

THE *Record*

Southwestern Union Conference of Seventh-day Adventists

Vol. 59, No. 39

October 12, 1960

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Literature
Evangelism **SPECIAL**



IS GOD SPEAKING TO *Your* HEART?

L. C. EVANS, *President*

Southwestern Union Conference

With man-made satellites circling the earth every 90 minutes, while giant rockets traveling thousands of miles an hour drop on the target area, as polaris missiles seem to leap from the bottom of the ocean, as today's submarine displays modern implements of war — all present a startling challenge before the eyes of every Seventh-day Adventist.

What a glorious opportunity all these things present to those who know God's message for this hour. What a stirring challenge to dedicate our lives in this crisis hour to the importance of getting our truth-filled books in the homes of the people thus causing them to search the Scriptures. "The time has come when a large work should be done by the canvassers. The world is asleep, and as watchmen they are to ring the warning bell to awake the sleepers to their danger." *Colporteur Ministry*, p. 10.

In the light of present day marvels and inventions, the Book of Daniel takes on new meaning. Back in the days of the first steamship, the first automobile, the first airplane, even then it was not difficult for God's people to see in those inventions the fulfillment of Daniel 12:4: "Many shall run to and fro, and knowledge shall be increased." However, today the blindest skeptic, if willing, can see the fulfillment of this Scripture in the marvels of this electronic age.

On Sabbath, September 3, all over this great union conference, sermons calling attention to the importance of selling and placing our truth-filled books and tracts

in the homes of the people were presented from the pulpits by the entire working force in each local conference.

Today as never before, God is calling men and women to the literature ministry. *Now* is the time to say Yes to the Lord in response to His appeal to your heart. Today is the day of salvation. Tomorrow may be forever too late.

We are all familiar with the quotation: "The final movements will be rapid ones." Surely this prediction is being fulfilled before our eyes today. In the light of this fact, my brother, my sister, let not another day slip into eternity before saying Yes to God if you know He is calling you to be a literature evangelist. In Volume 6, pages 331-333 are found these encouraging words for the bookmen: "They are sounding the note of warning in the highways and byways to prepare a people for the great day of the Lord, which is soon to break upon the world. We have no time to lose. We must encourage this work. Who will go forth NOW with our publications? The Lord imparts a fitness for the work to every man and woman who will cooperate with divine power. *All the requisite talent, courage, perseverance, faith, and tact will come as they put the armor on.*"

Those of us who have labored in this important phase of the Lord's vineyard know that God will not only supply your need, but will provide you with spiritual blessings beyond measure as you respond to His appeal and render fruitful service for the Master and hear from His lips the words spoken: "Well done, thou good and faithful servant; . . . enter thou into the joy of thy Lord."

New Central Collecting Agency

A. E. RANDALL, *Treasurer*

Credit buying has become an established practice in the handling of household finances in the United States. For many years our denominational publishing department leaders have recognized this and have developed various programs of time payment selling for our literature evangelists to follow.

Careful observation and analysis of the results of the different methods of credit selling have convinced the publishing department leaders in the conferences of



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Turn on the Light

J. T. WELCH, *Publishing Secretary*
Southwestern Union Conference



One evening at dusk, Robert Louis Stevenson stood as a boy at the window of his home and watched the darkness envelope the city. "Robert," his nurse said to him, "Come and sit down. You can't see anything out there."

But young Stevenson insisted, "I can see something wonderful. There is a man coming up the street, making holes in the darkness." It was the lamplighter.

In the truest sense, Jesus Christ is the Divine Lamplighter. He came into the world to make holes in the darkness of sin, ignorance, and despair. "I am the light of the world," He said. "He that followeth me shall not walk in darkness, but shall have the light of life."

The light which the knowledge of Jesus brings to the souls of men is the paramount need of this hour. Terrible signs of darkness are on every hand. Sure, we are making some gains in proclaiming the Third Angel's Message for a finished work, but I believe that this effort, although praiseworthy, is much too feeble, much too little, and in many places too late.

Personally, I feel a greater urge to launch out as never before and to exalt my Saviour, to witness for Him, to *turn on the light*, as it were, so that others may not have to walk in darkness.

There are many avenues in our church where we may do this. Notice this important way: "The world is to receive the light of Truth through an evangelizing ministry of the Word in our books and periodicals." Vol. 9, p. 61. "From our books and papers bright beams

of light are to shine forth to enlighten the world in regard to present truth." Vol. 8, p. 87.

Canvassing for our publications is an important and most profitable line of evangelistic work. Our publications can go places where meetings cannot be held. In such places the faithful evangelistic canvasser takes the place of the living preacher. By the canvassing work the Truth is presented to thousands who otherwise would never hear it." C.M., p. 8.

How is it with you, friend? Do you feel that inward urge to turn on the light so that others may know the message for these times? Remember the future of men and women you know and love, can be Heaven lost or Heaven won, depending upon whether or not you and I get the light to them.

Should you send a book or magazine to someone, should you respond *now* and be a Literature Evangelist that the time might be hastened when Jesus could come?

Write to your Conference for further information.

