

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 5 JUNE 1968

Remimeo
Dissem Sec Hat

STATS DISSEM
(Addition to HCO Policy Letter
of 19 February 1968)

The GDS of the Dissem Sec is a dual stat - "Total number of bodies in the shop plus Advance Reg/Gross book sales".

GROSS BOOK SALES means the Total Sales of BOOKS. This statistic no longer includes meter or other bookstore sales, other than book sales.

The term Gross Book Sales does not mean gross bookstore sales - its original and correct definition is exactly what it says, "Gross Book Sales".

This statistic has been obscured as a GDS by meter and other bookstore sales being added in.

Book sales are our oldest index of future business.

LRH:js
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