hon. Paul Howland and Hon. Theodore E. Burton.

#### PENNSYLVANIA

City of Philadelphia. Send petitions to one of the following representatives: Hon. Henry H. Bingham, Hon. Joel Cook, Hon. J. Hampton Moore, Hon. Reuben Osborne Moon, Hon. William W. Foulkrod, and Hon. George D. McCreary.

Counties: Chester and Delaware. Hon. Thomas S. Butler.

Counties: Bucks and Montgomery. Representative, Hon. Irving P. Waninger.

Lancaster County. Representative, Hon. Henry B. Cassel.

Lackawanna County. Representative, Hon. Thomas D. Nicholls.

Luzerne County. Representative, Hon. John T. Lenahan.

Schuylkill County. Representative, Hon. Chas. N. Brumm.

Counties: Berk and Lehigh. Representative, Hon. John H. Rothermel.

Counties: Bradford, Susquehanna, Wayne, and Wyoming. Representative, Hon. George W. Kipp.

Counties: Clinton, Lycoming, Potter, and Tioga. Representative, Hon. William B. Wilson.

Counties: Columbia, Montour, Northumberland, Sullivan. Representative, Hon. John G. McHenry.

Counties: Franklin, Fulton, Huntingdon, Juniata, Mifflin, Perry, Snyder, and Union. Representative, Hon. Benjamin K. Focht.

Counties: Cumberland, Dauphin, and Lebanon. Representative, Hon. Marlin E. Olmsted.

Counties: Bedford, Blair, and Cambria. Representative, Hon. John M. Reynolds.

Counties: Adams and York. Representative, Hon. Daniel Franklin Lafean.

Counties: Cameron, Center, Clearfield, and McKean. Representative, Hon. Charles F. Barclay.

Counties: Butler and Westmore-

land. Representative, Hon. George F. Huff.

Counties: Fayette, Greene, and Somerset. Representative, Hon. Allen F. Cooper.

Counties: Beaver, Lawrence, and Washington. Representative, Hon. Ernest F. Acheson.

Counties: Crawford and Erie. Representative, Hon. Arthur L. Bates.

Counties: Carbon, Monroe, Northampton, and Pike. Representative, Hon. Joseph D. Brodhead.

Counties: Armstrong, Clarion, Indiana, and Jefferson. Representative, Hon. Joseph G. Beale.

Counties: Elk, Forest, Mercer, Venango, and Warren. Representative, Hon. Nelson P. Wheeler.

Allegheny County. Representatives, Hon. William H. Graham, Hon. John Dalzell, Hon. James F. Burke, and Hon. Dr. Andrew Jackson Barchfeld.

#### VIRGINIA

Counties: Accomac, Caroline, Essex, Gloucester, King and Queen, Lancaster, Mathews, Middlesex, Northampton, Northumberland, Richmond, Spottsylvania, and Westmoreland, and the city of Fredericksburg. Representative, Hon. William A. Jones.

Counties: Charles City, Elizabeth City, Isle of Wight, James City, Nansemond, Norfolk, Princess Anne, Southampton, Surry, Warwick, and York, and the cities of Norfolk, Portsmouth, Williamsburg and Newport News. Representative, Hon. Harry Lee Maynard.

Counties: Chesterfield, Goochland, Hanover, Henrico, King William, and New Kent, and cities of Richmond and Manchester. Representative, Hon. John Lamb

Counties: Amelia, Brunswick, Dinwiddie, Greensville, Lunenburg, Mecklenburg, Nottoway, Powhatan, Prince Edward, Prince George, and Sussex, and the city of Petersburg. Representative, Hon. Francis R. Lasker.

Counties: Carroll, Floyd, Franklin, Grayson, Henry, Patrick, Pittsylvania, and the city of Danville. Representative, Hon. Edward W. Saunders.

Counties: Bedford, Campbell, Charlotte, Halifax, Montgomery, and Roanoke, and the cities of Lynchburg, Radford, and Roanoke. Representative, Hon. Carter Glass.

Counties: Albemarle, Clarks, Frederick, Greene, Madison, Page, Rappahannock, Rockingham, Shenandoah, and Warren, and the cities of Charlottesville and Winchester. Representative, Hon. James Hay.

Counties: Alexandria, Culpeper,

Fairfax, Fanquier, King George, Loudoun, Louisa, Orange, Prince William, and Stafford, and the city of Alexandria. Representative, Hon. Charles C. Carlin.