Serves Literature Evangelists

Home Health Education Service

the Southwestern Union that the most practical and efficient method, for our literature evangelists, is to have a central office where time payment contracts may be submitted for processing, and where a record of customer payments can be kept. This plan is appreciated by the literature evangelist because it enables him to place large, as well as small, sets of our books in homes where it would be impossible otherwise. He also appreciates the provision whereby he

(Continued on page 14)



New Central Collecting Agency Office Staff

LITERATURE EVANGELISM IS TEAMWORK

I. M. EVANS, *President*
Arkansas-Louisiana Conference

The Arkansas-Louisiana Conference Publishing Committee are men who have each had years of experience in this important branch of the Lord's work. This picture was taken in our new Book and Bible House at 333 Southfield Road, Shreveport, Louisiana. The two ladies, Mrs. W. W. Welborn and Miss Martha Benson, work here full time along with the Bible House manager. The four men in this picture are the Publishing Committee:

P. I. Nosworthy, Conference Secretary and Treasurer
W. W. Welborn, Book and Bible House Manager
I. M. Evans, Conference President
J. T. Mason, Publishing Department Secretary

In Volume 6, page 329, 330, 311, the servant of the Lord startles us with direct statements as to our responsibilities as leaders. "We have the word of God to show us that the end is near. The world is to be warned, and as never before we are to be laborers with Christ. . . . Let the books containing the light on present truth be placed before as many as possible. The presidents of our conferences and others in responsible positions have a duty to do in this matter, that the different branches of our work may receive equal attention. . . . There is need of men of deep Christian experience, men of well-balanced minds, strong, well-educated men, to engage in this work. The Lord desires those to take hold of the canvassing work who are capable of educating others, who can awaken in promising young men and women an interest in this line, leading them to take up the book work and handle it successfully. . . . Those who have an experience in this work have a duty to perform in teaching others. *Educate, Educate, Educate* young men and women to sell the books which the Lord by His Holy Spirit has stirred His servants to write. God desires us to be faithful in educating those who accept

the truth that they may believe to a purpose, and work intelligently in the Lord's way. Let inexperienced persons be connected with experienced workers, that they may learn how to work. Let them seek God most earnestly.

"These may do a good work in canvassing if they will obey the words, 'Take heed unto thyself and unto the doctrine.' I Tim. 4:16. There is no higher work than evangelistic canvassing for it involves the performance of the highest moral duties."

All four men of the Arkansas-Louisiana Conference Committee are ordained ministers and we believe that God has laid upon our hearts this responsibility, doing all we can, to promote the work of the literature ministry. The ladies in our Book and Bible House devote their full time to serving our literature evangelists, the 45 churches and Sabbath schools throughout our conference, our 22 schools, and over 3,400 laity that order from the Book and Bible House by both cash and time payment plan, according to their choice. Aside from Elder J. T. Mason, who is our field secretary for the publishing department, we have four other experienced and well-qualified men who devote their entire time to training or teaching by going with beginners, or those who may need help and guidance to make their work a success. All four of these men have made a success of this work and know how to teach others to succeed, if they are willing to work. They are: Frank Davis, E. J. McMurphy, L. E. Pittman, and Dan McIntosh. Together, these leaders in our literature ministry expect to deliver close to \$250,000 worth of our truth-filled literature in the Arkansas-Louisiana Conference for 1960.

Our Publishing Committee is also backed by a Conference Committee that believes in a successful Literature Ministry Program.



Pictured left to right:
Mrs. W. W. Welborn
Elder W. W. Welborn
Elder I. M. Evans
Elder P. I. Nosworthy
Elder J. T. Mason
Miss Martha Benson

Laborers with God

Speaking of his own work in comparison to that of Apollos, the apostle Paul wrote "Who then is Paul, and who is Apollos, but ministers by whom ye believed? . . . I have planted, Apollos watered, but God gave the increase. Now he that planteth and he that watereth are one. . . . For we are laborers together with God." I Cor. 3:5,6,8,9.

This relationship which existed between Paul and Apollos must of necessity be the same relationship enjoyed by the district leader and the colporteur. We are "one" says Paul for we are laborers *together*. The thought of working together has always appealed to me. So much is accomplished when two or more are united in their work. Even while attending college our employers were aware of the fact that when one of us worked alone we did not produce as much work as when we labored *together*. Each one inspires the other and the work progresses noticeably.

Is it any wonder then that district leaders everywhere are eagerly anxious to have a colporteur evangelist come to work with them? The fellowship alone is to be coveted, to say nothing of the strength added to their work. "But how can I, as a canvasser, add strength to the minister's work?" you ask. The servant of the Lord answers the question eloquently: "The canvassing work, properly conducted, is missionary work of the highest order, and it is as good and successful a method as can be employed for placing before the people the important truths for this time. The importance of the work of the ministry is unmistakable; but many who are hungry for the bread of life have not the privilege of hearing the word from God's delegated preachers. For this reason it is essential that our publications be widely circulated. Thus the message will go where the living preacher cannot go. . . . The intelligent, God-fearing, truth-loving canvasser should be respected; for he occupies a position equal to that of the gospel minister." 6T, 313, 321.

