

PACIFIC UNION PRESS ORDER

WASHINGTON, D. C.
Takoma Park Station
General Conference Library

"Then They that Feared the Lord Spake Often One to Another."

Thirteenth Annual Meeting of the Pacific Press Publishing Association

This most interesting annual meeting was held on February 8, 1917, in Mountain View, adjourned from the stated time,—January 22, 1917. It was held in connection with the large Missionary and Bookmen's Convention, February 6 to 15. There were present in general workers from the North American Division Conference the following:

I. H. Evans, president; W. W. Eastman, secretary of the publishing department; F. W. Paap and Miss E. M. Graham, of the home missionary department; J. N. Loughborough, J. O. Corliss and W. C. White, of long connection with the work and formerly officers in the company.

Of union conference presidents there were Chas. Thompson, of the Northern Union Conference; C. F. McVagh, of the Western Canadian; C. W. Flaiz, of the North Pacific, and E. E. Andross, of the Pacific.

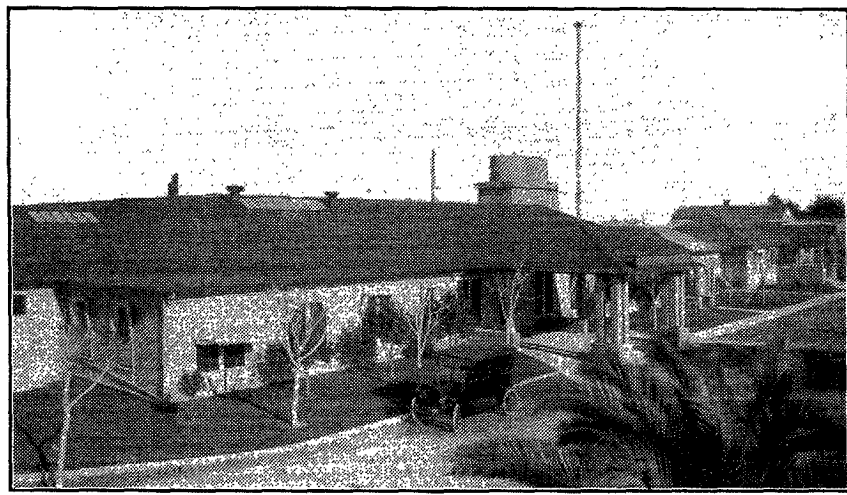
There were present of state conference presidents, A. R. Ogden, of the Iowa Conference; E. A. Curtis, of the Inter-Mountain; H. W. Cottrell, of Western Oregon; J. J. Nethery, of the Southern Idaho; J. L. McElhany, of the California; J.

A. Stevens, of the Northwestern California; C. Santee, of the Northern California; N. P. Neilsen, of the Central California; W. F. Martin, of the Southeastern California; M. M. Hare, of the Southern California; J. E. Bond, of the Arizona, and W.

nadian; S. N. Rittenhouse, of the North Pacific; Ernest Lloyd, of the Pacific, and others.

The educational and Young People's Departments were represented by Professors C. L. Benson, W. W. Ruble, N. W. Lawrence, M. E. Cady, and others.

It was a great representative gathering from the Pacific Press field in America, the eastern line of which is made up of the states of Minnesota, Iowa, Missouri, Kansas and New Mexico; the western by the Pacific Ocean. Latitudinally it now extends, with its new addition, from the



Main Building Pacific Press Publishing Association

S. Holbrook, of the Nevada Mission field.

The following union conference field secretaries were present: F. E. Painter, of the Pacific Union; E. M. Oberg, of the Northern; J. H. McEachern, of the Central; W. L. Manfull, of the Western Canadian; H. E. Loop of the North Pacific, and most of the state field secretaries from the same conferences.

Of union conference home missionary secretaries there were present S. A. Ruskjer, of the Northern; F. L. Hommel, of the Western Ca-

equator to the North Pole.

After a cordial welcome by the president, C. H. Jones, and having ascertained that a quorum was present, the meeting was opened by a Scripture reading from Isaiah 40 by I. H. Evans, and prayer by J. N. Loughborough, the first president of the Pacific Press Publishing Company. This report does not aim to give the various reports which entered into the meeting in order of time, but in their logical connection. The manager, C. H. Jones, reported as follows:

The Manager's Report

Nineteen hundred sixteen passes down into history not only as the most prosperous, but one of the most eventful years in the history of the Pacific Press. While the results have been quite encouraging, the problems we have had to solve and the difficulties we have had to face have been very trying and perplexing; yet in it all we have recognized the guiding hand of God, and grateful we are to Him for the degree of prosperity that has attended the work and for the advance steps that have been taken.

Those present this morning who attended the Bookmen's Convention held in this place four years ago will remember the slogan adopted at that time, namely, "The sale of \$500,000 worth of literature in Pacific Press territory during 1913." But it took us two years to reach the goal. In 1913 the sales amounted to \$449,000; in 1914 to \$471,000, and in 1915 we passed the goal, the sales for that year amounting to \$618,000. But we were not to stop here. Notwithstanding the fact it was a presidential election year when business always is dull, and the great war continued unabated, our boys buckled on the armor anew and our people generally took hold of the work of circulating our literature more earnestly, and the results show the sale of nearly \$800,000 worth of literature in Pacific Press territory during 1916. This is almost as much as was sold by the entire denomination in 1906—just ten years ago. That year the total sales were \$824,000. This is a splendid showing, and we wish to congratulate our faithful workers on the result. To God be all the glory, but what a privilege it is to have a part in this good work.

Now what shall be our goal for 1917? We leave that for you to say.

International Branch Office

Last spring, just after reorganizing our International Branch office at College View, Nebraska, and plans had been laid for greatly enlarging the work, a telegram came stating that the entire plant had been destroyed by fire, entailing a loss of nearly \$40,000. This came as a shock to us all, but we had faced

a worse situation than this and we were not discouraged. Not a moment was to be lost. Temporary arrangements were made with printing offices in Lincoln for bringing out our various periodicals in foreign languages. Our workers were housed in private dwellings and rented rooms, and the work went on, but under great disadvantage. The advance work, however, that had been planned had to be held in abeyance.

Knowing that there had always been a question in the minds of some as to the location of this branch, the directors decided to call a council of our leading brethren to consider the matter. Fortunately, at this time the Lake Union Conference was in session at Battle Creek, Michigan, and several members of the General and North American Division Conference Committees were present, among whom were Elders A. G. Daniells and I. H. Evans. With the consent of Elder L. H. Christian, president of the Lake Union Conference, this council convened in the Tabernacle in Battle Creek, Michigan, Thursday, March 9. Following are the names of those present:

A. G. Daniells, W. T. Knox, I. H. Evans, G. F. Haffner, S. Mortenson, L. H. Christian, R. A. Underwood, Chas. Thompson, E. T. Russell, Geo. Thompson, J. W. Mace, Steen Rasmussen, P. E. Brodersen, C. F. McVagh, W. A. Westworth, Elder Clark, J. H. Morrison, O. J. Graf, M. E. Kern, Wm. Guthrie, E. A. Bristol, A. N. Anderson, G. E. Nord, C. H. Jones, Jas. Cochran, H. H. Hall, H. G. Childs, S. N. Curtiss.

Elder I. H. Evans was chosen chairman of the council, and Jas. Cochran secretary.

After a very earnest season of prayer, the whole question of the future location of the International Branch was thoroughly discussed.

Attention was called to the saving that might be made by bringing the work here to Mountain View,—about \$20,000 in real estate, buildings and equipment and an annual saving of from \$8000 to \$10,000 in operating expenses.

Friends at College View offered a cash donation of \$6000 to rebuild

the plant at that place. Other cities were mentioned, but the consensus of opinion seemed to prevail that the branch should be located as near the center of the foreign population of the United States as possible.

After nearly all present had expressed their minds, a sub-committee was appointed to study the question more carefully and bring in a report. This committee consisted of the following named persons: A. G. Daniells, I. H. Evans, W. T. Knox, Chas. Thompson, R. A. Underwood, H. G. Childs, H. H. Hall, Jas. Cochran and C. H. Jones.

On Friday, March 10, this committee submitted the subjoined report:

"Your committee appointed to suggest a location for the International Branch of the Pacific Press Publishing Association recommend the following:

"That this council recommend that the Pacific Press Publishing Association re-establish its International Branch in Chicago or in this vicinity."

After considerable discussion it was unanimously voted to adopt the report of the committee.

This action was taken with the understanding that the Review and Herald Board would approve of the plan of inviting the Pacific Press to locate its International Branch in their territory, and also with the understanding that the North American Division Conference would connect its foreign department with the International Branch at Chicago, and that this department would become responsible for securing translations and furnishing typewritten copy of the matter for these various periodicals, and to assist in every consistent way in the circulation of its literature. This arrangement to continue as long as it is mutually agreeable.

Both these conditions have been complied with, and the plan is working very satisfactorily. It was voted to consider this Council a joint meeting of the General Conference Committee, North American Division Conference Committee, the foreign departments of the North American Division Conference, and members of the Pacific Press Board.

At the close of the meeting the four members of the Pacific Press Board, together with other leading brethren, went to Chicago and spent several days looking for a suitable location. Finally it was decided to build the plant at Brookfield, Illinois, a suburb of Chicago, about twelve miles from the union station and on the main line of the C. B. & Q. Railway.

Brookfield is a village of about 2000 inhabitants, two miles from the Broadview Swedish Seminary, and five miles from Hinsdale Sanitarium. Some twenty or thirty trains on the C. B. & Q. Railroad pass Brookfield every day, thus giving good mail and express service.

We purchased a lot 100 by 100 ft. on Grand Boulevard, within half a block of the bank and postoffice and two blocks from the railway station. On this lot a two-story brick building, 55 by 85 ft., has been erected, and thoroughly equipped for the publishing work, at a cost of nearly \$60,000, including building, real estate, stock and equipment.

On October 4 this building and its contents were dedicated to the Lord for the purpose for which it was intended. This structure is much larger, more convenient, and much better equipped than the old factory at College View, and being near the center of the foreign population is destined to do a much larger work. So it appears that in the providence of God, what seemed at first to be a calamity has proved to be a blessing. Brother Curtiss, the manager, will tell us what the International Branch is now doing, and its prospects for the future.

Central American Branch

At the Autumn Council of the General Conference Committee, held at Takoma Park last November, the question of reorganizing and strengthening the publishing work in Central America and the West Indies was carefully considered. A request had come from the brethren down there, suggesting that one of our large publishing houses be asked to establish a branch office in that field. The whole question was referred to the publishing department, and after careful consideration the following report was presented to

the council and unanimously adopted:

Whereas, There is an urgent need for the consolidation and building up of the book work and periodical work in the West Indian and Northern Latin American Mission fields; therefore, we recommend,

1. That the Pacific Press Publishing Association be invited to establish a branch publishing house in the West Indian Union or Northern Latin American Mission field territory at such place as may be decided upon in counsel among the members of the West Indian Union Conference committee, the Northern Latin American Mission committee, the Pacific Press Board and the General Conference Committee.

2. That the Pacific Press Publishing Association take over such portion of the present Watchman Press and Mexican publishing house equipment as may be agreed upon by the General Conference and the Pacific Press Board, and at such valuation as may be decided upon by the General Conference auditor.

3. This publishing branch shall supply literature in all languages to the entire field, and may print or import such English and foreign periodicals, tracts and books as may be needed in the field.

