



Pioneers' Progress

SEPTEMBER 10, 1972

Latest Developments on Belvedere

— SPECIAL REPORT by Louise Berry, Editor

“... We've made enough profit to pay for 8 vans!”

“From the reports we've received, everyone's working really hard,” comments Barry Cohen, who is helping coordinate the project. “We haven't yet fulfilled our goal of \$36,000 profit per week, but we've made lot's of money! In two weeks we've made enough profit to pay for 8 vans!”

Keith Cooperrider, Project Assistant, is most impressed by the tremendous volume of sales. “We really struggled to earn \$20,000 in June, and

now we've made over \$40,000 in two weeks! And individual efforts have been remarkable—like Pam Lee making \$160 in one day. Some of the pioneer centers have outdone themselves, and Denver has made over 60% of its goal!”

“Never has there been any project like this in the whole American movement. Nor have there been any results like this by any other group—except the early Christians, but they didn't go in for fund-raising!” Barry said.

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Keith Cooperrider, Assistant to Belvedere Project, and Barry Cohen (holding the cash).

European Missionaries Visit

Members of Washington, D. C. Center recently had the unexpected privilege of hosting Martin Porter and Paul Werner. Martin and Paul, delegates to this year's WACL Conference, stopped in Washington enroute to Mexico City. From Germany, Paul Werner came to California to start a

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Latest Developments on Belvedere

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Maryland Center Turns Out 1200 Dozen a Week

Boxes of Anchor Hocking 6 Oz. Brandy Snifters and Amoco Parafin were piled floor to ceiling. It was after 10 PM when I visited the factory—time of day makes little difference in its functioning. John Rhodes had just taken out a tray of glasses, shining from the heat of dozens of incandescent light bulbs. They were now “cooked” to the right temperature to be filled with hot wax. The wax flowed into each row of 6 glasses on the tray from 6 small spigots connected by a tube to a large vat containing the mixture of melted wax, color, and scent. After John finished each row on his tray, he slid it down to Jack Turner, who neatly balanced the wicks in the soon-to-be-orange-blossom candles. Jack, the factory’s coordinator, explained that production has gone from 800 to 1,200 dozen a week, and may soon reach peak production of 1700 dozen a week, or about 250 dozen (3,000 candles) a day.



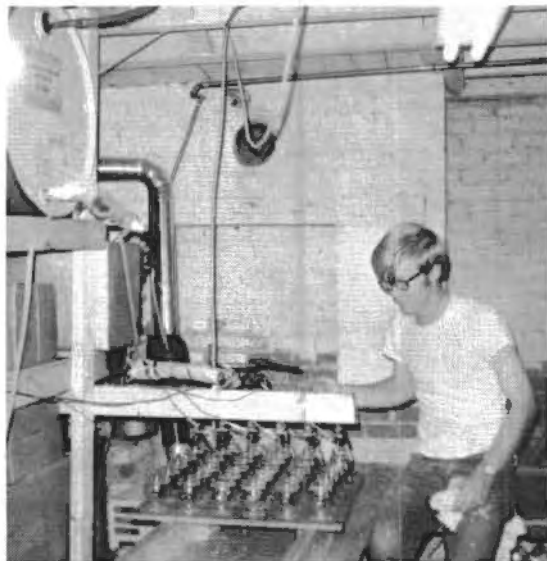
Gary Fleischman unloading candles for Mobile Unit No. 1 at Atlanta.

Moving Them Out

The still-warm candles are delivered by another Belvedere Project innovation, express candles vans. Loaded to the brim with several hundred dozen candles, vans have been dispatched to Chicago, New York, Atlanta, and Columbia. On a recent trip, Bob Boucher, Chuck Spalding, and I made a trip to Atlanta, Columbia, Raleigh, and Richmond, delivering over 200 dozen candles.

And In Denver . . . Paul Valin Writes:

“In charge of making thirty thousand candles is Mike Smith. We have set up a small factory of sorts in our garage, and there is a rotating crew that is busy from morning ’til late at night. At the expense of other activities, we are selling candles



“Fill’er up” says candlemaker John Rhodes.

mornings, early afternoons, and evenings. Marge Rice leads the crews out each time, and Denver is slowly being canvassed.”

