TWENTY FIVE years ago the World Tomorrow broadcast went on the air and the first PLAIN TRUTH was published. Today this work encompasses the world. Here you see the broadcast emanating from our own studio. Mr. and Mrs. Herbert W. Armstrong are at the right, Mr. Garner Ted Armstrong and wife Shirley left, with Mr. Norman A. Smith at the controls. Read the astounding prophetic significance of this work in the lead article in this anniversary issue.
Gospel is out to us how entirely different the true we've been searching.

"Already your tracts that you sent on baptism and faith have pointed

A man and his wife from Chester, West Virginia

"We would like to know all the particulars about your Bible Course and how we can enroll. We would also like to receive your Plain Truth magazine."

"Dear Mr. Armstrong:

"We have been reading the Bible, going to church, praying, tithing and searching our own lives for those habits and failings that could be keeping us from the love of God.

"Since we have been listening to you, we feel that in your teaching we could be keeping us away from the Lord's will."

"Already your tracts that you sent us on baptism and faith have pointed out to us how entirely different the true Gospel is from the one that has been preached to us by either of the two churches we have attended.

"We would like to know all the particulars about your Bible Course and how we can enroll. We would also like to receive your Plain Truth magazine."

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The World Tomorrow's 25th ANNIVERSARY

From a mere 100 watts of radio power a week to more than a weekly 5 million watts! Read the amazing story of growth of God's End-time Work, now world wide.

by Herbert W. Armstrong

THINK of it! This great work of world-wide mass evangelism this month is a quarter of a century old!

On the first Sunday in 1934, God's time had come. God opened a DOOR! Jesus Christ Himself had foretold this event! Millions have read His prophecy.

Yet on that first Sunday in 1934, probably no one—certainly not I, myself—recognized what a momentous event actually was taking place.

What Really Happened?

What really occurred that Sunday morning precisely at 10 o'clock was a momentous event. It was the fulfilling of a definite corner-stone prophecy of Jesus. More than that, it was the initial, start-off event of the fulfilling of some 90% of all the prophecies in the Bible! And approximately a third of the whole Bible is prophecy!

But there was no fan-fare. The world took no notice. Only a few hundred—or at most a very few thousand people—even heard it. But then, how many people heard of the event, at the time, when the Christ child was born—or when Christ was raised from the dead 33½ years later—or when He ascended into heaven? The WORLD knew nothing about it, then. It was not even local news, let alone world-news.

When God does things through human instruments, they always start small, and unnoticed—but, like the proverbial grain of mustard seed, they grow and grow until they become the biggest!

This whole world had cut itself off from God thru sin. Over 1900 years ago, God sent His Son, Jesus Christ, with the GOSPEL MESSAGE! Men rejected His Message, and put the divine Messenger to death!

But Jesus had instructed His apostles, and commissioned them to proclaim that Message of the Government of God—of being born again into the FAMILY (Kingdom) of God—to the world of that day. Actually they were allowed two 19-year time-cycles for this WORK OF GOD.

Two 19-Year Cycles

The New Testament CHURCH OF GOD started, with the filling of God's Holy Spirit, on the annual day of Pentecost, 31 A.D. In precisely one 19-year time-cycle, 50 A.D., A DOOR was opened for the Apostle Paul to carry this Gospel Message into EUROPE (Acts 16:8-10; II Cor. 2:12). After one more 19-year time-cycle, in 69 A.D., when the Roman General with his army started surrounding Jerusalem (Luke 21:20-21) the disciples of Jesus heeded His warning and fled. From that time the Roman forces stamped out the organized preaching of this Gospel in any effective mass manner.

The main body of professing Christians, as prophesied, apostatized. They turned away from Christ's TRUTH, and embraced pagan fables (II Tim. 4:3-4). They became soon divided into more than 50 differing and disagreeing sects! Christ's true Gospel MESSAGE had been perverted—lost! Then the Roman Emperor made "Christianity" a state religion. They took the NAME of Christ—they called their pagan religion by His name—but it was not His Message nor His religion!

Counterfeit Gospel

From that time, the world has heard the NAME of Christ. The world has heard a Gospel of MEN about Christ. The world has called it "The Gospel of Christ"—but it is very far from CHRIST'S Gospel—it is a paganized gospel of MEN about Christ. It is a counterfeit!

But Jesus had foretold all this apostasy—and He inspired Paul to foretell it. But Jesus also prophesied, for OUR time, just before the END of this age: "His Gospel of the kingdom (HIS very Gospel) shall be preached (and published—Mark 13:10) in all the world for a witness unto all nations; and then shall the END (of the world) come" (Mat. 24:14).

The world did not know it, then. I myself did not know it then! But GOD'S TIME HAD COME—at precisely 10:00 A.M., the first Sunday in the year 1934! Between 10:00 and 10:30 that historic morning, a few hundred—perhaps a very few thousand—people heard a shocking half-hour broadcast. These people all lived in one country in Oregon. The program was then called the "Radio Church of God."

CHRIST'S Message RESTORED!

Some of the listeners were angered—because they heard read out of the Bible statements diametrically opposite to what they believed. But most of them couldn't resist listening in again the next Sunday. Some were really challenged! They looked into their own Bibles. They were shocked to see that it was not written as they had supposed. They saw in their own Bibles the astonishing things they heard in this new and different kind of radio program.

The next Sunday a larger listening
had gone to bed—11 P.M., and only three Sundays in the month. But WHO was one of only eight stations in the United States with an exclusive channel, and with its super-power 50,000 watts, it could then be heard in every state in the union. We know that, because we did receive mail from WHO broadcasting from every state. One single broadcast brought 2,500 letters.

Five months later we added WOAI, San Antonio—another of the exclusive-channel stations. But these were both NBC stations, and there seemed to be opposition to broadcasting God’s Truth. It became difficult to hold our time. It must have been about 1944 that the 150,000-watt XELO offered me the choice time of 8 P.M., at 800 on the dial (Mountain time) Sunday evenings. We took it and went off WOAI and WHO. We now had a large national audience.

Later, XEG and XERB were added—and then EVERY-NIGHT time was opened to us. From that time, other United States stations were added, at first Sunday only. By 1954 and 1955 we were on several of the nation’s greatest 50,000-watt stations. We had been two years on the ABC Radio Network, Coast to Coast. Then we added other NBC and CBS stations individually or “spot-bought.” We were on such top-flight stations as WLW Cincinnati, WABC New York, WLS Chicago, WCCO Minneapolis, KOA Denver, KDKA Pittsburgh, WRVA Richmond, and WABC New York.

The TV Experience

But about that time we became frightened by the advances of television. TV was making huge gains in capturing listening audiences. It began to appear that radio was dead—and our work would soon stop unless we rushed to get on TV.

So we cancelled out the ABC Radio Network, and most of the 50,000-watt radio stations we were using Sundays only, and went on TV.

That was quite an experience. We had never really faced anything like production expense before. But now I discovered we were in THE MOVIES. In television, you either go on a Network or you put your program on sound movie film to send it out to various stations. A half hour on a TV Network costs from $50,000 up—PER PROGRAM—for station time, and in addition production of most TV programs runs $30,000 up. And I am speaking of HALF-hour programs, not full hour. They cost about double.

The $64,000 Question

You may have wondered how the big give-away TV contests can afford to give a winning contestant $64,000, or up past a quarter million dollars. What few people know is that the expense of actors, stage settings, etc., to produce a half-hour show runs a minimum of around $30,000. Big-name actors get as much as $5,000 and up to $11,000 for every week’s half hour performance. The cost of professional “talent”—that is, actors and actresses—is terrific. If my goal were to make money, I would go on radio or TV to ENTERTAIN people and get into the big money. I have seen the figures on the production cost of the $64,000 Question,” and it was around or under $22,000 per show. You see, most contestants never got up to $64,000, and those who did had been on the show for SEVERAL WEEKS. The big prize money the sponsors paid out to non-professional performers was far LESS than other TV programs have to pay for professional actors! And, for a while, the $64,000 Question broke all records in number of viewers—often 50 million or more people tuned in on a single show!

Our LOW-Cost Production

Well, we found a way to produce “The WORLD TOMORROW” on TV for a lot less than $50,000. The main reason, of course, was because I did not get any $5,000 or $11,000 fees per program—I received NOTHING extra for it, nor my sons when they appeared on the program. We did have to pay for expensive film, and the union scale for some 17 men in shooting the film—camera men, electricians, directors, etc., and we had to have two different sets designed and built—but we used these same sets for the entire 27 programs we made. On the commercial entertainment shows they design and build elaborate special new sets for every show. Nevertheless,
our production costs ran from $1,500 to $2,500 per program, not counting station costs—and we were on big stations in New York, Chicago, Kansas City, Houston, Tyler, Tex., Shreveport, Wichita, Denver, Los Angeles, San Francisco, Portland and Seattle, besides the Hawaiian Islands.

Altogether it was costing more than $7,000 per week—which is a very LOW cost for Coast-to-Coast television, but which was EXCESSIVELY HIGH for us! We were not yet big enough for such a TV expenditure.

Thousands of letters poured in from TV viewers. But of course we never solicit contributions on any of our programs, nor in any of our literature; and after six months we found that new TV viewers were voluntarily sending us about $70 per week, but it was costing us $7,000 per week. It became evident that, just as DAILY radio broadcasting had proved much more effective in getting God's Message into the minds and hearts of people than once a week broadcasting, it was going to require DAILY television to really reach people.

Therefore we pulled the program off television, after 27 weeks, UNTIL we can go on TV not less than FIVE times per week. And, to justify the production cost of five programs a week, we shall have to go on quite a little more than 13 stations—not less than 30. The cost of production is just as much for ONE station as for a hundred—except for the comparatively minor cost of the prints (copies of the original film) sent to individual stations. This may seem very expensive, but remember, a big TV network show reaches some 30,000,000 people. At a cost of $60,000, that is only about 2¢ per person. How much would it cost to buy post cards, print and address them? But in our work, we are reaching people with a full half-hour message at a cost of $\frac{1}{2}$ of 1¢ per person.

**Going on DAILY Radio**

At this time we had decided on a policy of DAILY broadcasting exclusively, with very few exceptions.

The Eternal God caused WLS, Chicago, one of the exclusive-channel 50,000 watt major stations, to open a night time Monday thru Fridays, retaining the Sunday time. At first we had to accept a rather late time—I believe it was around 10 P.M. Soon we had many thousands of regular every-night listeners. This brought in a heavy mail—around 600 letters a week from this one station. A little later they opened up an earlier time—7 P.M. The mail response doubled.

But then our troubles began. The management of WLS began to reason from the assumption that, like ordinary religious programs, we attracted and held only what they term "the religious audience." By that they mean only a few sanctimonious extra-religious people who listen only to "religious" programs. They reasoned—as do all radio stations, for that matter—that our "church audience" would immediately tune to some other "religious program" as soon as we went off the air. Or, if they left WLS tuned in, they were the peculiar religious people who would not buy whatever was offered on the commercials of the following program.