4. That the branch office shall absorb custom duties to each field up to, but not exceeding, 10%, also consular fees and freight charges to society offices, or to agents on railway or steamship lines, provided such shipments weigh 500 lbs. or more; freight, but not consular fees, to be paid on shipments of 100 to 500 lbs.

5. That this branch office allow the same discounts to societies, missions, and laborers as are outlined in the recommendations of the General Conference Publishing Department; and shall also pay one-half of the salary and expenses of the union field missionary secretary.

6. That the West Indian missionary field secretary supervise the book work in the Northern Latin American Mission territory until such time as it shall seem best to appoint a union secretary for that field, the General Conference compensating the West Indian Union for the time he spends in their services.

7. That the book work in each conference and mission field be managed and controlled by the local committee, with a field secretary in charge.

8. That the following be the local advisory board: The branch office manager; president of the West Indian Union; superintendent of the Northern Latin American Mission; union field missionary secretary; president or superintendent of the local conference or mission in which the office is located, and two other resident members to be selected by the foregoing and approved by the Pacific Press Board.

9. That it is understood that the Pacific Press Publishing Association will turn over this branch office to the local field if requested to do so by the General Conference, on such terms as may be agreed upon by the General Conference, the Pacific Press Board and the local fields.

At a meeting of our Board of Directors held November 2, 1916, the foregoing recommendations were approved and adopted, and in order to lose no time and gain all the information possible, Brother H. H. Hall, manager of our book and foreign literature departments, was requested to attend a meeting of the West Indian Union Conference Committee, which was appointed to be held at Trinidad the last of November. Brother Hall has just returned from that trip, and will report his findings at this meeting.

In the meantime, in order to meet the present needs of the field, our board voted to establish a temporary depository in New Orleans, and this is already in operation, with Brother A. F. Haines as manager. The question of a permanent location is to be decided later.

We know that this is accepting a tremendous responsibility, with prospects not of financial gain, but of heavy burdens and perplexities. However, as this is moving right in line with instruction given in the Testimonies, we take courage. Sister White, in speaking of the work of the Pacific Press, writes as follows:

"At a still later date the situation of the publishing house at Oakland (Pacific Press) was again presented

to me. I was shown that a work was to be done by this institution which would be to the glory of God if the workers would keep His honor ever in view. . . . The Lord presented before me that branches of this work would be planted in other places and be carried on under the supervision of the Pacific Press. . . . Every branch should be allowed to live and do its own work."

This was written and sent to us in 1896, and is certainly very significant.

Increase in the Cost of Stock and Material

One morning in the early spring we received information that there was likely to be a sharp advance in the price of paper. We immediately set to work to protect ourselves, telegraphing to several mills for quotations. Some replied that they could accept no more orders at any price, and others only for delivery a long time in the future, and then at the price prevailing at the time of delivery. Within a few days there seemed to be a real **panic** in the paper market, and prices advanced from one to three cents a pound. At last it was not so much a question of **price** as it was as to whether paper could be secured at all, regardless of price.

Finally we found one mill that agreed to accept our order for ten carloads at an advance of about two cents per pound, and we immediately closed the contract with them. Since that time prices have continued to advance, not only on paper, but on all other material used in the manufacture of books, until to-day we have to pay more than double what we did one year ago. And even then mills are not at all anxious to receive orders. The reasons given for this sharp advance is the difficulty of securing raw material, chemicals, etc., on account of the war and the increased demand for export trade.

We estimate that our paper and material for 1917 will cost at least \$50,000 more than it did last year.

These conditions were taken into consideration by the publishing department of the North American Division Conference at a meeting, held

in Takoma Park last October, and it was recommended that the retail price of our subscription books be increased 50 cents on each style of binding, beginning January 1, 1917, and that the price of our periodicals be increased or the number of pages reduced.

This action was approved by the General and North American Division Conference Committees then in session.

Our Periodicals

At the meeting above referred to, it was voted to increase the subscription price of the "Signs" weekly from \$1.75 to \$2.00 per year, and clubs of five or more from \$1.20 to \$1.50 each per year. The monthly magazine to retain the same price as formerly, but to be reduced from 48 to 32 pages and cover.

After this meeting, when our board of directors came to consider the matter more seriously, we felt that it would never do to increase the subscription price of our pioneer missionary paper, which some felt was already too high, but that rather it ought to be reduced. But how to do this and not suffer too great loss, was the question that puzzled us.

At last, after much study, we decided to standardize all our periodicals, both English and foreign, making the pages the same size as the Harvest Ingathering "Signs," the weekly to contain 16 pages, price \$1.00 per year and 80 cents per year in clubs of five or more, the monthly magazine to contain 24 pages and cover. Several numbers of the weekly journal and the monthly magazine in the new form have already been published, and the change seems to give general satisfaction.

By standardizing our periodicals, a great saving can be made in the use of illustrations, etc., as well as in many other ways.

Manufacturing Department

This department includes the type room, photo engraving department, electrotyping foundry, press room, folding room, and book bindery.

During the winter of 1915-16 we printed and bound large editions of our regular subscription books—enough we thought to last through

the year, or nearly so. But in the spring orders began to pour in. Soon the mails were too slow, hence large orders came by wire, not only from the home land, but from foreign fields as well. Our stock began to run low. New editions were called for, and our manufacturing department was taxed to its utmost. But our employees responded nobly. Night shifts were organized, long days were put in, and the work pushed as rapidly as possible, but even then many orders had to be sent by express at much additional expense in order to meet the demand, and not disappoint our faithful men out on the firing line.

Aside from our regular periodicals and subscription books, we printed over one million copies of the Harvest Ingathering number of the "Signs of the Times." Never before have we had such a rush of work, and this, too, on our own denominational publications. It was truly gratifying to see how cheerfully our employees took hold of the work and carried it through. Indeed, all seemed glad to see the literature passing out in such large quantities.

Changes, Transfer of Workers, Etc.

During the past year quite a number of changes have been made in our staff of workers. Brother G. C. Hoskin, formerly manager of our periodical department, has taken the place of Brother J. F. Beatty as manager of our Portland Branch office, and Brother James Cochran takes his place in the home office.

Brother S. N. Curtiss has taken the place of Brother F. F. Byington as manager of our International Branch at Brookfield, Illinois, and he still retains the management of the Kansas City Branch, but desires to be released from this as soon as someone can be found to take his place.

On account of his wife's health, necessitating a change of climate, Brother J. M. Rowse has resigned as manager of our Canadian Branch, and Brother J. B. Giddings, formerly secretary of the British Columbia Tract Society, has been appointed to take his place.

The removal of our International Branch from College View to Brook-

field, Illinois, and the rapid growth of the work of the International, necessitated quite a number of changes and the strengthening of our working force at that point. Therefore Brother E. F. Counter, foreman of our type room here at the home office and one of our most efficient workers, was sent to Brookfield to act as superintendent of the factory and foreman of the type room of our International Branch.

Brother Summers, one of our best pressmen, went to Brookfield to act as foreman of the press room, and Brother Albert Nelson, another promising young man, was sent to assist Brother Summers. A little later on Brother Ackerman, one of our best linotype operators, responded to a call from the Brookfield office.

Brother Curtiss, the manager of the International Branch, Brother Ferren, manager of the circulation department, and Brother Erfurth, editor of the German paper, are all old Pacific Press employees. Therefore the home office is quite well represented at our International Branch, and goes to show that the Pacific Press is a training school for workers.

As already stated, Brother A. F. Haines, another Pacific Press employee, has been appointed manager of our Central American Branch, and is now in charge of the temporary depository at New Orleans.

The High Cost of Living

This is a problem that confronts us all, and with which we all have to deal. Staple commodities have advanced in price from 10 to 50 per cent, and even more. How to meet the situation is a serious question. Many banks and commercial institutions have recognized the difficulty, and have either advanced wages or granted a bonus to their employees to help tide them over these abnormal times. What is our duty to our employees? This is a question which should be carefully considered at this meeting.

Departmental Reports

Brother H. H. Hall, manager of our book department, Brother Jas. Cochran, manager of the periodical department, and Brother M. C. Wilcox, principal of the Pacific Press

Training School, will report concerning the workings of these departments during the past year, and I am sure you will find these very interesting and encouraging.

Branch Offices

We are glad to say that we have with us to-day the managers of our four branch offices, and they will present their reports in person; but we take pleasure in stating that these reports are all very encouraging and present a substantial gain.

Our Present Needs and Probable Requirements for 1917

Home Office. On account of the increase of work, and to save so much overtime, we need another cylinder press. This will cost about \$4000.

International Branch. The work at our International Branch is increasing very rapidly. New publications in various foreign languages are being called for, and to meet the demand we should add to the equipment the following:

One linotype, \$4000; one cylinder press, \$4000; one folding machine, \$2000; tools and machinery for bindery, \$1000.

At the Autumn Council of the North American Division Conference, held last fall, it was voted to issue tracts in various languages, the initial expense of which will amount to not less than \$3000.

Central American Branch. In order to secure a permit to put up a building in the Canal Zone, we must comply with the government requirements as to construction. We estimate that the cost will be as follows: Building on leased land, \$15,000; stock and equipment, \$15,000.

The above equipment and investments, to say nothing of the \$50,000 increase in the cost of stock for the present year, amounts to nearly \$50,000.

In view of the uncertain conditions of things in the world to-day, and in order to be prepared to meet emergencies, we ought to provide a working capital, or reserve fund, of not less than \$25,000. These figures may seem large, but to carry forward our work in a strong way and be prepared to meet the demands of our growing business, it is none too

much, and we feel it our duty to lay the facts before you, trusting that you will give them careful consideration.

Recommendations

We suggest for your special consideration at this meeting the following:

1. Plans and policy for our International Branch to be pursued in bringing out new literature in various languages. The need of additional equipment, etc.
2. Our Central American Branch,—location, equipment, policy, plans, management, new publications, etc.
3. The high cost of living,—our duty to our employees.
4. Our periodicals,—what steps shall we take to increase their circulation?
5. A working capital to meet emergencies and the legitimate demands of our International and Central American Branch offices.
6. Liquidation of our interest-bearing debt.

Spiritual Interests

During the 37 years in which I have been connected with the Pacific Press, never have we had a more devoted and reliable set of workers in all departments of the office than at the present time. They are here because they believe this to be the work of the Lord, and they want to have a part in it. Some could earn more wages elsewhere, but that is no inducement to them to leave. Union, harmony and hearty cooperation have prevailed in the prosecution of our work.

The week of prayer was a season of great refreshing. Aside from the evening meetings at the church, special services were held in the chapel or in the various departments of the office every morning, in which every employee took part.

The office was closed as usual one day during the Harvest Ingathering campaign, and nearly all went out to distribute the "Signs" and solicit funds for missions. Many reported rich experiences.

As we look back over the past ten years and see how graciously the Lord has led us and the wonderful prosperity that has attended this work, we exclaim with the Psalmist of old, "This is the Lord's doing;

it is marvelous in our eyes," and to Him we ascribe all the glory.

Particularly do we feel grateful to conference officers and our brethren and sisters throughout the field for the interest they have taken in the circulation of our literature. And last, but not least, do we wish to

express our appreciation of the labors of our faithful canvassers who have done so much to help bring about this satisfactory showing. We are very glad that so many of the leaders in this movement are with us to-day, to hear the good reports and to join with us in laying plans for

the future. May the coming year be still more prosperous is my prayer.

C. H. Jones,
General Manager.

The secretary-treasurer presented a financial statement and various interesting items which are epitomized as follows:

Financial Statement Pacific Press Publishing Association

Condensed From Report of Treasurer
December 31, 1916.