Counties: Allegany, Amherst, Appomattox, Augusta, Bath, Botetourt, Buckingham, Cumberland, Fluvana, Highland, Nelson, and Rockbridge, and the cities of Beuna Vista, Staunton, and Clifton Forge. Representative, Hon. Henry D. Flood.

#### WEST VIRGINIA

Counties: Brooke, Hancock, Harrison, Lewis, Marion, Marshall, Ohio, and Wetzel. Representative, Hon. William P. Hubbard.

Counties: Barbour, Berkeley, Grant, Hampshire, Hardy, Jefferson, Mineral, Monongalia, Morgan, Pendleton, Preston, Randolph, Taylor, and Tucker. Representative, Hon. George C. Sturgiss.

Counties: Clay, Fayette, Greenbrier, Kanawha, Monroe, Nicholas, Pocahontas, Summers, Upshur, and Webster. Representative, Hon. Joseph Holt Gaines.

Counties: Braxton, Calhoun, Doddridge, Gilmer, Jackson, Pleasants, Ritchie, Roane, Tyler, Wirt, and Wood. Representative, Hon. Harry C. Woodyard.

Counties: Boone, Cabell, Lincoln, Logan, McDowell, Mason, Mercer, Mingo, Putman, Raleigh, Wayne, and Wyoming. Representative, Hon. James A. Hughes.

In order to ascertain to whom your petition should be sent, look through the groups of counties given under your state, and when you have found the county (or city) in which your petition was circulated, the name of the representative following this indicates the one to whom you should send your petition.

We suggest that the petitions be accompanied by brief, courteous letters of explanation, expressing the hope that no such legislation pass, but that the blessings of religious freedom, as guaranteed by the Constitution, be maintained and preserved to the people as long as possible.

Send to the proper Congressman, care Capitol Building, Washington, D. C. W. A. COLCORD, *Secretary Religious Liberty Bureau.*

#### THE WEEK OF PRAYER

December 12-19 is the time set apart by the General Conference for the annual week of prayer. These have been seasons of great spiritual refreshing in the past, and the liberal

gifts made by our people at this time have been one of the strongest means we have of rendering financial aid to our foreign work.

This time of prayer and consecration to God should be the best we have ever held. Surely we need to draw near to God. December 1-3 a convention is called to meet in Pittsburgh, Pa., to form a National Lord's Day Alliance, and December 2-8, a great church Federation Convention is to be held in Philadelphia, Pa. That these are to be strong factors in the making of the image to the beast there can be no doubt. That to which we have so long looked for in the nation is about to be fulfilled before our very eyes. A storm of persecution is soon to burst upon us, and only those who are clothed with the armor of God will be able to stand.

During this week all our people should lay aside their secular work as far as possible and devote the time to earnestly seeking the Lord. As a people we need a spiritual awakening. Unless this comes to many hearts, they will lose sight of the prize, and drift fully into the world. Shall we not make this period appointed to especially seek the Lord a time when backsliders will be reclaimed and all will draw nearer to God?

Church officers should arrange for daily services in the churches, and the isolated believers should take part in the devotional exercises, though deprived of church privileges. Let it indeed be a week of prayer and consecration.

The offering made at this time should be a most liberal one. Let none think that the Thanksgiving Ingathering has supplied all the needs of the foreign work, and we do not need to give much. We should give more than ever before in view of the pressing demands for workers abroad. Let us consecrate all we have to God during this time, and make liberal gifts to help advance the message. Churches and conferences are behind in raising the sum of ten cents per week per member for missions, and each church should see that the offering made will be sufficiently large to raise what they may lack of ten cents per week per member for the work in regions beyond. G. B. THOMPSON,  
Pres. Columbia Union Conf.

## SEVEN HUNDRED THOUSAND THANKSGIVING REVIEWS

The interest manifested by all our people in the Thanksgiving Ingathering has greatly encouraged us. There

has been nothing approaching it since the message started. The movement is so great that it has in a measure overwhelmed us here at headquarters. From all parts of the United States the orders for *Reviews* are still pouring in by telegram for from 1,000 to 15,000 copies. We must ask those who have sent in late orders for papers to exercise a little patience, as the *Review & Herald* is unable to cope with this avalanche of orders which come at the last minute.

