

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 WW REVISED 28 JUNE 1978  
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 & 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/GI/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

HCO PL 14.6.77RB I  
BPL 16.9.74RJ II  
Rev. 28.6.78

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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 Mimeos 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

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