At the present time there are three literature evangelists in the Baton Rouge district: Brethren L. E. Pittman, Dan McIntosh and C. R. May. Until just recently Mrs. Sallie Barnett was also associated with us and their united labors have been remarkable. Not only are they placing our message in the homes of the people through the printed page, but they are also searching out souls who are presently interested in the truth. Brother May is actively engaged in giving Bible studies. One lady is soon to be baptized and before the year ends we expect to see another family embrace the third angel's message.

Brother Pittman introduced me to a couple who had purchased a set of the *Bible Stories*. They are both attending church every Sabbath and taking Bible studies preparatory to baptism in the near future.

To me the work of these consecrated evangelists is immeasurable. Without them my own labors would be greatly impeded. I cannot cease to lift my petition to God for them. Let us all continue to pray in their behalf that the great God of heaven will crown their every effort with success as we labor together to finish the work.

HENRY J. CARUBBA, Pastor
Baton Rouge District.



Exhibits at Fairs and Teachers' Conventions Prove Productive

The accompanying picture shows a fair booth display installed last fall at New Rhoads, Louisiana, by Literature Evangelist C. R. May of Baton Rouge.

The publishing department and literature evangelists of the conference are planning to install and operate approximately 20 teacher and fair booths this fall for the purpose of obtaining leads for our message-filled books.

We are in need of five or six more church members to follow up these leads, to visit these teachers in their homes, and to leave with them our truth-filled pages. If God is calling you, write to — J. T. MASON.

Two More Saved for the Kingdom

Mr. and Mrs. Groves are now baptized members of the Jonesboro Seventh-day Adventist Church. They were first contacted by Literature Evangelist Pearl Uhrig. They had taken the Voice of Prophecy Bible Course when they were contacted. Mrs. Uhrig invited them to evangelistic meetings and saw that they had transportation. After the series of meetings were over, Mrs. Uhrig continued to visit the Groves family regularly and encouraged them to continue coming to church. The Groves were baptized several months later by Pastor Bowers.





Organized for Outreach

W. A. DESSAIN, *President*

Oklahoma Conference

Our Oklahoma Conference is organized so as to give strong emphasis to the publishing work. We thoroughly believe in it and stretch ourselves to the limit to produce constant growth and steady expansion.

In the president's office many publishing meetings are held from time to time, and the conclusions reached there radiate over the entire field. Sometimes we make mistakes, but we never proceed without asking the good Lord to guide us and to prosper the publishing work.

Elder A. L. Ingram has over-all charge of our publishing work in the Oklahoma field. Brother C. W. Pomerooy is his assistant and his strong right arm. And then Brethren M. D. Starr and H. B. Holiman help supervise the work under the two above men. This has resulted in a happy combination, and for quite a number of years now the publishing work in Oklahoma has shattered records, varying from \$100,000 to \$140,000 in deliveries during the past five years, for which we give God the praise.

Very important on the publishing scene is our Book and Bible House with its dedicated leaders, Brother H. W. Pritchard and his genial assistant, Brother R. R.

Rouse. These two men form a happy team, and with Mrs. Lottie Phillips, who runs the H.H.E.S. under their direction, a stream of books, periodicals, and tracts consistently leaves the doors of the Book and Bible House flooding through the mails and serving as ammunition to our faithful corps of colporteurs and church members throughout the conference.

What a valiant group of publishing evangelists these colporteurs are — never tiring, never ceasing, eyes ever on the goal of more souls for the kingdom, faithfully going from door to door "hunting" and "fishing" for men and women hungering for the truth in these last days.

And then there is our treasury department who always has an abiding interest in the publishing work, with daily contacts being made to the above-mentioned departments, and the colporteurs in particular.

What would we do without our local conference organization which is so vitally interested in the progress of the printed page here in Oklahoma? The various organizations are like spokes in a wheel with the conference as the hub.

Tulsa's Team Inspires the Church

The men and women pictured here engaged in the literature ministry are a real asset to the Tulsa church. They are loyal in every phase of church work and can be depended upon to do more than their share in every missionary project of the church.

The monthly ten-minute missionary service conducted

by the colporteurs is always outstanding. It is such an inspiration to hear of God's leading and answering prayers as they go from home to home leaving literature and praying with the people.

Every Monday morning the Tulsa literature workers meet together in the church for study and prayer before they begin their week's work. From these inspirational meetings, this group goes in every direction fulfilling the command of Jesus to "Go, ye."

This group of praying, working literature evangelists is constantly finding people who have heard the Seventh-day Adventist message or who have taken one of our Bible correspondence courses. What a joy it is for the colporteur to offer Bible studies and an invitation to our church!

There are many men and women in our churches whom God is calling to do this work. Are you one? "We cannot too highly estimate this work; for were it not for the efforts of the canvasser, many would never hear the warning." *The Colporteur Evangelist*, page 5.