Of course these assumptions, perhaps true of many "religious" programs, are not true of The WORLD TOMORROW. We attract, appeal to, and hold the ENTIRE radio audience—non-religious people even more than the religious. The TRUTH proclaimed on this program is so DIFFERENT from what is commonly believed by the ordinary religious "audience"—the "churched" people—that probably FEW of them will listen to a message so different from what they believe. The overwhelming majority of our listeners are non-church-going people.

But we have not, even yet, been able to convince the radio station management of that fact. So, they soon moved our program to the almost worthless time of 11:30 to midnight. After more than a year, we were able to better this somewhat. Our present time on WLS is 10:30 to 11 P.M. Yet the rating agencies show that we have the second largest listening audience of any Chicago station at that hour—and only a fraction of a point behind the top-ranked station. And in the districts outside metropolitan Chicago, we have the LARGEST audience.

Late as it is, many, many thousands of people listen every night.
ABC Network-originating Hollywood station, KABC.

Our experience, since dropping TV has shown radio is far from dead.

Then—Around the World

The breath-taking growth of this work of God has not been confined to the United States.

Just as the early apostles, from the founding of the New Testament Church of God, were allotted one 19-year time-cycle for spreading the Gospel in Asia Minor, so were we at this END-time allowed the same time for spreading the Gospel over the United States.

Then, just as God OPENED A DOOR (Acts 16:8-10; II Cor. 2:12-13) for the Apostle Paul to preach His Gospel in Europe, at the end of this 19-year time-cycle, so God opened a door for us, in January 1953—exactly 19 years after the broadcast started—to proclaim His same Gospel in Europe and Britain. It was in early January, 1953, that the program went on the most powerful radio station on earth, Radio Luxembourg, 150,000 watts. It reaches all England.

Once this gigantic door for super-power broadcasting was opened in Europe, more and more such doors were opened until today the program is heard on all continents—North America, South America, Europe, Asia, Africa, and Australia.

FIVE Million Watts

The broadcast started with a mere 100-watts of radio power per week. Its cost, in 1934, was $2.50 per week. Brethren I knew had pledged $1.25 per week without begging for it over the air.

Often our faith was tried, up to the last minute. One Sunday morning we reached the very last minute to leave home in Eugene, Oregon, in time to be on the air. We had to pay in advance before each broadcast. That morning we did not have the $2.50. One minute later would have been too late—we would have arrived too late at the station to go on! At that precise moment, a man riding a motor cycle stopped at our house. He handed me $2.50! We dashed for the radio station—tofoot—arriving out of breath. We had no car in those days.

Another Sunday some two or three years later, when we were on KWJJ in Portland at 4 on Sunday afternoons, we had enough money for the Eugene broadcast at 10 A.M., but nothing for the KWJJ broadcast in Portland. I think the cost there was $10—paid each Sunday in advance.

What would you have done? Remaining home? We would not be allowed to go on the air without the money. By this time we had a used car. In blind faith we started, at 10:30 that morning, for Portland. Along the way it occurred to us we ought to stop off for a short visit at the home of Mr. and Mrs. Dave Henion in Jefferson. There was no thought whatever of receiving any money from them in our minds. But apparently God put it in their minds, for they handed us enough tithe money for the broadcast, and if we lacked enough for gasoline to return home—I do not remember now—there must have been enough also for that. For many years, now, Mr. Dave Henion has been on the Board of Directors of this work, incorporated as the Radio Church of God.

Always GOD SUPPLIED EVERY NEED—even at the last moment. Little by little, gradually, making increases every year over this quarter of a century, this work has grown, like the grain of mustard seed. Whatever thing God does through human instruments must start the very smallest—but it grows until it becomes the largest!

Today, The WORLD TOMORROW proclaims Christ's Gospel, as a witness, over every continent on earth, using more than FIVE MILLION WATTS of radio power every week! That's a fantastic growth from the original 100 watts! So far as we know, today it is heard over areas where one billion people live. If they have radio sets, one billion people can hear this powerful End-time Message every week. That is nearly half of all the people on earth—more than a third!

The PLAIN TRUTH

The PLAIN TRUTH made its humble bow a month after the broadcast started. Volume I, Number 1, came out February, 1934. That first number was mimeographed. For the first few years it was mimeographed. It started with some 175 or 200 copies. It has grown until today we publish 175,000 copies.

When at last we were able to have it printed, it was an 8-page pamphlet magazine. After some years it went to 16 pages. Then 24 pages. Then we went to two colors. Today it is a 32-page magazine in two colors.

Then the College

In 1947 Ambassador College was founded in beautiful, cultural Pasadena. We had no capital. The broadcasting and publishing work took all the income. We did not then even have the down payment for the original block of college property. It was purchased on a lease-and-option basis. After 25 months of "rent" payments, the "rent" payments applied as the down-payment, and we received the deed, giving a mortgage. Of course that was all paid out a few years back, and is clear today.

The original plot consisted of about 2½ acres, with a small office building, and a library-classroom building, an old tennis court, and the lower gardens with the garden theatre.

Today the college campus has expanded to some 15½ beautiful and majestic acres in Pasadena's finest residence district, with seven main buildings besides several others used for student housing.

Ambassador College opened in 1947 with four pioneer students, and eight instructors and professors. Today it has grown to 200 undergraduate students, besides the graduate school of theology.

The World Tomorrow in Spanish with Benjamin Rea.

RADIO 1A CRONICA—Lima, Peru—7:00-7:15 P.M., Sundays
RADIO COMUNEROS—Asuncion, Paraguay—8:00-8:15 P.M., Sundays
RADIO SPORT—CXA19—Montevideo, Uruguay—4:00-4:15 P.M., Sundays

The PLAIN TRUTH

January, 1959
BERLIN CRISIS Continues

We are building a Frankenstein monster! A gigantic military and economic colossus is rearing its ugly head in Europe—readying itself to strike! The real meaning behind today’s news, and how it is destined to affect you, is startling!

by Garner Ted Armstrong

SOMETHING has gone wrong! Europe is not shaping up exactly as western planners had hoped! Instead of a completely docile ally, Western Germany has become a strong, independent nation, beginning to throw her weight around in world affairs.

The whole world focused its eyes on Berlin recently, in the greatest crisis in the war of nerves for many years. As Mr. Hoeh reported in the last issue, Nikita Khrushchev, in attempting to foment the expulsion of the western allies from West Berlin, is baiting the Germans—hoping to induce them to withdraw from NATO, and announce their neutrality!

Russia knows she will have to bargain with Germany—make some concessions in territory in order to assure herself of protection from a strong, nuclear-armed Germany.

Germany, in turn, would withdraw from NATO! In fact, she has been planning to do so for a long time!

Radical Changes Ahead

The U.S. News and World Report, in its issue of January 18, 1952, warned against the fallacy that a remilitarized Germany could be controlled by the United States. Its editors pointed out, "Germany will again be a big power in Western Europe and, instead of Western Europe bossing Germany, it may be the other way around. This is not the way the U.S. planned it but it is the way things are going."

Yes—and it was planned that way!

A circular letter, issued in September, 1950, by the German Geopolitical Center in Madrid, said, "The Americans fondly hope that we will one day repay with our blood all the benefits we received from them. They want us to sign a pact whereby we, as mercenaries and vassals, shall back American power politics . . . However long we may continue to milk the Americans of millions of dollars, there must come the inevitable moment when we shall have to make it crystal clear to them that we are not willing to join the fight against Russia for American interests . . . The Americans have lost the peace, the cold war and their entire future, but they are not as yet aware of it."

Germany is riding the crest of the wave with NATO only so long as it continues to follow the policy of the General Staff—only so long as Germany is economically and militarily benefited.

The MOMENT Germany will be more greatly benefited from open trade with the East, from reunification of Germany, and possibly of other portions of eastern Europe by a pact with Moscow—Germany will, AS SHE HAS BEEN PLANNING TO DO—withdraw from the Western Alliance!

The infamous Rapallo Treaty between Germany and the Russians in 1922 was the forerunner of our present-day situation.

Prophecy Being Fulfilled

An editorial in the Frankfurter Allgemeine Zeitung, March 15, 1952, stated: "What can Russia win if she plays her trump card? In order to jump out of her present isolation she can, exactly as the Rapallo Treaty did 30 years ago, place Germany as a protecting buffer between the East and the West. From the politico-economic point of view, she could repeat the old game for world power position by con-
cluding long-term agreements with German industry and by renewing her trade with Germany. Thus, Russia might re-open the door to the world market."

And this, too, has already happened in part! Russia has already signed a limited trade agreement with Western Germany—thus taking step number one in the long-range plans which have been enacted since before the end of World War II.

For years, The World Tomorrow broadcast and The Plain Truth magazine have been shouting this message—revealing from the prophecies in your Bible the coming UNITED EUROPE now being formed. But first Germany must pull out of NATO, and she must have an understanding with Russia!

Listen!

"If we Germans would come to feel that the other powers, openly or tacitly, try to hinder German equality and reunification, the [Western] treaties [including NATO] would quickly turn out to have been built on quicksand... The fact that we are tied up with the NATO pact does not make it impossible for Europe, as soon as it is strong enough and the international situation has changed, to become one day independent from every side ['nach allen Seiten unabhängig'] (from editorial in the Frankfurter Allgemeine Zeitung, June 5, 1952).

Willful Blindness

These startling quotes represent but a small, still whisper in comparison to the gigantic booming voice of a nation bent on making the most of our official miscalculation—our blindness to the history of the Germany of the past—our wishful thinking—our altruistic belief that the Germans want Democracy.

Mountains of evidence exist to show the policy planners have utterly failed to understand clearly two facts of German character.

One, that any German regards a victor who spends money on the vanquished as a dreamer, ripe for destruction, with whom no self-respecting warrior nation wishes to ally itself. "We must not let ourselves become befogged by Washington's stupid and meaningless slogans about the 'Struggle of Democracy versus Communism.' The so-called American democracy does not deserve the sacrifice of the bones of even a single German soldier" (from the circular letter of the Madrid Geopolitical Center, written in 1950).

The second fact we have failed to realize is that, no matter how weak Germany may have become, Western fears of Russia is the most effective German weapon to be employed in dealing with the West!

We have been gambling on a huge scale—taking "calculated risks" that German history would not repeat itself. And we are about to lose!

United States of Europe

Almighty God has revealed through the prophecies of the Bible the future of Europe—and the world! Many hundreds of years ago it was written by the prophet Daniel—but he was unable to understand what he saw, and what he wrote. God told him, "But thou, O Daniel, shut up the words, and read the book, even to the time of the end: many shall run to and fro, and knowledge shall be increased" (Dan. 12:4).

You live in the prophesied "time of the end!"

The end of all man's allotted 6,000 years is at hand! And it's MUCH CLOSER THAN YOU THINK!

God said to Daniel, "Go thy way, Daniel: for the words are closed up and sealed till the time of the end!" (Dan. 12:8).

And God's time is now here for the revealing of these words so long closed to human understanding! God promises to YOU, "Surely the Lord Eternal will do nothing, but he reveals His secret unto His servants the prophets" (Amos 3:7).

