

Columbia Union

Visitor



"I WILL VISIT YOU, AND PERFORM MY GOOD WORD TOWARD YOU"

Vol. 20

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No. 13

OHIO

Something Definite

When any proposition is presented, however commendable the plan or important the success in our relation to it, interest at once increases by the addition of details, by which we get a more definite idea both of the manner and progress of our efforts and of the results obtained.

We are familiar with such references as John 4: 35, Luke 10: 2, the Macedonian cry, etc., in considering the needs and advancement of this three-fold message to all the world. There has been liberal response from our believers through each year's campaign for funds until Ohio has even passed the twenty cent average as a conference. Yet, in the past our plans have been more general, simply asking for mission donations with little attention given as to what they will accomplish in those distant lands where all are anxious that many light-houses for this truth be established. Now, when there is such urgent need of progress under the favorable conditions in many lands, you will want to join us in using these opportunities to the greatest advantage.

Those details that should encourage special effort are all included in the mission folder, outline and card plan, and so nicely develop results of true stewardship. Some of our churches have, for some reason, made little or no response to this plan thus far. Do you know what it would mean to the advancement of this closing work if all would adopt one of those schedules? Besides helping to supply the funds to the Mission Board with the same regularity that they in turn pass it on to the missionaries, it would enable you to acquire that habit of investing by which the interests of God's kingdom do not occupy the least part in our plans.

Suppose you would think it possible to make schedule number seven your goal for mission donations during 1915, the

total for the year would enable the Mission Board to employ an ordained minister in any mission field for about forty-three days, or in China a native evangelist for one year, five months; three Bible women for a year; or nearly support four students in the mission school at Shanghai for a year. In India a cheaper class of native evangelist for one year and six months; a Eurasian native worker in Burma for seven months or in one of the mission training schools there, more than enough for three students.

Many other equations might be submitted to show what your dollars will do in answering the Macedonian cry. Then, too, the value of other schedules might be taken up, but we will leave that till later. Have you signed the card? Please do not delay further for each week means a deficit both to you and the support of the work. Other interesting facts given later will help you to successfully carry out your decision throughout the year. The first quarter is already past. Shall we receive your card now, backed by your continual effort? H. D. HOLCOM.

Another Effort to Secure a Sunday Law for Ohio

An effort, perhaps one of the strongest in years, was recently made by the friends of Sunday legislation in Ohio to induce the House of Representatives of the 81st. General Assembly to pass a bill known as "H. B. No. 17". A bill to promote the public health, by providing one day of rest in seven for employees in certain employments. The framer of the bill was Hon. Mr. Bohm of Cleveland. In five different places in the body of the bill appeared the words, "the first day of the week, commonly called Sunday." Thus was the character of the measure easily discovered.

After the first reading the bill was referred to the committee on labor of which Hon. Mr. Whitacre of Columbiana County was chairman, and Hon. Mr. Chapman

of Dayton, secretary. I arranged with the committee for a hearing on the bill, which was granted February 10. Washington, D. C. was notified and Elder S. B. Horton was sent to my assistance, arriving the night before the hearing. Appearing as proponents of the measure were two representatives of the Ohio Federal Council of Churches and two representatives of the Ohio Federation of labor. As opponents there appeared two representatives of the railroads, Elder Horton and the writer. Each side was granted one hour for arguments. On the day immediately preceding the hearing I interviewed nearly every member of the committee, and after setting before them our views relative to such legislation, presented each with a copy of the book "American State Papers". Some of the committee, particularly the chairman, consulted the book carefully. During my argument before the committee in session I made frequent reference to certain data in the book, and the chairman, who had a copy at hand, followed me closely in his copy. The secretary, Mr. Chapman, from all appearances seemed to favor the bill. He questioned me several times. The Lord promptly supplied me with the proper answer.

At the close of the hearing the chairman of the committee assured me that hasty action on the bill would not be taken. His general attitude seemed to indicate that he had heard enough from the opposition to convince him that the bill was not the character of legislation which properly belongs to the assembly in general and his committee in particular. May the Lord strengthen this conviction in his heart.

A letter to the church throughout the conference was immediately drafted, and together with a petition form, was sent out from the office. A few of the churches sent in petitions. The legislative journal up to date records petitions from the following places:

"Petition of G. C. Quillin and twenty-seven other citizens of Coshocton County."

"D. A. Welch and eighteen other citizens of Van Wert County."

F. H. Henderson and thirty-four other citizens of Summit County.

This does not properly represent what should have been done by our churches on this important matter. I suggest if your church has not yet sent in its petition against this bill, that you *do it now*. Let us also pray the Lord that the bill may not be reported favorably by the committee.

H. A. WEAVER.

News Notes

Make your mission goal for 1915 by doing a little every week. Use the outline.

Elder Slade is spending several days this week in the northern part of the state, visiting Toledo and other cities in that section.

For the encouragement of some one else, will you state in writing what you are doing for missions? Sign and mail your goal card, then persuade another to do the same.

The last missionary convention in the series being held will be at the Camden church, April 9-11. All neighboring churches and isolated members are cordially invited to attend this convention.

Brother Harry Barto, who was a former student at the college and for the past two years has been canvassing in the West, has now returned to Ohio and is meeting with excellent success in placing the book "Practical Guide" in homes in Piqua County. We welcome him back to our state again.

Is the conference asking too much of us to adopt one of those schedules? No, we have done as much before but not with an outline. A definite plan and regular effort makes it much easier. Try it.

This week Brother Glenn Draper is moving to Van Wert where he will be more centrally located to work this county. Brother L. H. Waters and he are having excellent success in this territory selling our books.