No blame can be attached to the *Review & Herald* for the delay. All orders received on time were promptly filled. We had approximate orders at the beginning for 300,000 copies of the *Review*. We ordered 400,000 printed. As the orders kept coming in this was increased to 500,000. They still kept coming and this was increased to 600,000. The orders are still pouring in, and an order has been placed for 700,000, and we do not know where the end may be. All the special stock of paper ordered has been used up, and the stock on hand for the *Review* and *Instructor* for months ahead is being consumed in an effort to meet the emergency. The presses of the *Review & Herald* have been running night and day for weeks, and all the force available has been turned into the mailing in an effort to keep up with the orders. But as the orders are still rolling in by the thousands it has been impossible to fill them as promptly as it is beyond the capacity of the machinery. At the present time we are about 125,000 behind.

But all orders received will be filled as soon as possible. One week is too short for such a work. We have therefore decided to extend the Ingathering work two weeks. Keep this good work going. As soon as your papers come, take them out and hand them to the people, and receive their donation. The papers will be as good a week or two later as at the present time. We want to especially urge all to in no way slacken their efforts when the week is past, but continue until all the papers ordered have been used. A. G. DANIELLS.

## VIRGINIA CONFERENCE MEETING

The twenty-fifth annual session of the Virginia Conference was held at Richmond, November 3-8.

The churches were well represented by the delegates elected, and all took a deep interest in the proceedings of the Conference. Some time was

given to the needs of the field. This Conference was organized twenty-five years ago and the work has moved comparatively slow. The general feeling prevailed that the time had come for a great work to be accomplished in Virginia. It is an interesting field in many respects, lying at the gateway of the South, and also near the national Capitol, and the State is settled by a good class of citizens, many of them descendants of American patriots who struggled and fought for religious liberty and American independence.

We believe the work in Virginia is on the eve of greater prosperity in the garnering in of souls. They have the promise of help, and with additional workers the cause will be greatly strengthened.

The general good, Christian feeling which prevailed betokens advancement, for where there is unity there is strength. They have a good school recently completed, and the brethren have done nobly in meeting their financial obligations.

The workers were present and gave good reports concerning their work. The reports from the Conference officers showed that some advancement had been made the past year.

An interesting Temperance Rally was held. Mr. D. D. McAllister, Secretary of the State Anti-saloon League, delivered the principal address which was the most logical and reasonable address we have ever heard from that standpoint. Elders A. G. Daniells and D. F. Lindsay followed with appropriate and timely remarks.

The general lines of the work were well considered, and the business of the Conference passed off harmoniously. Eld. W. H. Herrell was unanimously re-elected president, and the rest of the officers remain about the same as last year.

The workers from abroad were as follows: Eld. A. G. Daniells, Prof. M. E. Kern, I. D. Richardson, and the writer.

May the Lord greatly prosper the work in Virginia. We believe he will, and it will in a short time become a strong conference among a sisterhood of conferences in the Columbia Union.

L. F. STARR.

"Sunshine is mightier than thunderstorm, and patience, meekness, and purity accomplish more than enthusiasm, assertiveness, and passion."

## EASTERN PENNSYLVANIA CONFERENCE ITEMS

Bro. Glen Swingle of Lake Ariel has decided to enter the canvassing work. We bid him God-speed.

On Sabbath, November 21, our President, Eld. W.H. Heckman, visited the Lebanon church in the morning and the church at Reading in the afternoon.

A few weeks ago while at Scranton, Elder Heckman received nine new members into the church. Some of these had been baptized a month or two before.

Bro. H. M. Minier, who for the past four years has been a successful canvasser, has again taken up this good work. He will sell "Great Controversy."

We have a good supply of the Lesson Quarterly for the first quarter of 1909. Sabbath-school secretaries, please take notice and place orders for same early.

We were pleased to learn that Brother Albright of Reading, and Bro. Harry Gauker of Fleetwood, were re-entering the canvassing work. Our prayers go with them.

At a meeting of the Executive Committee of the Columbia Union Conference held at Washington, D. C., Nov. 18 and 19, Eld. George B. Thompson was elected President of the Union.

Bro. and Sister Harry Rhan, of Lebanon, are expecting to enter the canvassing work in a few weeks. We are very thankful to hear the good news. We would that others would follow their example.

Bro. Robert E. Beckner, who was in the employ of the Eastern Pennsylvania Conference the past two summers, has been called to labor in Burma. Brother Beckner was associated with Eld. E. R. Bell last summer at York.