For the First Time . . . Mobile Fundraising Teams

Since the end of August, 29 members from across the nation have been traveling on two mobile teams—one on each coast—and selling candles full-time. Now in Baltimore are: Rick Hunter (Maine), Bunny Howe, (Boston), Valerie Weber (New Haven), John Hessel (New York), Paula Gray (New York), Cookie Koepke (Philadelphia), Ephraim (Philadelphia), Walter Burns (Kansas City), Cheryl Gray (Kansas City), Mary Matke (Maryland), Bill Haines (Maryland), Ray Mas (Washington), and Pam Lee (Washington). Marc Lee, Kay Hughes, Hyojin Bang, Judy Fong, Paul Bullen, Clare Baum, Randy Bernt, Doug Blair, and Jim Woods from Berkeley, Michael Lograsso and James Robinson from Kansas City, Kathy Nelson, Eowyn McKenna, and Kathy Scott from Denver, Fred Goebel and Jose Mendex from Los Angeles, have been participating in the west coast team in Los Angeles and Berkeley.

According to Keith Cooperrider, the idea of MFT’s (Mobile Fundraising Teams) was inspired by Pioneers’ selling success at the recent Pioneer Training Program. “We found that people, cut off from normal center activities and given the sole responsibility of selling, could do phenomenally well.” As to their success, he commented, “We thought that \$70.00 a day profit per person was a way-out goal, but the teams show a potential of doubling it.”

On the eve of MFT No. 1’s departure for Richmond, Farley told them: “You have the

New Members

MOBILE UNIT SCORES SUCCESS

William and Victoria Stafford and Mark Chambers joined the Omaha Center during the visit of OWC Mobile Unit No. 2. Comments Lokesh Mazumdar: "The Mobile Unit brought new life to Omaha suddenly like a gale, leaving behind them 3 new members and 2 or 3 now studying with us. Through intensive teaching, rallying, PR, and candle sales,

single greatest goal. You will really need to pour yourselves out to fulfill it. . . . Any miracle can happen. We'll succeed not through a great benefactor but by bits and pieces. Everyone will participate in the success. Let's push out to the frontiers. Power will come in from behind as God pushes you on. . . . This is the greatest thing we've ever done because it is our first national project for a unitary goal. How do you feel?"

"When it's over, we'll know that every American has paid for Belvedere," said Team Leader John Hessel. "And we'll know that we've paid for it with everything we've got."

"I'm a fanatic!" responded Paula Gray.

Success Brings Confidence to MFT No. 1 in Baltimore

"It started off like any other sale," says Ray Mas. "This guy invited me in and talked with me.



President Farley Jones on his way to Baltimore, Md., where he met with the east coast fundraising team to congratulate them for their hard work and encourage them to surpass their goals.

they were a fresh light. . . . The Family's coming here was especially beneficial to new members, who could see how the Kingdom of Heaven is a reality already."

Other new members are: Paul Bader, Arleen Smith, and Victoria Wright in Wilmington; Laura Laufer, Alice Blakeman, and Brian Sanders in Columbus.



MFT No. 1 with Farley clockwise from rear, Cheryl Gray, Mary Matke, Bill Haines, Pam Lee, Paula Gray, Cookie Koepke, Rick Hunter, Bunny Howe, Valerie Weber, John Hessel, Ephraim, Farley, and Walter Burns.

He was really moved. He was concerned about his children's future, and worried about their exposure to drugs. He knew that people need something to devote themselves to. He left the room, and his wife said, 'Don't get too excited, but my husband is going to buy your whole box!' They gave me some coffee while he wrote out the check for \$40.00!"

That morning Pam Lee had been selling fruit rolls with moderate success. In the afternoon, she switched to candles and sold \$70.00 worth. Then in the evening, \$80.00. "I didn't do anything unusual; I just went door to door. I skipped from house to house to lift my spirits."

"Pam's and Ray's successes showed us that we could all do more," says Team Leader John Hessel. "These events broke the barrier of our limited self-confidence."