We are glad to see the way in which our colporteurs are improving on time. Many of them are now reaching the forty-hour-per-week mark, and last week Brother J. H. Stafford, of Toledo, worked fifty hours. This is an indication that a colporteur can put in full time when he has a real burden on his heart for souls.

Do you know that last year some of the children made more with their talent dimes than schedule number one amounts to? Can you do more? Tell us so on that goal card.

Sister Acton made a trip to Ravenna and Akron this week to visit the church-schools in these two cities.

Our people are meeting with success in getting the "World's Crisis" into the homes about them. We are glad to see our missionary societies working hard to place this book which contains so much of the message in the hands of the people. Many report that they are having interesting experiences and are finding many honest souls who are searching for light. We have already used about two thousand copies.

Have you stopped to think that you gave as much last year as several of those schedule totals amount to, and which you think impossible now?

Brother V. O. Panches and Sister Acton have returned from the missionary convention at the Walnut Grove church. A full report of the meeting will appear in the next issue of the paper.

Brother D. A. Rees is spending the week with the colporteurs at Wellsville and Youngstown. From these places he will go to Akron to assist our workers there.

Brethren Fairchild and Simpson, who have been canvassing in Harding County are at home for Sabbath and Sunday. They have just finished a good delivery.

VIRGINIA

Portsmouth

We are pleased to report that we are just closing a very successful effort in the Portsmouth church. About twelve are keeping the Sabbath and others have been reclaimed. We are truly grateful to the Lord of the harvest for these precious souls.

Brother C. L. Hundly of Portsmouth, who has been out of employment for some time, and who has just begun to keep the Sabbath, was persuaded to canvass for "The World's Crisis." He sold thirty in one hour and eighty-two in the first five hours he worked. Most of these were sold for cash.

The Portsmouth church has ordered six hundred of the "Crisis." No one seems to have any trouble to sell this

much wanted book. The church takes a club of one hundred of the weekly *Signs* and disposes of hundreds of *Signs*, *Watchman*, *Life and Health* and *Protestant* magazines. This is the secret of this church being ahead on the twenty-cent-a-week-fund, and being able to pay off the church debt. Truly, it is the working church that is the live, happy church.

J. W. HIRLINGER.

NEW JERSEY

Canvassers' Experiences

Immediately following the Institute, I started Brethren Sher, and Stagmeier in Monmouth County.

Both of these brethren are new in the truth, and are very anxious to engage in this important branch of the Lord's work.

God blessed us in a wonderful way. Hearts were opened to receive the message, and success attended our efforts all along the way. We had a good season of prayer in the woods, and asked our Heavenly Father to lead us, and also to find us a stopping place at night. This he did, and the two nights I was with these brethren, we were all three able to stay over night together in the same home.

The first night, the people had a "Bible Readings", which they had previously purchased from Brother Blinn, so I secured their order for "Daniel and Revelation." We had an enjoyable time with them, and before retiring for the night, we had a good season of prayer. When leaving in the morning they gave us a hearty invitation to stay with them again. The man offered to help these brethren with their delivery, by taking them along in his automobile, providing he was not busy at the time of delivery.

Thursday morning I left these brethren, and both were of good courage, and determined to go forward with the help of the Lord, and continue to have a part in this closing work.

Thursday afternoon I joined Brother Ward at Asbury Park. The Lord blessed in our efforts at this place, the people everywhere seem very anxious to listen, and enquire very earnestly as to the meaning of the present day events. Brother Ward is also determined by the help of the Lord to press on, and make a success of the work. We are looking forward to receiving some excellent reports from this brother.

Brother Hansen has just arrived at the office on his way to Sussex County, which is to be his field of labor. Brother Hansen has already had some very encouraging experiences. After leaving the Institute he ordered four full morocco "Bible

Readings" and disposed of them all for cash during the week. One he delivered to a wealthy New York financier who became deeply interested in the work. We are confident that the Lord guided Brother Hansen to this family, and he is in hopes that this man with his wife will be rejoicing in the truth before long.

Brother G. G. Taylor will labor with Brother Hansen in Sussex County. Pray that these brethren may be the means of winning many precious souls. I expect to spend next week starting these brethren in the work.

Pray for these brethren dear readers. They are going out on the firing line, and if anyone needs the prayers of God's people, it is the colporteur. I hope to have the pleasure of sending some good reports and experiences to the VISITOR week by week. T. H. BARRITT, *Field Agent*.

WEST PENNSYLVANIA

Pittsburg

We are glad to report, that in the face of all that stands against us in these trying times in which we have come, we are not discouraged, but are trusting in the promises of the Lord: "As thy days so shall thy strength be," so we plod along with no special, wonderful and brilliant success, but with a steady increasing interest resulting in an ingathering of souls.

When we closed our tent effort last fall there were ten people that promised by the help of the Lord to keep the Sabbath. While all of them did not keep their promise we had others that stepped in to fill the gap. We soon had baptism at which four were immersed and one later, and three were added who had previously been baptized making eight in all. And now we expect six others soon to go forward in baptism. So the work is onward. I wish to say that the German church membership is thirty-five instead of fifteen which it was several years ago. Tithes and donations are as follows: Tithes, \$666.68; Annual Offering, \$18.65; Harvest Ingathering, \$117.03; Missions, \$42.25; Sabbath-school, \$111.71; Clinton School, \$30.00 Church Expense, \$60.29; Total, \$1067.61. This church is known as Allegheny No. 2. Allegheny No. 1 has a membership of forty-three and have given \$836.17 in tithes. Besides this these two churches support a scholar in Mt. Vernon Academy.