ASSETS

Money on Hand in Banks.....	\$ 16,712.34
Notes Receivable	6,347.05
Due from Publishing Houses and Tract Societies	52,772.52
Commercial and Personal Accounts.....	2,811.80
Real Estate, Buildings, and Equipment at Mountain View, Kansas City, Portland, Brookfield, and Calgary	\$203,473.84
Less Reserve for Depreciation, 1907-1916	54,412.70
	<u>\$149,061.14</u>

Supplies

Bound Books and Manufacturing Materials	\$191,449.75
Mountain View, Cal.....	\$117,394.88
Kansas City, Mo.....	20,711.11
Portland, Ore.	10,991.05
Brookfield, Ill.....	30,096.17
Calgary, Alta., Canada....	7,947.16
Central America	4,309.38

Total Assets, December 31, 1916.....\$419,154.60

CAPITAL, SURPLUS, RESERVE and LIABILITIES

Liabilities

Notes Payable (within Denomination).....	\$ 76,790.00
Annuities	1,700.00
Personal Accounts, Royalty, etc.....	9,659.79
Institutions, Tract Societies, etc.....	2,089.09
Branch Offices	1,116.95
	<u>\$ 91,355.83</u>

Reserve Funds

Unexpired Subscriptions	\$ 8,146.77
Reserve for Royalty and Profits on Stock at Branches	12,668.08
Employees' Pension and Relief Fund.	6,195.62
Special Fund	133.16

27,143.63

Total Liabilities and Reserve Funds.....\$118,499.46

CAPITAL AND SURPLUS

Capital	\$ 96,351.65
Surplus	\$170,328.93
Donations Received.....	2,043.50
Net Gain 1916.....	38,174.83
	<u>\$210,547.26</u>
Less Donations	6,243.77

Surplus, December 31, 1916..... 204,303.49

Present Worth, December 31, 1916.....\$300,655.14

\$419,154.60

Donations, One-Tenth of Net Gain.—For a number of years, it has been our policy to reserve one-tenth of the net gain annually for investment in foreign missions, this investment in printing equipment to be made with the approval and under the direction of the General Conference Executive Committee.

Since this plan was started in 1908, \$23,114.69 has been set aside from net earnings of the institution to establish the publishing work in foreign mission fields, \$22,981.53 of this amount has been used in furnishing printing machinery, equipment, etc., as follows:

To China	\$ 5,327.86
Japan	3,359.50
Korea	1,772.94
India	3,902.25
South Africa	1,550.00
Philippines	3,939.38
Support of foreign secretaries at International Pub. Ass'n. before our ownership	750.00
Union Conferences for Missions..	379.60
Pacific Union College	1,000.00
St. Helena, Cal.	
Union College	1,000.00
College View, Neb.	
Total Payments	<u>\$22,981.53</u>
Reserve for pledge to Walla Walla College	1,000.00
	<u>23,981.53</u>
Amount set aside for Missions...	<u>23,114.69</u>

This leaves our Mission Reserve Account with a debit balance of \$866.84 to start the year 1917.

Special Donations.—The net gain on the "Signs of the Times" weekly for years 1914 and 1915, amounting to \$4,568.86, was voted to foreign missions. In carrying

out this resolution the directors felt that the profits should be passed through the regular conference channels and prorated according to the amount of "Signs" business done by the respective conferences rather than send it direct.

These donations secured through appeals issued in our papers and the amounts invested by the institution in mission fields, give us a grand total of \$52,154.81 contributed and solicited for mission work since our reorganization, and is classified as follows:

Through appeals issued in our papers.....	\$21,117.19
Special donations passed to foreign missions	3,354.07
One-tenth of Net Profits for Missions.....	23,114.69
"Signs" weekly gain 1914, 1915, donated to missions	4,568.86
Total	\$52,154.81

Of this amount \$12,593.32 was expended during 1916.

Pension and Relief.—In harmony with resolutions previously taken by the constituency, \$3,437.50 or an amount equal to 5% of the total wages for 1916, has been set aside as a Pension and Relief Fund for employees. Half of this amount, or \$1,718.75, has been forwarded to the General Conference to apply as our contribution toward the General Sustentation Fund for publishing house workers. The remaining 2½% is our institutional accident, sickness, and emergency fund,—also available to meet the requirements of the stringent law enacted by the State of California, known as the Workmen's Compensation Act.

International Branch.—The assets of the International Publishing Association at time of purchase by the Press were valued by the General Conference auditor at \$38,000. The liabilities amounted to \$37,885.81. Practically all the assets were destroyed by fire Sunday morning, February 27, 1916. The liabilities were not included in the conflagration.

After adjustments had been made with the insurance companies, the loss by fire was \$4,926.71. After the fire the papers were printed in outside offices at a heavy expense, the loss in operating and reorganization being \$9,792.47, or a total loss for the year of \$14,719.18.

It was decided to rebuild at Brookfield, a suburb of Chicago. Our investment in land, building, equipment and supplies is as follows:

4 lots on Grand Boulevard.....	\$ 2,821.50
Building (2-story brick and stone)...	17,253.07
Equipment and Supplies	30,096.17

Total investment, Dec. 31, 1916.....\$50,170.74

At the time the Press assumed the obligation of the International office our notes payable amounted to \$46,110.99. Adding to this the \$30,240.00 note obligation of the International office, increased our notes payable to \$76,350.99. Early in the year 1916 this amount was reduced to \$48,000, but the reorganization and rebuilding at Brookfield, and the increase in prices of all manufacturing materials have consumed our gains and compelled us to increase our notes payable to \$78,490.

The interest liability was settled in full before closing our books.

All bills have been paid promptly. The saving in cash discounts would more than pay the salaries of treasurer, cashier and bookkeeper.

Total wages paid by Press for regular publishing business, \$86,126.79.

Sales

The total retail value of sales of the Pacific Press Publishing Association, including its four branch offices, is as follows:

Subscription books, including 40% books.....	\$365,988.10
Trade Books, including Bibles.....	78,129.10
Tracts	11,920.25
Periodicals	273,098.73
Miscellaneous Printing	952.41
Total	\$730,088.59

Summary

Book Sales, 1916 (including miscellaneous printing)	\$456,989.86
Periodical Sales, 1916 (including Harvest Ingathering)	273,098.73

Comparative Sales Report

	1915	1916	Increase
Book Sales in United States and Canada	\$313,215.01	\$374,035.46	\$ 60,820.45
Book Sales in Foreign Countries	49,995.80	82,954.40	32,958.60
Periodical Sales — English (including S. S. Quarterly and Harvest Ingathering "Signs")	235,745.95	245,896.33	10,150.38
Periodical Sales — Foreign (International Branch)....	24,434.37	27,202.40	2,768.03
Total	\$623,391.13	\$730,088.59	\$106,697.46

These results, we believe, have been attained under the blessing of God, by untiring efforts of our representatives in the field, and the hearty cooperation of all our employees.

As the Pacific Press enters upon its forty-second year we hope for still greater achievements in extending the knowledge of the Gospel of Salvation to the nations of earth—for which purpose this institution is established.

Respectfully submitted,
H. G. Childs, Treasurer.

Auditor's Report

To Whom It May Concern:

The vouchers on file of the Pacific Press Publishing Association have been examined and carefully compared with the books of account covering the period of the last fiscal year.

The total Assets of the Association being \$419,154.60, and the Liabilities and Reserve Funds being \$118,499.46, or 25.88% of the Assets, showing a decrease in the percentage relation as compared with last year of 1.18%. The Present Worth is \$300,655.14.

The Trading and Revenue Statement and the Balance Sheets submitted show the present condition of the business as of December 31, 1916, as shown by the books of account of the Association.

The books of the Association have been very neatly and accurately kept.

Respectfully submitted,
S. E. McNeill, Auditor.

February 6, 1917.
Mountain View, California.

The book department report was presented by H. H. Hall, the manager of that department, and was as follows:

Book Department Report

At our last annual meeting we reported a total sales of \$369,896.40 for 1915, which was \$37,000 more than we had ever known before. Being in a particularly happy frame of mind, we ventured the following statement and prophecy:

"Truly 1915 has been a great seed sowing year; and the best of it all is, 1916 gives promise of still greater things."

Well, the "still greater things" are accomplished facts, and the \$37,000 gain of that year is almost lost sight of in view of the \$100,000 gain for 1916, as our entire sales have been \$456,989.86. Our gain alone the past year would have been regarded as "big business" a few years ago.

This remarkable record is attributable, under the blessing of the Lord, to the work of the men of this convention and the army of faithful colporteurs whom they have trained and encouraged. Perhaps it may look like presumption to talk about still greater things for this year, but after carefully studying the prospects, we are convinced that we are going to raise this 1916 record of \$469,000 to an even half million during 1917.

The first year we went after that familiar "half million," we fell short \$50,000; in 1914 we came within \$29,000 of it, but in 1915, we not only reached it, but soared above it by \$123,000, thus more than making up a half million for each of those three years. But these records included from \$120,000 to \$260,000 worth of periodicals, and now we are talking about a half million dollars' worth of books alone.

Here are five reasons, and there are many others, why you are going to reach this new goal.

First. None of our union conferences will sell less subscription books during 1917 than they did during 1916. This everybody takes for granted, and this is the foundation on which this half million structure is built.

Second. The direction of the home workers', or small subscrip-

tion book work, has now been placed upon our bookmen. There has been some question as to whether the bookmen or the missionary secretary should bear this responsibility during the past three years, but it is now settled in favor of the bookman, and he is happy. We expect him to express his happiness by selling at least \$10,000 worth more of these books than during 1916, and he is not going to let it interfere with his large subscription work either.

Third. The new uniform Bible paper editions of our trade books are rapidly coming into favor, the sales of limp leather books alone having exceeded 10,000 copies the past year. The trade book sales as a whole were a little over \$60,000, which is \$16,000 more than the previous year. Now that we have the four-volume edition of the Testimonies and the entire Controversy series of Sister White's books in that style, and our missionary secretaries are taking particular pleasure in circulating them, we are confidently expecting a gain of at least \$10,000 in their sale during 1917.

Fourth. Central America and the West Indies purchased \$29,000 worth of books from us during 1916, but with their improved organization and additional men, and with the new Central American Branch located within their borders, they expect to increase this sale to \$40,000.

Fifth. And then there are our educational books which will contribute from three to four thousand dollars more. It may be a surprise to you to know that 15,189 copies of these splendid books were sold last year, amounting to more than \$17,000. Now that the cards and charts for the little folks are completed, and the text-book series as a whole has been rounded out by the addition of manuals and a general science book, we expect this record to be materially increased.

So with the regular subscription book work holding its own; with an increase of \$10,000 in home workers' books; \$10,000 in trade books; and \$10,000 more in the West Indies, and \$3000 increase in educational books, we have \$33,000 gain, or \$2000 more than enough to make

up the "half million." So it is already provided for, you see!

A very interesting comment on the progress of our foreign work is contained in the following figures: Of the 134,096 cloth and leather books bound for us during the past year, 46,519 were in languages other than English, with a value of \$125,635.65, and this, by the way, does not include the sales of the International Branch, which would bring up our total sales of foreign literature to more than \$150,000.

Our printing orders for 1917 are already made up, and they call for 177,000 cloth and leather bound books, besides pamphlets and manuals. This is 66 per cent more than we printed last year. You see we are getting ready for that estimated **half million**.

H. H. Hall.

In connection with this report the various bookmen each spoke a few minutes, presenting some very interesting items and speaking with cheerful assurance of a brighter, stronger year.

