

HUBBARD COMMUNICATIONS OFFICE  
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 14 JUNE 1977RA  
ISSUE II  
SO Orgs (BPL 16 SEPTEMBER 1974RI, ISSUE III)  
OIC WW REVISED 28 JUNE 1978  
FOLOs  
Ext Comm Hats (Revisions in Script)  
HAS Hats  
OIC Hats

ALL SEA ORG 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 Recruited for That Week.
3. (Div 2 GDS) Gross Income. (AOSHs only: AO\_\_/SH\_\_/.)
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. (AOSHs only: AO\_\_/SH\_\_/.)
8. (Div 4 GDS) Student Points. (AOSHs only: AO\_\_/SH\_\_/.)
9. (Div 4 GDS) Well Done Auditing Hours. (AOSHs only: AO\_\_/SH\_\_/. AOLA only: SOLO\_\_/HGC\_\_/REV\_\_/.)
10. (Div 5 GDS) Fully Qualified and Trained Staff Members in the Org, Cumulative.

11. (Div 6 GDS) Scientologists Arrived for the First Time at AO/SH for Paying Service.
12. (LRH COMM) Situation/Handling Points.
13. Admin Personnel.
14. Tech Personnel.
15. Number of Persons Recruited and Routed to Product 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, Clears and OTs.
38. Pcs Completed or Out of Hours Routed to Dept 6.
39. GI Divided by Number on Staff.
40. Money Paid for Training.

41. Success Stories.
42. Number of Scientologists Who Have Never Taken an (Org) Service Gotten Into the Org or to an Event or Tour Event or to a Field Reg Office.
43. New Names to Central Files.
44. Number of Scientologists Interested in SO Services - Interest Stat (A).
45. Number of Scientologists Interested in SO Services - Penalty Interest Stat (B).
46. Number of Scientologists to the Reg.
47. Trained and Active FSM Points.
48. Value of FSM Commissions Paid.
49. (KOT) Posted, Hatted Personnel in Tech, Qual & Dept 17 Minus Refund/Repayments.
50. TTC Student Points.
51. Org Rudiment Number.
52. FR Reports and Compliance.
53. FR Percent Paid Comps Increase. (AOSHs only: AO\_\_/  
SH\_\_/.)
54. Estates Repair, Construction and Renovation.
55. Estates Weekly Inspection.
56. Payments to Flag.
57. Total Amount in Dollars of Refund Requests Made That Week.
58. Total Amount in Dollars of Refund Requests Sent Up Lines to CVB That Week.
59. Signatory.
60. Org Self-Assigned Condition.

The format of the above will appear as below as of 27 July 78 with the actual stat value 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  
PDC/AO PDC/SH PDC/QSR/GI/AO GI/SH GI/GBS/CASH/BILLS/  
VSD/AO VSD/SH VSD/ST PTS/AO ST PTS/SH ST PTS/WDAH/AO  
WDAH/SH WDAH/QTSM/ARR/SIT HAND/AP/TP/RTP/LI/LO/BMO/  
ORC/ORH/SNA/DTPP/NBSTI/PPU/PPR/PS/RI/ISO/CGI/COLL/GBP/  
AUD PTS/VIS/STC/CI & CC/INCO/REL/CPC/GIBY/MPT/SS/SI/  
NNCF/SINTA/SINTB/STR/TAFP/FSMC/KOT/TTC PTS/RUD/FR R & C/  
FR%/AO FR%/SH FR%/RCR/INSP/PTF/RR/CVB/SALLY/COND.

HCO PL 14.6.77RA II  
BPL 16.9.74RI III  
Rev. 28.6.78

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AOSH's cable will look like this:

757/AO 157/SH 600/4/80,000/AO 30,000/SH 50,000/...

so that all the stats have a total and breakdown of each org's stats in the cable.

Celebrity Centre and St. Hill Fdn report per HCO PL 14 June 1977R3 Issue I ALL CLASS IV ORGS OIC CABLE CHANGE.

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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