Allegheny is now Pittsburg, North Side. My work has mainly been in the South Side, yet the members of the South Side and those of the North Side meet together in the Century Building in the city. The distance from North Side to South Side is not great only we are inconvenienced by having to pay two fares on the street

cars, yet all can come to the city for one fare. In the same building we have German Sabbath-school and preaching and in the afternoon English Sabbath-school and preaching. In our radius are thousands of people of various nationalities. We have the largest field of labor we have ever been in before and are overwhelmed with the magnitude of the work before us. We mean to put forth a most strenuous effort this coming season and may the Lord add his blessing in giving us souls. JOHN P. GAEDE.

CHESAPEAKE

Need of Consecration

As in the times past God has spoken to our fathers through the prophets, he is today speaking in unmistakable tones to us through his servants, and pleading with us to prepare our hearts to meet him soon. The Lord does nothing but that he first makes it known through his prophets, and the description of the conditions existing at the time of Christ's coming show plainly that we are living under those conditions, and that he will soon appear. This truly is a time for us to humble ourselves as never before and serve God with our heart, and mind, and strength. We cannot depend upon our own ideas of our fitness to be the children of God, for all our righteousness is as filthy rags in his sight, but our lives must be yielded completely to him, and the obedience to his commandments. It is only by living close to God, and letting his spirit direct us in all our work, that he can transform us into fit subjects for eternal life.

The spirits of darkness are marshalling their forces against the truth and against every opportunity to spread the gospel of Jesus. War has involved nearly every nation on earth, and others may be drawn into it at any time. The operations of our missionaries in these countries are practically stopped entirely, and we read in this "Second Sabbath Reading" that some of our workers in Russia are being arrested and exiled to Siberia and treated as common criminals. The only reason given was that they were considered dangerous. In these professed Christian lands Satan has caused the truth to be so mixed with evil, that the minds of the people have been poisoned against the truth.

This summer promises to be one of the bloodiest that Europe has ever seen, and in the same time we believe that there will be the greatest harvest of souls that has ever come in one year. The conditions seem to make the people realize that this is the truth when it is presented to them. Now is the time to work.

With many this is the sifting time, and those who constitute the good wheat will be preserved, but the chaff and the grains with no life will be sifted out and destroyed. This is the time to purify ourselves even as he is pure. We must be able to submit to the measuring rod of God's law, and pass a 100 per cent in the final examination before the throne of God, when the books are opened and the results of our life's work are examined. Now is the time to think seriously and put away every weight and the sin that doth so easily beset us and run with patience the race, that we may say as Paul said, "I have fought a good fight, I have finished my course, henceforth there is laid up for me a crown of righteousness." Let us remember to follow where Jesus led, ministering to others with unselfish interest, that we may be the children of our Father in heaven.

W. T. DURST.

The measure of our praying is the measure of our growth.

Reach Your Goal

We desire to call the attention of the young people of our conference to the goal set for us by the Missionary Volunteer Department. As "Success in any line demands definite aim," and we feel confident our young people went to succeed in the Christian life, we would urge each one to make *our* goal *his* goal.

Be an observer of the Morning Watch. A moment in the morning will fortify you against the temptations of the day. Read the Bible through this year. This will give you a general idea of the scriptures, and the many varied expressions of the Bible characters, with the loving care God has always had for his people, will encourage you to press on with renewed vigor in the battle against sin.

We would also again urge the Reading Course. The books chosen by the department are of a nature that will inspire the reader with a desire to win souls. If you feel you are not prepared to be a soul-winner, do not fail to take the Standard of Attainment. This will prepare us to go to the people in an intelligent way and give them the message that will win them to Christ. Surely the winning of souls is a small part of our goal.

We want to again call your attention to the amount apportioned us from the \$25,000 to be raised by the Missionary Volunteer Department of the North American Division. Our share of this is \$2.50 for each member of our Missionary Volunteer Department, or a total of \$342.50. This will support Brother D. Hop Hla, a native worker of Burma. His name is pronounced Po La. It is impossible for us to go to Burma to take this

brother's place. Many are not prepared to do this. Even if the Lord should call us quite a little time would have to be spent in preparation, and thus much time would be lost. But Brother Hpo Hla is in the field and has the language. Consequently he can work to much better advantage than we could. But he must be supported, and the North American Division is looking to the young people of the Chesapeake Conference for his support. Surely we will not disappoint them, nor him. Shall we not at once lay definite plans to raise \$2.50 each, if we have not already done so. The Lord will greatly bless all who will do this.

EMMA S. NEWCOMER,
Sec'y Miss. Vol. Dept.

The Sabbath-Schools

The Lord has been wonderfully blessing this branch of the work in our conference, and I am sure that all those who are connected with the schools, are full of courage. The membership has increased and we hope to soon have all the church members enrolled as members of the Sabbath-school. Those of you who do not attend the Sabbath-school are missing many blessings and are also losing much by not engaging with their brethren and sisters in the study of God's Word.

Each quarter the reports reveal the fact that at least some of the schools are laboring for the conversion of the members of the school. We hope to see all of the members of all the schools, earnestly taking up this work. While it is important that we should be interested in the world wide work, we should not overlook the fact that those in our own flocks need our prayerful attention.

Our offerings to missions are increasing each quarter and we are glad to know the missionary spirit is being cultivated. The first quarter of 1914 our offerings averaged \$.08 per week per member and the fourth quarter we averaged \$.117 per member. This is a good gain and I know that it was influenced by our love for souls and a desire to see the work quickly finished and the Lord's coming hastened.

May the Lord bless all the officers and teachers and also the faithful members of our Sabbath-schools, to the end that we may all be a daily blessing to others.

Mrs. R. T. BAER, *Secretary.*

News Notes

We are glad to announce that two of the young people of the Baltimore No. 1 church took the standard of attainment examination on Bible doctrines a few days ago, and both made very creditable marks. We trust this will encourage others in the church, as well as in the conference to do likewise. It is quite an attainment to be

able to answer the questions sent out by the department, but we feel sure there are a number who could do so if they would try.