The periodical department report was presented by the manager of that division,—James Cochran, and here also the report was illuminated and elaborated by short speeches from the various missionary secretaries who were present, all of them speaking enthusiastically of the coming campaign for our periodicals.

Periodical Department Report

"Signs of the Times" Weekly

The "Signs" weekly is now entering upon its 44th volume. From the beginning it has been the leading missionary paper of the denomination in the English language, not alone in America, but in foreign fields.

1,289,274 copies, exclusive of the Harvest Ingathering issue, were circulated during the year 1916, or an average weekly circulation of 25,785. Its history as a medium for bringing people into the truth is well known. The hundreds of letters coming every year from its readers expressing appreciation for the articles appearing in its columns, have made it familiarly known as the greatest missionary agency of any periodical.

A feature worthy of mention, in connection with its circulation, is the fact that at the present time it is going to about 400 public libraries in the United States, and judging from comments by librarians, it is being read by the patrons of these public places. The following is a quotation from a letter written by a librarian in one of the Eastern states. The letter is dated December 6:

"Your letter of a recent date indicates that the 'Signs of the Times,' which has been coming to our reading room the past year, is about to expire. I wish to assure you that the 'Signs of the Times' is a welcome visitor to our reading room, and highly appreciated by the men of the sea, and personally I wish to say that I enjoy greatly the prophetic truth which it brings so clearly to light. I sincerely hope you will see your way clear to continue the donation for another year."

Beginning January 1 of this year, the publishers fixed the subscription price per annum at \$1.00, and 80 cents in clubs, and at the same time decided to maintain the 16-page paper. This reduction of almost half came as a complete and happy surprise to the readers of the "Signs." One subscriber aptly referred to this announcement as follows:

"The managers of the 'Signs' have become conspicuously odd in this transaction, as everything we buy, from a shoestring to an automobile, has increased very materially the last year."

This reduction in price was made purely from a missionary standpoint, and with the confidence that our members everywhere would rally to the support of the paper and help bring the circulation to at least 100,000 copies. Our hopes are beginning to be realized, for within a very few days after the new prices were announced, the subscription list increased over 6000, and has now increased more than 10,000. A number of conferences have already begun an active campaign to bring the circulation to the 100,000 mark by the middle of the year.

"Signs Magazine"

The "Signs Magazine" has had the largest circulation the last year of any year in its history, with one ex-

ception. 440,025 copies were circulated, or an average monthly circulation of 36,669.

Judging from the numerous letters that have come to us from conference officials, and especially workers for the magazine, the journal in its new form is meeting with quite universal approval.

A new feature in the method of circulating the "Signs" is gradually being laid hold of by our "Signs" workers, that of securing time subscriptions in connection with the sale of single copies. This method bids fair to be the predominant means for more extended and permanent work with our magazine. Within a period of 10 days one worker received 82 time subscriptions, six and 12 months in length, aside from her work of selling a large number of single copies. This particular feature of magazine promotion deserves special attention and fostering on the part of our conferences. It should be readily recognized as one of the most efficient ways of doing missionary work. The opportunity for service is greater in this line of work than most any other. It might not be inappropriate for me to mention the fact that the Iowa Conference Committee has seen the great good that comes from this special work, has selected one of its strongest young men to give his time exclusively to the securing of subscriptions for the "Signs," and has guaranteed a liberal wage for a term of months.

Great possibilities are before us in this new undertaking, and I confidently believe will grow until it becomes the major part of our work with periodicals. No method of missionary work hitherto adopted seems so easily and successfully applied to reach the great business world as does the work of the magazine agent.

"Our Little Friend"

"Our Little Friend" has enjoyed the largest circulation the last year of any time in its history. The average weekly circulation was 19,776. This is 1684 more than any previous year. This substantial increase is a clear indication that both parents and children are interested and appreciate the many good articles that

appear in this little paper each week.

Harvest Ingathering "Signs"

The Harvest Ingathering "Signs" for 1916 reached the enormous circulation of 1,025,450 copies. It seems quite fitting that an issue of the regular missionary journal of the denomination should be the first to reach a circulation of over one million copies. The splendid appearance of the paper and its very interesting and valuable contents proved to be a great factor in the securing of funds for our Harvest Ingathering work. The fact that the denomination exceeded its goal by a good many thousand dollars is a very worthy commentary on the medium that was used in bringing this work about.

James Cochran,
Circulation Manager.

Other reports follow:

Pacific Press Training School

The first attempt at putting into practical operation the idea of evening school in the Pacific Press began in 1888. Bible and bookkeeping if we remember correctly, were the first two classes. Technical studies followed.

These classes were conducted with varying interest for some years. Sometimes they were dropped out altogether. After we came to Mountain View and were well established in our new building, the training school was revived, and at that time was highly commended by our General Conference educational secretary. Then came our fire, which greatly interfered with the educational feature of our work. In fact, it seemed to have abolished the school. First, because our employees, especially the young, were much fewer, and secondly, the difficulties attending the rebuilding of the institution and pressure of work were very great.

However, the demand for better and more efficient laborers in the great harvest field was insistent. The growingly closer touch with our own work after the world's work was eliminated, and the stimulating, or tonic effect of publishing our own educational books, urged us anew to revive our evening classes. We believe that while the results are

not all we could wish, yet there is progress, for which we thank God.

We have endeavored to make the work practical. The Bible has ever been one of the features of the school life. Last year a new and unique study was inaugurated, known as our missions class. Visioning the hope that some of our members might be called to start or oversee a publishing plant somewhere in the great advanced outposts of the field, one of these mission centers was taken for an object lesson. A building was to be provided—rented or built. It must have room for a factory, machinery and outfit, such as press, cutter, linotype, cases, type, galleys; furniture in general must be secured, and these must be properly

epistles to the Galatians and Ephesians.

The Missions class of last year has been supplemented with a class on "world study." The great outlines of the various countries are briefly sketched, such as boundaries, extent, climate, flora, fauna, products and manufactures, commerce and development. The people, history, government, manners and customs, religion, the work of Christian missionaries, closing with our own work and the needs of the field, are covered in brief. Thus far we have studied China, Japan, and Korea. The study is geography, history, and missions combined. Some of the class may be called to these different fields, but even though we are

emergencies, simple treatments, proper diet, breathing and dress. The aim has been to give good medical instructions in the things which we most need to know.

Vocal music or singing is taught by Elder Froom, both to beginners and in an organized chorus.

The Pacific Press band and orchestra are conducted by Mr. E. L. Chapman, and are doing finely.

Our swimming pool, built for the benefit of our employees, is not only an attraction, but a useful adjunct to the health of our company. Many who could not swim at the beginning are now good swimmers, and all are learning. Proper rules and sanitation are in force in connection with this recreation.

Our editorial library is open to all our employees on all school nights.

There is constant temptation to withdraw from school, under stress of work, with every night filled and extra burdens in church and Sabbath school, but on the whole the classes have kept up well.

In connection with our school we have a lecture course in which a lecture or entertainment is given every two weeks. Thus far we have had the following:

Prof. M. W. Newton on "Archaeological and Historic Greece."

Prof. G. W. Rine on "Prerogatives of the Imagination."

Dr. L. A. Reed on "The Wonders of Yosemite."

"The Nature of an Astronomer's Work," by Dr. R. G. Aitkin of Lick Observatory.

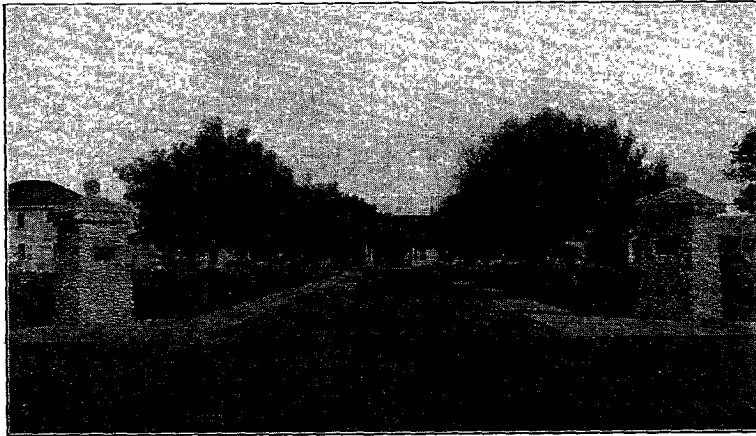
"Is War Eternal?" by Dr. David Starr Jordan.

"Influence of Mind Over Body in Health and Disease," by Dr. George Thomason.

One evening of music and reels.

"The Wild People of the Philippines," by Dr. David P. Barrows, Professor of Political Science and Dean of the Faculties of the University of California.

And a second by the same gentleman on "Reflections on the War in Europe." Dr. Barrows has spoken from personal acquaintance of both fields. And this is true of the other lecturers. Each and all have dealt with subjects with which they are more or less familiar.



Main Entrance to Pacific Press Publishing Association's Grounds

placed in the most advantageous positions in their relation to each other for efficient work in the factory and a conservation of economy in time and operation. The greatest economy consistent with the highest efficiency was to be observed in the fitting out of this factory. Stock, such as paper, inks, etc., was to be purchased. Estimates of cost on tracts, pamphlets, periodicals and books were to be made. Proper and accurate accounts were to be kept. In short, the student was to plan and work as though he were actually called to do the work. We do not need to say the class was a success, as were also our classes last year in Bible, bookkeeping and commercial law. This year in Bible, after some general lessons on prophecies fulfilled, fulfilling and yet to be fulfilled, the study has been upon the great

not called, we wish to know the conditions that those who are called may have to meet.

We have a class in civics, developing the principles and requisites of government and citizenship in America and the duties and rights of citizens. This is taught by our church school principal, Mr. J. D. Livingston.

We have another phase of school work which we call the Efficiency Department. This department has reviewed the work of last year in cost and estimates in our Missions class, and business law, documents and procedure, and is giving a short course in office etiquette, use of typewriters, writing of letters, dictation, filing, etc., also a course in physical efficiency taught by Dr. Johnson of the St. Helena Sanitarium, covering in brief what to do in

Dr. R. L. Wilbur, President of Stanford University; Prof. C. W. Irwin, of Pacific Union College, and other men and things will complete the course. We have had fairly good attendance at these lectures from our own people, but slight attendance from the townspeople, with whom we have wished to share our opportunities. The lecture course has been placed at the very nominal cost of \$1.00 for the 14 evenings, or 10 cents for each lecture.

The aim of our school is not to carry pupils through primary grades. Apprentices ought to have passed 10 grades of work on entering. The aim of our night school is supplementary, to help the student in places where his brief school life left him deficient, to give technical and special instruction in the publishing work, and to help to a broader and more intimate view of God's work in the world to-day.

There is everything in the world that is appealing to human ambition, but some place, any place in God's cause, transcends all the earthly ambitions which would call us aside. His work demands that every soul in touch with Him shall yield of his best that he may do better service for God and humanity. Mighty interests are at stake, but there is none so great as the eternal interests. All that is of worth beckons onward and upward. Shall we be obedient to the heavenly vision?

Milton C. Wilcox,
Pincipal.

International Branch

The year 1916 will probably stand out in the history of the International Branch as the most eventful in its somewhat checkered career. In January, this constituency voted that the International Branch should enter upon a more extensive program of foreign publishing, embracing eight new languages. On February 27, fire wiped out the building and equipment of the International at College View, Nebraska, and left it homeless. In March, the citizens of College View and vicinity raised a fund of \$6000 to help rebuild the plant there. In the same month a council was called of leading repre-

sentatives of the North American Division Conference and its Foreign Department at Battle Creek, Michigan, and it was voted that the International Branch be invited to locate in or near Chicago. This action was confirmed later by the directors of this association, a majority of the board being present at the council. Steps were immediately taken to select a location, secure a building site, and make plans for a new building. An architect was secured, and a building superintendent. Plans were completed in April and ground broken for the two-story brick building 55 by 85 feet, to be erected on Grand Boulevard, Brookfield, Illinois, 12 miles west of Chicago, on the main line of the Chicago, Burlington and Quincy Railway.