STAR



Your Book and Bible House A Vital News Center

D. E. LATHAM, *Manager*
Texas Book and Bible House

Trophies Won Through Colporteur Evangelism

DICK SERNS,
Supervisor in Texas Conference

I received the following experience from a part-time literature evangelist:

"I first met Mr. and Mrs. John McCarty when he was discharged from the Air Force and moved to Fort Worth, Texas. She asked a lot of questions on the Bible that had her at a loss to understand since her early teens. I showed the book, *Bible Readings for the Home*, to her and her husband and explained how their questions would be answered and how they would understand the Bible more fully. They talked it over together and agreed to purchase the book for their home.

"Since there seemed to be a special interest, especially on the part of Mrs. McCarty, I told them that we had someone who would call at their home and give Bible lessons. Then I contacted Mrs. O. J. Bell who quickly arranged regular Bible studies. Later, Elder W. R. May, of the Fort Worth First Church, came in, and a few months ago Mrs. McCarty was baptized into this wonderful truth."

Your Book and Bible House is a vital link in the organizational set-up of the Seventh-day Adventist denomination. Through it is channeled all the official publications of the church, and with a Bible House located in each conference territory, availability of literature is made easy for the church member. Either through the missionary secretary of the local church, or by direct order, a Seventh-day Adventist can have a wealth of good reading that the church has provided.

Since inaugurating the *Budget Purchase Plan* in April of this year, you will be interested to know that nearly \$3,000 worth of our literature has been sold on this special plan that makes stocking your library just as easy as making a purchase downtown on the installment plan! If you are interested in becoming a *budget* member, just write the Bible House and ask for the *Budget Plan* kit.

The days of earth are numbered and from all evidence, the numbers are very limited. Today is the time to become more active with literature while there is yet time. Recently, a Seventh-day Adventist inquired of Senator John F. Kennedy's office regarding a Sunday law. Here is one sentence from a letter that his office issued: "I think that the matter you raise — a *national* Sunday law — is a most likely eventuality." As you know, the Supreme Court will be reviewing this very item in its fall session. The sands of the hour glass of time have about run out. Are you doing all you can for the cause of Christ in these last moments? Feel free to call on this office for your literature needs. Tomorrow may be too late for you — or for the one you plan on helping. May God richly bless your efforts in His behalf.

Pictured left to right: L. Allred, D. E. Latham, O. J. Bell, B. E. Leach



Mrs. Hugh Cupps of Edinburg, one of our leading literature evangelists in the Texas Conference.



TEXICO IS MOVING

Thank God For Our Literature Evangelists

G. H. RUSTAD, *President
Texico Conference*

The Texico Conference is proud of its army of literature evangelists and their leaders. Elder Roy Chamberlain, with his two assistants, W. M. Beach and L. H. Stephens, are giving excellent help to the field, and our pastors and district leaders are cooperating to make the book work a real success in our conference. Week by week the reports come to the office telling of new experiences that are had by these godly men and women and how the Lord has directed their steps to the homes of individuals who long for a better way, and to homes of individuals who have once been in the way and lost it. Surely there is no higher type of work than this, the searching out and leading souls to Christ.

Our pastors and district leaders are ever keeping a lookout for men and women they feel would make a success of the literature work. This is true, also, of our departmental secretaries, who, along with the conference workers, believe in the book work and stand ready to cooperate in every way to make the program a success.

Our literature evangelists, often referred to as the "commandos" of the church's army of workers, are upheld in prayer as we meet in our daily devotions at the conference office. We thank God for our literature evangelists and pray His success upon each of them as they carry out their commission to seek the honest in heart and leave them our truth-filled literature. Why not contact our publishing secretary, Elder Roy Chamberlain, today and let him and his assistants train you to win souls the literature way.

Colporteur Sees Seven Accept Salvation

L. H. STEPHENS,
Assistant in Texico Conference

Careless spectators may not appreciate your work or see its importance; they may think it a losing business, a life of thankless labor and self-sacrifice. But the servant of Jesus sees it in the light shining from the cross. His sacrifices appear small in comparison with those of the blessed Master, and he is glad to follow in His steps. The success of his labor affords him the purest joy and is the richest recompense for a life of patient toil. *Testimonies*, vol. 6, p. 340)

My labor has afforded me with pure joy, for the Lord has blessed me with souls for His kingdom.

I called on a young couple with two little girls. They bought a set of *Bible Pageant with Bible Readings*. I am happy to tell that in a few months they had read themselves into the truth.

I called on another family of four and left them the *Bible Readings* and made arrangements for Bible studies. Today three of that family are in the truth. Please pray for the father of the family that he will take his stand before it is too late. Also pray for the son who is taking the ministerial course and will soon be ready for the seminary.

I called on a lady and her mother, Bible studies were arranged, and today both are rejoicing in the truth.

This makes seven souls the Lord has given me for my labor. I am sure you can see why my labor affords me purest joy.

Could it be that the Lord is calling you to the canvassing work? This is the very work the Lord would have His people do at this time. (Vol. 6, p. 313). We have the Word of God to show that the end is near. The world is to be warned, and as never before we are to be laborers with Christ. (Vol. 6, p. 329).

Friend, be a laborer for God, not a careless spectator. You, too, can have the pure joy that only laboring for God can bring.



