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LETTER FROM DURBAN, S. A.

Here is a letter I received from Peter Greene, who has been in charge of HASI Durban, for a few months.

"Dear Ron,

Thought you might be interested in this.

1. When we opened this office, we did so intending to make money - despite the counter opinions of many people who should know better, who were incredulous. As you know during our first 4 months our income rose steadily, we expanded and the salaries got bigger and bigger. Recently we have had a considerable drop in turnover - and this is what I found:

There is a "reality" in the field (which is not so important) and among the HASI staff (which is vital) that staff members work for peanuts! You may recall we discussed this once in Washington? Your explanations at that time were what made us keen to set up a HASI and make it solvent. Staff members (I've heard them in 4 countries) have a habit of saying 'There is not much money in it but it is very satisfying work'... etc... The first week our unit in Durban went over par the accountant was heard to say 'Well! that will never happen again!'

Last week I pulled all the staff in and discussed this at length, got them to scan the times they had made similar stupid postulates. There were an incredible number! Then we re-evaluated the position, looked at the organizational set-up, found that with present staff alone we could handle double or treble our present turnover - and set the goal of being the first HASI in the world to pay unit at par every week.

2. You will be interested to hear that the unit this week is 22/3d. Par is 20/-. Also we already have 70 pounds in hand for next week. Thus, staff auditors have averaged about 17-20 pounds this week.

We haven't had to put in extra hours, I haven't had to chase them with a 'big stick'. They now realize that 'To work for humanity (I love that!) one does not have to be a pauper.. Kind regards. Peter".

L. RON HUBBARD

LRH:MP:IWH