

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 14 JUNE 1977RB

Remimeo
CI IV Orgs (BPL 16 SEPTEMBER 1974RJ, ISSUE II)
OIC Wv
FOLOs
Ext Comm Hats (Revisions in Script)
HAS Hats
OIC Hats

ALL CLASS IV ORGS

OIC CABLE CHANGE

Effective 1400 hrs 20 July 78
for reporting W/E 1400 hrs 27 July 78

(This is revised to include INTENSIVES SOLD (abbr: ISO) and INTENSIVES COMPLETED (abbr: INCO) per LRH ED 293 INT BIRTHDAY GAME 1978-1979. Also to include GROSS BOOKSALES in proper location as a GDS.)

HCO Cable Number

Stats I/C Flag info Mgmt Rep Flag, Mgmt Rep FOLO _____,
Stats I/C FOLO _____

Stats

Week ending (abbreviated W/E)

Date of week ending in code (Day/Month/Year)

Day (for Day Org)

Fdn (for Fdn Org)

1. (Div 7 GDS) (CO's and ED's stat) (per LRH ED 153RK and HCOB 14 June 77). Fully Paid Completion accompanied by an acceptable success story with additional points for the last service as a bonus for a fully paid sign-up for the next or additional service, as verified by HCO. (AOSHs only: AO ____/SH ____/.)
2. (Div 1 GDS) Number of Qualified Staff Hired for That Week.
3. (Div 2 GDS) Gross Income of the Organization.
4. (Div 2 GDS) Gross Booksales.
5. (Div 3 GDS) Cash on Hand.
6. (Div 3 GDS) Bills Owing.
7. (Tech Sec Stat) Value of Services Delivered.
8. (Div 4 GDS) Student Points.
9. (Div 4 GDS) Well Done Auditing Hours.
10. (Div 5 GDS) Fully Qualified and Trained Staff Members in the Org, Cumulative.
11. (Div 6 GDS) Public Reg Paid Starts.

12. (LRH COMM) Situation/Handling Points.
13. Admin Personnel.
14. Tech Personnel.
15. Number of Persons Hired and Started on Staff Status 0 That Week.
16. Letters In.
17. Letters Out.
18. Bulk Mail Out.
19. Out Rudiments Individuals Contacted.
20. Out Rudiments Individuals Handled.
21. Staff in Normal or Above.
22. Number of Different Types of Promotional Pieces Produced for the Week in the Hands of Promo Outlets.
23. Number of Books Sold to Individuals.
24. Pre-Payments Used.
25. Pre-Payments Received.
26. Paid Starts.
27. Reg Interviews.
28. Intensives Sold.
29. Corrected Gross Income.
30. Dept 7 Collections.
31. Gross Bills Paid.
32. Audit Points Minus Backlogs.
33. Value of Inventoried Stock.
34. Student Completions.
35. Completed Intensives and Completed Courses.
36. Intensives Completed.
37. Paid Releases.
38. Pcs Completed or Out of Hours Routed to Dept 6.
39. GI Divided by Number on Staff.
40. Money Paid for Student Training.
41. Success Stories.
42. New People Brought Into the Org.

43. New Names to Central Files.
44. Number of New People Interested - Interest Stat (A).
45. Number of New People Interested - Penalty Interest Stat (B).
46. HAS/HQS Course Points.
47. HAS/HQS Completions.
48. New People Routed to the Reg.
49. Trained and Active FSM Points.
50. Value of FSM Commissions Paid.
51. (KOT) Posted, Hatted Personnel in Tech, Qual 6 Dept 17 Minus Refund/Repayments.
52. TTC Student Points.
53. Org Rudiment Number.
54. FR Reports/Compliances.
55. FR Percent Paid Comps Increase.
56. Estates Repair, Construction and Renovations.
57. Estates Weekly Inspection.
58. Payments to Flag.
59. Total Amount in Dollars of Refund Requests Made That Week.
60. Total Amount in Dollars of Refund Requests Sent Up Lines to CVB That Week.
61. Signatory.
62. Org Self-Assigned Condition.

The format of the above will appear as below as of 27 July 78 with the actual stat values in place of their respective stats.

270701 EQUATOR STATS IC FLAG INFO MGMT REP FLAG, MGMT
REP FOLO , STATS IC FOLO . STATS W/E 27/7/78 DAY
PDC/QSH/GY/GBS/CASH/BILLS/VSD/ST PTS/WDAH/QTSM/PRPS/
SIT HAND/AP/TP/PHS/LI/LO/BMO/ORC/ORH/SNA/DTPP/NBSTI/PPU/
PPR/PS/RI/ISO/CGI/COLL/GBP/AUD PNTS/VIS/STC/CI & CC/INCO/
REL/CPC/GIBY/MPT/SS/NPI/NNCF/NPINTA/NPINTB/HHP/HHC/PTR/
TAFP/FSMC/KOT/TTC PNTS/RUD/FR R&C/FR%/RCR/INSP/PTF/RR/
CVB/SALLY/COND.

FOUNDATIONS

Foundation Organizations follow the same format as above with the exception of starting Fdn, instead of Day. Fdn Orgs do not report Cash/Bills, Gross Bills Paid, Audit Points nor

Value of Inventoried Stock since the Day Org Treasury reports these combined on the Day Org Cable.

Foundation Organization format would be:

.../QSH/GI/GBS/ - / - /VSD/ST PTS/.../CGI/COLL/ - / - /
- /STC/CI & CC/...etc.

not:...QSH/GI/GBS/VSD/ST PTS/.../CGI/COLL/STC/CI & CC/
...etc.

nor:...QSH/GI/GBS/NR/NR/VSD/ST PTS/.../CGI/COLL/NR/NR/
NR/STC/CI & CC/...etc.

HCOs are to have their Mimeoos run off a form of the OIC Cable to reduce any possibility of error by a Stats I/C or Telex Op.

L. RON HUBBARD
FOUNDER

Revision assisted by
Data Aide FB

for the

BOARDS OF DIRECTORS
of the
CHURCHES OF SCIENTOLOGY

BDCS:LRH:DH:dr
Copyright (c) 1974, 1977, 1978
by L. Ron Hubbard
ALL RIGHTS RESERVED