L. H. Stephens



What is a Literature Evangelist?

A. L. INGRAM,
Publishing Secretary
Oklahoma Conference



The name, literature evangelist, what does it mean to you? I am afraid that most Seventh-day Adventist church members have many wrong impressions. It is a tragedy that these wrong impressions exist today, because it is the plan of the evil one to always hinder the program of God.

Yes, too many times in the minds of our church members a literature evangelist is classified as just another salesman, agent, or peddler. But notice the contrast — what God says through the pen of inspiration: "The intelligent, God-fearing, truth-loving canvasser (literature evangelist) should be respected; for he occupies a position equal to that of the gospel minister." Vol. 6, page 321. "The ministerial evangelist who engages in the canvassing (literature) work is performing a service fully as important as that of preaching the gospel before the congregation Sabbath after Sabbath." *Colporteur Ministry*, page 45. Canvassers (literature evangelists) must go out into various parts of the country. The importance of this work is fully equal to that of the ministry." R&H, April 1, 1880.

Now can you begin to see why men and women gladly leave their professions and employment to become literature evangelists? It is not to get their names on the back of the *SOUTHWESTERN UNION RECORD* once a month; their primary interest is souls — not dollars and cents.



Some of the greatest days in the literature ministry are not the days of big sales, although we do thank God for this success. The really big day is when God guides us to those that we can help lead to Jesus and church membership.

Brother Arthur Burton was canvassing in Hennessey, Oklahoma, about eighteen months ago. He called at the home of Mrs. Goodpasture and sold her a Bible.

After prayer, he offered a tract, "An Hour With Your Bible," and also the Bible Correspondence Course. She answered, "I am already working it." In fact, she was on her last lesson. Brother Burton asked, "How would you like for a Seventh-day Adventist minister to visit you?"

A few days later Elder Ernest Oliver and Brother Burton called and made the necessary arrangements for Bible studies. Three families attended the Bible studies as Elder Oliver, the pastor, and Brother Burton cooperated in giving the studies. As a result, one of the visiting families, Mr. and Mrs. Frank McCartney, accepted the truth. It was Elder Oliver's happy privilege to baptize this couple just a few weeks ago. At this time Mrs. Goodpasture is still studying the message. Let's pray that she, too, will soon be a staunch member.

Please notice the many avenues that God used to help win the McCartneys. The Voice of Prophecy broadcast and Bible Correspondence lessons created an interest. But if Brother Burton, a literature evangelist, had not been on the job calling on the homes, looking for souls, the interest would have been lost. The pastor gave the Bible studies, and a visiting family, the McCartneys, accepted the message.

Mr. and Mrs.
Frank
McCartney
standing
with
Elder
Oliver



The Oklahoma Conference needs fifty new literature evangelists this next year — men and women who have a burden to help win souls for God's kingdom, men and women who are willing to be trained for house-to-house labor for Christ — men and women who can work sixteen hours or more each week for the Lord. If you believe God is calling you to be a literature evangelist, fill out the form below and send it to me immediately.

I am interested in knowing more about the literature ministry.

Name

Address

Phone

I believe I could work the following number of hours each week:

☐ 16 ☐ 20 ☐ 25 ☐ 30 ☐ 35 ☐ Full Time



Southern Publi

Southwestern

The Printed Page as "Streams of Light" Tells of Christ's Return

C. L. PADDOCK, JR., Manager, Book Department

More than one hundred and ten years ago, we, as a church, received a divine message that we should "begin to print." In courageous faith, these early believers began to prepare and distribute the message of the Third Angel by means of the printing press. The promised streams of light began to lengthen across America and then to lands beyond the sea. Today, major publishing houses, situated in strategic points around the globe, are turning out the message of a soon-coming Saviour in the language of the people it serves and the truth is spreading as it has never spread before.

Do we realize the value of this printed page? Are we aware as a church and a people what a precious heritage this means of communication is and can be to our church? Are we taking advantage of all the possibilities within our grasp in these epic-making days in which we live?

Think of the mighty power there is in the printed page today. From the cradle to the grave we are influenced by papers and books. Books by the millions are being read each year. These books are having their influence on men, on cities and on entire countries and nations.

From the pen of inspiration in Volume 4, page 595, is this statement: "The publishing houses, the presses; they are instrumentalities in God's hand to send out to every tongue and nation the precious light of truth." And again from volume 4, page 593, "Our houses of publication have become a power in the world. A great change has taken place. With our increased facilities to make clear light shine forth to those who are in darkness, it is not now so hard as it once was to see and accept the truth."

Never has there been a time in the history of our publishing work when so many people were writing in to our houses and asking for more literature. Ministers and laymen alike from other churches are anxious for our books and papers. Many are actually requesting that they might be our representatives and sell our literature in the vicinity where they live. Not long ago, we received a request from the secretary of a fund-raising committee of a Baptist church requesting

they be granted the privilege of selling our books. They said they were raising money for a new educational building and wanted to use this means to raise money. As I read that letter I was reminded of the statement that says the very stones will cry out if we do not do the work assigned to us.

