

POLAND

EYEWITNESS TO TERROR

Poland's workers thought they had nothing to lose but their chains. But the Communist generals had other plans and sent the tanks rolling in.

by Sue Masterman

IT IS EASY ENOUGH TO BE wise after the event, and to say that there were signs warning that a drastic move was coming in Poland. The Poles certainly did expect something to happen, but they did not expect it on December 13, and they did not expect it to be half so severe.

What they were looking for was some kind of state of emergency toward the end of January or mid-February, depending on the energy situation. Most Poles do not realize that in the Polish constitution there is no provision for a state of emergency; there is only war or peace. There are two Polish words for war: against an enemy within the country, which is the situation now, and against an enemy outside the country, which is what Poland's present leadership is battling to avoid.

That was why General Wojciech Jaruzelski, who prior to military rule was the first secretary of the Communist Party, prime minister, defense minister, and commander-in-chief of the army, desperately wanted parliament to give him special power to declare emergencies and enforce extraordinary measures. Solidarity's threat to strike if the measures passed was undoubtedly a major factor in the general's decision to abandon democratic niceties. Nevertheless, it was not the only one. Preparations for the coup had begun long before and went on all summer, sometimes thinly disguised, sometimes quite openly. During Warsaw Pact summer maneuvers the Soviet and Polish armies jointly built a parallel system of telephone and telex

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communications that rendered the civilian system expendable. And General Jaruzelski sent small control groups of officers and soldiers out to 2000 country districts, to collect independent information on the situation there. Later he ordered a similar exercise, using larger units, in the towns.

There were other preparations. The leaflets proclaiming martial law had been printed, undated, on Soviet presses. Polish army uniforms had been flown to Russia so that Soviet officers could, if necessary, steal command of Polish troops from their potentially balky officers. And Solidarity was aware of some of the developments; in November, union leaders intercepted a top-secret directive from the prosecutor-general in Warsaw to his deputies in thirteen of the country's forty-nine provinces. It ordered them to collect by fair means or foul, defamatory information about fourteen Solidarity leaders for use in subversion trials. (The prosecutors did their job well; the information collected—including reports on the activities of the union leaders' families during World War II—has had top billing on Polish radio and television since the crackdown.)

Yet the Poles refused to believe it could happen. They scoffed at the suggestion that Warsaw Pact countries would send troops. This was no Czechoslovakia, no Hungary; there would be no quick pacification but instead a bloody repetition of Afghanistan with all its consequences—including an inevitable Western trade boycott of the whole Warsaw Pact. Poland was bigger than previous Soviet victims, the Poles would say. Polish soldiers had a large bone to pick with the East Germans, and in any event they would defend their own countrymen rather than communism or the Warsaw Pact. Best of all, the Poles would laugh cynically, was their own immense debt to the West. That was their best deterrent—Russia could never afford to take it over.

The Poles were wrong. On December 12, the day before the crackdown, Warsaw Pact commander Marshal Viktor Kulikov visited the Polish capital. Perhaps he threatened an invasion if Jaruzelski wouldn't act; perhaps he told Jaruzelski that the Soviets had already decided to move in, and named the date—and Jaruzelski then jumped the gun to spoil the Russian plan. There is much evidence to suggest the latter.

I was in Warsaw from December 9 through 23, and it was quite apparent that the official line shifted on the third day of military rule, indicating a deep split in opinion among the twenty-one-member military council. Then it shifted back again. The council seemed to be wavering between Jaruzelski's milder style and a hard Stalinist line. And in his radio speech broadcast round the clock on the first day of the coup, Jaruzelski spoke of "avoiding the threat of bloodshed" and "preserving Poland's national identity"—Eastern European jargon indicating a Warsaw Pact intervention had been at hand.

Perhaps the best evidence that Jaruzelski upset everyone's plans is the subsequent rage of the other Warsaw Pact countries. While their propaganda machines poured out promises of aid for the new Polish rulers, in fact Poland's communist neighbors were doing all they could to make life difficult for the country. East Germany, Czechoslovakia, and the Soviet Union all refused the Poles permission to fly over their territory. As a result, most of the few planned charter flights out of Poland were cancelled, and those that did fly had to go up over the Baltic. My own flight back to Zurich took three hours, twice as long as normal, which must have cost the Poles a large share of their acutely small aircraft-fuel reserves. Those leaving Poland by train to Vienna or to East Berlin were frisked much more thoroughly by the Czechoslovak and East German customs agents than they were by the Poles themselves. There were disgusting incidents; it was not uncommon to see Poles—even those who had foreign passports—being stripped naked on station platforms in subfreezing weather as their trains whisked away.

Then came the first convoy with "aid" from East Germany, rumbling ostentatiously into Warsaw's Victory Square. In the center of the square is a cross of flowers, measuring about thirty feet by twelve, to mark the spot where the pope celebrated mass for the first time on his return to Poland; it is also the spot where the coffin of the legendary Polish primate, Cardinal Stefan Wyszyński, lay during the requiem mass for him in May. That cross, with a portrait of the cardinal in the middle, has been tended with loving care since then, growing every week as new flowers were added. It was a typically Polish way of telling

the government they wanted a memorial built on the spot. On the morning before the East Germans came, snow plows had cleared the square, carefully building a snow wall around the cross. But the East German trucks parked on the square overnight. When they left the next morning the cross had been driven over, the remains kicked to shreds, and the cardinal's portrait was gone. During the day, guards kept people away from the scene. But in the darkness of the curfew hours from 10 P.M. to 6 A.M., the cross was reconstructed. The next night the candles burned around it again.

This is typical of the "aid" the Poles can expect from their allies, but they return it in kind. The first thing Jaruzelski did after proclaiming military rule was cordon off the Soviet embassy for its own protection; angry mobs were gathering there. And when Western radio correspondents tried to record that Sunday's church service, the congregation cursed them as "KGB agents."