It is indeed very gratifying to see our brethren and sisters taking hold of the Thanksgiving Campaign Plan with so much enthusiasm and success. Let all labor, pray and expect great things—\$300,000 raised by this people for the furtherance of the Third Angel's Message in the distant fields.

Sister Sue M. Andrews, our Sabbath-school and Young Peoples Secretary, has returned to her duties in the office, her father having recovered sufficiently from his recent severe illness to permit her to leave him.

The Southern Publishing Co., announces that beginning with January 1909, the *Watchman* will be put in magazine form, and the price will be reduced to seventy-five cents a year. This is one of our best publications and we should circulate it everywhere.

Bro. J. L. Gerhart, of Reading, has moved to Columbia County and intends to canvass that territory. Being impressed that he should leave his vocation as a prosperous truck-farmer, Brother Gerhart disposed of his implements and stock, and is now happily engaged in the Lord's work.

The week of prayer will be held from December 12 to 19. The readings may be found in the issue of the *Review and Herald* bearing date of Nov 19, 1908. Let all begin to prepare for this important period at once. Daniel's example—secret prayer three times a day—if followed, will surely bring good results, and the best preparation.

The Pacific Press Publishing Co., advises that beginning with January 1909, the *Signs of the Times* is to be restored to its original size and form—namely, sixteen pages weekly, and published entirely independent from the monthly magazine. Price for the weekly, \$1.50 per year; the monthly magazine, \$1.; the two combined \$2. Let us do our best to give these papers a wide circulation.

## CHESAPEAKE ITEMS

Eld. J. F. Piper reports continued interest in Hagerstown.

Elder Starr will spend a few days of this week with the church at Rock Hall.

Quite an interest is manifested in the circulation of the special *Review*, and we believe quite a nice sum will be collected for missions.

Elders Haynes and Cotton are now conducting a series of meetings in a large church in East Baltimore. There is fairly good interest in these meetings, and we hope to see good results.

Eld. John F. Jones just returned from Cambridge, after having spent some time with the church there.

A union meeting of the two churches of Baltimore was held on Sabbath, the 21st. and a large number of people were in attendance. An excellent spirit prevailed, and all seemed to greatly enjoy the day.

E. S. N.

## OHIO

We are glad to welcome several new canvassers to our force in this State.

Brother Wardner VanHorn has started to work near Lake View and expects to spend his entire time in the work.

Sister Ragon writes that she has recently taken many orders from Irish Catholic people in Cleveland.

Brother Ray Corder, after finishing a successful delivery in Muskingum Co., has gone to Guernsey Co., where he and his brother Guy will work this winter. Brother Guy's first week's work amounted to over \$37.00 and he says he enjoys the work.

In our last trip we were able to open up a much neglected field. Brother Clarence Leach, who has had a burden for the work for some time has finally been able to start in Washington Co., where he expects to labor this winter.

While working together we had some very encouraging experiences. One especially which shows how ripe some fields are for the message. As we were beginning our work one morning we visited a little hovel in the hills and from the outward appearance did not expect to spend much time there; but we had not gone very far with the canvass until it was evident that the man and wife were both interested. He began to talk and the more he talked the more interested he became. Finally upon seeing the heading of a chapter on the first day of the week he inquired if the book was written by Seventh-day-Adventists. I told him it was. Well, he said, I used to know a nurse who kept the seventh day and I have a number of books dealing with that subject and I am almost persuaded that that is the day to keep.

Then he remembered that this nurse ate no meat but he could not quite understand that as the Lord had

told the Jews what they could and could not eat. I reminded him that the Lord had made it very plain to them that they were not to eat pork. Yes he said, I know that, as much as I like it I do not feel quite right when I eat it. He promised to study the book we sold him and his Bible carefully, and said that it made no difference to him if he did stand alone, he was going to serve the Lord, and before leaving he suggested of his own accord that we have prayer together and no Adventist ever prayed more earnestly for our work than that dear soul. He said that he knew the Lord had sent us there and wanted to know if we could not hold some meetings in that neighborhood. This we could not promise but said we would encourage it all we could.

Truly the harvest is ripe and in need of many more reapers.

E. R. NUMBERS.

### THE CANVASSER AND HIS WORK, NO. 3

It is important that a canvasser gain an entrance to the home and interest the occupants in his book, and that he conduct himself properly in the home; and yet after observing all that has been suggested thus far, he may, and likely will, fail in securing an order unless he understands quite perfectly how to close the deal.