Our literature should be in every Adventist home. Books and periodicals that will bring people into the church will also keep people in the church. The finest books ever produced are now coming from our presses. Young and old alike should be reading and studying these books to fortify their minds against the times ahead.

Not only should we be reading our literature ourselves, but we should be using it to distribute among our friends and neighbors. To some this is the only way the light of the gospel will ever come. The stories are wonderful today of how the Lord is fulfilling His promises and is watching over the seed that is sown and we see it springing up and bearing fruit.

To some, I am sure there comes a special call to take our literature from door to door as a literature evangelist. Oh that there were enough workers to go out and gather in the harvest that is so ripe and waiting for the harvest!

"He who called the fishermen of Galilee is still calling men to His service. And he is just as willing to manifest His power through us as through the first disciples. However imperfect and sinful we may be, the Lord holds out to us the offer of partnership with Him, of apprenticeship to Christ. He invites us to come under the divine instruction that, uniting with Christ, we may work the works of God." *Desire of Ages*, page 297.

Have you felt that the Lord was calling you to work in His vineyard? Have you been putting it off and waiting until a more favorable time? May the Lord impress you today with the importance of the work to be done, and of your ability to help finish the work!

There is something that everyone can do from the youngest child to the oldest grandmother. May we each determine to do our part faithfully that the work might soon be finished and Jesus can come.

Publishing Association Serves the

in Union Conference Territory

"These Times" and "Message" Magazines Are Reaching Lost Humanity

R. J. CHRISTIAN, *Circulation Manager, Southern Publishing Association*

Undoubtedly there is no greater factor in the distribution of the message so dear to the hearts of Seventh-day Adventists than the factor of the printed page. Since the very beginning of our work the printed page has played an ever-increasing and important part in the distribution of our message. Books, magazines, and tracts by the millions of copies have been distributed. But one part, or factor of our literature work that perhaps is not as prominent in our work today as it was a few years ago, is that of magazine distribution by church members.

There is a growing need and a realization of this need at the present moment. Our leaders are urging the establishment of literature auxiliaries in our churches. Auxiliaries where church members can be encouraged to spend from a few hours to many hours a week out in our literature distribution program.

Our magazines, *Message* and *These Times*, lend themselves perfectly to this program, and I cannot too strongly urge our church members by the scores to contact their publishing secretaries and secure information on how they may have a part in the distribution of these truth-

filled journals.

Hundreds of our boys and girls earn money for junior camps and various projects through the sale of *Message* and *These Times*. Just so, scores and scores of housewives could take a few hours a week and go out in their neighborhoods or in shopping districts and earn for themselves extra money for those little things they want in their homes or for their persons. And while this has its value in bringing in financial remuneration, it has tremendous missionary value as well.

Elder J. T. Welch, our union publishing secretary, has this work heavy on his heart, and I feel to urge every reader that feels the slightest inclination to take up this kind of work to contact your publishing secretary at once. Let him know what hours you can be available, the territory you would like to work in, and then as you receive your instruction, you will become a part of the great volunteer force distributing the glad news of the sure return of our Lord.

The hour is late. The need is great, and God can and will use you if you will but present your heart and life for service. Don't delay. Act now.

Send "THESE TIMES"

and "MESSAGE"

Magazines to Your Friends
and Business Acquaintances



OPERATION LONE



Maye McGee
Houston Literature Evangelist

Evangelistic Teams Are Possible For Every District

WESS SPIVA, *Dark County Evangelist*
Texas Conference

Texas Places Emphasis on Literature Evangelism

B. E. LEACH, *President*
Texas Conference

Very few activities offer such great possibilities for pure soul winning work as does our great literature evangelism program. This Heaven-ordained program offers our worthy laymen a part in the Lord's work that is compared in importance to the gospel ministry.

In the Texas Conference we believe the first emphasis of our colporteur endeavor should be the winning of souls. In our Operation Lone Star program and especially our dark county evangelism the work of the literature evangelist is most vital.

We have a very excellent staff of colporteur leaders and supervisors in Texas. It is their specialty to train our people for the winning of precious souls. Brothers Allred, Walters, Cook, Serns, Appenzeller, and Sister Lee Sackett count it a pleasure to help qualified people develop and grow into effective workers for God.

Thus far in 1960, 32,409 hours have been dedicated to this work in Texas. Sales amount to over \$100,000.

We invite you to give this your prayerful thought and consideration. Why use your valuable time doing the world's work when you can have the inestimable satisfaction that comes from doing God's work?

Please pray about this, friends, and ask God to lead you to the right decision.

In our Book and Bible House we have a fine staff of workers. Brother Gene Latham, Brother Frank Strode, and Mrs. Herman Chastain are ready to serve you with books and magazines for all occasions. They are set up to handle cash orders and also larger orders on the budget plan. Friends, why not strengthen your own faith in the message by keeping a good supply of our books and magazines in your home? Make message-filled books and magazines a *must* for gifts for all occasions.

It is now possible to have an evangelistic team in every district. The question comes — how can this be done on the limited funds our conferences are operating on? This is one of the best points of this evangelistic program.