LOYALTY TO THE Polish army, however, has remained unshaken. (This in spite of the fact that numerous "Polish" soldiers are Soviets in borrowed uniforms. Many Poles report hearing Warsaw tank crews talking among themselves in Russian. Soviets infiltrated the Polish army during the 1976 unrest, too.) Most of the soldiers, after all, were drafted. I saw people bringing cigarettes and tea to patrols huddled around coal fires on street corners, shivering in zero-degree cold. At one checkpoint my interpreter asked a soldier if he would really shoot us if we drove by without showing our papers. His face turned grim. "Before I shoot another Pole," he answered, "I'll put a bullet through my own head." Other correspondents reported similar comments. Many reports from Gdansk, where shipyard workers struck after the coup, said damage there was much lower than it might have been because the army—rather than the much-loathed professional paramilitary forces—was assigned to keep order. The paramilitary and the SB (the special police, who have assumed the role of a Polish gestapo) are detested by all Poles. These security forces have a particular grudge against Solidarity, since the union successfully demanded an end to their special medical care,

shopping privileges, and other perquisites.

The bitter hatred between these groups became apparent as reporters unraveled the mystery of the violence at the Wujek coal mine in Silesia, where armed forces broke up a strike and killed at least seven workers, possibly many more. Two days later the party newspaper *Trybuna Ludu* described the province governor's visit to hospitals to see the casualties. The last group he visited, the paper said, was a special paramilitary unit suffering "mainly injuries to hands and feet." They were injured, we learned through the clerical grapevine, after the coal miners captured about twenty of the paramilitary troopers and smashed their hands and feet with sledgehammers and even hacked off their arms with pickaxes. The government censor didn't stop us from transmitting this news to the West—after all, it reflected badly on the union—but the question remained: What had the paramilitary unit done to make the coal miners go berserk?

Only when I returned to Vienna did I get the answer. Swiss workers who had aided the injured and talked to dozens of eyewitnesses gave this account:

An army commander gave orders to open fire on the coal miners, but the troops refused. The officer who led them was court-martialed and executed a few hours later. Paramilitary troops were called in. After they disarmed the soldiers, the paramilitary moved in, armed with machine guns, fixed bayonets, and nail-studded boots and gloves. (They spoke to each other in Russian.) In the darkness they surprised the miners and did a fearful amount of damage before the miners turned on them.

Besides the persistent reports of armed forces speaking Russian, another indication of the heavy Soviet involvement in the crackdown is that BBC Polish-language broadcasts are being jammed not by Poland, but by the USSR. Particularly galling to the Russians was the fact that—especially in the first days, when there was no communication at all to the West—BBC was the best informed of all the news services. Eventually this began to nettle the Polish authorities, too. At a December 21 press conference, two of the highest government spokesmen, Jaruzelski's advisers Jerzy Urban and Captain Wieslaw Gornicki, finally gave BBC correspondent Tim Sebas-

tian a furious public tongue-lashing. (Their private threats to Sebastian had already prompted him to send his wife and children out of the country.) But Urban and Gornicki didn't get out unscathed; for the first time in my memory, the reporters began screaming at officials. It happened after one of the spokesmen said that the thousands of internees were being held under humane conditions. They could "go for a walk in the garden" if they wanted to, one of the spokesmen said.

Since we knew that many were being held in tents, wearing no more than the pajamas they had on when they were arrested, as temperatures plummeted well below freezing, the reaction was spontaneous and angry. "You goddamn liar!" shouted an American television reporter. The German reporters began bellowing that the spokesmen were "filthy swine," and quickly most of the rest joined in. The Polish officials sat through it in shock, constantly exchanging expressionless glances like so many goldfish. Doubtless they were wishing they had kept this press conference in the mold of the last one. The first question then had been, "What has happened to the internees?" The answer was, "Next question."

Bold as it was, the claim that internees were attending some sort of summer camp was not the regime's biggest attempt at deception. That, surely, was the tape of Solidarity leader Lech Walesa's speech at a union meeting two weeks before the crackdown. Although it was a closed session, the government evidently had the meeting hall bugged—for the next day the party leadership had a full transcript and used it to create the impression that Solidarity was planning to take over the country. Walesa's speech was broadcast on Polish radio at the time, and again after the crackdown. As a radio journalist I was amazed at how transparent a fraud it was; the tape had obviously been edited and altered. There were abrupt changes in speech rhythm, tape noise, and voice level—often in midsentence. And there were odd gaps between words.

In the final weeks before the military takeover, there were disagreements within the union about how to proceed. And at public meetings the Solidarity members often seemed shockingly unmindful of the fact that they were still living in a Communist country. The most obvious example of Solidarity's dancing on the Kremlin's

toes came in September when the union's first congress proclaimed its support for independent trade unions in other Communist countries—unions that can only function underground. The presence of the Western press, magnifying the importance of every word, didn't help matters. But even when Solidarity tried to meet in secret, the government always seemed to get hold of a tape recording of the proceedings.

Nevertheless, Walesa was still very much in control of Solidarity, and later claims by the military authorities about union plans to take over the country without Walesa's help were just hot air. Solidarity's rank and file would not accept a decision he opposed. And when I last spoke to him at length, late in September, he was still resolutely determined to steer the union away from politics and back into calmer waters. But "these are extraordinary times," he added with unconscious irony, "and unfortunately demand extraordinary measures."

IF THE UNION'S IMMEDIATE behavior, rowdy as it was, did not justify a state of war, then what did? Broader economic factors are the next most likely cause. Poland's crippling debts to the West and the mismanaged use of Western loans had helped bring the country to its knees. Meanwhile, workers were hardly inspired to greater efforts by the fact that however much they earned, the goods they wanted to buy were not there. The government's recent decision to reserve the few luxury goods produced—from washing machines to color TVs or even cars—for sale to farmers in exchange for meat did not help.