Daniel had been given supernatural understanding of a vision, or a dream, of King Nebuchadnezzar (Dan. 2:19, 22). In the dream the king had seen a great image, or, as it were, a gigantic statue. Daniel explained to the king it meant four successive world-ruling governments. First the Babylonian Empire (Dan. 2:38), then the Persian Empire (vs. 39) followed by the Graeco-Macedonian Empire under Alexander the Great (vs. 39). Finally, the fourth kingdom was described. This is a perfect description of the Roman Empire.

This great system, called "Babylon the Great" was prophesied to come and go in seven distinct revivals! Many scriptures make plain the fact this Roman Empire is to be revived once again at the time of the end—that it is to exist at the second coming of Jesus Christ!

Notice it! After describing the great image, Daniel shifts his attention to the feet and toes of it. There are ten toes on two feet, pictured as being a mixture of iron and miry clay. "And whereas thou sawest iron mixed with miry clay, they shall mingle themselves with the seed of men [a union of men, or nations] but they shall not cleave one to another even as iron is not mixed with clay (Dan. 2:45). This union will be a precurious one, at best. Fraught with deep racial jealousies, suspicions founded on deep traditional differences, these ten nations to unite in Europe will continue together a comparatively short
United States Army convoy drivers step on the gas on their way out of West Berlin. These trucks, rolling through the checkpoint of Dreilinden, faced 110 miles of Red-ruled German territory before reaching their West German base. Russians plan to turn over all Berlin traffic to East Germany, which would threaten Allied access to their military garrisons in the divided capital.

East German Communist boss Walter Ulbricht—one of the most hated men in satellite Red Germany. Russia wants his government to seize West Berlin and cut off all Western control of Berlin.

time. "And the ten horns which thou sawest are TEN KINGS, which have received no kingdom as yet, but receive power ONE HOUR [a very short time in Biblical prophecy] with the beast" (Rev. 17:12).

Prophesied for OUR TIME!

These prophecies of a great BEAST, the symbol of a conquering union of nations, are depicting what is beginning to emerge from undercover NOW! Daniel said to King Nebuchadnezzar, "... there is a God in heaven that revealeth secrets, and maketh known to the King Nebuchadnezzar WHAT SHALL BE IN THE LATTER DAYS" (Dan. 2:28).

Later, Daniel explained the "stone" [Christ is the ROCK! Deut. 32:4,18; 1 Cor. 10:4] which was cut out without hands smote the image ON ITS FEET (vs. 34) and became a great mountain [nation] and filled whole earth (vs. 35). In interpreting the dream, Daniel reveals God has been depicting the arrival of the Kingdom of God on this earth, and the Rulership of Jesus Christ! "And in the days of these kings [TEN NATIONS COMPRISING A UNITED STATES OF EUROPE] shall the God of heaven set up a kingdom, which shall never be destroyed, and the kingdom shall not be left to other people, but it shall break in pieces and consume all these kingdoms, and it shall stand for ever! (Dan. 2:44).

This is conclusive PROOF the prophecy is for OUR TIME—the time just prior to the return of Jesus Christ. Speaking of the SAME union of nations, the FOURTH beast of the prophecy in Daniel's 7th chapter, God tells us, "But the saints of the most High shall take the kingdom, and possess the kingdom for ever, even for ever and ever" (Dan. 7:18).

John's prophecy in the Revelation, as inspired by Jesus Christ, adds further conclusive proof, "These [the ten nations of Europe] have one mind, and shall give their power and strength unto the beast. These shall make war with the Lamb, and the Lamb shall overcome them, for He is Lord of lords, and King of kings, and they that are with Him are called, and chosen, and faithful" (Rev. 17:13,14).

These scriptures absolutely DATE the prophetic union of nations as existing at the CRISIS at the CLOSE OF THIS AGE! Almost unnoticed by the world—that CRISIS IS ALMOST UPON US!

EUROPE'S INDUSTRIAL GIANT

As already reported in the pages of The Plain Truth, a vast TRADE WAR is underway, with German agents feverishly developing markets in South America, Africa, and around the world.

Krupp, Germany's giant of industry, is spearheading the drive of the German trade system—sending technicians and advisers to all parts of the world to promote the construction of steel
mills, railways, bridges, dams and hydro-electric works, machine tool plants and other heavy industries.

Fortune magazine for February, 1956, carried a large article on the comeback of Krupp. Today, Alfred Krupp von Bohlen und Halbach looks out over the belching chimneys of giant factories that only a decade or so ago the Allies sought to dismantle forever!

West Germany’s coal and steel production broke all post-war records as long ago as 1954! Steel plants are operating at near capacity, and cannot keep pace with booming orders! Shipyards which lay in utter ruin a few years ago now produce more shipping than any other nation! And so it goes—in the automobile industry the now-familiar sight of the beetle-like Volkswagen shows the amazing insight behind Sir Anthony Eden’s statement, “The Volkswagen may do to us what Hitler’s submarines could not do!”

Joseph Alsop, news analyst and correspondent, having spent considerable time in Germany, wrote in January, 1958, “Germany, France and Italy joined together in a single, supra-national major power, and fully equipped with the whole panoply of modern war including nuclear weapons—that is the remarkable shape of things to come that is beginning to be discernible here in Bonn” (Pasadena Star News, January 31, 1958).

A United Press release in 1955 said, “NEW WEST GERMAN GIANT CREATED BY ALLIES MAY OVERSHADOW RED MENACE” and included in the release this statement: “Industrially, West Germany is booming. It is one of the most prosperous countries in the world!”

How Did It Happen?

But how could this breathtaking rise to industrial greatness happen? The Allies firmly resolved to dismantle, to tear down, to destroy the industry of Germany—to assure the third generation of unregenerate industrialists in the Ruhr would not be able to finance another new Nazi movement, and bathe the world in blood again!

And so the dismantling began!

But when the West, EXACTLY AS THE GERMANS WANTED THEM TO DO, once more began to envision German soldiers, German industry, German economy AS AN ALLY OF THE WEST, when the western policy shapers decided to attempt to “Democratize” Germany, to “Denazify” Germany—the German’s were in control!

Walter Lippman pointed out, “I do not see how or why we should blame the Germans for making the most of our official misunderstanding and miscalculation in Germany. It is not they but we who adopted the unprecedented and fanciful notion that a nation forced to surrender unconditionally—and subjected to immense destruction and humiliation—could within two or three years be turned into a loyal, active and docile ally. Once we announced that the free world could not be defended without the Germans, then the Germans were in the driver’s seat.”

The book, “A Watcher on the Rhine,” by Brian Connell, gives further insight into the real reason for the so-called “German Miracle.” “The inclusion of Germany in the Marshall Plan . . . had given the industrialists a powerful handle. What was the use of further dismantling [emphasis mine] if Germany’s industrial potential was needed to supply the needs of Europe’s economy?”

Actually, the initial dismantling of the factories not bombed to rubble proved to be a blessing in disguise! Starting with Marshall Aid funds, the sacked factories were rebuilt with the newest machine tools ingenuity could devise!

How did it happen?

WE MADE IT SO! WE HAVE BOUGHT AND PAID FOR A UNITED EUROPE! and like a Frankenstein monster—it is going to turn on its maker!

Who are the Men Behind It?

The industrialists of Germany have always been a vitally important group. During the days of the Weimar Republic, prior to Hitler, the fabulously rich, influential men of the Ruhr controlled the party funds. Party financing in Germany is much different than under the “Democracy” of the United States.

Political parties depend on subventions from the industrialists and their trade organizations. Today, both the Christian Democrats and the Liberals of West Germany depend almost exclusively on subventions from these sources, relying on these funds for electoral campaigns.

Quoting from A Watcher on the Rhine, “These are the same organizations, and in one or two cases even the same men [emphasis mine], who used these political funds in the days of the Weimar Republic to finance the right-wing radical groups of Hitler and Hugenberg . . . ANY SHIFT IN POLITICAL EMPHASIS AND ANY DETERIORATION IN THE ECONOMIC SITUATION COULD LEAD, AS IT DID BEFORE, TO THE DIVERSION OF THESE FUNDS TO LESS SAVORY QUARTERS (p. 95).

What ARE Some of These Quarters?

There exists in Germany today a vast, seething refugee population, augmented daily by new additions, fleeing the Iron Curtain.

Right-wing radicals have seized this opportunity to form a “Refugee Party” which is filled with Nazi influence. The Bund der Heimatvertriebenen und Entrecheten (Refugee Party) makes an “unashamed appeal to former Nazi as well as refugee votes” (p. 126-127, Watcher on the Rhine).

The German Party, another right-wing group, attracted Hans Seebohm, Federal Minister of Transport. Seebohm, although claiming never to have been a member of the Nazi party, shouted at a party congress in Kassel, “We bow our heads before every symbol, I repeat every symbol, under which Germans have given their lives!” This was a direct reference to the swastika!

Seebohm was also chief speaker at a particularly scandalous meeting of the Berlin branch of the German party in November, 1954. The meeting took place in the Sportpalast, and was a true prototype of a Hitler rally! Jammed with 10 thousand people, with a liberal sprinkling of young, jack-booted toughs with “DJ” (for “German Youth”) on their arms, the building rang with the patriotic spirit of German nationalism. Seebohm spoke of the “Democratizing of Germany” by saying, “Democratic education since 1945 has not succeeded in stinging the true feeling of the German nation!”

(Please continue on page 14)
The Plain Truth about the PROTESTANT Reformation

Did the early Reformers actually return to the "faith once delivered to the saints"? Here is startling TRUTH about the beginnings of modern Protestantism!

by Roderick C. Meredith

In this shocking series of articles, we have learned from the Bible and the record of history how paganism early came into the professing Christian Church. We have discussed the corruption and spiritual depravity which permeated the Catholic Church during the Middle Ages.

The startling facts of history have revealed how Martin Luther's doctrine of "faith alone" led to spiritual decay in many areas. They have shown how Luther's political involvement with the German princes led him to condone bigamy and urge the nobles to "smite, strangle and stab, secretly or publicly" their peasants in the infamous Peasant's War. Even at the end of his life, we noted Luther's ranting attack against the Jews—a prelude to their persecution by Hitler's Third Reich.

Throughout, we have asked: Was the Protestant movement a genuine "reformation" of the one true Church which Jesus promised to build? (Mat. 16:18). Was it a sincere, Spirit-led return to the "faith once delivered to the saints?"

Now we shall continue this revealing analysis of the Reformation with the dramatic story of its progress in Switzerland. We shall first consider the man who began the reform movement in that land. He is little known to most modern church-goers, yet he has exerted a powerful influence on the beliefs and practices many Protestant churches hold to this day. His name is Ulrich Zwingli.

The Zwinglian Reform

During the early years of the Lutheran reform, a movement which was similar in many respects began in Switzerland. The guiding force of this movement in its early stages was Ulrich Zwingli.

Zwingli was born in 1484 in the mountain village of Wildhaus and was a bright student from his youth. He studied at the University of Vienna and then went to Basel. He became absorbed in humanism, and later began studying the Greek Testament published by Erasmus. From this, he copied with his own hand the epistles of Paul that he might commit them to memory.

In addition to his scholarly interests, Zwingli was also a zealous patriot and wished to reform the corrupt social and political life of his country. Bribes and ecclesiastical positions were commonly offered influential Swiss to gain their people as allies in fighting the battles of the pope or of the French king (Hausser, p. 127-128).