In my early experience as a state agent, I was out once starting a very bright young man, going with him from house to house, and after we had worked together for some time he wanted to take a street and work by himself for a little while. We arranged to meet at a certain corner after about three hours. When we met I inquired what his success had been and he replied thus, "I can get into the homes and get people deeply interested, but somehow I can't get the order." I could see at once that he did not know how to close the deal, so took him over that part of the canvass several times and he remarked, "I see where I failed." Again he chose to go out by himself and after an hour or so came back with three orders.

This young man became one of our banner canvassers that season. Yet if he had not been drilled on the closing of the deal he would likely have given up the work with the thought, "I can never sell books." Many a canvasser has left the field discouraged, simply because he did not know how to close the deal after having progressed that far successfully.

The experience just related opened my eyes to the importance of our canvassers having a good, thorough training in successful salesmanship and especially how to secure the order after having proceeded with success up to that point.

The first impressions made at the door in the introduction and the one made in the closing of the deal determine, to a great degree, whether or not the order will be secured; so for this reason, I have for the last few years, made a careful study of the introduction which has already been given, and the closing of the deal, which I will now give verbatim as I use it in my field work in most cases. But first let me ask you to lay aside all your present views on this question until you have read all I have to present.

#### Closing the Deal

This book is bound in three different styles of binding. This one is the full morocco with gold side title and can be furnished you for only \$4.75. This one is the full law sheep, or library style, for \$3.75. Here we have a very durable cloth binding, which is our cheapest, and can be furnished you for only \$2.75. I am only taking orders to-day and don't make my delivery until about——.

Many very large editions of this volume have already been sold, and our workers though limited in number are making their way to the homes of the people as fast as possible with this most valuable work.

Now you will want this work and which binding would you prefer? (If the lady hesitates, remark), the most of your neighbors are taking this binding. Pointing to the cheapest binding. This will suit you, all right will it?

Now for a few words of explanation and comparison. Years ago we were instructed to give the highest price only and hold to that for the customer to say whether or not she wanted it, and then if not, drop to the second and so on; but some of us found to our disappointment, that many would say no and then we were unable to persuade them to say yes to any binding. So now I give it as above and close the deal if possible without settling definitely on the binding, and then as the guarantee is made out all but the price, begin to talk up one of the higher priced bindings and often raise them to a library binding.

I consider it best to give all three prices and then wait for the customer to hesitate, rather than give the best price and hesitate for her to say no,

as she will in most cases, and that likely a final no.

If you enter a well-furnished home and see a beautiful library filled with leather bound books, of course never speak of a cloth binding only as a last resort, and then do not urge it as undoubtedly the lady does not want the book. In such a home remark that Mrs. Jones of 1260 Jackson Boulevard as well as (naming several other prominent persons who move in her society) have taken the full morocco, and if she hesitates then mention others of the same caste who have taken the library binding.

It should be remembered that we are not out to sell bindings so much as to get 604, 704 or 756 pages of present truth in the homes of the people, and still we should be judicious and not endeavor to sell a \$2.75 book to a \$4.75 customer nor a \$4.75 book to a \$2.75 customer.

"Now you will want one of these works and which binding would you prefer?" or, "That binding will suit you all right will it?" Thus always express yourself as confident that you are going to get the order, let there be no thought in your mind but that you are going to get the order and then you will look it and talk it.

Always have a good length pencil where you can get it in an instant and then as you begin to say, "Now you will want one of these books," just get your pencil out ready to write the name.

Do not ask the customer to write her name unless she seems very free to subscribe, but write the name yourself.

Don't ask for the order direct as, "Shall I take your order?" or, "Shall I bring you a copy of this book when I deliver?" But put the question as given in the last paragraph of the suggestive canvass given above.

Do not fail to persevere. "If at first you don't succeed" go back and show up in a special manner the points in the book in which the customer seemed most interested and then "try again."

The subject is a little long this week but this being of so much importance it seemed to be necessary to present it undivided.

The question of conditional orders and how to secure good orders will be considered later. I. D. RICHARDSON.  
*Gen. Agt. C. U. C.*

#### SIGNIFICANT NAMES

Did you ever consider the significance of the names of places con-

nected with the earthly career of Jesus Christ? He was born at Bethlehem, the house of bread. He is the living bread for our souls. He was brought up at Nazareth, the place of shrubs or sprouts. He is a tender shoot out of the stem of Jesse. He agonized at Gethsemane, the oil press. He trod the winepress alone, and of the people there was none with him.  
—Dr. John Hall.