Poland's economic deterioration is best illustrated by the black-market value of the dollar, with which goods can be bought in special shops that sell import goods for hard currency only. Four years ago the black-market rate held fairly steady at a 3-to-1 ratio against the official rate—that is, the official rate was 33 zlotys per dollar, while the black-market rate was 100 per dollar. Last year it crept up to the 6-to-1 mark. By September it was approaching 12 to 1. Just before the crackdown it was 25 to 1.

The Communist regime failed, first under Stanislaw Kania and then under Jaruzelski, to come up with a concrete plan for economic reform.

People might have worked harder had there been even a thin silver lining to the economic thundercloud. The Communist Party appears to have been simply incapable of rethinking the five-year plan into something more relevant to the immediate crisis.

A classic example of the contradictions of socialist economic planning is that it is cheaper for farmers to buy bread from bakers to feed their livestock than to buy animal feed—or to use their own grain, which they could sell to the state at a higher price. As food became more scarce—much of it was being exported to keep foreign debt under control—workers' health declined. Most Poles suffer from borderline malnutrition. Just before the crackdown, I obtained two government reports—now back under wraps—that illustrate the nation's despair.

One, from the Ministry of Health, says that half a million Poles will die this winter from lack of basic foods, medicines, and energy. The military crackdown, with its restrictions of movement between provinces, its direct control of industries and factories, and its vicious attack on the independent union, has done more damage to the economy in a matter of weeks than the whole Communist system has managed to achieve in thirty years—so half a million may be a conservative estimate.

The second report, from the Ministry of Education, said the rate of learning in the nine-to-twelve age group has fallen considerably in the last two years. Causes: frequent illness, fatigue, and lack of concentration—all tied directly or indirectly to malnutrition.

THE CRISIS ENVELOPING Poland is being repeated in microcosm at the very top, in the circles of the military council (which the generals have named, without a blush, the Military Council of National Salvation). The confusion and conflict on the council itself raise two questions: Who is actually ruling Poland? And, did Jaruzelski indeed prevent a Warsaw Pact intervention, or was this an intervention by proxy? As I said before, there was a period of about a week, starting on the third day of military rule, during which it seemed that Jaruzelski was no longer in control. The police sweeps got more vicious, the treatment of internees

worsened, the promised extra bread and milk supply began to dry up, and the propaganda warfare on radio and television escalated. It seems that most of the rest of the military council was composed of pro-Soviet men who often acted on their own and took an uncompromising hard line when they did consult one another. But reliable sources say that at this point Jaruzelski threatened to resign if direct and indirect Russian pressure did not ease, and to commit suicide if a number of proposed measures—including the outright banning of Solidarity—were not scuttled. His gamble succeeded; a group of eight, four generals and four members of Poland's politburo, emerged to take charge of basic decision-making. The eight represent both liberal and orthodox factions from both institutions.

The Communist Party itself has taken a terrible pounding. Two years ago there more than 3 million members; after Solidarity was formed, membership shrank to just over 2 million. In the last few weeks it is believed to have been halved again. If anything, this has strengthened the party's pro-Soviet bias, for almost all that is left is the orthodox hard core. Jaruzelski appears to have plans to disband this "Polish United Workers Party" altogether and to create a new Polish Socialist Party in its place. (The Poles have always called themselves socialist, not communist.)

Will it work, at least in the short run? Will Poland get back on its feet? Who knows?

In a country where, for a month, all telephone and telex communications have been severed, where international traffic has been cut to two trains and two ferries a day, where traffic between the forty-nine provinces is at a standstill, and where all mail is censored, it is impossible to assemble an accurate picture. No one knows whether people have returned to work, or whether life has any semblance of the "normality" that the military regime claims exists. There are many independent accounts of sabotage and growing evidence of underground activity by the union members who got away. Walesa, wherever he may be, has stuck to his policy of not negotiating with the government without the presence of the union's national executive. And the Roman Catholic church is more important than ever. What little news there is comes through the church; since those over

sixty may travel without too much difficulty, it is the elderly priests and nuns of Poland who have become couriers and feed the church's highly efficient grapevine. The pope appears to have obtained concessions in the form of better internment conditions for some, and other church officials are pressing—sometimes quietly, sometimes noisily—for more.

But overall it is hard to be optimistic. Jaruzelski knows his countrymen are temperamentally ill-suited to military rule, and if it goes on too long or too hard they will simply launch themselves into a kind of collective suicide by refusing to work. And Jaruzelski has little reason to love the Soviets; a dozen members of his family died in Russian labor camps during World War II. But what else can he do? In the absence of fundamental economic changes, all the conditions that made the crackdown necessary still exist. If anything, the economic picture is much worse now; even the Polish Ministry of Agriculture agrees that with the best luck in the world it will take farmers ten years to get their cattle breeding stock back up to 1980 levels. The country narrowly averted defaulting on its huge Western loans last month when \$350 million mysteriously appeared to make interest payments. The money can only have come from the Soviet Union, and it was doubtless accompanied by a high political price tag. Regardless of how much the Soviets prattle about the interference of other countries in Poland's affairs, it is they who control Poland's destiny. As long as that remains the case, the Poles face a grim future.

They may take some morbid comfort in the fact that they will not face it alone. The Polish economy, particularly the mining industry, plays a key role in the economies of the other Warsaw Pact countries. Even before the military crackdown many Eastern European countries were bitterly blaming the Poles for their worsening economic lot. Supplies of consumer goods may be even lower in Rumania than in Poland; Czechoslovakia has an acute energy shortage; and East Germany shows signs of the "Polish disease," serious labor unrest. Poland's economic problems are not isolated; they are part of a much wider crisis affecting all of Eastern Europe. And the ripples from the brick that Poland dropped in Communist waters are spreading further every day. □

NTP News Report

Part I

THE MOST IMPORTANT MONEY/POWER DISCOVERY SINCE THE INDUSTRIAL REVOLUTION

Frank R. Wallace, Ph.D. — Interviewed by NTP Columnist Eric Savage © 1982

The discovery of an entire new field of knowledge has been made by Dr. Frank R. Wallace*, a former Senior Research Chemist for E. I. du Pont de Nemours. Since mid-1976, Dr. Wallace has worked to uncover a powerful array of new knowledge called Neo-Tech. That new knowledge allows ordinary people to prosper — even flourish — anywhere in the world. ...I interviewed Dr. Wallace at his home in southern Nevada. Below are edited portions of the interview that explain his discovery:

NTP: What is Neo-Tech? How can I benefit from it?