After receiving his master's degree at the University of Basel, Zwingli was appointed as a parish priest through the influence of his uncle. He himself received for a time a pension from the pope by consenting to the mercenary hiring of Swiss youths as soldiers in the pope's army (Walker, p. 360).

He was finally led to denounce this practice of mercenary hiring because of vigorous French activities to this end in his own parish. Zwingli then was able to effect a transfer of his activities to the famous pilgrim shrine of Einsiedeln, which greatly enlarged his influence and reputation.

Zwingli's Doctrinal Development

During this time Zwingli was led to see the futility of the superstitious pilgrimages made each year to the religious shrines in Einsiedeln, and was led to preach against one Samson, a seller of indulgences.

He also continued at this time his study of Scripture and began to develop a doctrine of justification similar to Luther's. He remembered some of the humanist lectures he had heard in the university exposing the worthlessness of indulgences, and affirming the death of Christ as the only price of forgiveness. He began to feel that Scripture was the only authority and, through its study, developed many points which came out in his later teaching.

In 1518, Zwingli was transferred to the cathedral church of Zurich. He now refused his papal pension, and opposed all foreign entanglements of the Swiss. It was not until 1522 that Zwingli definitely broke with Rome. Some of his parishioners broke the lenten fast, citing Zwingli's doctrine of the sole authority of the Scriptures (Hausser, p. 132).

Zwingli now preached and published in their defense, and the bishop of Constance sent a commission to put down the innovations. Zwingli now appealed to the civil authorities, and the Zurich burgomaster eventually ruled that only those things taught in Scripture were to be preached. Thus the road was open for a religious and political revolution.

Rapid Changes Occur

News of the Reformation in Germany under Luther had now reached most of Switzerland, and this was an additional encouragement to their cause. Many of Luther's writings were also being distributed among the German speaking Swiss, and his doctrine of justification by faith alone was now widely understood (Fisher, The Reformation, p. 147).

But, as we shall see, with the aid of the civil authorities who were already fed up with Roman tyranny, Zwingli was able to bring about an even greater change than had Luther.

"Zwingli believed that the ultimate authority was the Christian community, and that the exercise of that authority was through the duly constituted organs of civil government acting in accord-
ance with the Scriptures. Only that which the Bible commands, or for which distinct authorization can be found in its pages, is binding or allowable" (Walker, p. 361).

Because of his strong belief that the Bible ought to be the complete guide in doctrine and practice, Zwingli went much further than Luther in his reform. His attitude toward the heathen ceremonies and feasts that had crept into the Catholic Church was much more strict than that of Luther. "While Luther was disposed to leave untouched what the Bible did not prohibit, Zwingli was more inclined to reject what the Bible did not enjoin" (Fisher, The Reformation, p. 145).

Zwingli now began the process of getting cantonal government officials to back his teaching. He arranged for a public debate on sixty-seven articles, involving the Catholic doctrines on the mass, good works, intercession of saints, monastic vows, and the existence of purgatory. The Bible was to be the authority on which the discussion was to be based. "In the resulting debate the government declared Zwingli the victor, in that it affirmed that he had not been convicted of heresy, and directed that he should continue his preaching. It was an indorsement of his teaching" (Walker, p. 362).

Many changes now took place. The priests and nuns began to marry. Images, relics, and organs were done away. The consecration of ecclesiastical properties by the state began in 1524. Zwingli himself married in this year a woman with whom he had lived since 1522, not without considerable scandal (Walker, p. 363).

Because of the political value of Switzerland in the wars, the pope did not directly interfere with the Zwinglian movement all this time. Zwingli encouraged the spread of his movement throughout Switzerland. Most of the cities soon came under the influence of his teaching, and even the great German city of Strassburg had been won to the Zwinglian, rather than the Lutheran, point of view.

It is important to note, however, that the changes were not actually accompanied by the wholesale conversion of the individuals in these cities to Zwingli's teachings. Rather, it was a combination politico-religious movement aided by the Swiss republican party which came to oppose all things Roman. It was this very alliance with politics which soon led to Zwingli's death on the battlefield.

Zwingli's Basic Doctrinal Position

In 1525, Zwingli published his main theological work, the "Commentary on True and False Religion." Fisher summarizes his doctrinal position: "Although in most points he held the ordinary Protestant views, he differed from them in the doctrine of the Sacrament, as will hereafter be explained. He held to predestination as a philosophical tenet, but taught that Christ has redeemed the entire race. He considered original sin a disorder rather than a state involving guilt. He believed that the sages of antiquity were illuminated by the Divine Spirit, and in his catalogue of saints he placed Socrates, Seneca, the Catos, and even Hercules" (The History of the Christian Church, p. 308).

Here we note that Zwingli so totally misunderstood the purpose and nature of God's Holy Spirit as to imagine that it was guiding the pagan philosophers of antiquity whose immoral lives and teachings are clearly alluded to by the apostle Paul in his letter to the Romans (Rom. 1:18-32). Of course, many Protestant writers acclaim Zwingli for his "broad" views on the heathen speculators. Hastie lauds Zwingli's view: "With a breadth of thought and feeling rare in his age, he recognized a divine inspiration in the thoughts and lives of the nobler spirits of antiquity, such as Socrates, Plato, and Seneca, and hoped even to meet with them in heaven" (Hastie, The Theology of the Reformed Church, p. 184).

Zwingli's desire to meet these ancient philosophers in heaven is illuminating to the real student of Scripture. He had altered many outward Catholic forms for the better, and had adopted Luther's fundamental doctrine of justification, but his entire concept of God and of the ultimate purpose of salvation was still essentially that of the Roman Catholic Church.

The Lutheran and Zwinglian branches of the Protestant movement had scarcely begun to develop when they came into a violent controversy on the doctrine of the Lord's Supper, as they called it. It was a basic matter for both parties, and neither would give ground or yield to the other.

The Controversy Over the Lord's Supper

Luther insisted that the objective presence of the glorified body and blood of Christ was actually in the bread and wine. In some mysterious way, His body and blood are actually received by the communicant whether he believes or not.

On the other hand, Zwingli denied that Christ is present in any such sense, and believed the Lord's Supper to be simply a memorial of his atoning death.

In the dispute, little love was shown on either side. Zwingli thought that Luther's idea of the physical presence of Christ in the Eucharist was a Catholic superstition. He said that a physical body could only be in one place, and that Christ was at the right hand of the Father in heaven.

Luther accused Zwingli of exalting human reason above Scripture. He tried to explain the physical presence of Christ on ten thousand altars at once to be a scholastic assertion that the qualities of Christ's divine nature were not communicated to His human nature and so, as spirit, He could be everywhere at once.

Perhaps the significant thing is that this dispute showed clearly that—whether either one was right—they were not of the same spirit. From then on, they could not honestly claim that the one Holy Spirit of God was guiding them into truth—and that they were one in Christian fellowship. "Luther declared Zwingli and his supporters to be no Christians, while Zwingli affirmed that Luther was worse than the Roman champion, Eck. Zwingli's views, however, met the approval not only of German-speaking Switzerland but of much of southwestern Germany. The Roman party rejoiced at this evident division of the Evangelical forces" (Walker, p. 364).

The heated controversy over this point extended for many years, and included a series of pamphlets, preach-
The principal and, as far as results, final discussion between the reformers on this point took place in the castle of the Landgrave Philip of Hesse in Marburg. Philip, we remember, had such great sexual problems of his own at this time that he seldom partook of the Lord’s Supper because of a guilty conscience (Walker, p. 377). We may add that it seems peculiar that an adulterer, a bigamist, and a drunkard should be one of the lay leaders in the Reformation movement.

But he was one of the political mainstays of the Protestant movement, and desired that the two reforming parties come to an agreement if at all possible. Therefore, he invited the leaders of both parties to meet at his castle and on Monday morning, he arranged another meeting of the reformers, and urged the leaders in the Reformation movement

Thus we see that Luther parted from Zwingli, not in the feeling that the Swiss party was guided by the Holy Spirit, but that Zwingli was guided by a different spirit than himself. Indeed, there is ample testimony even among Protestant writers that the reformers did not have the “unity of the Spirit” which only God’s Spirit can bring.

Notice Plummer’s account of Zwingli’s desire to avoid this pathetic disagreement: “But there is no need to doubt his declaration that he had carefully avoided corresponding with Luther, because he says, ‘I desired to show to all men the uniformity of the Spirit of God, as manifested in the fact that we, who are so far apart, are in union one with the other, yet without collusion.’ They did not remain in union, as all the world knows; and it is one of the many sad facts in the history of the Reformation that Luther declared Zwingli’s violent death to be a judgment on him for his eucharistic doctrine” (The Continental Reformation, p. 141-2).

Zwingli’s Death

Soon after the Marburg Conference, a war broke out between the cantons of Switzerland which resulted in the death of Zwingli. It began as a direct result of the attempt of the Protestant cities to starve the Catholic cantons into submission, and ended with the Catholics repossessing some of the ground they had previously lost.

Why Zwingli Died in Battle

The cruel truth is that Zwingli’s violent death was a direct result of his own actions. He had not heeded the Scriptural injunction to “keep himself unspotted from the world” (James 1:27). Neglecting to apply Christ’s declaration: “My kingdom is not of this world” (John 18:36), Zwingli had made constant use of politics and physical power to gain the results he desired.

As Fisher states: “Zwingli was a patriot and a social reformer” (The Reformation, p. 145). Like Luther, he put his trust in the princes of this world.

Therefore, Zwingli’s violent death on the battlefield—in an essentially religious war which he himself had urged—seems a striking confirmation of Christ’s warning: “For all they that take
the sword shall perish with the sword” (Mat. 26:52).

After his death, the reformed party could still have gained the victory. But they were discredited, and each city aspired to be the metropolis of a proposed confederation—and so was jealous of the others. Consequently, they were forced to conclude a humiliating peace, and had to yield some of the gains they had previously made (Kurtz, p. 269).

Thus we see division among the followers of Zwingli, and an even greater division between them and the Lutherans. That same spirit of mutual antagonism has possessed many of their Protestant successors to this day.

One has only to look about him to see the hundreds of differing Protestant churches. On occasion, for a show of unity, they call themselves, collectively, the "Church of Christ." But they are not of one spirit by any means.

At the very beginning of this division among the Protestant churches, Martin Luther was willing to face this fact. Referring to Zwingli and his followers, he said: "Either one party or the other must necessarily be working in the service of Satan; the matter does not admit of discussion, there is no possibility of compromise” (Alzog, Universal History, p. 352).

Thus began the religious division and confusion of our times. Our purpose is to determine if this Protestant system—or any part of it—is a genuine restoration of the one true Church Jesus Christ said He would build.

Next month, we will continue this gripping series with the study of John Calvin’s tremendous influence on the Reformation. You will be surprised to find out how many modern Protestant ideas really got started!

**Berlin Crisis**

(Continued from page 10)

Dr. Krebs, formerly lord mayor of Frankfurt under Hitler, also a member of the German party, said, "Just look at this democracy, a pigsty, corruption, fiddling, lying and cheating, whichever way you look. It is like a fur coat full of lice, and the only thing to do is to pick them out and squeeze them until the blood spurts.”