**Cheswold, Del.**

To the readers of the VISITOR: I write this short report to tell you how the work is going on in this part of the vineyard in regard to the Thanksgiving Review.

Sabbath November 7, I spoke to the Cheswold Church on the importance of giving the special Review a large circulation, and how the Message was to go to all the world in this generation. There were many of the dear souls that were willing to go and carry this special number to the people, so this little church agreed to take 750 copies.

In the afternoon of the same day, I spoke on the same subject to the little company at Dover. This church, of seventeen members, has just been organized, but they said, "Send us 1000 copies." The following Thursday evening I visited the little company at Marydell, and they ordered 100 copies, there being only two families in this company. Friday I went to Middletown, and on Sabbath spoke to the few believers there on this important work of distributing the special Review, and they took 500, one sister had already ordered fifty copies thus making 550.

In looking over our list I found that 2,400 had been ordered for these four little companies. I said, "Surely the Lord is working on the minds of these dear souls, impressing them with the importance of doing something for the master at this time." If only half of the believers in this message in America, or 30,000 workers would go into the field and give away 100 copies each, it would mean 3,000,000 of this great paper spread over the land; and if we only average ten cents for each paper it would amount to \$300,000 for the Foreign Mission Board to help send the gospel to all the world in this generation. Oh what possibilities are before us! May the Lord help us to do our duty in this campaign; for the work will soon be finished and the night will be here when no man can work.

FRED H. SEENEY.

**CANVASSERS' REPORTS**

Eastern Pennsylvania, Week Ending Nov. 20, 1908

Name	Place	Book	Days	Hrs	Ords	Value	Helps	Total	Del
H. Gauker, Berks,		DR	5	35	11	\$25 25	\$9 10	\$34 35	\$ 1 05
J. Gearheart, Columbia,		DR	3	24	10	23 75		23 75	
E. Swingle, York,		DR	5	28	9	16 00	1 50	17 50	31 60
R. Spangenberg, Scranton,		DR	5	11	4	13 75	3 75	17 50	3 00
H. Gerhart, Bucks Co.,		DR	2	14	4	9 75		9 75	
G. Hackett, Schuylkill,		HM	3	33	3	6 00	1 00	7 00	13 25
M. Hackett,		HM	5	33	3	6 00	2 00	8 00	10 50
B. Sauble, York,		CK	5	29	12	13 50	2 60	16 10	16 80
W. Seigle, Lycoming,		CK	5	40	11	11 00	8 35	19 35	15 30
B. Donachy, Wayne,		CK	3	14	3	3 00	14 35	17 35	
S. Diehl, Union,		BS	5	38	11	7 00		7 00	
<b>Totals,</b>			<b>46</b>	<b>299</b>	<b>81</b>	<b>\$135 00</b>	<b>\$42 65</b>	<b>\$177 65</b>	<b>\$91 30</b>

Ohio, Week Ending Nov. 20, 1908

S. Ragon, Cleveland,		GC	1	3	1	2 75	1 80	4 55	
C. Leach, Washington Co.,		DR	5	37	15	44 25	5 85	50 10	
C. Pember,† Williams Co.,		DR	4	34	6	19 50	2 00	21 50	1 00
G. Corder, Guernsey, Co.,		BF	5	36	40	41 50	6 20	47 70	
R. Corder, Guernsev Co.,		BF	5	39	23	24 50	75	25 25	
L. Waters, Tuscarawas Co.,		BF	5	39	14	16 00	1 00	17 00	1 00
E. Lipps, Stark Co.,		BF	4	23½	5	5 00	3 80	8 80	40
J. Randolph, Marion Co.,			2	18	7	26 25		26 25	
C. Pember,* Williams Co.,				77	33	31 25		31 25	3 00
<b>Totals,</b>			<b>31</b>	<b>306½</b>	<b>144</b>	<b>\$211 00</b>	<b>\$21 40</b>	<b>\$232 40</b>	<b>\$5 40</b>