WALLACE: Neo-Tech has its roots in the constant financial pressures and incentives to develop the easiest, most profitable methods of gaining advantages. Over the decades, gamblers, salesmen, businessmen, politicians, lawyers, entrepreneurs, Don Juans have secretly searched for shortcuts that require little skill but contain the invisible effectiveness of the most advanced techniques. I've identified those shortcuts and honed them into practical formats called Neo-Tech.

Neo-Tech is the consummate evolution of achieving success. Neo-Tech is a new knowledge that has nothing to do with positive thinking, religion, mysticism, or the occult. Once a person is exposed to Neo-Tech, he can quietly profit from anyone. He can prosper almost anywhere on earth and succeed under almost any economic or political condition. Neo-Tech applies to power and money-gathering techniques — to situations involving the transfer of power or money.

Believe it or not, I first sensed Neo-Tech through poker — the money game, the international strategy game. Strange how a discovery so important as Neo-Tech started with something so restricted as poker. Indeed, poker is just one rather insignificant area involving the transfer of money in which a person can profit through Neo-Tech methods.

Subsequently, I pursued Neo-Tech beyond cards to uncover far greater advantages in competitive situations involving work, business, politics, and personal relationships. Neo-Tech applies to all winning situations: Neo-Tech is a new, scientific method for collecting unbeatable advantages everywhere. **NTP:** Can people really get rich by using Neo-Tech? Or is Neo-Tech like cheating . . . is Neo-Tech a metaphor for card-sharps, con artists, dishonest merchants, greedy politicians?

WALLACE: To answer your first question: yes, people can get rich by using Neo-Tech. But is Neo-Tech like cheating or for con artists? Definitely not. In the first place, Neo-Tech can be used honestly and ethically. In the second place, Neo-Tech is *not* based on fraud, collusion, gall, hustling or swindling as are most cheating techniques and con jobs. Indeed, Neo-Tech requires no special skill, devices, or nerve. Neo-Tech requires no risks or changes in life style — only a new quiet knowledge that generates profits and power. And Neo-Tech is easy because its techniques arise from the essence of all shrewd winning. Neo-Tech is so subtle that no one can ever prove a person is using its techniques. The Neo-Tech man has the power to render others helpless, even wipe them out, but he wisely chooses to use just enough of his power to give him unbeatable casino-like advantages in all endeavors. His Neo-Tech maneuvers are so subtle that they can be executed with casual confidence. His hidden techniques let him win con-

sistently and comfortably — year after year, decade after decade. Eventually, Neo-Tech men and women will quietly rule everywhere.

And certainly, Neo-Tech will someday dominate most winning situations as it spreads into business and personal relationships. ...No, Mr. Savage, Neo-Tech is not in any way like cheating. In fact, the Neo-Tech man displays characteristics opposite to those of cheaters as shown by this comparison chart I have here in my notes on Neo-Tech:

Dr. Wallace's Chart #1 CONTRASTING CHARACTERISTICS	
<i>The Cheater</i>	<i>The Neo-Tech Man</i>
Tries to set overwhelming, heavy odds in his favor	Sets unnoticeable, steady odds in his favor
Strives for big-killing, today — wants to wipe out victims	Maintains good profits for as long as he chooses — wants to keep everyone going
Big-win approach, one-shot or short-range oriented	Maximum-win approach, steady or long-range oriented
Views opponents as enemies	Views opponents as assets
Often makes victims unhappy while creating tense, traumatic atmospheres	Usually makes everyone happy while creating friendly, easy-going atmospheres
Often stiff and nervous	Always relaxed and confident
"When should I do it" feeling — cheats at every opportunity	Knows exactly when to apply Neo-Tech — applies Neo-Tech selectively
Keeps people from watching him closely. Uses distractions and concealments	Lets people watch him. Needs no distractions or concealments
Causes suspicion with cheating moves — fears all opponents	Eliminates suspicion with Neo-Tech moves — fears no one
Worries that his cheating will be seen	Knows that Neo-Tech cannot be seen
Fears his telltale characteristics	Works in relaxed harmony with his natural characteristics
Worries about the consequences of being caught in the act	Knows he cannot be caught in any act
Is negative in every way	Appears beneficial in every way
Controlled by surroundings	Controls surroundings

NTP: Their characteristics are opposites. The Neo-Tech man is in complete control.

WALLACE: True. But their differences go much further. Consider this: Alert or knowledgeable people can usually detect cheating especially in business and politics — unless the cheater has acquired great skill through years of laborious practice and experience. Even then, the expert cheater must execute each strategy perfectly, every time, putting him under great pressure. Thus, if he makes one slip or one wrong move, he becomes obviously guilty once caught, leaving him to face the consequences. That fear of being caught haunts most

About Dr. Frank R. Wallace

*During his 12 years at Du Pont's Brandywine and Chestnut Run Laboratories, Dr. Wallace was involved in several major research projects, including the catalytic conversion of salt and sand into chlorine and water glass to reduce the cost of raw materials for industry (Wallace holds the basic patent); the development of commercial flexible nylon used in the auto industry to improve fuel and brake systems; flame retardant nylon to improve the safety of electronic products; fluorocarbon wire coating to improve the efficiency and safety of aircrafts, space vehicles, and missiles; high-definition acrylics to reduce the cost and enhance the appearance of signs; and medical uses for man-made fibers, including new leads to disease cures. Dr. Wallace is also the author of several books, the author of many magazine articles (including the first-place, national award-winning article about the bicameral brain), the former editor of a national magazine, and a marathon runner. In addition, he is a former professional poker player and the author of the world's best-selling poker manual, "Poker, A Guaranteed Income for Life by using the Advanced Concepts of Poker", Warner Books, New York. 359 pages.