1. There is no added financial burden to the conference.

2. The converts are often better grounded in the truths because they have been hand picked and personally prepared for church membership. This evangelistic team consists of a district pastor and a literature evangelist that has a real love for souls.



Mr. and Mrs. C. W. Horton

SIMPLICITY OF THE PLAN: If the district pastor will spend one day a week, or even more, going along with the colporteur from door to door, the pastor is on the initial contact of the interest. This way the colporteur doesn't have to gain the interest and then transfer it over to a complete stranger. The second best plan is for the pastor to work very closely with the colporteur. (I have found that a colporteur will put me in contact with many good leads if I take an interest in following them up.)

Here in Alice, when Colporteur Evangelist C. W. Horton finds an interest he immediately (within 24 hours if possible) takes me personally and introduces me to the person or family. He has already prepared them for my first visit. In introducing me, he usually says something like this: "This is our pastor I told you about."

I feel there are many colporteurs like Brother Horton. Fellow ministers, let's recognize the value of these "front line scouts for souls" and invite them to join us in our search for honest hearts seeking for truth.

FORWARD

A New Career For James E. Patton

H. P. EVENS, *Treasurer
Texico Conference*

He was head inspector at the gypsum plant in Sweetwater, Texas.

Those nine years had brought him well-earned promotions through assistant foremanship to his present position of large responsibility. He had merited the favor of his employers. He enjoyed his little home. His three small children were growing and they had enough of every-day comfort. Life was sweet.



H. P. Evens, J. E. Patton

But there was one little rift in the happiness of James M. Patton. His wife was a sincere Christian and he was not. He had given occasional

thought to joining the church, but not the Adventist, where his wife went. That was in 1957.

In the providence of God, just then the Walter-Henderson evangelistic team pitched their tent in Sweetwater. James accompanied his wife. They attended all the meetings. He experienced a genuine conversion and was baptized.

His good, steady job over at the gypsum plant didn't interest him any longer. There was more important work now.

August, 1957, saw the beginning of a new career for James M. Patton. He was now a literature evangelist in the Texico Conference. Finishing out that year and the next, he placed over \$16,000 worth of gospel literature in the homes of his customers in Carlsbad and Pampa.

Then, in 1959, his services were needed in supervision of others in the same work. Now, in 1960, Brother Patton is again demonstrating his resourcefulness in presenting our literature successfully to those in the Midland area. We salute this devoted warrior of the cross, who, with his family, have proven faithful through every experience of hardship and discouragement. May his tribe increase.



Mrs. Eddie Trammel, Mrs. Green and Elder Green

Texico Book and Bible House Staff Ready to Serve You

In Texico we believe that books will bring people into the church and will hold them in the church. Brother G. E. Greene, our Book and Bible House secretary, Mrs. G. E. Greene and Mrs. Eddie Trammel stand ready to cooperate in serving you with prompt and efficient service on the cash or Family Budget Plan. If you need the large sets, like the *Bible Commentary* and dictionary set, *Testimonies*, *Conflict of the Ages*, or children's sets, why not order them on the Family Budget Plan and enjoy them while you pay.

Remember, "None but those who have fortified the mind with the truths of the Bible will stand through the last great conflict." *G.C.*, p. 593

Missionaries Needed In Texico

We have a family who moved up in the mountains in the northern part of New Mexico, around Taos, a few weeks ago. They have been busy doing some missionary work, and in their contacts they have found several *Great Controversies* and several families believe the message that they have found in the books.

This missionary family — Mr. and Mrs. McGee — are looking forward to starting in the literature work in the very near future. With their dedicating their hearts to the literature work and continuing to sow the gospel seed and following the interest of those books that have been placed in the homes for this time, they are looking forward to organizing a new church in that area in the near future.

We are looking for many more missionaries to work in the Texico Conference in the dark counties. If you are interested in knowing how to succeed in the literature work, please write to me.

R. L. CHAMBERLAIN,
*Publishing Secretary
Texico Conference of SDA.*

Seeking the Lost



The Hour Is Late

H. E. SCHNEIDER, *Treasurer*
Southwestern Union Conference

We are standing upon the threshold of great and solemn events. Prophecies are fulfilling. Strange, eventful history is being recorded in the books of heaven. Everything in our world is in agitation. Surely the day of God hasteth greatly.

The time is here when the message is to go to every man, woman and child. We are living in the last days. This is the time for the people of God to bring the truth to a dying world.

One of the ways that the last message can be brought to the people is through our literature evangelists. "All who consecrate themselves to God to work as canvassers are assisting to give the last message of warning to the world. We cannot too highly estimate this work; for were it not for the efforts of the canvasser, many would never hear the warning." *Colporteur Ministry*, pp. 6, 7.

"God send someone," is the prayer of many souls in the world, which is a challenge to the literature evangelist. In every Christian, God sees a potential soul winner. But only as we give ourselves to Him in some line of service can these possibilities be realized.