In September came the final removal from College View, a portion of the employees and some of the salvaged machinery and outfit having been sent on earlier. The dedication of the new plant occurred in October.

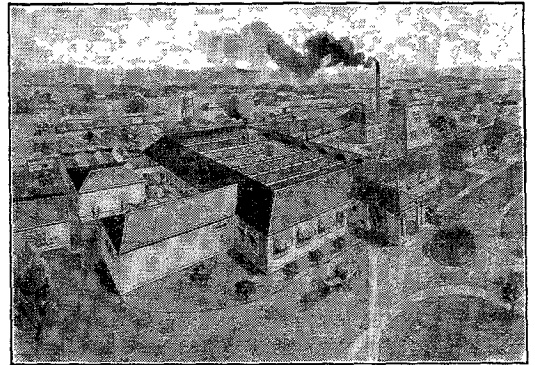
Perhaps this brief outline is sufficient to bring before our minds a suggestion of the experiences through which we have passed, and the story in fuller detail,—the perplexities and difficulties,—may be better imagined than described. Suffice it to say that our workers have toiled early and late and under most trying conditions following the fire and during the removal period. Now with a new building and with equipment in better condition than ever, we hope the International is prepared to more nearly meet the object of its existence. We now have our factory, book stock room and business offices on the first floor, with an abundance of light and air in every room.

On the second floor are editorial offices, library, chapel and storage room. Convenient lavatories are located on each floor. The building is heated by steam generated by a Pierce down draft boiler, using a low grade of soft coal.

The combined circulation of the eight periodicals in German, Danish-

Norwegian and Swedish which have been printed during the year was 460,000 copies. Twelve issues of the Russian "Review," two each of the Italian and Bohemian "Signs of the Times," and one of the Yiddish magazine were printed, the total number of copies being 30,500. The value of total sales from the periodicals was \$19,652.40, and from the book department, \$4230.14.

At present we have in the employ of the International Branch 27 persons, and have actually produced either in part or in whole publications in the following languages: German, Danish-Norwegian, Swedish, Italian, Russian, Bohemian, Roumanian, Hungarian, French and Yiddish. Brother Steen Rasmussen, sec-



General View of the Association's Plant at Mountain View, Cal.

retary of the North American Foreign Department, has his office in our building, and we greatly appreciate his presence and the counsel and assistance which he is able to give us.

Toward the close of 1916 suggestions were made regarding changes on our periodicals in German, Danish-Norwegian and Swedish because of the greatly increased cost of producing them and for other reasons. So after securing as full counsel as possible from the workers in the various languages, we decided to issue the German "Arbeiter" and "Hausfreund" as eight-page weeklies at \$1.25 each, the latter as a missionary paper, and the former as a church paper; the "Sendebud" as an eight-page Danish-Norwegian weekly missionary paper at \$1.25, and the "Missionaeren" as a 16-page bi-weekly church paper in the same language at \$1.00. The "Sion's Vak-

tare" is the Swedish weekly church paper, eight pages at \$1.25, and the "Tidens Tecken" is a missionary monthly, 32 pages, magazine size, without cover, except once a quarter, when the number of pages is 28, the same as the other quarterlies. Price, \$1.00 a year.

In addition to these, we have an eight-page monthly paper in Russian, and quarterly magazines in Bohemian, Danish-Norwegian, German, Hungarian, Italian, Russian and Yiddish. We also get out Sabbath-school lesson quarterlies in German, Bohemian, Italian, Roumanian, and Russian.

We have printed a special magazine in Roumanian, without date, for the use of those who speak this language, and the Polish brethren are anxious that we shall do the same for them. Both these nationalities desire that regular quarterly magazines shall be issued for them at an early date.

Publications in other languages are also called for, and as the International Branch was established for the sole purpose of printing in foreign languages only, we hope to be able to respond to these appeals in due time.

We have printed an edition of "Hymns and Tunes" in German, the book containing 628 pages, 1089 songs. It is the same as the old edition, except that 140 new songs have been added. The sale on this book is starting off well, and we are expecting it will be in great demand among our German people. We have also printed the 28 numbers of the Family Bible Teacher in German, these being the first tracts printed at Brookfield. We are reprinting the standard tracts in our three leading languages, as rapidly as possible, but it has been and still is very slow work, as our presses have been kept busy most of the time on our 14 regular periodicals. So our shelves are still almost bare so far as stock in these languages is concerned.

We had signatures on hand for some of our books and have bound up stock of "Acts of the Apostles" in German and Swedish, "Hymns and Tunes" in German and Swedish, "Life of Mrs. White," "Evening Bible Studies" and "Truth in Christ" in

German. The latter is a premium book used with the "Hausfreund."

Arrangements were made with the Review and Herald Publishing Association by which the International Branch purchased all the stock of miscellaneous foreign publications which had been carried by their New York branch. This gives us publications in nearly 30 languages, although the stock which was imported from Europe is being rapidly depleted and under present conditions can not be replenished. Because of this situation, the General Conference at its Fall Council in October, 1916, recommended that we print tracts in about 20 languages as soon as proper translations could be secured in each case. This will amount to 1100 or more pages, and besides this new work, we have in hand the translation and typesetting of "Bible Readings" in Danish-Norwegian, "Heralds of the Morning" in German, and "Coming King" in Italian, to say nothing of dozens of tracts in German, Danish-Norwegian and Swedish which we must reproduce for our standard series in these languages, as the plates were lost in the College View fire.

We ought to be in a position to replace quickly these tract plates which were burned, and thus have stock ready for daily orders. Many items in our orders we can not fill at present, and we are not ready to supply the needs at the camp-meetings which will soon be coming on. Our facilities are taxed to the limit and more with regular work, and so we ask that you take into serious consideration the question of additional equipment for the International Branch.

The demands for literature are piling up, and with our present outfit it looks as though it would take us months of continuous overtime work to catch up. We should be in a position to get out this literature quickly, and also to respond without delay to new needs in the production of other foreign publications. We shall miss golden opportunities if we are not equipped to do this.

We shall probably be obliged to put our bindery on the second floor, and this is what the foreman has been requesting, as the room on the first floor is already too small for the

large volume of work which must pass through the bindery.

We have printed for the General Conference Harvest Ingathering papers or magazines as follows: 37,500 in German, 14,000 in Swedish, 13,000 in Danish, 4000 in Hungarian, 3000 in Italian.

The response from the field in the way of subscriptions for our various periodicals has been good, very good in some instances. The total receipts for the month of January, beginning December 25, and ending January 24, were as follows:

Book department	.....\$ 326.02
Periodicals	..... 1921.82

Total cash receipts\$2247.84

We appreciate the liberal help which has been given by the home office in supplying us with workers. A superintendent and foreman of the composing room, a foreman of the press room, a linotype operator, and a press feeder are the most recent recruits from Mountain View.

A church was organized in Brookfield in October, and now has a membership of 28. A Sabbath school with a membership of 40 or more is also in successful operation. Both church and Sabbath school are officered by employees of the Pacific Press.

The fact that this branch was operated with practically no stock of publications in its book department for at least eight months of last year, explains why the sales are smaller than for 1915. We have no financial report showing encouraging gains for the year. But we believe that as a result of the circulation of the publications which the International Branch has produced during 1916, some who speak other languages than the English are rejoicing in this blessed truth, and we trust many others have had their attention called to this truth, and that they, too, will accept.

Our workers are of good courage, happy and content in their new location, and we hope the year 1917 may witness such earnest and continuous consecration of all our faculties to the service of God that His blessing may abundantly rest upon the literature in many languages which shall be sent out from the International Branch.

S. N. Curtiss,
Manager.

Kansas City Branch

The annual reports from a branch office are likely to be much the same from year to year, since they must deal largely with facts and figures which tell of the circulation of literature.

But if these reports are tiresome and uninteresting to anyone, be assured the fault must be with the way the items are presented, for to those who have to do with the varied experiences which unite in producing the material for these reports, there is not a dull moment nor a tiresome detail. From the beginning of the recruiting campaign to the delivery of the last book of the year, every movement and every experience challenges and holds our most earnest and appreciative attention.

This is the 24th annual report from the Kansas City Branch, and it is a great pleasure to tell you that the year 1916 witnessed the largest sale of our publications in the history of the branch, amounting to \$165,456.80 in the Central and Northern Unions which are supplied from this office. Sales to other branches and publishing houses bring the grand total up to \$176,781.91. Of this amount \$147,557.70 was for subscription and home workers' books, and \$29,224.21 represents trade and educational books and tracts.

More than 32,000 copies of our large subscription books in English and over 8000 copies in other languages were sold, besides 3500 copies of the small books in the home workers' series.

"Bible Readings" led all others in the total number of copies sold, the number being 23,179. The sales on other leading books were as follows:

"Great Controversy," 4127 copies; "Heralds of the Morning," 3602; "Practical Guide," 3509; "Daniel and the Revelation," 3365; "Patriarchs and Prophets," 1043; "Easy Steps," 509.

The treasurer's report shows the gain of the branch for the year. We were hoping to reach a higher figure, but increased expenses prevented us from doing so. But financial goals are not the only ones, nor those of most importance in this great work.

If it were possible for us to look into the more than 40,000 homes where our subscription books have been placed during the past year, and if we could witness the changes wrought there as the inmates have studied the truths taught by the books bought previously, we would behold a picture which would rivet our attention and awaken our deepest interest, for these are the results and this is the real goal for which we strive.

Then if we had the power to see the influences which have been exerted by those who accepted the truth learned from the books, and could see still others who have become interested through their efforts, we would more fully realize that the placing of one of our truth-laden books in a home often sets in motion a wave of influence which will continue to act as long as time lasts.

Then consider also the influence of this holy calling on the lives of those who engage in it—not alone on their own lives—but the hallowed effect of their consecrated service upon those whom they visit and who do not purchase a book.

Our picture would be incomplete if it did not also show the faithful regulars of the Gideon Band of colporteurs, and the more than 250 student recruits sent to the front during the summer campaign. The total sales of the 83 from Union College alone aggregate nearly \$31,000, and resulted in their earning 106 scholarships.

Fall and winter institutes have been conducted in every conference in the Central Union, and as a result a good force of colporteurs who will "canvass in the winter time" have entered the field for continuous work. Some encouraging reports have been received from these during the first month of 1917.

Colporteur bands have been organized in all the large schools in our unions, and the interest they are creating among the students in some places seems to be at "white heat."

While world conditions are becoming so ominous and people everywhere are asking what is to be the end of all these things, what a blessed privilege to have a small part with the company of consecra-

ted messengers of the King of Peace, who are quickly and so effectively carrying to those in the highways and the byways this wonderful message of salvation and peace through a crucified and living Saviour.

We rejoice in the success of this work in our field, and in all the world. We falter not at the difficulties which confront us, but bound by the law of service to God and to humanity, we consecrate our lives anew to this blessed work.

S. N. Curtiss,
Manager.

Portland Branch

The Portland Branch is glad to greet you in annual meeting again.

Another year in the circulation of our truth-filled literature is in history. A good year, in many respects, for the Pacific Northwest.