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cheaters and overwhelms countless potential cheaters.

By contrast, Neo-Tech can be completely honest while ironically requiring less skill and effort than cheating techniques. And the Neo-Tech man's techniques are invisible. So even if suspected, he can never be accused — his tactics actually eliminate any suspicion. Indeed, he can always avoid the consequences because he can never be caught in any questionable act. Moreover, he can use Neo-Tech honestly for both defense and profit. ...The Neo-Tech man works in relaxed harmony with his natural characteristics.

NTP: Who exactly is the Neo-Tech man?

WALLACE: I will begin by saying this: Traditionally, the world's most successful people spent years secretly uncovering various shortcuts within their particular fields. They became specialists in their fields by using those shortcuts to efficiently control people and key situations.

Neo-Tech, on the other hand, hones all at once every shortcut secretly discovered over the decades into a powerful array of highly practical, marksman-like formats. With those Neo-Tech formats, a person immediately becomes an expert specialist not just in controlling one particular field, but in controlling all situations involving money and power.

So to answer your question: The Neo-Tech man is a man of quiet power — a person who cannot lose. He can control any situation or anyone unknowledgeable about Neo-Tech...man or woman.

NTP: What actually makes him so effective?

WALLACE: Like I said before, the Neo-Tech man has the power to render others helpless, even wipe them out, but he wisely chooses to use just enough of his power to give him unbeatable casino-like advantages in all endeavors. Let's go back and draw an analogy to cards where it all began. Anyone can quickly become a player who cannot lose. Indeed, through Neo-Tech techniques, an average player can increase his advantage so greatly that he can break most games at will. He can win fast — very fast — in poker, blackjack, bridge, and gin. He can immediately and consistently acquire large chunks of money, \$2,000, \$10,000, or more in a single day, repeatedly. But he usually avoids winning too fast by withholding Neo-Tech's full power in order to extract maximum, long-term money from opponents. He fears no opponents. He can quickly impoverish anyone he chooses; and they'll never know what hit them. ...But even greater profits are available by using Neo-Tech in the real world.

NTP: What about Neo-Tech in the real world?

WALLACE: A person can use Neo-Tech to immediately gain advantages needed to prosper in business and in personal relationships. Additionally, he can never be taken advantage of again in any business transaction or personal contact; his Neo-Tech knowledge protects him. Neo-Tech arms him with a deadly sword and a sturdy shield: Knowledge about Neo-Tech is the best insurance policy anyone could own. More importantly, with that knowledge, a person quickly gains the power to make more money in a week than many people make in a full year without that knowledge. But remember my stressing using just enough Neo-Tech Power to gain unbeatable advantages and long-term profits not just in cards but in all endeavors. Indeed, the Neo-Tech man or woman finds lifelong security and strength in Neo-Tech. ...I'm going to show you a chart that demonstrates how a person gains profit and power from Neo-Tech in the real world where advantages and power really count.

Dr. Wallace's Chart #2

NEO-TECH DELIVERS PROFITS AND POWER BY TEACHING...

In Cards

(Where Neo-Tech was first discovered)

How to become an unbeatable winner

How to command winnings

In the Real World

(Where Neo-Tech really counts)

How to gain advantages needed for financial and social success

How to command profits and respect

(chart continued on next column)

How to control any player, game, or even a network of games

How to quickly wipe out opponents

How to win fast

How to slowly drain opponents, game after game

How to extract maximum money from opponents

How to easily detect, reject, or beat cheaters (without any hassle) ...how to destroy cheaters

How to welcome good players and make them contribute to your winnings

How to gain a substantial income, year after year

How to control business deals and emotional situations to acquire money and power

How to subjugate a business or personal adversary

How to quickly profit through specific business actions or personal relationships

How to gain long-range strategic advantages that allow one to win in business or personal situations, year after year

How to make the highest possible profit in business and gain the maximum satisfaction in social or personal relationships

How to easily detect, reject, or beat dishonesty in business or personal relationships...how to dismiss or punish people who hurt you

How to welcome competitors in business or personal life and make them contribute to your success

How to become successful in business and personal life by using Neo-Tech to find permanent prosperity

NTP: Your chart is saying that people can use Neo-Tech to control almost anyone, coming or going.

WALLACE: That's right. Neo-Tech transfers money, power, and prestige from the uninformed to the informed. Those informed can automatically take control of most situations involving money and power. But that chart ends where the real value of Neo-Tech begins, ranging from winning a lover to becoming exceptionally competent, to becoming a key employee, to gaining substantial raises, to predicting stock prices . . .

NTP: Wait a minute! Neo-Tech can predict stock prices?

WALLACE: Yes, quite reliably.

NTP: How?

WALLACE: First, a person must realize that a company is worth no more or no less than its free market price — its common stock price. The value of a company (its common stock price) in the long-term is determined by the ability of its management. Executives are hired by the stockholders for one reason only . . . to enhance the financial health of their enterprise in order to increase profits and common stock prices. The value of an executive is determined by the extent that he provides that service. And he can deliver that maximum value by using Neo-Tech. Indeed, the more an employee — from the hourly worker to the highest paid executive — uses Neo-Tech, the more successful he becomes. And the more management uses Neo-Tech the more that business will flourish and the more its stock price will increase. Thus, to predict stock prices, use the *Neo-Tech factor* . . .

NTP: The Neo-Tech factor That could be really important, couldn't it?

WALLACE: Indeed, it can make one increasingly prosperous.