There is quite an enthusiasm in the church at Whitleysburg over this study, and at least six are preparing to take the examination this month.

Elder Baer spent Sabbath with the church at Whitleysburg last Sabbath, and reports a very interesting and profitable time.

Elder Shadel called at the office for a short time on his way to Frederick to conduct the funeral services of our dear Brother Fogle. We are sorry to record his death.

Brother G. W. Lawrence stopped at the office on his return from his delivery at Betterton. Although not feeling well he had a good delivery, and reports several new Sabbath-keepers at that place.

In a letter received from Smithsburg several days ago were these words, "The work is encouraging here. Another one is ready for baptism."

Brother G. R. Apsley reports several interesting experiences in his last delivery. While canvassing, he met a gentleman, a school-teacher, and secured his order for a half morocco "Bible Readings". He says, "the teacher manifested considerable interest in the prophecies, and was very much impressed with the interpretation I gave him. He wanted to know if this book would give full explanation of these subjects. I told him of 'Daniel and Revelation,' and he asked me to bring that instead of the 'Bible Readings' as he thought it would suit him better. When I made my delivery he was very anxiously waiting for his book, as he had been reading reports of the sermons of Brother H. L. Peden in the Hagerstown papers, one on the first part of Revelation 13, and the other on the 'United States in Prophecy'. He and his wife are both very much interested and urged me to come again." We would like to emphasize here the importance of the press work. Many souls will be brought to a knowledge of this truth through the press who would never otherwise hear of it.

Brother Apsley relates another interesting experience. "One old gentleman seventy-four years old understood from my card that he should meet me at the post office, three miles from his home in order to get his book, and when I arrived at the place I found him there inquiring

for the book agent and his book as he was very anxious for it. When I first went to this home the old gentleman told me I had better pass on as he wanted nothing to do with me. After questioning him I found he had been unfairly dealt with by others who had been through that section before me and his mind was made up that he would have nothing more to do with traveling men. After some conversation he invited me in, asked me to take off my overcoat, and have some supper. I secured their order for the best binding of 'Bible Readings' and stayed with them all night. When I left them in the morning he said, 'You should be in the pulpit preaching.' What a wonderful effect this message does have on the few who can be impressed."

EAST PENNSYLVANIA

Williamsport

On January 14, I left Blossburg for Williamsport to hold a short series of meetings in our new church building. At first our interest was small and we all felt burdened to make it a special matter of prayer, and at the same time to personally invite such as might be interested. We had advertised our services extensively. The Lord came precious near to us in answer to our prayer and our interest grew rapidly until we had filled the church nightly with interested hearers. Every church member appointed himself a committee of one to work for the interest of the church, in behalf of the salvation of souls and also the liquidation of the church debt.

As a result of the preaching of the Word and the earnest work of the members of the church, when the opportunity was given for all those to stand who believed that what was preached nightly in the church was truth, practically everyone arose to their feet. Then the opportunity was given for those who were willing to obey to stand, and a large number stood again. After the service, eleven signed the covenant to keep the commandments of God and the faith of Jesus. Two are keeping the Sabbath who have not as yet signed the covenant and a goodly number are in the valley of decision. This revival in the Williamsport church is a source of encouragement to all the members, and we ask the believers throughout the conference to earnestly pray for these precious souls who are about to decide.

We also raised, by solicitation, the indebtedness of the church (\$208.00) and are ready to dedicate free of all incumbrances. Enough was raised in offerings to make needed repairs on the furnace and to fill the bin with coal.

The services closed with a lecture in

Summary of Sabbath School Work for East Pennsylvania

Year 1914

School	Membership 4th Quarter	Average membership for year	Offerings 4th Quarter	Total for year	Average per week per member
Ariel	24	23	\$15 64	\$57 07	.04
Allentown	36	38	38 13	96 14	.04
Birdsboro	7	7	7 41	34 43	.09
Bloomsburg	7	10	2 37	8 20	.01
Berwick (2 Quarters)	15	13	18 93	36 24	.10
Blossburg (1 Quarter)	38	35	46 26	46 26	.10
Clarks Summit	12	10	8 15	19 77	.04
Carbondale No. 1	15	21	14 44	47 82	.04
Carbondale No. 2 (3 Quar.)	17	9	17 00	39 09	.11
Carlisle	9	11	9 90	44 59	.07
Cherry Flats	10	10	7 16	26 43	.05
Covington	33	31	41 36	144 15	.09
East Stroudsburg	21	26	14 80	52 79	.03
Hamburg	6	6	8 83	30 38	.10
Harrisburg	35	32	30 10	101 40	.06
Fleetwood	28	28	11 40	48 97	.03
Fairhill	61	54	44 88	142 01	.05
Hanover	16	19	12 95	51 08	.05
Hawley	13	12	8 89	28 33	.04
Honesdale	13	12	17 56	57 44	.09
Kulp (3 Quarters)	5	5	4 80	16 09	.08
Lancaster	21	20	36 56	146 51	.14
Lebanon	23	28	23 07	81 98	.05
Lorenton (3 Quarters)	14	12	5 55	16 65	.04
Lehigh (1 Quarter)	16	14	10 89	10 89	.06
Mifflintown (3 Quarters)	19	17	8 22	25 47	.03
New Britain (3 Quarters)	5	4	8 64	17 44	.11
Northumberland	20	21	13 31	28 94	.02
Philada., German	44	48	56 00	242 00	.09
Philada., North	45	41	78 01	164 86	.07
Philada., West	176	162	201 70	659 97	.07
Philada., African	23	18	18 22	42 45	.04
Pottsville (2 Quar.)	1	3	5 00	10 00	.13
Phoenixville	10	10	7 32	24 00	.04
Reading	100	93	100 68	357 42	.07
Roaring Branch	25	22	10 99	38 39	.03
Rummerfield	2	3	2 13	16 18	.10
Sayre	50	31	19 93	83 75	.05
Seranton	44	49	32 34	114 85	.04
Shimersville	33	39	17 85	72 03	.03
Shunk	29	33	4 45	19 16	.01
S. Canaan	15	9	10 67	27 83	.05
Towanda	12	11	5 60	22 90	.04
Wade	28	30	34 53	123 83	.08
Williamsport	19	20	24 07	111 84	.10
Wilkes-Barre	51	48	35 18	122 03	.04
Wyoming	20	19	5 60	14 85	.01
Wellsboro	7	7	13 10	47 34	.13
York	5	8	14 56	22 67	.05
Conference S. S.	23	29	17 00	55 76	.03