Another group, called the Bund für Deutschlands Erneuerung, is chiefly under the leadership of Otto Strasser. Its first meeting in Munich, July 1, 1956, was a graphic and vivid reminder of the worst days under Hitler.

Torchlight parades, slogans and bravels, splintered chairs, broken windows and tear gas bombs have marked the Strasser meetings. Strasser is trying to bring all the MANY SCORES OF NEO-NAZI GROUPS TOGETHER UNDER ONE WING!

Connell says, on page 133 of his book, A Watcher on the Rhine, “... these neo-Nazi groups could fan very little fuel into a very large flame ... their present weakness is only counter-balanced by the threat of their future coalescence under SOME DOMINATING HAND [emphasis mine] should widespread economic distress or a shift in the international balance of power intervene.”

**NAZISM IS HERE AGAIN!**

In Theodore White’s special report, published in Collier’s for February 4, 1955, Mr. White listed some of the potential danger spots, indicating a Nazi movement was still evident in Germany. He said, “A certified war criminal, SS General Kurt Meyer, is released from jail, returns to his village in the Rhineland, is received back not with loathing but with a torchlight parade organized by SS veterans.” Mr. White said, “A good reporter can easily assemble enough evidence to demonstrate that a Nazi movement still smolders underground.”

What has happened since Meyer’s release from prison?

Norman Lindhurst’s column, in the *Tulsa Daily World*, Nov. 6, 1958, reports: "A European ‘integration’ movement which nobody in the integration-oriented Bonn government likes to talk about is entering its ninth year and is a million strong. It is ‘HIAG’ the organization of the Waffen SS (Armed Elite Guard) veterans. If Nazism ever returns to Germany, HIAG will have been the instrument for its restoration ... it has enrolled former Hitlerite warriors into a cohesive national movement ... if the Adenauer government ever gives way to HIAG’s demands, it will automatically acquire an impressive candidate for eventual commander-in-chief of the Bundeswehr—Kurt Meyer. Meyer [HIAG’s chief] ... was Hitler’s youngest general, commander of the ‘Hitler Jugend’ division in the bitter Normandy fighting ... Meyer, at 46, has plenty of time."

Meyer is not the ONLY convicted war criminal to crop up as an orator at the head of a Nazi group!

The real DANGER today is in western planners insisting on calling these many splinter groups merely “crackpot” and dismissing them so easily! Book after book, article after article, from responsible, intelligent observers INSIDE GERMANY all agree what is needed is a SINGLE FIGUREHEAD LEADER—a SPARK TO UNITE THEM, and all the disagreeing right-wing, socialist groups would join together in a movement that would sweep Germany!

And, what is more—IT WILL HAPPEN!

**The Berlin Crisis has set the stage for it!**

Further developments may be necessary, a definite year cannot be set—but keep your eyes on Germany! Germany must declare herself NEUTRAL! She will sign a deal with RUSSIA! Neofascist groups will UNITE, a great LEADER, THE NEW FUHRER, WILL APPEAR—AND WHEN HE DOES—YOU HAD BETTER HEAR, AND FEAR!

**What Can YOU Do About It?**

Jesus promises protection from the colossus that is rising to bathe the world in blood. A time of great tribulation is just ahead—and may well come within 13 years! Jesus said, of those whose hearts are OBEDIENT, who are PERFORMING HIS WORK on earth, "Because thou hast kept the word of my patience, I also will keep thee from the hour of TRIAL (margin) which shall come upon all the world, to try them that dwell upon the earth" (Rev. 3:10). He also said, "WATCH ye therefore, and pray always, that ye may be accounted worthy to escape all these things which shall come to pass, and to stand before the Son of man” (Luke 21:36).

WATCH for these things!

Germany WILL WITHDRAW FROM (Please continue on page 32)
The Autobiography of Herbert W. Armstrong

This is the 13th installment of the Autobiography. It covers the first participation in college activity, and moving to Oregon in a "Model T."

In Chicago, in five years, a publishers' representative business had been developed to an income equivalent to $25,000 a year in today's dollar value. But this had been built largely on putting farm tractor advertising in bank journals.

The flash depression of 1920 had swept all my major customers into receiverships. The business folded up, along with theirs. I had hung desperately on in Chicago for two years attempting to revive a dead business.

I didn't recognize it then, but God was beginning to strike me down, as He did the Apostle Paul, only in a different manner, to put me in His work for a special mission.

First Training in Public Speaking

But in October, 1922, frustrated, defeated, broken in spirit, I followed my wife and family, who had gone three months before, to her father's farm in Iowa, some 20 miles south-east of Des Moines. The fall and much of the winter had been spent in farm work and fiction-reading, trying to rest and regain morale.

As recorded in the December installment, my wife's younger brother, Walter Dillon, then a freshman in Simpson College, asked me to help him in a college oratorical contest. He had been ambitious to make the basketball "varsity" and win a berth on the all-state team of hard knocks. First was a year in want-ads on a Des Moines daily newspaper. Later came three years on a national trade journal—the largest in the United States, involving a great deal of travel, and intensive instruction, training, and experience in writing advertising copy, dictating business letters, and later, writing magazine articles. After six months of Chamber of Commerce work, the seven-year career representing the leading bank journals of the nation began.

All these years I had studied diligently. My "major" in this study, of course, was advertising and merchandising. I studied what books were available. I read religiously the trade papers of the profession. I studied psychology. As a "minor" study, I delved into Plato, Epictetus, and other books on philosophy, and continually read Elbert Hubbard (whom I became personally acquainted with) for style in writing. I read human interest articles and other articles on world conditions and on the business of living, in leading magazines.

At the beginning of World War I, I had been able to obtain written recommendations for entrance into the Officers Reserve Corps from such prominent Chicago men as Arthur Reynolds, president of the largest bank in Chicago and second largest in America, testifying that I possessed more than the equivalent of a college education.

But I had not received my education in college.

The Challenge for College Competition

This request from my brother-in-law presented an intriguing challenge. I had taken a confidence-shattering beating in the failure of the Chicago business. But the vanity had not been crushed out of my nature by any means. Here was a chance to match wits with college students. Also it offered a total mental diversion from the Chicago nightmare. It was something I could "sink my teeth into," with energy and a new interest.

But I knew nothing of how college orations were written, or delivered, or judged. I asked my brother-in-law if he could bring me copies of a few first-place winning orations.

He brought out to the farm a number of them from the college library, printed in pamphlet form. Immediately I noticed that they were all couched in flowery language—the amateur college-boy attempt at fancy rhetoric, employing five to seven-syllable words which actually said practically nothing. All the orations were written on such altruistic and idealistic subjects as peace, or prohibition, or love for fellow-man. They displayed ignorance of the WAY to peace, or the problem of alcoholism, or of human experience in living. But they did contain beautiful, high-flown language!

This became very intriguing.

"Tell me, Walt," I asked, "what is
UNE BONNE NOUVELLE
Les 5 livrets suivants, traduits en français, sont offerts GRATUITEMENT à tous ceux qui nous en font la demande:
"La Résurrection ne tombe pas le dimanche"  
"Quel est le Sabbat du Nouveau Testament?"  
"Dieu guérit-il toujours?"  
"Qu'est-ce que la Foi?"  
"Pourquoi êtes-vous né?"  
Prêtre de s'adresser à:  
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the prevailing style of delivery? Do the oratorical contestants go at it hammer-and-tongs, Billy Sunday style, tearing their hair out, throwing chairs across the platform, thundering at their audiences—or do they speak calmly and smoothly, with carefully developed graceful gestures—or how?

"Oh, they try to speak with as much calm dignity as possible—with graceful gestures."

One Chance in TWO

"How many contestants will be in this contest?"

"There will be six, including me," Walter answered.

"All right—tell me, now—would you rather enter this contest with one chance in six of winning, or with one chance in TWO?"

He didn't quite understand.

"Why, with one out of two—but what do you mean?"

"Well, Walt," I replied, "I guess I'm not much of a conformist. I often break precedent. I figure it this way: if you write a flossy, flowery oration with big words that say nothing, and attempt to compete with these upper-classmen of greater experience on their own terms, you are only one of six contestants, and you probably do not even have one chance in six of winning.

"But if you pick for your subject some red-hot controversial topic—if you have the courage to actually ATTACK something, give the PLAIN TRUTH about it, open people's eyes about it, and work yourself up to white-hot heat of indignation and emotion, and let it fly Billy Sunday style—to start a big controversy—well, either the judges will like YOUR kind of oration, or the other kind. You have one chance in two. If they like the other kind, you lose out—you'll be voted last place. Then they have to choose among the other five. But if they do like your style, there is no one to choose but YOU—you'll be the only contestant with that kind of oration. So, I figure you will be either first or last. You will not be second or third."

"Say! that sounds good!" exclaimed Walter. "I don't want to be second or third. I want to win. If I can't win, I might just as well be last."

What to Attack?

"O.K. Now we must find something to attack and expose—something that is wrong. Something that will stir up the people. What do you hate the most?"

He didn't seem to hate anything or anybody. There was nothing I could find that he was really MAD at.

"Well," I said finally, "we'll have to find something that needs exposing—something you can really fly with forceful language. Come to think of it, right now labor leaders are resorting to some very foul practices. There have been murders, and gross injustices, both against employers and against the union members themselves. I remember when I visited Elbert Hubbard at his Roycroft Inn, at East Aurora, New York, I read a pamphlet of his that really flayed dishonest labor leaders—and he has the best, most prolific vocabulary, and the most effective rhetorical bromides of any writer I know. Suppose we attack labor racketeering."

He didn't know anything about it, but he guessed this subject would be as good as any. Immediately we wrote to Roycroft Inn for this booklet I had read. Also we wrote to Governor Allen of Kansas, who had just been on a fiery debate on labor-leader racketeering that had made national headlines.

The Herrin (Illinois) massacre had occurred shortly prior to this—where many had been killed. We went all out to obtain FACTS on how labor leaders (some of them) were racketeering off of their own worker members. Walter explained to me that we were allowed to use a total of 200 words in the 2,000-word oration directly quoted from published sources. We quoted some of the most forceful phrases from Hubbard and Governor Allen.

We did not attack or oppose the PRINCIPLE of unionism. The first line of the oration stated, in the somewhat flowery language which Walter insisted on putting into it against my advice: "There was a time when the laboring man was brutalized by toil... Capital held the balance of power. Labor was cowed into meek submission."

What was opposed and exposed was the wrong economic philosophy of labor leaders who assumed that management is the enemy of labor—that the two interests run in opposite directions—that laboring men ought to use force and the strike to get all they can, while at the same time they ought to "lay down on the job" and give in return as little as they could. The threat of calling a strike for blackmail purposes—asking a huge pay-off from an employer to a crooked labor leader to prevent his stirring up the men for a strike—murders and violence—these things we opposed.

The First Course in Public Speaking

Now began my first real experience in public speaking. I had given talks before dinner-groups of retail merchants three times—at Richmond, Kentucky, at Lansing, Michigan, and Danville, Illinois, upon completion of merchandising surveys. But I had never studied public speaking, nor looked into any textbooks on the subject. Before this college oratory experience was over I was to become acquainted with the authors of the two textbooks on the subject used in most of the colleges and universities throughout America. As I now look back over the events of those formative years, in writing this autobiography, it becomes more and more evident that the unseen divine hand was guiding me continually into the very experience and training needed for the Great Calling.