NTP: You mean a lot of people will get rich using the Neo-Tech factor.

WALLACE: Yes, it is the coming wave to prosperity. A lot of people will become wealthy . . . and happy.

NTP: How quickly will Neo-Tech spread into business?

WALLACE: The best way to answer that is to realize how Neo-Tech sharply reduces the time and effort to profit consistently. Begin with cards, for example. What is happening in cards today indicates what will happen in business tomorrow. Within days after gaining this knowledge, people can safely bankrupt opponents — or slowly profit from them, week after week. People can immediately extract money and prestige from any winning situation...from any card game — from the easiest Friday-night game to the toughest professional games. Likewise, people can benefit from business endeavors — from dealing with the boss to the biggest oil deal. People can also benefit from any relationship — from gaining respect of peers

(continued)

to inducing love from a partner. Yet, no one suspects the Neo-Tech man or woman.

Naturally, as people gain this knowledge, they will immediately begin using its techniques because they are irresistibly

easy, yet completely potent. Thus, as people find out about Neo-Tech, it will automatically spread throughout the world. ...Neo-Tech will become the most important discovery since the Industrial Revolution.

Part II THE NEO-TECH DISCOVERY

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Neo-Tech was unveiled in 1980 by Dr. Frank R. Wallace; his discovery is truly an unbeatable weapon. Neo-Tech is a new, all inclusive catalyst for profiting in any money situation.

As a former professional poker player and author of the world's best selling poker manual, Dr. Wallace first became aware of Neo-Tech through poker. In 1976, while researching and writing an addendum about casino and club games for his best-selling *Poker Manual*, Frank Wallace used his world-known expertise to ferret out an unbeatable, seemingly innocent approach being used by certain professionals in high-stakes games. Wallace was detecting the beginnings of Neo-Tech.

Gradually, Wallace and his two co-workers uncovered one step at a time the full power of Neo-Tech, which became ever-more meaningful as they discovered whole new realms of much more powerful concepts than those used in cards. Those valuable concepts applied to everyday situations — situations in which power makes an enormous difference — in business, social situations, and all other competitive situations. Below are edited segments taken from Wallace's notes during his research:

Dr. Wallace's Confidential Notes

July 1976

I've discovered the never-before-revealed nature of effortless winning while playing poker. This discovery purges the false notions about winning in cards and eliminates its mystical aura. While identifying the origins of that knowledge, I'm grasping its powerful nature.

I feel an addicting power as I begin to do the seemingly impossible. With ease I can make maneuvers to beat all opponents. The techniques come from a new knowledge. ...I've named this knowledge, *Neocheating*.

August 1976

Neocheating is something new — something exciting. The quickness with which I'm learning to acquire winning hands for myself overwhelms me. I feel uneasy about learning to win so effortlessly and quickly — all in a few days. With this lethal knowledge, think what a person could do to his opponents in a matter of days.

September 1976

Neocheating can be executed in peace and without the knowledge of others. I've discovered effective maneuvers for controlling every outcome of every situation. Neocheating is almost too easy and safe, yet it is the most potent form of winning. Indeed, the simpler and subtler the technique, the easier and safer and, therefore, the more effective it is. ...Neocheating renders all other cheating ploys so obsolete that such cheating is no longer an important threat.

I'm glad to be discovering Neocheating before anyone else. Already I have the knowledge to quietly beat even the most skilled and experienced opponents. This knowledge allows everyday players to control opponents at will.

October 1976

I've discovered easy ways to nullify moves made by opponents. I'm struck by the importance of understanding Neocheating. I need that understanding to prosper in situations involving money. Eager with anticipation, I sense that this new knowledge could be incredibly valuable beyond the card tables.

Still I keep discovering more and more invisible techniques that deliver unbeatable advantages in poker, blackjack, and other games. But I'm thinking more deeply of how even the concepts of poker when used through this new discovery apply not only to presidents and their world politics but to everyone, everywhere. I'm grasping how the concepts of Neocheating can be used to gain easy money and power in business, the professions, and government. ...I've named this

knowledge when used beyond cards, *Neo-Tech*.

November 1976

With this knowledge, what could a person do in the real world without the boundaries of a card game? Who is the Neo-Tech practitioner? He is an ordinary-appearing person who will soon rule the card tables and perhaps the world. A chill spreads over me. The closer uninformed people observe a Neo-Tech man, the more reassured they become. The Neo-Tech man appears as a most trusting person. But he knows exactly how to win. He creates advantages that remain unnoticeable to his opponents while delivering maximum long-range profits to himself. Quietly he applies his power in small strategic doses to gain steady yet unsuspecting advantages and profits while keeping everyone happy. Thus, the Neo-Tech practitioner is impossible to catch in the act and is hard to avoid. With his subtle yet unbeatable advantages, he can comfortably and *legally* control all aspects of life.

December 1976

Is Neocheating becoming a monster through Neo-Tech? Neocheating *in* cards involves gaining easy money and power over opponents through techniques that meet two criteria: (1) easy to execute, and (2) invisible or undetectable. Neocheating *outside* cards involves gaining easy advantages and power over others by meeting two similar criteria: (1) easy to execute, and (2) not vulnerable to detection or assailable as dishonest.

Once those two criteria are established, Neocheating formats can be established for almost any situation. With such formats, a person not only captures unbeatable advantages over others, but commands shortcuts to profits and power. I'm realizing how many of the most wealthy, powerful, and admired people today consistently use Neocheating formats without ever realizing it — without ever being suspected. I call those people Master Neocheaters. They acquire extreme power and wealth. Such people include trusted heads of states, powerful political leaders, charismatic idols, famous religious leaders, certain prosperous businessmen, international bankers, many of the best-known TV commentators, key journalists, influential editorial writers, Hollywood actors, many well-known authors, certain prestigious professors, many successful lawyers, wealthy salesmen, highly visible environmentalists and consumer advocates, politically or socially oriented scientists — many of the most powerful people in the world. By the mid 80's, essentially every ordinary person who becomes wealthy or powerful in any field will have used this discovery. ...I've got to think about Neo-Tech a lot more. New ways for ordinary people to gain power

and advantages are bombarding me faster than I can analyze them.