Sales

The total sales for the year were \$49,488, which is an increase of \$170 over the year 1915. The first month of the year opened with a loss of almost \$2000. This, with slight fluctuations, continued to grow until December 1, when the loss amounted to over \$5000. But all rallied, and with several good deliveries of subscription books, and a strong home workers' campaign, the year closed with a slight increase as noted.

Subscription Books

The sale of subscription books shows a gain of \$1800, and amounted to \$26,800 for the year. Montana was again in the lead this year, with Western Washington second, and Southern Idaho a close third. "Bible Readings" headed the list in copies sold, with "Great Controversy" second, "Heralds of the Morning" third, "Past, Present and Future" fourth, and "Practical Guide" fifth.

Home Workers' Books

The sale of this line of books amounted to \$10,400 worth, which was \$1400 under last year. This is occasioned to a great extent by the decreased sale of the pamphlets, "World's Crisis," "Vatican and the War," and "Armageddon." The sale of holiday books by the home missionary workers was better than usual, and there were a large number

of workers in the field, but we were still unable to equal last year's sales.

Trade Books, Etc.

The sale of trade books amounted to \$8200, which was a gain of \$100. Educational books showed a sale of \$2200, a loss of \$100. Tract sales amounted to \$1900, which was \$200 behind last year.

Camp Meetings

Camp-meetings were held in each of the six conferences comprising this union. Book fairs were conducted in each, and several public sales were held at each meeting in the large pavilion. Sales at these meetings amounted to \$5629.

Field Situation

The North Pacific territory has not been without its problems. The Upper Columbia, Western Oregon and Western Washington conferences changed their field men in 1915. Southern Idaho changed theirs this year. Montana was without a man except for a few months during the summer. And Southern Oregon has been without help during the whole year, except the little service that the union man has been able to render them during his spare time. This, with the fact that cars could not be secured to move her large grain and fruit crops, and the paralyzed condition of her greatest industry,—lumber and building material,—has had its effect on the work in this field.

Prospects

Prospects are good for the northwest, and hopes should be bright. Southern Oregon's new field man has been selected, and a man for Montana is to be secured at once. With the field fully manned with loyal leaders, a good year is to be anticipated. Our territory is small as to population, and our men must be resourceful. Local conditions affect the field quite readily, which is quite different in the great central and eastern states. But your North Pacific field force is entering upon the new year with high aims, and a determination to win. With a firm faith in God, and untiring effort on our part, we count the battle as already won.

G. C. Hoskin,
Manager.

West Canadian Branch

Another mile-stone in the history of the Canadian Branch is now in the past, and we are glad for this opportunity to present a brief report of some things that have been accomplished in our territory to the constituency and friends of the Pacific Press Publishing Association. We wish first of all to express our thankfulness to God for the blessings that He has given so freely during the past year. Our laborers have been protected and the work has gone steadily forward under our Father's care.

Since our field recovered from the first shock occasioned by the outbreak of the great European war, our sales have shown a gradual increase from year to year. In 1914 the sales in round numbers amounted to \$25,423; in 1915, \$31,283; and in 1916, \$34,954. These figures, perhaps, best illustrate the way our workers and people in Western Canada have settled into the harness, with a determination to carry forward the work, in spite of all difficulties, until it is finished. These figures represent faithful, plain, every-day hard work on the part of field agents and colporteurs.

Over 23,000 books have been shipped from Calgary during the year. Almost 9000 of these were large subscription books. Perhaps the most remarkable feature in this phase of our records is the phenomenal increase in the number of educational books sold. While the total is not unusually large, yet it represents an increase of 244 per cent over 1915, in educational books. This means that our people are taking a deeper interest in the proper education of their children, and it is a foregone conclusion that more students in our schools means more colporteurs in the field.

Of the total number of subscription books sold during 1916, 19 per cent were in the foreign languages; while for 1915, 18 per cent of the number sold were foreign. In trade books we find a falling off of about 4 per cent in the foreign languages when compared with the sales for 1915. This decrease is largely if not altogether due to the shortage of lit-

erature for our foreign people, caused by the war and the burning of our International Branch. When this class of books is again obtainable, we look for a large increase in their sale.

In respect to the total value of literature sold, Saskatchewan still holds the leading position, as has been the case for several years in the past. This year, however, Alberta has shown what can be done in her field, and the final results place her not far from the leading position. Saskatchewan and Alberta are our largest conferences, but they are followed closely by Manitoba. Our sales to Manitoba during the year 1916 amounted to \$6812, or nearly \$2000 more than for the preceding 12 months. This was done, too, without the aid of a field agent. If given a good, efficient field agent, Manitoba would be able to do even better work, we feel sure.

Five camp-meetings were held within our territory the past year. Two of these were in British Columbia and one in each of the other three conferences. The book sales at these meetings averaged well. Our records show that on an average, \$2.44 worth of literature was taken from the grounds by every man, woman and child who attended these meetings. Elder W. W. Eastman was with us through the entire series of meetings, and his assistance was much appreciated by our tract society secretaries and field agents.

The outlook for the new year is very encouraging. Three of our conferences have strong field agents who will be on duty all the year. Brother Mooney has just closed a small institute in Alberta, and has some workers ready to enter the field at once. Missionary institutes are being conducted among the churches in both Saskatchewan and British Columbia, and the effects of these meetings are already being felt in increased sales of the class of books usually sold by our lay members.

On January 1 Brother J. B. Giddings arrived in Calgary, and has taken over the management of the branch. Personally, we look with pleasure upon the experiences of the past four years in which we

have been connected with the Canadian Branch. Our work has been pleasant, and we regret that climatic conditions have made our removal imperative.

We feel confident that our people in Western Canada were never more awake to the situation than at the present. And from their faithful efforts, watered by the blessings of God, we shall expect to see a steady, onward march toward the kingdom.

J. M. Rowse,
Manager.

Our New Addition

It is a Big Land

It stretches from San Diego, the Rio Grande, and Key West on the north, down through Central America to Colombia, Venezuela, and the Guianas bordering on the equator to the south. It includes Colombia, Costa Rica, Cuba, Guatemala, the Guianas, Haiti, Honduras, Jamaica, Mexico, Nicaragua, Panama, Porto Rico, Salvador, Santo Domingo, Trinidad, Venezuela, as well as numerous small islands of the West Indies. It has a population of nearly 40,000,000. Of these about two and a half millions are English, as many more French, perhaps 50,000 Dutch, and the rest Spanish.

An Important and Historic Land

It includes the Canal Zone, one of the most remarkable works of man. One can not watch the great ocean liners passing through the jungle, thereby in ten or twelve hours saving a trip of 10,000 miles, without appreciating the marvelous engineering feat which has made this possible.

Cuba, one of the greatest sugar-raising countries in the world, is in this group. It has about 200 sugar mills, with an investment of a quarter of a million up to two million dollars each, and its sugar crop this year will amount to \$350,000,000.

It was a little north of Cuba where Columbus first discovered the New World, and on landing fell upon his knees, kissed the ground, and called it "Holy Saviour," San Salvador, a name which it still bears.

Here too is Jamaica, which still

stands a monument to Nelson, who coined the phrase. "England expects every man to do his duty." It was among these islands that he waged many of his sea fights which afterwards gave him the opportunity of becoming the hero of Trafalgar.

There are old crumbling Spanish forts at every important landing. At the harbor entrance of Trinidad is pointed out the place where in 1797 the Spanish admiral, Apodaca, burned his ships rather than have them taken by the English. Since then the island of "Trinity," as Columbus called it from three mountain peaks which he first sighted, has been in the hands of the English. Just across the channel to the northeast is Tobago, or Robinson Crusoe's island. I sailed by this one Sunday morning, and so familiar was the well-known story that I almost looked for Crusoe's man Friday. Here, by the way, we have two churches, numbering 70 at the present time, and the island sustains a population of 20,000.

It is a Strange Land

In British Guiana you see and hear of the great snakes, the enormous crocodiles, the wonderful birds, and the marvelous orchids. In the zoological garden at Georgetown is an entire building, perhaps 150 feet long by 75 feet wide, entirely devoted to the various varieties of this flower found in that country.

In Trinidad you visit that peculiar pitch deposit known as the Pitch Lake, covering an area of 114 acres.

Thousands of acres of cane and rice fields stretch in every direction, while coffee, nutmegs, and coconuts are found everywhere. Our boat from Panama brought 45,000 bunches of bananas to New Orleans, and this is but one of a large fleet engaged in this business.

The great mangrove swamps on the coast, the tropical foliage, the chattering monkeys and parrots, the flowers of every description and hue, the brilliant sunsets, and the profusion of insect life, all proclaim this to be a strange land to the person from the temperate zone.

It is a Pioneered Land

When I first arrived at Demerara, I inquired for the headquarters of

the Seventh-day Adventists from a brown man, a lawyer, and he replied. "O, yes, I used to know your missionary, Mr. Davis, who was either killed or died away in the interior." Perhaps that man's death has done more to bring publicity to our work in that interior section than the life of a dozen men, for you will remember it was published throughout the United States in the Associated Press dispatches.

Over in Trinidad we have the graves of five of our laborers who have fallen by yellow fever,—Brethren A. E. Flowers, L. M. Crowther, W. M. Crothers, Charles Enoch, and Robert Price. In Costa Rica, Elder Frank Hutchins, who spent eleven years with his wife (now Mrs. E. R. Palmer), and Dr. Eckels are resting together.

In Grand Cayman lies the wife of Elder W. A. Gosmer, who also died of yellow fever; and near by is the grave of Elder Webster's little daughter, who died the next day, and whose lifeless body Brother Webster himself was compelled to carry to the plot and dig the grave for its interment. Sister Webster had succumbed to the same disease only a few days before. In Spanish Town, Jamaica, I found the grave of my mother, who died there a little over 20 years ago.

But these pioneer efforts have had their influence. Our work and workers are well and favorably known. We now have almost 5000 members in the field. Jamaica alone has 60 church buildings and a membership of 2000. Nearly every field has its memorial of some kind to the message for to-day.

When I went to see the manager of the United Fruit Co., he told me he knew our people well. He said, "Yes, I used to know your Mr. Haines. He did all my printing for me. We welcome you down here, and I will be glad to give you all the United Fruit Company's printing if you will take it."

In my interviews with the Acting Governor and the head of the Panama Railway, I found they also were well acquainted with us and our work, and as a result we have secured building permit on a prominent lot only four blocks from the

steamship docks for only \$1.00 a year!

It is a Needy Land

There are some two and a half millions of French, two and a half millions of English, and from thirty-two to thirty-four millions of Spanish down there. As I walked up and down the Prado in Cuba's beautiful capital the other evening, and saw thousands and thousands of people who know nothing of this truth, I realized afresh the tremendous responsibility that has come to this institution in properly cooperating with the thin line of laborers found within the confines of this, our additional territory.

And then a week later, as I sat in the public square in the old City of Panama, and saw still other thousands passing in their leisurely, happy manner, with no thought for the future and no knowledge of this truth, I said to myself, "This is indeed a great and a needy land."

These are the needs and these are the peoples that call for the strength, the experience, the money, and the missionary zeal of this institution. I am glad they are not calling in vain.

H. H. Hall.

One very pleasant feature in connection with this large meeting was that all these various department reports were presented in person by the individuals themselves. Not often are they all privileged to meet together, but on this special red-letter year they were all present.

At the close of the forenoon session, the following committees were by vote named by the chair.