After the oration was written, Walter memorized it. He announced that he was finally ready to begin practice on delivery. We went over to the college chapel at an hour when it was entirely
unoccupied. I took a seat about two-thirds way back. Walter went to the platform.

He started his oration. Consternation seized me. He was speaking it in his best attempt to emulate the prevailing college style—quiet, with dignity, and graceful gestures. Only, his gestures were not graceful. They were so obviously practiced, and not at all natural—and they were ridiculously awkward. The expression was not natural. I saw visions of “winning” last place in the contest.

This was a dilemma that had, somehow, to be solved. I saw at once that Walter did not grasp the real meaning of his shockingly powerful speech. He didn’t feel it. This labor racketeering crisis then so prominently on front-page news was something of which he seemed unaware. The oration was just so many meaningless words. Unless he could become aware of the situation, and really feel with white-heat indignation the scathing indictment of these criminal abuses of unionism, he had no chance of winning.

What to do?

An Incident Makes It Personal

At just this time a living incident made the whole meaning of the oration personal. A strike was in progress at the Rock Island Railroad division point in Valley Junction—now renamed West Des Moines. The morning Des Moines Register reported a bombing of the locomotive roundhouse. Eleven big locomotives had been destroyed.

We went to Valley Junction, and managed to get through the lines to the office of the superintendent. The superintendent showed great interest on learning of the subject of the oration. He gave us considerable time. We went out through the roundhouse. We saw the twisted and tangled masses of steel of demolished locomotives.

We visited a home in town where the front half of the house had been blown off by a bomb. Inside the house at the time had been the wife and children of a worker who had taken up the tools the union men had lain down. For some little time the workmen who had accepted jobs after the union men had walked out had been kept behind barri-
caded walls day and night. Violence had become rampant. Non-union workers had been assaulted upon leaving the yards and returning to their homes after working hours—hence they had been forced to remain behind defence barriers night and day.

Walter was now really outraged.

"When union leaders try to kill innocent wives and children just because their husbands have picked up the tools they laid down, that is just too much!" he exclaimed with heat.

Another non-union home—occupied only by the innocent wife and children—had been rotten-egged.

Back in the superintendent’s office he told us one of his problems with the union leaders.

"I was powerless to hire or fire a man without consent of labor leaders," he said. "In the railroad business it is just as serious a crime for an engineer to go to sleep in his cab as for a sentry to go to sleep on duty in the army in war-time. I had such a man. I tried to fire him. The labor leader refused. He said I did not have proof. I had to employ a professional photographer, and keep him here on the job constantly until this engineer went to sleep again on duty in his cab. When we presented the photographic evidence to union officials higher up, they finally consented to firing the man."

The next afternoon at the usual time we went into the college chapel for rehearsal. As Walter began speaking, the words of his oration for the first time conveyed real meaning to his mind. These words described in dynamic language exactly the way he now felt. I had told him to dispense with all gestures immediately after that first rehearsal. Unless gestures are natural, automatic and unrealized by the speaker, they are not effective anyway.

But this time Walter was gesturing. He didn’t know it—but he was gesturing! They were not the most smooth and polished gestures of the professional speaker—but they were TERRIFICALLY CONVINCING! Today Walter was really angry! As the words poured forth, their meaning more and more expressed the very indignation he felt. The delivery was a little raw and rough—it was somewhat amateurish—but it was POWERFUL and it was CONVINCING!

"There!" I exclaimed joyfully, when he had finished, "HOLD IT! Hold it right there! Just go into the contest exactly as you went into this rehearsal! NOW you have a chance. Of course, the judges still may not like something so radically different from the established style of college oratory. But now you will be either last, or first!"

Comes the Final Contest

On the night of the local college oratorical contest, Walter drew last place. He was quite discouraged. He didn’t know, then, that the last speaker always has the advantage. He was terribly nervous.

The two students rated the best were, of course, very good as college speakers. Theirs were the usual suave, smooth, flowery big words, delivered calmly with smooth and much-practiced graceful gestures. They were highly applauded. This year the students had high hopes of winning a state championship—which Simpson had not won for eight years.

Then Walter walked out on the plat-
form for the final oration. He started out calmly but nervously. But after some six or eight minutes the words he was speaking took him right back to Valley Junction. He forgot the nervousness that had seized him at the beginning. He thought only of the outrageous injustices he had seen with his own eyes. And for the first time he had an audience to tell it to! He began to gesture. He began to pace back and forth on the platform. He shook his fist. He was in dead earnest! He really meant what he was saying—and he was SAYING SOMETHING!

When he had finished, he knew he had lost—but at least he had gotten a message over to that audience! He had that much satisfaction.

The judges' decision was announced. First came the third-place choice. It was one of the two supposed best orators. The other one was announced as second. First place—Walter Dillon!

There was little applause. The two favorites had lost out to a green, non-frat freshman! The judges had been moved by his speech. They had liked it. But the student body and faculty apparently disagreed.

In the days that followed there was only one topic of conversation on the campus—the merits or demerits of labor unionism. It became a heated controversy. The professor of economics took it up in class. He disagreed with Walter Dillon's economics. He favored the union brand of economics. Apparently he had slight socialist or Communist leanings.

One senior said to me, "I hope Dillon won't disgrace us in the state contest. We might have won this year, but now, with a green freshman representing us, we haven't a chance. Boy! but wasn't Sutton's oration good?"

"Yes," I rejoined. "It was smooth and well delivered. By the way, WHAT did he talk about? I can't seem to remember."

"Why—why—" stammered the student, "I—I can't seem to remember, either. But it certainly was a great oration!"

"Well, really, was it—if neither you nor I can remember a thing he said? Everyone in town seems to remember what Dillon said. He really stirred up a hornet's nest! Do you really think a speech is good if it doesn't say anything?" He went away sorrowfully.

The State Contest

A short time later came the state contest. It was held that year at Central College, Pella, Iowa. There it was the same. Walter was very nervous. I walked with him over the campus grounds while the first few contestants were speaking. Once again he was last speaker.

Once again, after a calm and somewhat nervous start—not necessarily obvious to the audience—he related the scenes of violence at Valley Junction. When he came to the Herrin massacre, the bombing of the Los Angeles Times plant, and other outrages of violence covered in the oration, he really lived it! Again he paced the floor, shook his fists, rose to a crescendo of indignant and outraged POWER at the climax, then had real pleading in his voice in his final solution of these problems.

Again third place was announced first—then second. Again we knew he was either first or last. Finally the winner—Walter E. Dillon of Simpson!

Returning to the campus we witnessed a living example of the fickleness of public opinion. After winning the home contest Walter had been in disgrace. It was just a fluke decision," most of the students said. A freshman had spoiled their chance of winning a state contest. Walter was avoided on the streets. He was shunned.

But now, he returned the conquering hero.

Simpson had won the state championship! Walter Dillon was the hero of the campus. It was the first time any freshman had won a state contest. This was NEWS. It even made the front page of the Chicago Tribune! He had bids to join fraternities. The professor of economics was out of town on vacation several days—until the reverse opinion on his economics subsided. For now the student body unanimously accepted Dillon's brand of labor economics!

Well, it had been an interesting participation in college activity for me. It helped restore shattered morale. I had helped WIN something. I had begun to study public speaking. I had gained in-
God looked down with sorrow on these human creatures He loved. It so displeased Him that they would not abide by His rules of happy living that he decided to do an awesome thing.

He would blot them out of the world by a mighty flood! (Genesis 6:7.)

He knew that if human beings were to go on and on in their evil ways they would soon destroy themselves in all kinds of cruel, painful ways—and without any hope of living again.

It was a loving and merciful thing God planned, because He would be bringing them back to life thousands of years later when Jesus Christ would be ruling Earth. Then they would be brought to see how much wiser, safer and happier they could be by obeying their Creator.

At the time when God decided to do away with the people of the Earth by a mighty flood, there was one man who lived according to God’s laws. His name was Noah. (Genesis 6:8.)

Noah knew that the growing misery among men was due to their disobedience. (Gen. 6:5.) He told the people who lived around him that they should feel sorry for doing the wrong things, and start living according to God’s ways. But people wouldn’t take him seriously.

One day Noah was startled to hear the Eternal speaking to him. Said God, "Because man has disobeyed me and become so evil, and because people’s lives are so miserable and unhappy in all their violence and fighting, I am going to take away their lives for now. But I shall bring them all back to life again in the future when my Son
Jesus will be ruling Earth, and when people will live by my rules and be happy.”

At first Noah could hardly believe what he had heard. He wondered if God

*Violence filled the earth in those days.*
really meant to strike him dead in the next instant along with every other human being on Earth. But God is neither harsh nor cruel. He is far more loving and merciful than any human being.

"I am going to spare you and your family," God told Noah. "You have learned how to enjoy a happy and healthy life by obeying me. Therefore you shall keep on living. All other people will be drowned in a great flood that will cover the whole planet."

"But if the world is to be flooded, how shall my family and I escape?" asked Noah.

"You must build a large ship," God replied. "It must be large enough to hold at least one pair of every kind of creature on Earth. I shall tell you just how to build the ship." (Gen. 6:14-16.)

Noah Builds an Ark

Although Noah was about four hundred eighty years old at this time, he, and some years later his three sons, obediently began the great task. (Gen. 5:32). You see, people who lived back in the early time of human beings generally lived to be much older than we do now because their bodies were closer to being as perfect as were the bodies of Adam and Eve.

It wasn't long before people found out what Noah and his sons were doing. They came from many miles around to watch the laying of the keel of the great boat.

"Who ever heard of building a boat that size?" most of them laughed.

"They must be crazy," others said. "There's no water to float it in for miles and miles."

"They think there will be a great flood that will cover all of Earth," others scoffed. "Now where would so much water come from?"

Years passed. The ship, or ark, grew larger. The closer it came to being finished, the more people jeered. Today, people build large ships in only a few months. But that is with many men and powerful machines. Probably only Noah and his three sons, Shem, Ham and Japheth, worked on the ark at the start though there may have been other men helping from time to time. For nearly a hundred years they carefully carried out the ship plans by which God directed them!

Meanwhile, Noah patiently kept on telling those who made fun of him that the flood would come in due time. He believed God without asking God for proof.

"It will come because you have been paying no attention to God," Noah told them. "However, if you will turn from your wrong ways and obey God's rules, He will spare you from the flood."

But no one outside of Noah's family believed what he said.
Noah warning people who have come to see the ark being built.

Cutting timber with which to build the ark.

Ark being built—with residences nearby in which women in Noah's family are preparing food.

Applying pitch to the hull.
“You have been saying that for a hundred years, and there still isn’t the slightest sign of a flood,” people sneered. “You are only a religious crackpot who wants to create a lot of attention!”

The Ark Is Finished

Twenty years more passed (Gen. 6:3) while Noah and his sons listened to the scoffing of onlookers. At last the ship was finished. God had given people one hundred and twenty years to think about their sins and decide to live differently. (II Peter 2:5.) No one could say that God wasn’t patient.

