

Per Schiøtz

EXCAL ➤

31 July 89.

ALF

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Dear Per - Re: Your June 6 & 30 letters.

Very interesting letters and I really enjoyed them and hearing about Ray & Pam. I have been doing a lot of projects in a short time and training CES so didn't answer anyone's letters for several weeks. My priority is to handle the trainee in front of me. And when I'm talking to someone I feel that comm is more important than say - answering the telephone (unless very urgent) because the person I am talking to did take the trouble to come personally and do a service.

Now on your 30 June letter re Stock List. I had Excal Interns now very strongly on the importance of finding the CORRECT FIRST STACK. It may not be the one with most reads, but it will be a high total AND have MUCH INTEREST + VETS from prec. The thing I have found as the most

common outness is WRONG AUDITING
STYLE used on pre OT. There are two
styles in Excel. A Tone 40 Ethics
Presence style to wake up plugs
and handle implanters and
other holders and a high ARC
2-we style for handling the
pre OT. If an auditor confuses
these he aligns himself with
the Plugs against the pre OT
(using T40 or Ethics Presence
to find a stack wording for
instance) and can't handle
a plug (sweetness and light
won't wake-up a plug or get
an implanter turned around.)
Also, in the first case (finding stack
wording) if he does get a wording
it will usually be a PLUG WORDING
(intention to the POT from the plug)
and only run that plug. So if you
see a #1 stack producing only one
plug, then POT no-interest in the
stack - YOU KNOW THE AUDITORS TR'S
WERE WRONG AND YOU DONT HAVE
THE CORRECT 1ST STACK WORDING.

On the "down-movement of needle" counter, that is not only for stack list DoFPs but for TOTAL REAL TA at low sensitivity.

Levels from OT9 on up can be run on a great number of Solo Auditors at sens 3 or 2 with fantastic needle reactions - but its all still on the dial. But at Sens 2 a LF may be $\frac{1}{2}$ div! Anyway I don't have one yet, but Barry in UK is trying to make one which can work either way by just flipping a switch. This could be a MARK VIII if he does it.

Yes - on the old tapes, I would like a title list or some idea of them. Will you bring them to the Convention in CH this year so we can hear them or what?

Say Hello to Niels & Wife + Kirsten - and hope you come soon for more fun & levels. Love, Capt Bill.