Plans and Resolutions

J. L. McElhany, C. H. Jones, H. H. Hall, E. E. Andross, M. C. Wilcox, A. O. Tait, I. H. Evans, S. N. Curtiss, W. W. Eastman, H. G. Childs, James Cochran, F. W. Paap, F. E. Painter, S. J. Ruskjer.

Nominations

H. S. Shaw, H. W. Cottrell, W. C. White, Chas. Thompson, C. W. Flaiz, C. N. Lake, E. W. Everest.

The committee on plans and resolutions present the following report, which, after discussion and explanation, was adopted:

Resolutions

I

For the unnumbered blessings and multiplied mercies bestowed upon us during another stressful, perplexing, suffering troubled year of earth's history; for the preservation of our family of workers from sickness and death; for the unprecedented sale and circulation of our literature in various tongues; for the opening providences constantly calling us to new and broader fields of missionary endeavor, demanding not only more men, but more might,—for all these abundant tokens of God's grace, we humbly express our heartfelt gratitude; and we would, as the days and duties demand, hereby pledge ourselves to a deeper devotion, a firmer, fuller faith, a cross-bearing, conquering consecration, a stronger service in the giving of His last great threefold gospel message of light and life and love, and thus help to win souls and form characters for eternity.

II

Whereas, Action was taken at the last General Conference Council at Takoma Park, Washington, D. C., October, 1916, requesting the Pacific Press Publishing Association to establish a publishing branch office in the West Indies or Central America, to supply all denominational literature to the conferences and missions in the West Indian and Northern Latin American mission fields, and to take over such portions of the plant and equipment of the Watchman Press and the Mexican Publishing House as may be agreed upon in council with the General Conference; and—

Whereas, A survey of the field has just been made, and a formal action taken by the West Indian Union, an informal action by several of the Northern Latin American missions, expressing their approval of this action, and recommending the Canal Zone as the most central location for such an office; and—

Whereas, The West Indian Union and portions of the Northern Latin American missions have asked that the Spanish papers formerly published in Mexico be transferred to the proposed office in Canal Zone; therefore,

Resolved, (a) That we take immediate steps to establish such a publishing branch office and to erect a suitable building on the Canal Zone, provided a satisfactory location can be found and an arrangement can be made with the Panamanian government to avoid duty on books re-exported to other countries; and—

(b) That the Spanish papers referred to, be published from that office, as soon as the General Conference is ready to make the transfer; and—

(c) That careful study be given to the preparation of English manuscripts for tracts, leaflets, and other missionary literature for translation purposes, such manuscripts to be submitted to proper representatives in those fields for their examination before publishing; and be it further—

Resolved, That in view of the large Spanish population (from 32,000,000 to 34,000,000) to be served from this office, we give the Spanish interests primary attention, both in manning the institution and in outlining its work and policy.

III

Whereas, The West Indian Union Conference committee has requested the continuation of their "Watchman" magazine in the form of an eight-page monthly paper, printed in two colors, from matter taken, as far as may be practical, from the "Signs of the Times" weekly, the same to be issued at Mountain View, Cal., for the present; therefore,

Resolved, That we grant this request, and put forth special efforts to adapt this periodical thoroughly to the needs of the English-speaking people of the West Indies, and that in harmony with their request, the quantity price be placed at \$1.50 a hundred.

IV

Whereas, The West Indian Union committee, the Cuban Mission committee, and the General Conference representatives have all voted in favor of a convention of bookmen and secretaries of the West Indian Union and Northern Latin missions to be held at Canal Zone next August on the same basis as similar conventions are held in this country, namely, the payment of one-half the fares of the bookmen and secretaries

by the publishing house; therefore, Resolved, That we heartily endorse the proposal, and send one or more representatives to meet with them on that occasion.

V

Whereas, The "Signs of the Times," now entering upon its 44th volume, is continually giving evidence of its efficiency as a soul-winning agency; and—

Whereas, The board of managers have made a substantial decrease in the subscription price for the year 1917, also maintaining a 16-page paper; therefore,

Resolved, That we express our confidence in the value of the paper, and appreciation of the remarkably low subscription rate, by seeking to bring the circulation of the "Signs" to at least 100,000 copies. To this end we solicit the cooperation of the North American Division Conference through its Home Missionary Department.

VI

Whereas, There are business offices and homes innumerable unreach- ed by either our subscription books or our gospel workers, which would open readily to a monthly magazine presenting in a clear and concise way the great Bible prophecies per- taining to our time; and—

Whereas, The "Signs of the Times Magazine," filled as it is from cover to cover with the message, through forceful articles, penned by earnest, experienced soul winners, is an enter- ing wedge that opens the hearts of many to the other agencies of God's final message to men; therefore,

Resolved, That we encourage, and, in every consistent way, assist work- ers to enter the fast developing field of securing subscriptions for the "Signs of the Times Magazine," especially among the business men in America's centers of population.

VII

Whereas, We are introducing new departments in "Our Little Friend," and planning to make a special fea- ture of missionary work this year, issuing a double missionary number early in the fall; therefore,

Resolved, (a) That we redouble our efforts to keep before our people the need of this paper for their children. (b) That we endeavor to

bring this paper before people not of our faith by handing out, wherever opportunity offers, sample copies, thereby bringing the truth to the attention of the parents through the children.

VIII

Whereas, The International Branch at College View, Neb., was destroy- ed by fire last February, and we were counseled by the officers of the North American Division Confer- ence and heads of the foreign depart- ments to reestablish it in the vicin- ity of Chicago, and were later ad- vised by the North American Di- vision Council to add periodicals and lesson quarterlies in Bohemian Italian, Polish, French, Yiddish, Ser- vian, Roumanian, and Bulgarian, and a series of tracts, in various lan- guages, amounting to more than 1000 pages; and—

Whereas, These requests are in harmony with action taken at our last membership meeting; therefore,

Resolved, That we approve of the building of the plant at Brookfield, Illinois, and of the publication of the various periodicals and tracts requested by the North American Division Council.

IX

Whereas, Earnest requests have been made for the following larger books, namely, "Great Controversy" in Icelandic and in Russian, and "World's Crisis" and "Steps to Christ" in Arabic; and—

Whereas, The sale of these and of other books of a similar class which will soon be called for, will be very limited, and the expense of produc- ing them great; therefore,

Resolved, That we adopt the fol- lowing general policy in dealing with such requests:

(a) Where there seems to be an imperative demand for a book in any language, that we first confer with the foreign publishing house most likely to be interested in its publi- cation, and ascertain whether that house would publish said book, or would take a portion of the edition, in bound or unbound form, if it were published in this country.

(b) That careful estimates be made of the cost and probable sales; and if such estimated sales give prom- ise of meeting the cost, with a

small margin for safety, the book may be issued, in this country or abroad as may be agreed upon.

(c) That in the event of the above plans failing to justify large enough editions to cover the probable cost, one of the following courses be pur- sued:

(1) That we endeavor to find some person or persons who will contract in advance for a sufficient quantity to make consistent the printing of a larger edition than would otherwise be regarded as rea- sonable, thereby decreasing the per copy cost of translation, typesetting, and illustrating;

(2) Or, if the foregoing means fails to give reasonable promise of covering cost, that an appeal be made for a fund to cover translat- ing and typesetting, and when such a fund is raised, that we proceed to print the publication, even though a loss is incurred by so doing.

X

Resolved, That Article 10, Section 1, division "Secondly" of the By- laws of the Pacific Press Publishing Association be amended to read as follows:

Secondly. The members of the ex- ecutive committee of the General Conference of Seventh-day Advent- ists, of the North American Division Conference of Seventh-day Advent- ists, of the Pacific Union Conference of Seventh-day Adventists, of the Central Union Conference of Sev- enth-day Adventists, of the North Pacific Union Conference of Seventh- day Adventists, of the Northern Union Conference of Seventh-day Adventists, of the West Cana- dian Union Conference of Seventh- day Adventists, of the West Indian Union Conference of Seventh-day Adventists, of the Northern Latin American mission fields of Seventh- day Adventists, of the local confer- ences of Seventh-day Adventists, within the bounds of the above- named union conferences and mis- sion fields, and the departmental secretaries of the above-named or- ganizations.

It is better to be worn out with work in a thronged community than to perish of inaction in a stagnant solitude.

The report of the committee on nominations was adopted as follows:

Board of Directors

C. H. Jones, H. H. Hall, H. G. Childs, M. C. Wilcox, Jas. Cochran, J. L. McElhany, B. M. Shull.

Advisory Committee

Elder E. E. Andross, of the Pacific Union Conference; Elder R. A. Underwood, of the Central Union Conference; Elder Chas. Thompson, of the Northern Union Conference; Elder C. W. Flaiz, of the North Pacific Union Conference; Elder C. F. McVagh, of the Western Canadian Union Conference; Elder A. J. Haysmer, of the West Indian Union Conference; Elder J. L. McElhany, of the California Conference; Elder N. P. Neilsen, of the Central California Conference; Elder C. Santee, of the Northern California Conference; Elder J. A. Stevens, of the Northwestern California Conference; Elder W. F. Martin, of the Southeastern California Conference; Elder M. M. Hare, of the Southern California Conference; Elder R. W. Parmele, of the North Latin American Missions.

It was unanimously voted that the secretary should cast an affirmative ballot for the association persons named.

The Annual Dinner

The annual lunch or dinner was an enjoyable occasion. It was in charge of Brother E. G. Fulton, of Los Angeles, who will be remembered by many as the caterer of our General Conference restaurant. The dinner took upon itself more of the nature of a banquet. Thanks were offered to the heavenly Father by Brother H. W. Cottrell. Simple, as best things are, vegetarian in material, beautifully served. The assembly hall and the four long tables were neatly, harmoniously and beautifully decorated. The dinner was wholly provided for by Brother Fulton and his efficient helpers, except the cake, which as usual was supplied by the sisters of the church. The serving was admirably done by our own girls at the Pacific Press. Milton C. Wilcox acted as chairman, or toastmaster. The Pacific Press orchestra furnished excellent music during the banquet, which was heartily ap-

preciated and generously encored. After-dinner speeches by I. H. Evans, C. H. Jones, W. W. Eastman, F. W. Paap, Chas. Thompson, and Mr. P. Milton Smith, editor of the "Register-Leader" of Mountain View, followed. These speakers referred to the beginning of our work, its organization, its extent and rapid development, the opportunity it offers for everyone to work, and the living, growing principles which have animated it from the beginning. Editor Smith spoke of the influence of the coming of the Pacific Press on the people of the town. The Pacific Press people have been spoken of as ruiners of Mountain View. In a way they have; they have put from seven to 11 men out of business (whiskey selling). Then, too, they have turned an old prune orchard into a town. His remarks were both witty and encouraging. Mr. Cross, of the Bonestell Paper Company of San Francisco, rendered two excellent solos, and the convention quartet sang twice to the deeply appreciative company. Mr. Mockbee, mayor of the town, and other residents were present. The management would have been glad to have invited many more, but space would not permit. Altogether, 371 partook of the banquet.

It was a great day and a good day. It told of constant onward progress of the cause of truth. It declared by deeds wrought that the troubled world has not been able to any degree to hinder God's work, but that all these troublous times through which we have been passing have been used by the Lord of all as stepping stones for the development and furtherance of His great message for humanity. All present greatly appreciated it. To the Father be all the glory.