BERTIE C. RICHARDS.

the court house on the meaning and final outcome of the great war in Europe from a prophetic view point. Between three and four hundred men were in attendance. As one looks upon the interest in these places one is led to say, "Truly the harvest is plenteous, but the laborers are few; pray ye therefore the Lord of the harvest, that he will send forth laborers into his harvest."

H. J. DETWILER.

Life is a wonderful problem,

But rules for its solving are given;

They are all in the blessed old Bible;

The one correct answer is Heaven

—Mrs. Alderman.

DISTRICT OF COLUMBIA

Cultivate Cheerfulness

A great statesman once said: "When a cheerful man comes into a room, his arrival has the same effect on everyone present as the lighting of a candle in the circle around a hospitable table."

Another equally great man said: "Cheerful men move through life as a band of music moves down the street, flinging out pleasure on every side, and to every one far and near."

There are many colporteurs whose entrance into the presence of a prospective

customer is like the advance of spring after a hard winter. They bring a burst of sunshiny weather. The tired and perhaps ill-humored individual, who has been sitting on the mourner's bench all day nursing his troubles, loosens his hold on the grouch in the presence of insistent optimism. It is as if some one had opened a window in a "stuffy" room; he feels the invigorating effect of ozone in the air. No man can look a good-natured fellow man square in the face and hang on to a fit of ill-humor.

Every tactful colporteur knows this. He understands the market value of cheerfulness. A well-mannered approach will break down a prospect's guard and hold his attention in play during the first three minutes better than any attempt at oratory, or the greatest solar plexus argument ever invented.

Courtesy and cheerfulness are legal tender in any clime. They make up half of the colporteur's stock in trade. Armed with these, and with persistence, a colporteur can secure an interview with almost any citizen of the American republic.

Anger is powerless when met with good humor. Indifference is transformed into interest by the magnetic power of tact. Gruff and surly moods are dissolved into friendly feeling by the active chemicals of courtesy and an appealing personality.

A prospective customer's mind is a castle that cannot be carried by storm nor taken by stealth; but there is a natural way of approach and a gate of easy entry open to the colporteur who carries the magical keys of courage and cheerfulness.

There are some colporteurs who fail to realize the importance and value of true Christian courtesy. Conscious of the merits of their book and their own knowledge (be it little or much) of the business in which they are engaged, they invariably lay the blame for every turndown they receive at the door of the prospective customer, saying: "He was simply too stupid to see the real spiritual advantage such a book would be to him, and to every member of his household."

The first step to a sale is to secure a man's good will. He gets an impression for or against you the very moment he faces you at the door.

Another principle in successful salesmanship is never to antagonize a prospect. Show him, if you have to, the fallacy, from the Bible view-point, of his ideas, but do so without reflection in any way on his own personal intelligence in adopting or following these ideas. If he has opinions, and is free to express them, get around the situation by careful strategy. Never forget that much of your power consists in what you say to a man, and an equal amount in the way you say it.

When you are talking to a prospective customer you are like a man walking around in a dynamite factory, and the slightest misstep is likely to blow you out through the roof, so far, at least, as your chance of getting an order is concerned. Your prospect is not a bag of sand or a load of rock. He is a man, made up of combustibles—pride, prejudice, vanity, sensitiveness, conceit. Be careful not to touch a match to any of these. Walk gently—make your advances with caution, as a man feels his way in the dark.

Half knowledge and half preparation of the work you are planning to do is all right if you only want to go half way, but you can succeed better by cheerfulness and Christian courtesy than in any other way.

To these qualities, however, there must be a submissive life, a daily study of God's Word, much meditation and prayer, and an unflagging interest and zeal for men who are dying in sin.

E. R. BUTTON.

News Notes

Elder and Mrs. R. E. Harter, both of whom have been in Washington Sanitarium for treatments, are getting along nicely, and will no doubt be at their home by the time this paper reaches you. Elder Harter is looking after the work of the conference in a highly commendable way, with the result that advancement is being made along all lines.

Elder F. E. Gibson and wife, of West Virginia, have been asked to connect with the work of this conference, and will soon be located at Colonial Beach, Va., where they will do their utmost to advance the interests of the Third Angel's Message. They come highly recommended.

Elder G. A. Stevens expects to leave next month for West Virginia, which is to be his future field of labor. Brother Stevens will leave many friends in this conference, all of whom will wish him God-speed in his work.

The meetings that are being carried on at the Arlington church have been well attended, and the interest has grown from the very first. Elder Harter hopes soon to be able to report there again for duty, and believes a substantial addition to the church will be the result.

E. R. Button, the field agent, visited the company at Clifton, Va., last Sabbath. He reports an interesting service, and a splendid outlook for the work if persistently followed up.