Roving Reporter Tours the South

by Louise Berry

"They're really warm people, and willing to change." (Tony Guerra)

Bob Boucher, Chuck Spalding and I left the Maryland Center for Atlanta as soon as the last candle was made, while they were still warm. After traveling through some small towns in North Carolina having self-service gas stations and signs proclaiming: "The Ku Klux Klan welcomes you", I was surprised by crisp, modern Atlanta. We were greeted by Jack Hart, SR, Leslie Elliott, ASR, Mary Jane George, and members of Mobile Unit No. 1. The Mobile Unit had a successful weekend selling candles and was going to hold seminars at Emory University at the beginning of the week.

On Sunday morning, all of us went to a downtown Methodist church, one which was struggling to find its role in the modern world. The morning's speaker, a young minister who had set up a home and counseling center for runaway boys with drug problems, stressed that the root of the problem

lies in the family unit. After the sermon, questions and comments were encouraged from the congregation. Joseph Sheftick picked up on the morning's theme, introducing the role of the One World Crusade and the Unification Church in strengthen-



Mary Jane George, Leslie Elliott, and Jack Hart, Atlanta.

EUROPEAN MISSIONARIES VISIT

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contracting business, where he met the movement. From there he went to Europe to begin the Austrian family and later became director of the German family in 1969. He and his wife Crystal travel continuously throughout Germany to supervise the extensive work of the Family: thirty centers and two mobile teams, comprising over 300 people. Martin, an Englishman, was studying film-making in Italy, where he met Doris Orme.



Paul Werner, Farley Jones, and Martin Porter

Now director of the Italian movement, he and his wife Dawn are living in Rome.

After spending a few days sightseeing and relaxing, they shared some of their experiences. Most enlightening to Washington members was their discussion of the Communist threat in Germany and Italy. According to Paul, Germany is the central point of Communist activities in Europe, especially due to Chancellor Brandt's pacts with Russia, which opened free West Germany to one-way infiltration through the East. The extensive Communist underground has already planned their takeover of strategic points—radio and TV stations, etc. upon Moscow's command. "The situation is similar to what it was before Hitler. Anyone who is at all politically inclined is afraid of what will happen tomorrow. . . . My life has been threatened many times—that's why I'm in my car so much. It's like Chicago in the gangster days."

Italy is in a similar situation, according to Martin. There are 9½ million registered Communists, or about 29% of the electorate. There are 9 parties—Communist to Neo-Fascist—with 27 subgroups. ". . . Not even Italians understand Italian politics," he said. The leftists are quite powerful, dominating the trade unions and even winning the tacit acceptance of the Vatican. In surveying the situation, Martin concluded: "We have nothing else but God to have faith in."

ing families. At the end of the service, each OWC member was introduced and invited to sell candles at the coffee hour.

Mobile Unit No. 1, following their visit to Birmingham, had just spent an exciting week at Miami, taking in the Republican convention. Tony Guerra, new to both the South and the bus team, commented on his travels: "I've really learned a lot, especially about people. I've changed my stereotype of Southerners. They're really warm people, and willing to change."

Columbia, South Carolina, is a sleepy town centering around the University of South Carolina and Fort Jackson. "There are swarms of army guys around here, especially on weekends," comments SR Julie Lewis. It was hard to find the geographical center of town, but our Center may be near it. It is just a few blocks from Shoney's, a restaurant where Julie works as a waitress. Also in the Columbia center are Beverly Lee and James Jordan. Beverly, formerly on Mobile Unit No. 2, is assisting Julie and working as a secretary. James, a new member, is an engineering student at USC. In commenting on her work, Julie says, "I always had the idea that I wouldn't be able to relate to 'rednecks.' I've changed my ideas a lot. The people may be afraid, but they're concerned. They reject high-pressure approaches, considering them rude."



Columbia, South Carolina Center

Bill Torrey lives in a first floor apartment of a spacious house close to North Carolina State University. Raleigh, like Columbia, is small and centered around the University and an army base, Fort Bragg. Bill described the city as dislocated, with no center. The University, with 12,000 students, has only 450 people studying liberal arts; the rest are in science. The young people, according to Bill, are mostly concerned about getting married and finding a good income. Since it is hard to find young people who are interested in our work, Bill has joined several organizations, hoping to work through them. One of them, the Raleigh



Raleigh Center. Bill lives on the first floor.