The organization for 1917, as far as completed, is as follows:

Organization for 1917

Board of Directors

C. H. Jones	James Cochran
H. H. Hall	M. C. Wilcox
H. G. Childs	J. L. McElhany
B. M. Shull	

Officers

President	C. H. Jones
Vice President	H. H. Hall
Secretary and Treasurer	H. G. Childs
Auditor	J. J. Ireland

Advisory Committee

Elder E. E. Andross, of the Pacific Union Conference.
 Elder R. A. Underwood, of the Central Union Conference.
 Elder Chas. Thompson, of the Northern Union Conference.
 Elder C. W. Flaiz, of the North Pacific Union Conference.
 Elder C. F. McVagh, of the Western Canadian Union Conference.
 Elder A. J. Haysmer, of the West Indian Union Conference.
 Elder J. L. McElhany, of the California Conference.
 Elder N. P. Neilsen, of the Central California Conference.
 Elder C. Santee, of the Northern California Conference.
 Elder J. A. Stevens, of the Northwestern California Conference.
 Elder W. F. Martin, of the Southeastern California Conference.
 Elder M. M. Hare, of the Southern California Conference.
 Elder R. W. Parmele, of the North Latin American Missions.

Managers and Department Heads

General Manager, C. H. Jones.
 First Assistant Manager, H. G. Childs.
 Second Assistant Manager, Jas. Cochran.
 Manager Book Department, H. H. Hall.
 Assistant Manager Book Department, C. F. Jones.
 Manager Periodical Department, Jas. Cochran.
 Assistant Manager Periodical Department, C. N. Lake.
 Manager Foreign Department, H. H. Hall.
 Cashier, T. F. Culhane.

Branch Office Managers

Manager International Branch, S. N. Curtiss.
 Manager Kansas City Branch, J. R. Ferren.
 Manager Portland Branch, G. C. Hoskin.
 Manager Calgary Branch, J. B. Giddings.
 Manager Central American Branch, A. F. Haines.

Editors

Book Editor, M. C. Wilcox.
 Signs of the Times weekly, A. O. Tait, L. E. Froom.

Signs of the Times Magazine, A. O. Tait, L. E. Froom.
Our Little Friend, Miss K. B. Wilcox.

EDITORS FOREIGN PERIODICALS

German

Christlicher Hausfreund, Editor, G. W. Erfurth.
Assistant Editors, B. E. Miller, T. Valentiner.
Corresponding Editors, G. F. Haffner, J. T. Boettcher, H. Shultz, J. H. Schilling, C. J. Kunkel.
Deutcher Arbiter—Editor, G. W. Erfurth.
Assistant Editors, B. E. Miller, T. Valentiner.
Zeichen der Zeit—Editor, G. W. Erfurth.
Assistant Editors, B. E. Miller, T. Valentiner.

Danish-Norwegian

Evangeliets Sendebud—Editor, C. A. Thorp.
Assistant Editor, M. L. Andreasen.
Corresponding Editors, P. E. Brodersen, L. H. Christian, H. R. Johnson, L. Halsvick.

Missionaeren—Editor, C. A. Thorp.
Assistant Editor, W. H. Sherrig.
Corresponding Editors, P. E. Brodersen, L. Johnson.

Tidens Tegn—Editor, C. A. Thorp.

Swedish

Sions Vaktare—Editor, A. Vermeilin.
Assistant Editor, J. M. Erikson.
Corresponding Editors, S. F. Svensson, A. Anderson, S. Mortenson, G. E. Nord.
Tidens Tecken—Editor, A. Vermeilin.

Assistant Editor, J. M. Erikson.
Corresponding Editors, S. F. Svensson, A. Anderson, S. Mortenson, G. E. Nord.

Russian

Signs of the Times—Editor, Steen Rasmussen.
Assistant Editor, A. G. Yakovenko.

Italian

Signs of the Times—Editor, Rosario Calderone.

Bohemian

Signs of the Times—Editor, A. Kucera.

French

Signs of the Times—Editor, G. G. Roth.

Hungarian

Signs of the Times—Editor.

Polish

Signs of the Times—Editor.

Yiddish

The Messenger—Editor, F. C. Gilbert.

International Advisory Committee

S. N. Curtiss, E. F. Counter, Steen Rasmussen, L. H. Christian, H. W. Sherrig.

Publishing Committee

M. C. Wilcox, C. H. Jones, H. H. Hall, Jas. Cochran, J. L. McElhany, L. E. Froom, F. H. Gage, H. G. Childs, A. O. Tait, C. F. Jones, C. N. Lake.

Purchasing Committee

Manager and Treasurer.

MISCELLANY

Special Notice—Terms

References from a conference laborer or church elder should accompany notices from advertisers not personally known to the Recorder management. Advertising rate: 50 words or less, one insertion, 50 cents, cash in advance.

Wanted.—Printer capable of taking charge of shop. Apply, giving references, to Loma Linda Sanitarium, Loma Linda, Cal.

Wanted.—A kind-hearted woman to help care for elderly lady and do light housework for a family of three. No washing. In return, the right person may have a good home. For particulars, address Box 224, Banning, Cal. 4t

Glendale Sanitarium

The nurses' training school of the Glendale Sanitarium opens August 15, 1917. Those wishing to enter the course and avail themselves of the opportunity of a missionary nurses' training, should address the Secretary of the Training School, Glendale Sanitarium, Glendale, Cal. 2m

California Medical Missionary and Benevolent Association

Notice is hereby given that the 20th annual constituency meeting of the above association will be held at Sanitarium, Napa County, Cal., Wednesday, March 14, 1917, at 12 o'clock noon, for the election of directors, amending of by-laws, and

for the transaction of such other business as may properly come before the meeting.

E. E. Andross,
President.
L. V. Roberson,
Secretary.

A Home in Sunny Florida

Desiring to be more free to do gospel work, I am offering for sale at a sacrifice my beautiful home and valuable farm of 115 acres, two and one-fourth miles northwest of Bowling Green, Florida, on the Atlantic Coast Line Railroad.

The dwelling is a ten-room house—bath-room, four bedrooms, sitting-rooms, etc. A few rods from this house, is a second house, with eight rooms; very comfortable and suitable for help or renters. There are two large barns, small packing house, excellent for storing, etc. Near large dwelling is one of the finest wells in Florida, of pure, soft water.

Very valuable orange and grapefruit grove of 12 acres, planted 20 years ago, is now in full bearing. The place contains 10 acres of excellent grove land, and could be easily planted to increase the grove. There are about 5 acres of the very best kind and quality of grafted pecans, rapidly coming into bearing. Pecans are fully as valuable per acre as orange groves.

Upwards of 50 acres are fenced and in cultivation. The soil is better than the average Florida soil. There are 20 acres of muck land,—muck,—from one to eight feet deep, which, when drained, cleared and cultivated, is very valuable for gardening and truck land, requiring far less fertilizing than ordinary pine land. It can easily be drained.

There is a nice spring pond near the barns, for watering stock. A fine stream of water flows across part of the place, affording facility for irrigation if desired. An excellent quality of hay readily grows on the place, sufficient to fill the barns. The place is excellent for raising horses and other stock, and ideal for poultry and bees.

Two immense magnolia trees stand in front yard (I have never seen finer), with other ornamental trees; oak, chestnut and camphor.

The orange and pecan groves of 17 acres alone are cheap at \$10,000; but that we may be free to do ministerial work we are offering the entire place for the sum of \$10,000 cash. We heartily invite visits and personal inspection. Write to the owner at once, at Twin Magnolias, Bowling Green, Fla.

George I. Butler.

Never despair. Night is dark, but the sun riseth to dispel the gloom.

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THURSDAY, MARCH 8, 1917

Brother Frank Lane, who for many years was connected with the work in Southern California, has accepted a position as treasurer of the Arizona Conference. He left for Phoenix, Ariz., last Thursday.

A canvassers' institute for the California and the Northwestern California conferences will be held in Oakland, March 14 to 23. Those interested should write to Brother G. H. Barbee, 537 25th St., Oakland, Cal., who will be glad to give full information.

Brother and Sister J. R. Campbell, who have spent nine years in mission work in Africa, are in Southern California visiting relatives, having returned to America on furlough. They will remain in this country until after the General Conference, to be held next year. Brother and Sister Campbell spent a year at the Solusi Mission, four years at the Barotse Mission, one year at the Zulu Mission, and three years at Emmanuel Mission. Their three children are with them.

Missionary and Bookmen's Convention

This western convention, held in Mountain View, was another mark on the dial of progress in our publishing work. Its attendance was large and enthusiastic. There were present older laborers, special laborers, and from the North American Division Conference I. H. Evans, W. W. Eastman, F. W. Paap, Miss E. M. Graham; union conference presidents, state conference presidents, etc., as given elsewhere

in the report of the Publishing Association in this issue. It was a great representative gathering from the Pacific Press field, west of the Mississippi. The weather was admirable throughout,—pleasant sunshine, with a little rain in the middle of the meeting to lay the dust. It was spring weather in February. The chief instructors were as follows:

Elder I. H. Evans—a series of earnest, heart-searching Bible lessons.

In book work, W. W. Eastman, H. H. Hall, and others.

Home Missionary work, F. W. Paap, Miss E. M. Graham, and others.

Many excellent papers were read by men whose talents are manifested in practice as well as in theory. The program was as follows:

8:00-8:45	.....Bible study
8:45-9:15	.....Devotional
9:15-10:15	.....Convention work
10:15-10:30	.....Recess
10:30-12:00	.....Convention work
12:00-2:00	.....Dinner
2:00-5:00	.....Convention work
5:00-7:00	.....Supper; committee work
7:00-9:00	.....Convention work

Subjects Discussed

Various phases of the work of the bookman and the agent and the branch office managers and secretaries were discussed and plans formulated for their promotion. Methods of stock-keeping, magazine and periodical distribution, the use of catalogues and circulars, the training of men, the keeping of records and files, were subjects that were dwelt upon, and uniform methods and arrangements instituted.

Reports from the various portions of the territory covered by the Pacific Press and its branch offices showed a greater volume of business for the last year than ever before and prospects for a tremendous demand for the literature and products of the institution. A much larger stock will be required to fill the orders.

There were several special features which made the convention of great interest to our visitors. One was Pacific Press Day, told of elsewhere, closing with a banquet. On the evening of the Sabbath, February 10, Dr. David P. Barrows, Dean of

the Faculties of the University of California, Professor of Political Science, holding the rank of major in the United States army, gave a very interesting lecture of his own experiences of the war in Europe. He was on the Dutch liner "Rydam" when it struck a mine, and a hole 36x24 feet was blown in the side of it, in which four were killed and many wounded.

Another interesting thing was the swimming pool, built for the employees of the institution. Our bookmen enjoyed themselves in the evening in this to the full.

Tuesday evening of the convention, February 13, Brother H. H. Hall gave an illustrated lecture on our new territory, which was of great interest.

The townspeople were evidently impressed by the convention. Through the kindness of the Commercial Club and the merchants about town, most of the delegates were given a very enjoyable trip through the heart of the Santa Clara Valley on Tuesday afternoon. More than 35 automobiles left the Pacific Press shortly after one o'clock, led by Mayor Mockbee in the pilot car, covering the valley from Stanford University to Los Gatos and San Jose, made without any serious mishap, getting a view of the splendid valley which is just covering itself with a mantle of green, relieved by the almond blossoms in evidence everywhere. Altogether it was a great meeting, notwithstanding the untoward incidents of some cases of 'grippe and a few touches of poison oak, but even through the swollen faces and closed eyes men smiled and were glad they were here.

College of Medical Evangelists Annual Meeting

The annual meeting of the constituency of the College of Medical Evangelists is called to convene at Loma Linda, Cal., at 10 A. M., March 28, 1917, for the purpose of transacting such business as may properly come before the meeting.

E. E. Andross,
President.

S. S. Merrill,
Secretary.