Has God called you to work in His vineyard as a colporteur evangelist? Have you surrendered your will to Him completely? If you will only place yourself in God's hands He will see you through every difficulty. He will see that you make a success of your life, and will prove that He is a good paymaster. Be faithful to Him and to the work He has given you to do.

The harvest belongs to God, but we must plant the seeds. The hour is late. People everywhere are hungering for the truth of God's word. Now is the time to "arise and shine," to join the ranks of the colporteur evangelists and let the world know what we believe.



That One Lost Sheep

R. S. BLACKBURN, *Auditor*
Southwestern Union Conference

The work of the colporteur is to find "that one lost sheep." You will recall the parable as related by Jesus and recorded in Luke 15:3-7. It tells of a man who left the comforts and association of the large group and went out into the wilderness to search for that one which was lost. And in spite of the difficulties — in spite of the loneliness and discouragements, this man continued his search until the lost had been found. Not until then did he return.

When his mission had been accomplished, his happiness was so complete and his joy was so full that he called his friends and neighbors together that they might share with him in his rejoicing. The trials and disappointments were forgotten now that his objective had been reached. The parable goes on to say there was joy in heaven also.

Colporteurs are specialists in one-person contacts. They do not, ordinarily, work with or for larger groups. They must search for the lost who, like the sheep, realize their helpless situation and long for something better. There are, in the wilderness, many who are looking anxiously and eagerly for someone to take them "on his shoulders" and carry them back home.

Our truth-filled books and periodicals do this, you know. They have helped thousands to find the way back home. And the colporteur who places the literature where it can accomplish this purpose will someday surely rejoice greatly. He did not give up when the way was hard and the discouragements severe, but he persevered and continued his search until the lost was found.

Yes, the colporteur work will take you, my friend, to that one lost sheep and, through the agency of the Holy Spirit, that lost sheep will respond.

(Continued from page 3)

receives his commission immediately rather than having to wait until the customer pays his account in full.

On January 1, of this year, a central collection office for the Southwestern Union was put into operation under the name of Home Health Education Service, and is located in the Union Conference office building. As of August 31, over \$300,000 worth of contracts have been received and processed at this office. The value of most contracts is in the neighborhood of \$100, but there was

one contract sent to us amounting to \$406. The largest single customer payment was for \$347, and the largest commission drawn by one of our literature evangelists, for one week's sales, was for about \$450.

We believe that more dedicated men and women, who are interested in advancing God's cause, will want to take advantage of the opportunities this type of selling offers. It is especially advantageous to the one who wished to devote his full time to the literature ministry.

Southwestern Union Monthly Leaders in Deliveries



H. B. Holiman



Belle Suskey



Seng Chai Wu



Mrs. Hugh Cupps



Mrs. Blanche Cox



Bill Johnson



Mrs. J. F. Firestone



Denton James

JANUARY

H. B. Holiman
Hours — 148
Del. — \$2,303.52

Belle Suskey
Hours — 118
Del. — \$555.74

FEBRUARY

Seng Chai Wu
Hours — 143
Del. — \$2,500.25

Mrs. Hugh Cupps
Hours — 119
Del. — \$1,138.90

MARCH

Steve Procell
Hours — 182
Del. — \$2,943.75

Belle Suskey
Hours — 81
Del. — \$958.43

APRIL

Seng Chai Wu
Hours — 171
Del. — \$2,740.91

Mrs. Blanche Cox
Hours — 77
Del. — \$1,213.75

MAY

Bill Johnson
Hours — 207
Del. — \$2,899.88

Belle Suskey
Hours — 143
Del. — \$1,285.24

JUNE

Larry Crew
Hours — 152
Del. — \$2,539.56

Mrs. J. F. Firestone
Hours — 162
Del. — \$1,119.75

JULY

Denton James
Hours — 131
Del. — \$2,313.71

Belle Suskey
Hours — 111
Del. — \$946.04

AUGUST

Denton James
Hours — 117
Del. — \$1,915.89

Mrs. J. F. Firestone
Hours — 143
Del. — \$1,053.60

**Average
Delivery
per
Hour
MEN
\$16.11**

**Average
Delivery
per
Hour
WOMEN
\$8.75**

THE Record

Southwestern Union Conference of Seventh-day Adventists

Vol. 59 October 12, 1960 No. 39

EDITOR Cyril Miller

Official organ of the Southwestern Union Conference of Seventh-day Adventists. Published by the College Press, Keene, Texas.

Communication or copy not originating in a local conference of the Southwestern Union should be addressed to the Southwestern Union Conference of Seventh-day Adventists, P.O. Box 518, Richardson, Texas. A L L C O P Y, SUBSCRIPTIONS, CHANGE OF ADDRESS, ADVERTISEMENTS AND CORRESPONDENCE from church members in the Southwestern Union should be addressed to the LOCAL CONFERENCE OFFICE. In changing address, give both old and new addresses. Allow four weeks for a change of address.

Published weekly (fifty issues a year) by the College Press, Keene, Texas, for the Southwestern Union Conference of Seventh-day Adventists. Price, one dollar a year. Entered as second-class matter October 24, 1902, at the Post Office, Keene, Texas, under Act of Congress of March 3, 1879.

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