People must have admired Noah and his sons, however, for their ability to build such a ship. It was higher than a four-story building, and ten times as long as it was high!

Inside, it was divided into stables and cages for the many creatures that would go into it. It was to be a huge, floating zoo. There were many rooms for supplies. There were stairways, ventilator shafts, feeding troughs and everything that would be needed for the strangest live cargo ever to ride a ship.

When at last the ship was smeared inside and out with pitch to make certain it would not leak, Noah was almost six hundred years old! His sons were then older than most people are today when they die.

But work wasn’t over yet. There was the big task of gathering food for the animals that would be aboard the ship. Tons and tons of hay, grain, dried fruit and dried meat were hauled from the surrounding country and stowed aboard the ark. Huge tanks of fresh water were also stored.

Still people came to laugh and make fun of Noah. They could not and would not believe that world-wide disaster was coming upon them. Instead, they felt there was a glorious future for man as he spread out to conquer the whole Earth.

It was much as it is today, when a few men chosen by God are warning all nations of great calamity that will sweep the whole world within only a few years. Instead of heeding these warnings, people are looking forward to a push-button life in which there will be less work and more money and marvelous trips to the Moon or Mars or some other planet. And just as man’s hopes were shattered in Noah’s time, so will they be shattered again. Even a little child who will heed the warnings is wiser than the college professor who shakes his head at them.

It wasn’t easy for Noah and his family to listen to the unkind remarks scoffers made. No one likes to be sneered at by other people.

“Where are all the animals you are going to take for a boat ride?” was the question jeeringly put to Noah so often. Then the scoffers would add, “It will take you an-
other hundred and twenty years to round up enough animals to fill that thing you've built!"

Even the Animals Seek Shelter!

Nevertheless, Noah believed God. He built a road up to a large door in the side of the ark, so that animals could walk right into it.

We don't realize how great a test this was of Noah's belief in God. Noah had spent a hundred and twenty years of his life preaching and preparing the ship. He was a man who was well-known and had been highly respected in his part of the world. It took courage to stand up for what seemed foolishness in the minds of other people.

One day those who came to scoff suddenly failed to scoff. They just stood and stared at what they saw.

All kinds of animals and birds were gathering around the ark! (Gen. 7:8-9.)

If they expected Noah and his men to have a lot of trouble getting the creatures into the ship, they were wrong. God gave the creatures an impulse to seek out the ark, and they came obediently, though many of them were wild and very ferocious by nature.

Of all creatures on Earth clean enough to be eaten, seven pairs entered the ship. Of all unclean creatures, one pair entered—a male and a female of each. Soon they were

Food being brought into the ark. People express shocked surprise at seeing animals gathering around ark.
safe within the cages and stables that would be their homes for many months.

After this great throng of creatures had entered the ship, Noah and his wife and

Animals and birds assemble to enter the ark.
their three sons and their wives took a last look at the world that was to be drowned. Most of the people who had gathered to see what was happening were still jeering. A

Onlookers jeering Noah before he disappears into the ark.
few were so amazed to see the animals entering the ark that they began to wonder if
Noah’s warnings from God were true. But most of them were like the people of today

Heavy, water-laden clouds suddenly form during strong winds. Could Noah have been
right after all?
who will not believe what the Bible itself tells about how our very own America will be destroyed or be taken captive. People then, like people now, could not recognize the truth because they did not want to obey God.

A day passed. Then another and another. Still there was no sign of a flood. Almost a week went by. (Gen. 7:4.) Many of the onlookers went away laughing. Others joined the crowd for the first time, for news of this great ship had spread everywhere, and people were curious.

Noah and his sons had prepared a door to close up the opening in the side of the ark. God caused it to be closed and sealed. (Gen. 7:16.) If there were people around at the time to see this happen, they must have been very startled.

"A week in there, and they'll be yelling for us to bring axes and chop them free!" some one yelled, and there were shouts of laughter.

To be continued next issue

AUTOBIOGRAPHY
(Continued from page 18)

$50. It should have been $500.

Now the thought of entering upon a business of conducting surveys was uppermost in mind. My brother-in-law borrowed a car, and we drove to Ames, Iowa—seat of Iowa State College. The idea of the survey was quickly accepted by a Mr. Powers, who was owner or manager (or both) of the Ames Daily Tribune. This time the fee was $500. The price was accepted at once.

This time I put on a more thorough survey than the previous ones. Not only housewives in the town, but students and faculty members, and heads of departments at the college were interviewed. The newspaper put at my disposal a small car. I do not remember the make, but I believe it was smaller than a Ford. This enabled me to interview farmers in all directions.

The survey uncovered some peculiar and astonishing facts. About 75% or more of the day's shopping on school days was done after 4 P.M., when rush-hour began in the stores. The women of Ames seemed to prefer doing their shopping when the college girls did theirs—after class hours.

As usual, most of the trade in some lines went to Des Moines, only 30 miles south, or to the mail order houses. I found out why. Interesting facts were uncovered about certain individual stores.

Curing a Sick Store

One department store, not the largest, and one of a small chain of three or four stores, about half or two-thirds owned by the local manager, came in for the most criticism. Women were satisfied with their stocks and styles, and also with their prices. The big complaint was on the salespeople.

"Why, I've stood waiting ten or fifteen minutes to be waited on," one typical customer said, "and then the clerk said they were out of the item I wanted, when I could see it in plain sight high up on a shelf. She just didn't want to reach up that high to get it down."

Women universally reported that the clerks never smiled. I learned it would be the most popular store in town if its sales force would be transformed into smiling, helpful, enthusiastic, wide-awake people anxious to please customers.

I gave a private confidential report to each store, which the newspapers did not see, in addition to the general report and summary which was supplied the newspaper. I distinctly remember the personal report I made to this particular department-store manager. The confidential report hit him personally right between the eyes. I had discovered that he underpaid his sales force. He never smiled at them. He maintained a secret spy system, spying on clerks. He was dumbfounded to hear from me that all his clerks were well aware of this.

"The whole thing is your fault, personally," I said. "But I can show you how to correct it and double the size of your business."

"Vell," he said at last, in a Scandinavian accent, "this is the hardest ting I have ever had to take in my life—but I guess ve can take it. What do you advise me to do?"

"First, raise salaries—and in a rather dramatic manner."

"Vait!" he cut in. "Look! A store can only pay a certain percent of sales in salaries. I am paying them too high a percent already!"

"Yes, sure, I know that," I responded. "But the way to get the percent of sales paid in salaries down is to RAISE salaries, and get your sales force on their toes—happy—smiling. Then sales will double, and the percent paid in salaries will go down."

LOWERING Salaries by Raising Them

"Tell me how ve do it," he said dubiously.

"All right, here's what I want you to do. I DON'T want you to do any additional advertising in the Tribune at all
Winning With a Smile

Next afternoon about 4:15 I dropped in. There he was, trying to bow and smile stifly at incoming customers. Quickly I drew him to one side. "No, no!" I exclaimed. "That will never do! You are acting like you never smiled before—like your heart is not in it. Look at those fine people coming in here. They are customers! They are coming to spend money with you. Don't you like them?"

He did, but he had never thought of them in that light before. With a little coaching, he began to realize how much he did like these people. He began to smile a natural smile, like he meant it!

After six weeks, this store began really big-space advertising, with the slogans I had suggested—something like "Most prompt and interested service in Ames." Or, "Where you receive quick, attentive, interested service with a smile!"

I heard later from traveling salesmen who made Ames regularly that this store had more than doubled its sales volume in six months. Also an Ames shoe store, which had come in for some special criticism and correction. The newspaper doubled its advertising volume.

That was my kind of salesmanship. The newspaper paid a fee of $500, and doubled the size of its business. The merchants found what was wrong with them, and doubled their business. The customers got better service, and were happy. Everybody benefitted! Unless everybody does benefit, salesmanship is not honest! But not many salesmen know that, or the secret of intelligent and practical salesmanship!

Important Job Offered

Next I went to Forrest Geneva, then advertising manager of both the Des Moines Register and the Evening Tribune. He had worked in want ads on the Register at the same time I did on the Capital, and we were old friends. The Des Moines Register was rated (I think still is) one of the ten really great newspapers of the United States. It has a state-wide circulation, and is delivered in nearly all parts of the state early the same morning of publication.

But, the Register was not getting the big department store advertising in Des Moines. This is the biggest part of the advertising revenue of any newspaper. It actually meant millions of dollars to the Register to be able to carry the big-space store advertising.

"Forrest," I said, "the one most important thing in this world to the Register is to be able to crack thru the barrier and carry the department store business—and all the other larger stores. I can do the job for you. I can crack down that stone wall and get you the big-store business."

After I had explained in detail the method of the surveys, and how I proposed a state-wide survey, to show how the Des Moines stores already were drawing a tremendous volume of trade from local stores in other smaller towns and cities all over the state, and how a campaign in the Register, with its state-wide circulation, which was tremendous, would greatly increase their out-of-town business as well as the Des Moines business, Mr. Geneva expressed his confidence that my method would accomplish the result. Only one dominant morning newspaper, as I remember, in all U.S. major cities, was carrying the local department store advertising. That was the Chicago Tribune.

"Herb," he said, "I believe you have the idea that will do the job. Give me a few days to take this up with the officers higher up. I'm really enthusiastic over the idea."

A few days later I returned.

"We want you," said Mr. Geneva. "But we have run into a certain situation. As you know, I am advertising manager over both papers. We also have an advertising manager for each paper, under me. Right now we have no advertising manager for the Register. I cannot get the management to approve the addition at this time of both a new advertising manager and you as a special expert. They want you to fill both jobs."

"But Forrest," I protested, "I would be tied down with the executive job of managing the work of your eight adver-
rising solicitors on the Register, besides all the specialized work of the survey."

"Right," he agreed.

"But that will kill everything. I am not an executive. I can't manage the work of others. I'm like a lone wolf. I have to do my own work in my own way. I often work in streaks. When I'm 'on' I know I'm a good salesman. But on the 'off' days I couldn't sell genuine gold bricks for a dime. I'd have daily reports to make out, and that's one thing I just never have been able to do. I'd get way behind on the reports."

"Look, Herb," he came back. "I know you will make good on the executive job. I won't let you fail . . . If you run into a lapse, or your reports are not in, I'll stay down myself of evenings and do that part of your work for you. No one will ever know."

But I had no confidence in my ability to direct the work of eight men, and make out daily reports. So I turned down the offer to become advertising manager of a great newspaper.

I was to learn much later, beginning with 1947 when Ambassador College was founded, that I could become an executive. And long before that I had overcome lapses and streaks. Today I have to direct the operations and work of many scores of employees, besides doing about seven men's jobs myself. But, had I taken that job I might be there today—an employee on a newspaper, instead of directing the most important activity on earth. We might have averted several following years of financial hardship. But I know now, in the light of events—"the FRUITS"—that God was preparing me for His work, and bringing me down to the depths of defeat and frustration until I would give up this world, and all ambition of climbing to the top in it.