Canvassers' Reports

Name	Place	Book	Days	Hrs	Ords	Value	Helps	Total	Del
Ohio, Week Ending March 19, 1915									
J. H. Stafford, Lucas Co.		BR	6	50	9	30 00	3 75	33 75	
B. F. Carter, Guernsey Co.		BR	5	40	12	36 00	5 50	41 50	
Fred Hannah, Holmes Co.		BR	5	40	4	12 00	4 75	16 75	1 00
L. H. Waters, Paulding Co.		PPF	5	40	33	60 50	5 55	66 05	4 35
C. E. Reichenbach, Shelby Co.		GC	5	39	12	44 00	15 25	46 25	1 50
R. E. Simpson, Hardin Co.		BR	4	39	6	20 00	5 65	25 65	4 90
Carl Krause, Ross Co.		BR	4	38	1	3 00		34 25	
Glenn Draper, Van Wert Co.		BR	5	37	12	38 00	2 25	40 25	19 25
W. S. Scott, Jefferson Co.		PPF	5	36	3	6 00		6 00	
W. S. Syphers, Ross Co.		BR	4	33	2	7 00	3 75	10 75	49 85
Mrs. C. L. Jackson		HM	4	33	2	4 00	50	4 50	2 50
H. W. Barto, Pickaway Co.		PG	4	33	10	37 00		37 00	
C. R. Fairchild, Hardin Co.		BR	4	33	12	40 00	10 50	50 50	6 00
L. J. Jackson, Butler Co.		HM	5	32	5	10 00	4 25	14 25	4 75
Clara Reichenbach, Logan Co.		GC	4	28	7	22 00		22 00	
C. G. Douglass, Summit Co.		BR	4	27	12	36 00	1 60	37 60	
J. S. Randolph, Marion Co.		DA	3	27	1	3 00	5 55	8 55	1 55
H. O. Kohr, Mt. Vernon		DR	4	23	7	22 00	1 00	23 75	
A. Knierim, Madison Co.		GC	3	21	8	24 00	4 50	28 50	7 25
H. A. Rossin, Tusc. Co.		BR	4	17	3	10 00		10 00	
H. C. Oberholtzer, Summit Co.		BR			7	25 00		25 00	
Miscellaneous			6	21	3	8 00		8 00	4 50
Totals	24 Agents		93	688	171	\$497 50	\$64 35	\$561 85	\$141 65

Chesapeake, Week Ending March 19, 1915

G. R. Apsley, Frederick Co.	BR	5	26	2	6 00	40	6 40	67 00	
O. C. Weller, Frederick Co.	BR	4	42	17	54 00	5 30	59 30		
David W. Percy, Trappe Co.	PPF	5	35	28	73 50	6 50	80 00		
Geo. W. Lawrence, Kent Co.	DR	1	13					60 00	
J. E. Jones, Sussex Co.	PPF	5	35	20	42 00	5 75	47 75	77 60	
N. O. Shaffer, Baltimore Co.	CK	5	38	28	41 00	3 30	44 30		
Totals	6 Agents		25	189	95	\$216 50	\$21 25	\$237 75	\$204 60

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Frank E. Moore, Frederick	Signs				39		3 90
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East Pennsylvania, Week Ending March 19, 1915

W. B. Dunkinson, Tioga Co.	PPF	10	66	21	45 00		66 00	5 75
W. P. Hess, Lanc. Co.	PPF	5	44	13	27 00	10 50	37 50	
W. H. Frizzell, Lanc. Co.	DR	5	33	12	36 00	1 40	37 40	
Sherman Booth, Wyoming Co.	DR	5	30	18	56 00	10 05	56 05	
W. C. Rahn, Carbondale Co.								55 70
G. R. Hawthorn, Chester Co.	BF	5	49	49	39 00	2 00	41 00	
F. Washburn, Bucks Co.	PPF	5	30	5	10 00	3 60	13 60	
Totals	7 Agents				\$215 00	\$29 05	\$242 05	\$61 45

West Pennsylvania, Week Ending March 19, 1915

Archie Brownlee, Washington Co.	PPF	5	35	13	30 00	10 40	40 40	13 70
J. A. Heaton, Bedford Co.	PPF	8	46	12	27.00	7 00	34 00	65 00
D. J. Hoover, Fayette Co.	BR	3	21					24 00
T. W. Keighley, Allegheny Co.	BF	4	30	13	21.50	25	21 75	3 75
Clyde Newmyer, Fayette Co.	BF	4	24	1	3 00	3 75	6 75	
Totals	5 Agents	24	156	36	\$81 50	\$21 40	\$102 90	\$106 45

Virginia, Week Ending March 19, 1915

Bennett Ham, Geer	BFL	5	40	11	16 50	1 80	18 30
M. A. Maloney, Tappahannock	CK	5	35	1	1 50	5 95	7 45
Totals	2 Agents	10	75	12	\$18 00	\$7 75	\$25 75

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Louise Henley	10 90	Frank Parson	11 80
			\$22 70

West Virginia, Week Ending March 19, 1915

W. A. McElphatrick, Tucker Co.	BR	5	40	16	52	00	22	35	74	35	3	85
T. M. Butler, Dodridge Co.	BF	5	40	9	28	00	3	50	31	50	1	50
G. Earl Snyder, Cabell		5	33	4	12	00	6	20	18	20	1	50
John McHenry Jackson Co.		3	25	5	16	00	3	50	19	50		
Henry Waggoner, Taylor Co.	BR	4	20	9	28	00	3	60	31	60	3	60
Arley McNemar, Webster Co.	CK	3	17	1	1	50	5	75	7	25	5	75
Totals	6 Agents	25	172	44	\$137	50	\$44	90	\$182	40	\$16	20