West Pennsylvania, Week Ending Nov. 20, 1908

I. Lawrence, Cambria,		GC	3	23					44 25
G. Gates, Erie Co.,		GC	5	32½	1	2 75	3 65	6 40	1 20
W. Logan, McKean,		DR	5	39	15	40 75	11 25	52 00	
J. Glunt, Utahville,		BR	3	16	5	9 75		9 75	
I. Bigelow, Indiana,		GC	2	11	2	5 50	2 90	8 40	
A. Bronwlee, Butler,		DR	5	38	3	9 25	6 70	15 95	3 70
J. Nollinger, Rowville,		DR	5	27	6	10 25		10 25	
N. Coffman, Erie,		GC	5	30	2	5 50	9 85	15 35	2 55
<b>Totals,</b>			<b>33</b>	<b>219</b>	<b>34</b>	<b>\$83 75</b>	<b>\$34 35</b>	<b>\$118 10</b>	<b>\$51 70</b>

Virginia, Week Ending Nov. 20, 1908

C. Overstreet, Riverton,		CK		25			1 75	1 75	31 75
K. Oertley, Radford,		SP		18	1	1 25	35	1 60	9 10
J. Hayes, Hague,		DR		74	6	16 25	8 15	25 30	4 35
J. M. Hayes,* Mt. Holly,		DR		52	1	1 50	2 35	3 85	2 35
M. Jemerson, Richmond,		CK		27		1 00	10 75	11 75	4 55
<b>Totals,</b>				<b>196</b>	<b>8</b>	<b>\$20 00</b>	<b>\$23 35</b>	<b>\$43 25</b>	<b>\$52 00</b>

West Virginia, Week Ending Nov. 20, 1908

J. Jennings, Jefferson Co.,		DR	5	38	4	8 50	8 25	16 75	35 50
Mrs Metcalf, Charleston,		DR	5	23	14	24 75	18 60	43 35	6 75
G. Weber, McDonell Co.,		GC	5	38	34	95 50	1 75	97 25	70
D. Percy, Mercer,		GC	5	40	32	98 00		98 00	
E. Metcalf, Parkersburg,							4 75	4 75	
<b>Totals,</b>			<b>20</b>	<b>139</b>	<b>84</b>	<b>\$226 75</b>	<b>\$33 35</b>	<b>\$260 10</b>	<b>\$42 95</b>

New Jersey, Week Ending Nov. 20, 1908

H. Murphy, Trenton,		DR	5	27	5	11 25	14 85	26 10	7 80
S. Oberg, Pittsgrove,		DR	3	26	5	13 75		13 75	19 25
J. Rambo, Millville,		DR	5	40	11	23 75	6 00	29 75	
G. Blinn, Trenton,		GC	4	29	4	15 00	1 20	16 20	2 75
B. H. Welsh, Elizabeth,		BR	5	31	9	19 75	50	20 25	11 55
<b>Totals,</b>			<b>22</b>	<b>153</b>	<b>34</b>	<b>\$83 50</b>	<b>\$22 55</b>	<b>\$106 05</b>	<b>\$41 35</b>

Chesapeake, Week Ending Nov. 20, 1908

E. Mitchell, Sandyville, Md.,		DA	4	30			6 50	6 50	30 00
N. Adkins,* Burkittsville,		CK	10	74	55	73 50	6 95	80 45	7 60
J. Jones, Pittsville, Md.,		CK	31½		21	24 50		24 50	
J. Paden, Frederick Co., Md.,		CK	31		1	1 00	35	1 35	21 35
<b>Totals,</b>			<b>76</b>	<b>104</b>	<b>77</b>	<b>\$99 00</b>	<b>\$13 80</b>	<b>\$112 80</b>	<b>\$58 95</b>

\*Two Weeks.

†Week Ending November 6, 1908.

The  
COLUMBIA UNION VISITOR

PUBLISHED WEEKLY BY THE  
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Seventh-day Adventists

Mt. Vernon, O.

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BESSIE E. RUSSELL - Editor

Entered as Second Class Matter March 25, 1908,  
at the Postoffice at Mt. Vernon, O., under the  
Act of Congress of March 3, 1879.

Brother E. R. Brown, the auditor of the Columbia Union is here auditing the Conference and College books.

At the Young Peoples' afternoon meeting Professor Griggs showed how closely obedience in the home, and school were connected with success. Disobedience is the wrong principle, and can only result in failure.

Eld. G. B. Thompson, the new president of the Columbia Union, and Professor Griggs have been spending several days at the College on business. At the students' prayer meeting Sabbath evening, Professor Grigg took charge of the meeting, and the Spirit of God drew very near to his people. Sabbath morning Elder Thompson addressed the Mount Vernon Church, and a feast of good things was enjoyed by all present. Several gave themselves to the Lord for the first time, and many renewed their covenant with God.