We Migrate to Oregon

The remainder of that summer, and through the following winter, I put on a survey for a local weekly paper in Indianola, and worked part time writing advertising for local merchants. But most of the time was devoted to working with my brother-in-law on his oratory. We wrote a new oration for the following year, which involved many experiences, altho, having won, he was not eligible to enter again at Simpson College.

I was beginning to bog down in the mire. My wife was worried. We were in a rut. I didn't seem to be selling more surveys to daily newspapers. Mrs. Armstrong knew we needed some change to jolt us out of the rut. My parents were living in Salem, Oregon. A complete change of environment might get me started again.

In the late winter of 1923-24, she began to suggest the idea of a summer trip to visit my parents and family in Oregon.

"But, Loma," I protested, "we can't afford a vacation trip like that."

But she had it all planned. We would go in Walter's "Model T" Ford. We would take a tent and camp out nights. We would prepare our own food, avoiding restaurant costs. She would ask her sister Bertha to go along, paying her share, thus helping enough with expenses to make the trip possible. Bertha was teaching school, and had a regular income. I had earned some money and we still had a little. Along the way, I would contact newspapers and line up surveys for the future—thus getting a foundation laid for a future business.

My wife knew I liked to travel. I had been over most of the United States, but never yet as far west as the Rocky Mountains. A trip to the Coast—seeing my parents and family again—was really intriguing.

Walter and Bertha were swayed by her persuasion.

In the meantime, about March 1, 1923, my father-in-law (incidentally, still living, now age 96), had moved from the farm he was renting from a brother-in-law, sold his stock, and bought a small town general store at Sandyville, only a few miles distant.

I began to make preparations for our trip. On the second floor above my father-in-law's store was a sort of cabinet shop. I had taken manual training in high school. So I began to work out a design and to make folding wooden cots with canvas tops for our trip. Later we purchased a used tent of the type that fastened over the top of the car, so that the car formed one end of the tent. We procured a second-hand portable gasoline stove.

"D"-Day Arrives

The morning of June 16, 1924, we piled the two seats of the "Model T" high with bedding. We put our suitcases between the front fenders and the hood. The folded tent, boxes of food, the rest of the bedding, the folded cots, the portable stove, and all the rest of our earthly belongings were piled on a rack on the left running board high up on the side of the car. There were no trunks on the rear of "Model T's." How we piled all this stuff on that little car I can't conceive now, but we did—and an extra spare tire or two besides!

I had said to a friend of my wife, previously, "We'll be back in the fall." But when I wasn't listening, my wife told her: "That's what he thinks—but we are not coming back!"

So, "D-Day" had arrived, the morning of June 16, 1924! ("D" for Departure). Walter "cranked up" the "Model T," and we were off for Oregon. One thing we had on the car was air-conditioning. Except for the luggage piled high up the left side, it was all air—open air. The closed cars, except for very expensive limousines, had not yet come out of Detroit. But we had side curtains to button up in case of rain.

In case of RAIN, did I say?

Yes, as, unhappily, we were to experience that very night! We had reached Greenwood, Iowa, the first day out, and pitched our tent beside the car—with Mrs. Armstrong and me, our two little daughters—Beverly, age 6, and Dorothy Jane, age almost 4—Walter and Bertha Dillon—all trying to sleep on those flimsy, swaying folding cots I had made.

And then the rains came! We soon discovered the tent leaked! Hurriedly we arose from our rickety cots, delved into the food and utensil box, procured our one wash-pan and a fry pan and a stew pan, to catch the leaking drips. There was little sleep. In Iowa, you know, there are sharp and blinding flashes of lightning, followed by deafening claps of thunder when it rains.

For three days and three nights we were marooned there. In those days there were no cross-country paved highways. We were traveling on Iowa mud roads.
Tent Cities—No Motels

Finally, we decided to make a try over the still muddy roads. A try is what we made. Just outside town the car skidded in the mud, and two wheels bogged down hub-deep. Walter and I started out slogging through the mud to the nearest farm house. An obliging farmer hitched up a team and pulled us out.

We managed to keep chugging along until we reached Silver City, Iowa, near Council Bluffs. Later, as we proceeded farther west, we found roads more gravel than mud. Once on dry roads we were able to amble along at a steady gait of between 18 and 20 miles per hour—when we were not stopped by some new trouble, which was much of the time.

Most days we awoke by 5 A.M., breakfasted, the women made sandwiches for noon lunch—there could be no stopping through the day—we packed everything back on the car, and climbed up on those bedding-covered seats with the car "cranked up" by 6 A.M.

Most days we drove until nearly dark—allowing time to get the tent pitched and staked, cots and bedding arranged, and dinner cooked before it became too dark to see. We did carry a kerosene lantern. Walter and I took turns driving. We generally managed to negotiate about 200 miles in a twelve or fourteen-hour day of driving.

At night we stopped at camp grounds, provided at every town in those days. That was before the days of motels or trailer-camp. Tourists all carried their own tents and camping equipment. Every town along the way had its tent city which usually filled up by sundown. These camps provided water and sanitary facilities—of a kind. As we journeyed farther west a few cabins began to appear at some of the camp grounds. These were bare one-room, unpainted board cabins. Some had ticky old beds and metal springs—but no mattresses or bedding or linen, and little, if any furniture. There might have been an old wooden chair.

Our first stop after leaving Greenwood was Silver City, Iowa. My wife's uncle, Tom Talboy, owned a drugstore in Silver City. We drove to the store.

Visiting Relatives

"I don't know which one you are," said her Uncle Tom approaching my wife, "but I do know you're a Talboy!"

Mrs. Armstrong's mother was Isabelle Talboy before marriage. There are definite "Talboy" characteristics, and Mrs. Armstrong has them written all over her face. The Talboy family came from England. My wife's great-grandfather, Thomas Talboy, came to the United States from England somewhere near the middle of the 19th century, and started the first woolen mill in the Middle-West—at least west of the Mississippi—in Palmyra, Iowa. At that time Palmyra was larger than Des Moines. There was no Des Moines except Fr. Des Moines. The woolen mill grew and the town grew with it. But today there is no Palmyra—except a few farm houses.

My wife's grandfather, Benjamin Talboy, was a lad of 18 when he came from England with his father, Thomas. He and his wife, Martha, whom my wife as a little girl called "Little curly-haired Grandma," reared a sizeable and successful family of nine, of whom Isabelle was one of three daughters. "Uncle Tom," the druggist, as my wife called him, was named for his grandfather Thomas.

We visited the "Uncle Tom" family for a day. Grandpa Benjamin Talboy was living there, age 93. "Little curly-haired Grandma" had died at 84. She had always warned my wife against Grandpa Benjamin. He, she affirmed solemnly, was an atheist. My wife warned me against listening to him. But later we learned that he had dared to look into the Bible for himself, and, discovering there teachings diametrically contrary to the accepted popular version of "Christianity," had rejected the "Christianity." Later we learned that he was probably more of a true Christian, in belief if not in deeds, than his well-meaning little wife.

Our Troubles Continue!

We continued our journey westward from Silver City.

At Fremont, Nebraska, I took out time to contact the daily newspaper office. Another survey was tentatively lined up for the fall, on our return. But this newspaper call consumed a half day, and we decided not to take out any more time for newspaper calls along the way. Everybody aboard was anxious to reach Oregon.

It was at about this juncture that our tire troubles began. These tire troubles seemed to multiply, the farther we traveled. They were an excellent training in patience! We had puncture after puncture—blow-out after blow-out. There were eight of them within one mile on one occasion! We carried a repair kit and patched our own inner tubes. We carried along a few "boots" to plug up blow-out holes in casings. Many hours were spent along the drab, dusty roadsides, one wheel jacked up, kneeling beside it, fixing tires.

We bought several used tires—we could not afford new ones—and these usually blew out about five miles out of town—just too far to go back and express our minds to the dealer who sold them!

We made an overnight stop in Central City, Nebraska, at the home of my uncle Rollin R. Wright. His son, John, was one of the two cousins (on my mother's side of the family) I had visited so often as a boy. The Wrights had then lived at Carlisle, Iowa, where my uncle Rollin was an insurance agent. He is the one who gave me and "Johnny" a good sound spanking that time when he caught us shooting off a "22" revolver. I think this was recorded early in the autobiography. John was, within a day, one year younger than I. Now the Wrights were operating a dairy in Central City. It is always somewhat exciting to visit relatives you have not seen for several years. Next morning I went on the milk route with John. Today he is a minister in the Friends Church, and has visited us a few times in Pasadena.

It seems we got as far as Grand Island, Nebraska, before our next vexation. We had made a temporary stop under shade trees because of the intense heat. Little Dorothy Jane, almost four, took off one of her shoes and laid it on the right running board, from where it fell to the ground. The loss was not discovered until we had traveled too far to return to search for it. The child
had to travel the remaining days of our journey with only one shoe. To buy new shoes on this trip was not within our means.

We made an overnight stop in Ogallal, where I had intended to visit the other of these two cousins I had grown up with—Bert Morrow. He had been running some tourist cabins there, but had moved before our arrival.

It was somewhere along western Nebraska that we encountered something worse than a rainstorm. A driving sandstorm came up. The road became so clouded we could not see to drive. We had to pull over to the side of the road, button up the curtains on the “Model-T,” cover our heads with bedding to keep sand out of our hair, and remain marooned there until the storm subsided.

How a new survey, and a new advertising business, were quickly developed on the West Coast—what happened to them—and how I was challenged and angered into the first real STUDY of the Bible, will follow, beginning with the next issue.

25th Anniversary
(Continued from page 6)

and 14 full-time professors and instructors and seven part-time instructors.

“We’ve Only BEGUN to Fight!”

But this great work of God has only just begun! All these years up to now have, in a larger sense, been preparatory. The real BIG WORK remains yet to be accomplished.

We are not yet proclaiming or publishing THIS GOSPEL OF THE KINGDOM (Mat. 24:14; Mark 13:10) as a witness to ALL nations. The work goes AROUND THE WORLD, true—but only in a thinly scattered way.

As an example: Radio Luxembourg can be heard in all parts of the British Isles, but not with the best reception in all parts. And the only time made available so far is 11:30 to midnight. We are now on TWICE a week. But this is reaching only a small fraction of all the people of the British Isles. Most of them have never yet heard the very Gospel CHRIST preached. They have merely heard ABOUT Christ.

We have been working for more than a year toward the purchase of an early evening time six nights a week on Radio Luxembourg. It begins to look as if we may succeed in another year or two. However, even this will not really BLANKET Britain with the Message.

Plans are now in process for using two pages each issue in the British edition of The Readers’ Digest. This has a huge circulation of more than a million copies in Britain, and is read by thinking people. Plans also are developing toward using as large space as possible in some of the mass-circulation London newspapers. These circulations go up to more than 5 million copies.

Already we are using one and a third pages every month in Copper’s Farmer, with a rural and small-town circulation of 1½ million copies in the United States. In it we publish a dynamic GOSPEL MESSAGE. We plan to do the same in England, and then on around the world—reaching every nation in its own language. We must go on to use multiplied watts of radio power, besides television.

Yes, the BIG WORK remains to be done. But great strides have been made. This QUARTER CENTURY anniversary finds this work of God well on its way!