Area Ministry, is a group of ministers and laymen concerned about drugs, housing problems, etc.

The Richmond center, occupying the second floor of a townhouse, is conveniently located in the downtown area, near Virginia Commonwealth University. Andy Compton, hosting MFT No. 1 during our brief stay, was busy selling candles, working in the laundry of a downtown hotel, and preparing for the fall term at the University. He expects success when the students return and is consequently looking for a bigger apartment or house. Many older people are responding well to him, he says, because they are encouraged that he is offering a positive direction to university students.



Louise Berry and Andy Compton, Richmond

IN WASHINGTON AND NEW YORK: HOME CLEANING GETS NEW DIRECTOR

Longtime family member David Flores has moved to New York, in order to use his expertise in managing Washington's New World Home Cleaning to expand the business in New York. Taking David's place is Gary Vesper. Originally from Colorado Springs, Gary came to Washington from Denver in January. He has done the mailing for the National Headquarters Staff and has most recently been part of the Washington Workshop Center. David came to Washington a year and a half ago from Colorado Springs, where he was center director. David managed the press, and then assisted Philip and Vivien with Level III before he became manager of the cleaning business.

New SRs and ASRs Strengthen the Work Nationwide

FROM PROVIDENCE, RHODE ISLAND: "The best thing is to measure by 'firsts' . . . Believe me, that first Chapter 1 was so important. . . ." Margaret Pease

"Providence was begun over 300 years ago when Roger Williams came here to find the freedom to express his religious ideas. As the Pilgrims left England, so he left Boston," writes Margaret Pease, new SR for Rhode Island. "The city is made up 2/3 of ethnic groups—Italian, Portuguese, Eastern European—and is 2/3 Catholic as a result."

Margaret's first priorities were finding an apartment and a job. Both were done quickly, with the help of Laura Laufer, a member of the Columbus center, who was visiting her parents in Providence. The center is a four room apartment within walking distance of Brown University and downtown. The job is with Aetna Insurance Company.

Margaret then set out to learn about Catholicism. First she came into contact with a charismatic prayer group which holds seminars and carries on social work in a poor parish. Then a priest was impressed by the questions in the "New Life" flyer and invited her to lunch.

"I'm really trying to learn a deep sustained faith that continues over the weeks and soon months," says Margaret, "because the spiritual groundwork is so slow to show fruit. The best thing is to measure by 'firsts'—first person to hear Chapter 1, first to hear conclusion, then first member. Believe me, that first Chapter 1 was so important—it made me feel as though the whole thing were possible!"

From Minneapolis

Marie Ang: "Unlike most of the cities I visit, Minneapolis is full of people on the streets and

around the campus area. With the added strength of Betsy O'Brien and a new sister, Bonnie McGuire (Terry's sister), things should start to happen here. Within the next month they will be moving out of their small apartment to, hopefully, a house near the downtown area and the university."

From Columbia

Hillie Edwards reports that Beverly Lee, formerly a member of Mobile Unit 2, stopped in Columbia to help Julie Lewis, and has now become Julie's ASR.

From Phoenix

Becky Salonen: "During my visit in Phoenix, the temperature mercifully dropped from the 118 degree high the previous week, and we were able to engineer a move to Tempe, the location of Arizona State University, about 20 miles from Phoenix. In preparation for the increased spiritual activity we expect to find on the campus, Harmon, Faith, and I did a lot of practice teaching in the hot afternoons."

From Boston

Betsy Jones: "Joe Stein and Jyneen Newbegin are currently living in the center. We launched our candle-selling program on the weekend and really struggled for every dollar. We had some good meetings with people who are studying. Joe is continuing the house cleaning business and looking forward to Amy Norman's arrival and Bunny's return from candle-selling."



Belvedere Estate's Main House

Adding It Up

For the Second Week of the Project

Total Income	\$31,371.31
Profit	\$25,914.26
Candles Sold	11,400

(Each candle = 2 square feet of Belvedere)