January 1977

The application of Neo-Tech to everyday business and personal relationships is becoming increasingly real. In fact, Neo-Tech can be used in any confrontation involving two or more people. And anyone who crosses the Neo-Tech man's path is in potential danger. The Neo-Tech man can financially and emotionally control whomever he desires. The strength and dimensions of Neo-Tech with its infinite applications reach far beyond my previous thoughts and imagination. In fact, Neo-Tech is growing out of my control.

February 1977

I feel an accelerating pull towards power as I continually discover new ways that anyone can effectively apply this new knowledge to any winning situation — in gaming, business, politics, personal and social life. But I am finding even greater power than I ever before suspected, power that can be used honestly, power that is true to man's nature ... consummate power that is far greater than any Neocheater, even any Master Neocheater ... synergistic power that belongs to the new-breed Neo-Tech man. This quantum-leap breakthrough will unleash a flood of cornucopias from which sprout endless values that forever feed profits and benefits to the new-breed Neo-Tech man.

March 1977

I am overwhelmed. Everyday, I'm learning more and more to apply new-breed Neo-Tech in all areas of life. I'm discovering how to profit everywhere. New-breed Neo-Tech truly helps a person achieve confidence and happiness while removing the

financial and social pressures. New-breed Neo-Tech is truly benevolent while consistently benefitting oneself and others.

April 1977

What have I created here? Can Neo-Tech control all business and personal relationships? Yet, here lies the greatest value of the Neo-Tech Discovery. It is not at all like those inspirational, temporary, self-help type values that usually lead to nothing. Neo-Tech is a permanent value that endlessly grows — a value that grows for the rest of a person's life. People can now use Neo-Tech to live happier, more profitable lives.

May 1977

I'm realizing how the Neo-Tech Discovery can lead anyone to a personal renaissance. Would that eventually mean a world-wide renaissance? ...Could the future of our world depend on others understanding the concepts of the Neo-Tech Discovery?

December 1980

After four years of research and writing, I've come to realize that new-breed Neo-Tech power is permanent and can never be lost to anyone. It obsoletes external authority and renders mystics and Neocheaters impotent. ...The power of Neo-Tech is coming together almost too fast; it is reaching a critical mass on the verge of exploding. But an even greater power is looming — power comparable to black holes in space...mind-boggling power, yet inconspicuous except to those who know about new-breed Neo-Tech.

January 1982

I'm learning the full meaning of Neo-Tech power: All will yield to the new-breed Neo-Tech man. ...Truly great days are coming.

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Until now, information about Neo-Tech had been unavailable. Recently, however, Dr. Frank R. Wallace and his co-workers completed a five-year research project on Neo-Tech and prepared a comprehensive, half-million-word Information Package that fully reveals all facets of the Neo-Tech Discovery. That Information Package reduces the techniques of Neo-Tech into powerful but surprisingly easy formats that anyone can execute in almost any situation.

Wallace's double-barreled discoveries are presented with such clarity and step-by-step detail that you can immediately gain honest profits from most situations as well as forever protect yourself from being beaten by others. But those without the Information Package will never know what is happening. They will always be controlled by those knowledgeable about Neo-Tech. ...Neo-Tech would be anyone's most valuable investment for the 80's.

You can now acquire the complete 454-page Neo-Tech II Information Package for becoming unbeatable in any situation (along with Dr. Wallace's 178-page Neo-Tech I Information Package for becoming unbeatable at cards). Both Neo-Tech I and II describe every step and every situation in detail with over 200 concepts. Many concepts are accompanied with how-to, real-life situations. And each concept is in a crisp, self-contained consultant capsule so that any reader can use Neo-Tech Power to fill his own wants and needs — beginning with Concept 1 — without having to read through the entire package. Also a quick-find index of over one-thousand subjects (found in the consultant capsules) lets the reader go straight to the concepts that apply most to his immediate needs. You can acquire this Package by ordering directly from I & O Publishing Company at the order-processing address shown below:

To receive the 632-page NeoTech Information Package (Neo-Tech volumes I and II), send your check, money-order, or credit-card number including expiration date for \$69.95 (manuscript copy) or \$100.00 (bound copy) postpaid to: I & O Publishing Company, Inc., Special-Order Department I-12, Box 906, Boulder City, Nevada 89005. The lower-cost numbered manuscript copies contain exactly the same information as the commercial hundred-dollar bound document. These lower-cost Neo-Tech manuscripts are available for 30-days; they are numbered and packaged as printed pages secured together. (Numbered manuscript copies of important documents in any field should be held for future price appreciation.)

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(I & O Publishing Company, Inc., 557 California Street, Boulder City, Nevada 89005, was established in 1968 and has delivered financially valuable information unavailable elsewhere to nearly a million satisfied customers. I & O has locations in Delaware, Nevada, and California.)

— A Postscript from Eric Savage —

Although I personally interviewed Dr. Wallace about Neo-Tech, I failed to realize the personal benefits Neo-Tech could deliver until I actually received the Information Packages. While opening the cover of The Neo-Tech Discovery (volume I), a feeling came over me that I was embarking on a journey from which I would never return. I felt my life changing on reading the first concept. And each subsequent concept delivered new advantages I never knew existed. Three weeks later on closing the cover of Neo-Tech II, I knew how to capture personal advantages from almost any situation. I had discovered a new world in which power flowed into me as Neo-Tech melted the grip of external authority with all its draining Neocheaters. Today, I control my life and surroundings. I now have limitless earning capacity and can guiltlessly take what I need from life. Moreover, I now have a growing power that no one can take from me — a power that I earned while studying Neo-Tech.

