

April 2, 1977

LEGAL TREK

My assignment is to report to you on behalf of the legal trek, which you commissioned in October. I can report that the trek is completed. There is a little mopping up to do here and there, and we've made plans to do that, but it is completed. Let me tell you just how we did this.

We started by gathering here in Chicago one Saturday in January. Out of that meeting we sent Forrest Craver and Fred Emerson on their way, via London, to Nairobi. They went from there to Lusaka, and then to Lagos where they participated in the consult at Ijede. So they handled Africa for the Legal Trek. Not long after that, I went to Japan and met with our people there for a few days, then continued on to Korea. I went down to the island of Jeju and visited the Human Development Project at Kwangyung II. Then I went back to Seoul, and from Seoul to Taipei, the island of Taiwan, and a little side trip to Kaoshiung, where the consult will be held which we call Nam Ping. I returned to Taipei, Manila, from Manila down to Cebu City, visited Sudtonggan, and then back to Manila. From there I went to Hong Kong where I spent some time with the people at the nexus and the house. Shortly after that, Sam Hanson went to Bombay, to the project in Maliwada, to Malaysia, at Kuala Lumpur to Singapore and then down to Sydney and Canberra, where he met with our people in Australia. Clancy Mann left shortly after Sam's departure.

I don't know what got into Clancy! He read in the paper somewhere about these Scottish National Rights. He wasn't supposed to go to Glasgow -- it wasn't on the program form -- but I guess he'd never been there and wanted to go. Anyway, he went there and then to London, to northern Africa, via Cairo and the project in El Bayad, and then back to Europe, visiting Amsterdam, Paris, Brussels, Frankfurt and West Berlin. At this point, we were smelling possibility of victory. Then back in the United States, Sam and Forrest, along with Bob Porter, went up and did both Western and Eastern Canada. Hanson and Porter also have been to New York City and San Francisco, so we have just a few places left. For example, as soon as Clancy gets straightened out, we're going to have him stop down in Venezuela. That will take care of South America, for the time being.

Now, just a word about what happened. I've decided, after completing my portion of the Legal Trek, that you don't have to be a lawyer to do this. Anybody could have done it. All you have to be is someone who has been raised in the western part of the world and who approaches these things in a rational way. For example, one of the problems we were faced with in Japan was the question of incorporation. The services of a young lawyer were obtained. I met with him and he said that in Japan a negotiator was needed who would go to the Ministry and negotiate the terms of the incor-

poration. That person is usually a man of some substance and he had introduced our people to a gentleman who was highly regarded. I asked them if they had secured his services and they said, "Well, we've not asked him, yet." I said, "Well, do you think maybe that might be our next step?" And they said, "Yes, we believe it is; however, the situation has not really presented itself where we could gracefully present this question to him." We then sat down and strategically decided that if a negotiator was needed in Japan, then they should select a propitious time and present the question to the gentleman. I left feeling sort of triumphant that I had settled that problem. Since then I learned they did pop the question, and got an affirmative answer. So, as you can see, legal training really does come in handy.

Then we were down in Sudtonggan. They were really happy because they had finished their boat, with some assistance from one of the economic teams. We asked what they expected in the way of returns from the boat. And they said, "Well, we don't have a net." We talked a little bit more about that and concluded that the next step would probably be to locate a net. Then we asked them again what they thought the return would be when they got out there. Well, they added up the pesos, subtracted costs, and allowed for bad weather and finally came up with a hundred thousand dollars a year. We said, "Oh, that would be wonderful! Now, how many people go out from this harbor and fish?" They said that there were only two other boats which did that, so we asked the question, "Well, isn't it strange that if you can make a hundred thousand a year with a boat it doesn't attract more individuals to that way of life?" And we left, having dropped that sort of pearl. The next morning we came back and they said, "We've been doing some more figuring on the boat. It looks like about \$12,000 a year." So, that's what you can do when you have this professional training. But, seriously, I came back remembering that I had thought for a long while there is something in the mysterious East which takes the place of Western rationalism, and anyone who would try to use it in the East would be a fool. Well, I came back more or less convinced that in Asia, and I suspect in all the world, there is a tremendous demand for Western rationalism -- whether it comes from lawyers, or doctors, or wherever -- and we don't have to apologize about going out and spreading a little of it around.