We have a complimentary copy of Prof. M. E. Cady's "Bible Nature Series" number one, and consider it a very fine book. As a text-book in our church schools it will certainly be a pleasure to both teacher and pupil to follow these lessons. The note-book requirement is truly a good idea as it calls for the lesson in the child's own language and thus an experience in expressing itself clearly is gained. This book would also make a very useful gift for children.

Sunday evening a Temperance Meeting was held in the Chapel, Elders Thompson and Butler and Professor Griggs speaking on the course of intemperance, and the need of Seventh-day Adventists putting themselves in a proper light in the community. Quite a few outsiders were present and were delighted with the remarks. Elder Butcher gave some very fine stereopticon views, and at the close of the meeting, while Professor Griggs sang, "O, Where is my Wandering Boy To-night," illustrated it with touching pictures.

## THE COLUMBIA UNION VISITOR

At the recent meeting of the Columbia Union Executive Committee, it was voted to increase the price of the VISITOR from twenty-five cents a year to fifty cents, beginning Jan. 1, 1909. It was voted, however, that all subscriptions, whether renewals or new subscriptions, sent in before January 1 would be received at the former price—twenty-five cents for the year 1909.

We greatly desire that the VISITOR shall be placed in every home in the Union, and to this end solicit the active co-operation of all our laborers and church officers. We kindly request the officers of each church to take up this matter at once and seek to secure a subscription from each family in the church. We hope the laborers will give this matter attention while visiting the churches, and at other times, and help to swell the list as much as possible, and thus help to meet the expenses of its publication. The VISITOR is a good paper, and well worth the price asked.

G. B. THOMPSON.

## REPORTS FOR THE VISITOR

The VISITOR is published as a medium of communication between the various conferences and departments in the Union. In order to make it effective in this line, we desire to fill its pages each week with interesting reports from the field.

It frequently happens that there is a scarcity of reports, and selected matter must be used. This should not be the case, and would not if all reported as faithfully as they should. Shall not the year 1909 show a marked improvement in this line?

We must earnestly request all the laborers, heads of institutions, and the various departments, to send in frequent reports.

Make them brief and to the point. Boil down what you have to say. Gather up items of interest and send them along. Write often. Do not ask the VISITOR to make brick out of straw, and then grumble about the quantity of the brick. If all will send in frequent reports, we can keep the VISITOR brim full of stirring things. Begin to do this now. Let church officers send in encouraging items. Canvassers, come and let us hear from you. We want to know what is going on in the Columbia Union. Send in the news at once.

G. B. THOMPSON.

## DERWENT CONVENTION

The convention days at Derwent, O., November 20-22, were spent very pleasantly and profitably. Many different subjects relating to the Sabbath-school and Young People's work were taken up and thoroughly discussed, besides the practical talks that were given each evening. We are glad to report that at this time the Derwent Sabbath-school joined the rank of those who are giving "all to missions." A Missionary Volunteer Society was also organized, and all are looking forward to the work that can be accomplished for the Master. While we were disappointed that some of the expected workers could not be present, yet all are encouraged because of the privilege of counseling together for a few days.

BESSIE E. ACTON.

Those who have seen the Christmas number of the *Signs of the Times Monthly Special* pronounce it the most attractive and one of the most interesting yet published. The leading theme is on the first and second advent of Christ, and the cover design in colors is in harmony with this thought. It is from one of Ploekhorst's finest paintings, and represents the revelation of the angel to the shepherds on the hills of Judea. This has been placed in a fine, attractive setting, printed in beautiful colors, and will appeal with great force to all, especially at this season of the year.

This number of the magazine will be a splendid medium with which to follow up the great Thanksgiving In-gathering campaign.

Agents wanted in every city and town.

Address your tract society, or *Signs of The Times*, Mountain View, Cal.

## OBLIGATION

"Is this the time, O Church of Christ, to sound

Retreat? to arm with weapons cheap and blunt

The men and women who have borne the brunt

Of truth's fierce strife, and nobly held their ground?

Nol rather strengthen stakes and lengthen cords!

Enlarge thy plans and gifts, O thou elect,  
And to thy kingdom come for such a time!

The earth, with all its fulness, is the Lord's;  
Great things attempt for him, great things expect,

Whose love imperial is, whose power sublime."

—Selected.