District of Columbia, Week Ending March 19, 1915

Hattie V. Purce.....	PPF	5	16	13	31	00			31	00	35	00
C. S. Warren.....	BR	4	19	2	6	00		25	6	25	3	50
Mrs. L. Johnson.....	BR	1	4	4	9	60		5 00	14	60	5	00
Rebekah Dooley.....	BR	1	5	7	20	00			20	50		
Frank Costley.....	BB	2	8	3	9	00			35	00	6	00
Alice I. Blackson.....	Misc	1	2	5	1	25			1	25	1	55
Mrs. H. R. Quickly.....	Misc	1	2	6	1	50			1	50	1	50
E. Mitchell.....	GC	1	6								16	50
Mrs. Cross.....	Misc	1	4	13	5	00			5	00	5	00
Elden Lockwood.....	Misc	1	4	10	2	50			2	50	2	50
Wm. Schmidt.....	GC	1	6	3	9	00		5 00	14	00	8	00
Paul Nillson.....	Misc	1	6	27	6	75			6	75	6	75
Kenneth Gould.....	Misc	5	40	250	62	50			62	50	62	50
H. L. Gould.....	Misc	3	24	80	20	00			20	00	20	00
L. E. Coon.....	Misc	1	4	15	4	20			4	20	4	25
Janet Morris.....	Misc	1	2	5	1	25			1	25	1	25
John B. Aitkin.....	BR	1	1								6	00
Shelton Kilby.....	PPF	1	3	4	1	00			1	00	1	00
Miscellaneous.....											1	65
Totals	14 Agents	32	154	448	\$190	55	\$10	25	\$200	80	\$188	05

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C. F. Houck	\$2	50	Carrie Smith	1	00
L. E. Coon	2	50	C. S. Warren	3	70
Sadie Detwiler	4	00	Mrs. Cross	7	60
M. Sperry	4	00	A. M. Dorman	1	20
R. E. Kidd	5	00	Mrs. E. R. McKean	2	50
M. M. Sterner	7	50	Joe Shelhaas	2	50
Wm. Schmidt	1	00	Miss Peacock	8	00
Miss Chandler	10	00	Mr. Bishop	2	20
Mrs. H. M. Cleveland	25	00	Carrie Smith	2	50
G. Augustine	1	60	Miscellaneous	28	10
F. E. Wilson	1	60	Total	129	80
K. D. Richards	2	50			

TEMPERANCE INSTRUCTOR

A. M. Dorman	10	00	Wesley Sampson	7	50
Rebekah Dooley	1	20	Frank Himes	2	50
Howard Seipp	1	00	K. D. Richards	2	50
C. F. Houck	2	50	C. H. Lewis	2	00
H. F. Brown	2	00	Miscellaneous	1	00
D. E. Rebok	1	00		43	20
Miss Chandler	10	00			

Grand Totals: 56 Agents Value of Orders \$1356 55 Deliveries, \$718 4

The annual meeting of this conference will be held at the M Street church beginning April 11 and continuing for two days. The day previous to the opening will be consecration day, at which all the workers and delegates are invited to be present.

E. R. Button left Wednesday afternoon, March 24, for Kilmarnock, Va., where he will assist in getting three workers started in their summer's campaign of book-selling. They are the Gould brothers and Brother Wright. Two boats are to be used. One of the boats has already been launched, and is christened "The Messenger." It surely is gratifying to see

how God raised up workers with boats to travel over a territory that could scarcely be worked otherwise.

A recent card from Brother Brown, former secretary-treasurer of this conference, but now enroute for China, revealed the fact that his trip thus far had been safe and uneventful. He has not yet left the States.

There has been a regular land-slide in the magazine work of the District the past few weeks. You can readily see this by consulting the report elsewhere in this

issue. Never was there so opportune a time to do the work committed to us as now.

WEST VIRGINIA

Notice

Notice is hereby given that the fourth annual meeting of the Seventh-day Adventist Book Society will be held in the Parkersburg church, located on Mark Street, Parkersburg, West Va., on Wednesday April 14, 1915, at 10:30 A. M., for the purpose of electing officers, election of the board of directors, and for the transaction of such other business as may properly come before the meeting.

W. J. TANNER, Pres.

J. S. BARROWS, Sec'y.

Cardinal Gibbons Quoted

"Less than a year ago a man was called a crank if he said the end of the world was at hand. How different now! Frequently an item by some prominent person is seen in the newspapers, or perhaps a cartoon, suggesting that this greatest of events is about to take place." Cardinal Gibbons was quoted in the San Francisco "Examiner" a few days ago, as follows: "We cannot grasp its magnitude, or what it means (referring to Europe's war). Does it not seem that the Scriptures are being fulfilled 'nation shall rise against nation, and there shall be sorrows throughout the world, and then shall the end come.'"

Is it any wonder that the *Signs* magazine is in demand? Such utterances will set thousands to thinking, and their minds will be receptive to the truth. A great opportunity awaits us. The April number of the *Signs* magazine answers many of these questions now being asked by the people. It is a good number, and deserves a large circulation.

Washington Missionary College

The various industrial departments of the college are making preparations for an exhibit to be given early in May. The twenty members of the carpentry class have made several sewing tables, tabour-ettes, hall racks, and a number of artistic book-cases.

Elder H. M. J. Richards made a short visit to the Washington Missionary College last week. He gave a very encouraging report of the work in the Eastern Pennsylvania Conference.

"Better lengthen your preparation than shorten your career."

COLUMBIA UNION VISITOR

OFFICIAL ORGAN OF THE

COLUMBIA UNION CONFERENCE

of the Seventh-day Adventists
ISSUED FIFTY TIMES A YEAR

BY THE

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Mount Vernon, Ohio

Price, 50 Cents a Year in Advance

OLIVE KRUM-HAGMANN EDITOR

Entered as second-class matter March 25,
1908, at the post-office at Mount Vernon, O.,
under the Act of Congress of March 3, 1879.Address all subscriptions and make all
money orders payable to your tract society.*The check mark here indicates that
your subscription has expired. Kindly
renew at once.*We are pleased to report that as the re-
sult of the call to give a dollar a week to
missions, \$40.00 a week was pledged by
the Sligo church which when paid will
total \$2,080.Those who are looking forward to at-
tending the college next year will be
pleased to hear that the curriculum has
been strengthened by the addition of a
normal course.As our Thirteenth Sabbath offering is
to go to the opening of the work in the
Malaysian mission field, Messrs. Melvin
and Albert Munson, who have spent most
of their lives in the Malay Group, have
visited our churches in Baltimore and the
District, showing views and costumes of
native life. We hope the field will be
well supported by the special offering.The fourth number of the Lecture
Course was given last Monday evening.
Mr. Arthur P. Davis, Director of the
United States Reclamation service, told
of the committee's project of reclaiming
much of China's land now subject to de-
vastating floods which have been the
cause of the frequent famines in China.
His collection of over a hundred colored
slides interestingly pictured the dress,
modes of travel, and unique methods of
labor peculiar to the Chinese.Sympathy is the safeguard of the
human soul against selfishness.

—Thomas Carlyle.

*"I am a subscriber to the Protestant
Magazine. I am anxious that this maga-
zine should be in the hands of all the
ministers especially. Would like a bundle
to distribute as sample copies. I am in
dead earnest about this matter. I was*brought up in the Roman church. I
know something of what you write."
—Rev. Egidius Kellmayer, Pastor Bethany
Presbyterian church, Chester, Pa.The press staff are now working on the
next year's Calenders for the Washington
Missionary College, and the Sanitarium
Training School for Nurses. The first
order for a thousand copies of the Home
Missionary leaflets was filled this week;
and the Thirteenth Sabbath leaflets for
next quarter will soon be on the press.

Academy

Elder N. S. Ashton spoke to the Cleve-
land church Sunday night, March 21, and
to the church at Norwalk, Ohio on Mon-
day evening.Mr. Vincent enjoyed a visit from his
sister Mary, recently.Mrs. Ethel Chilson and children from
Washington were here for a few days last
week.

Wedding Bells

Tuesday evening, March 23, at five
o'clock P. M. Miss Fern Benson and Mr.
Samuel Guy Jacques were united in mar-
riage by Elder N. S. Ashton at the home
of the bride's aunt, Mrs. A. W. Davis of
Norwalk, Ohio.The bride was beautifully attired in a
white silk dress which was a gift from her
brother, Professor Harry Benson, who is
in Japan as a missionary. The bride car-
ried a bouquet of bridal roses. After the
ceremony, refreshments were served to the
many relatives and friends who were pre-
sent. Many beautiful gifts were received
by both the bride and groom. The bridal
couple left that evening for their future
home at Hagerstown, Maryland where
Mr. Jacques will continue his profession
as trained nurse.Both Mr. and Mrs. Jacques were for-
mer students at the academy and their
many friends wish them much happiness
as they journey the pathway of life to-
gether.

OBITUARIES

BISEL.—Clement L. Bisel died at his
home near Bellville, Ohio, March 19, 1915,
at the age of 50 years, 6 months, and 20
days.In 1888 he was united in marriage to Miss
Elizabeth Burkholder, sister to Elder H. H.
Burkholder, and to this union were born six
children, three of whom survive their father.
These with their mother and his aged father,and many near relatives and friends feel
keenly the loss of a loved one. A large
gathering of friends and neighbors assembled
to show sympathy and respect when words
of comfort were spoken based upon Matt.
5: 4.
E. K. SLADE.HECKER.—Lee Addison Ross Hecker
was born in La Fayette, Indiana, November
5, 1885. He died in Tamaqua, Pa. March
18, 1915, aged 29 years, 4 months 13 days.
He is the son of Dr. and Mrs. L. E. Hecker
of the Toledo church, who with his wife and
son have the sympathy of many friends.
The body was brought to Toledo for burial.
H. M. JUMP.BAILY.—Sister Baily fell quietly asleep
in Jesus, Sunday, March 21, at 9:30 o'clock
at her home in Pittsburgh. Sister Baily
reached the good old age of 81 years, 8
months and 12 days. She leaves to mourn
her death, one sister one brother, one
daughter and two sons, sixteen grand-child-
ren and sixteen great grand-children, and
other relatives and numerous friends.Sister Bailey accepted the truth about
four years ago under the labors of Elders
Veach and Ashton and remained happy in
the truth till death. Funeral services were
held in the house of her brother where a
goodly number of relatives and friends gath-
ered. After opening the services with
prayer, reading of the obituary and a few
remarks on Psalms 90: 10 by the writer,
Elder F. H. Robbins spoke to very attentive
listeners from Rev. 14: 13. Interment to
be made on the family lot at McConnells-
town, Pa.
JOHN P. GAEDE.

Advertisements

Approved advertisements will be published
in the VISITOR at the rate of twenty-five cents
for twenty words or less, and one cent for each
additional word. Each group of initials or fig-
ures counts as one word. Cash and reference
must accompany copy for all advertisements.HYGIENIC VEGETABLE COOKING OIL.—
Fresh from the factory to your home.
Not a compound. No more healthful
shortening or salad dressing known.
F. O. B. Louisville, Ky., 5-gal. can, \$3.90.
two 5-gal. cans, \$7.80; 32-gal. bbl., \$21.44.
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