Admittedly, I was unprepared for the array of advantages that Neo-Tech provides. Even after carefully preparing by spending several hours with Dr. Wallace discussing Neo-Tech, I was still unprepared for the Information Package. So what about those people being newly exposed to Neo-Tech without my advantage of having first talked to Dr. Wallace? How will they handle the advantages and power thrust on them by Neo-Tech? The Neo-Tech Discovery began with something so specific and narrow as cards. Yet, Neo-Tech will soon be responsible for changing the world. At the same time, Neo-Tech will bring about a personal renaissance — a journey from which no one will ever return.

(continued)

ADDENDUM TO THE NTP NEWS REPORT — ADDITIONAL INFORMATION ABOUT THE NEO-TECH DISCOVERY

by Mark Hamilton

Editor

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During Eric Savage's interview with Dr. Frank R. Wallace, other important questions and answers about the subtler powers of Neo-Tech were recorded near the end of the interview. But because of Neo-Tech's dramatic power to create quick advantages, I omitted the latter part of that interview from the NTP News Report. Then, during subsequent weeks, I realized my mistake: Neo-Tech's subtler powers and great personal values will, over the long-term, be even more valuable than the immediate rush of financial gains so easily available from the Neo-Tech techniques revealed in the NTP Report. Therefore, I'm providing the rest of Eric Savage's edited interview:

NTP: Beyond the immediate financial advantages and quick profits available from Neo-Tech, how will the Neo-Tech Discovery affect you and me in the real world . . . in society?

WALLACE: Neo-Tech meets the criteria: easy and safe — but powerful. Therefore, Neo-Tech will increasingly be used in all areas by more and more people. And the lives of those people will grow richer. Of those, some will choose to use Neo-Tech concepts to gain enormous power and wealth. But equally important, people knowledgeable of Neo-Tech cannot be drained by Neocheaters. The ordinary man, no matter how low on the power scale, can reverse the situation. With Neo-Tech, he can take away the power from the Neocheaters who have drained him all his life. That is extremely important since the most powerful external authorities today extract money and power from the masses of unknowledgeable people by Neocheating. For example, essentially every traditionally trusted politician has for years gleaned power by Neocheating the uninformed public without fear of being caught, without suspicion. Indeed, to the extent he is successful is the extent he uses Neocheating. Consider how many of the most successful politicians have for years overly regulated, controlled, and taxed the public — have neocheated the public — for personal power. Their power ploys have created such a jungle of regulations, inefficiencies, and red tape as to hassle busy individuals, cripple creative scientists, and prevent private enterprise from fully developing their productive and technological capacities. That arrogated authority not only diminishes everyone's spirit, but diminishes everyone's standard of living and even prevents the development of cures for diseases such as cancer. More importantly, research on biological immortality . . .

NTP: Wait a minute. Preventing cures for cancer? How can that be so?

WALLACE: Let me relate a personal experience: As a scientist at Du Pont, I was involved in research that offered a unique approach for the treatment of diseases. One potential approach involved the development of extremely fine fibers impregnated with slowly releasing drugs. If such fibers were injected around cancer tumors, for example, the growth of those encased tumors might be retarded or stopped — to lay harmlessly dormant in their man-made coffins forever. But FDA "scientists" and other bureaucratic Neocheaters trying to enhance their jobs and glean prestige killed that and many other promising research projects with time-consuming, prohibitively expensive, self-serving regulations.

NTP: You know, "60 Minutes" recently dealt with something like that. And I hear about that kind of thing more and more these days. How can it be stopped?

WALLACE: Today, as Neo-Tech spreads, people in steadily increasing numbers will be able to, for the first time, avoid the harmful ploys of those external authorities. As the public becomes informed of Neo-Tech, they will be able to identify and circumvent those master Neocheaters who have previously drained them. Now, ordinary people will be able to fill their own pockets with profits rather than lining the pockets of the Neocheaters. Politicians and other authorities will be increasingly understood by the public as more and more people learn about Neo-Tech. I have another chart that demonstrates how most people have unknowingly let their lives be drained by those external authorities. This information also shows how the informed will financially and emotionally benefit by breaking free of those master Neocheaters. Indeed, everyone informed of Neo-Tech will have the tools not only to break free but to profit from the decline of external authority. Furthermore, this information shows exactly how the average person can turn into the new-breed, Neo-Tech

man . . . a man who can acquire far greater advantages than any Neocheater — even a master Neocheater.

(See Wallace's chart on back page)

NTP: Your chart uncovers things I was never aware of. It's bad enough that those Neocheaters conceal their ripped-off power, but it's rotten how they're doing it by draining me, you, and everyone else . . . those bastards. Do you see we're the ones who really count . . . we're the new-breed.

WALLACE: That's right. We're the ones who hold the power on this planet. But like you, most people have never been aware of that. Now, with Neo-Tech, you truly can become the new-breed. That's why the Neocheaters never told us their secret, because we would take away their power that is rightfully ours. You, like everyone else could never really know the truth behind external authorities without understanding Neo-Tech. The actions of such external authorities usually depend on Neocheating — on undetectable routes to easy money or power at the expense of others. Like the Neocheater in cards, the external authorities are confident and relaxed; they control their surroundings; they work in harmony with their natural characteristics; and they know they can never be caught. Furthermore, they seemingly benefit their victims by giving them guidance, leadership, or doctrines to follow — making those victims easy to control. Fortunately, however, publicly revealing Neo-Tech exposes the Neocheater's essence. That could lead to the eventual demise of external authority. . . . No longer need you be denied what is rightfully yours.

Indeed, today, you as the new-breed Neo-Tech man never again have to feel helpless. You never again have to be on the defense. You never again have to depend on anyone or anything of the past. You can enter a new world and control your own future. You can become a Clark Kent — a quiet superman. You can gain the real power — the real advantages and profits that few ever knew existed. . . . That is the best news.

NTP: Now I know why the Neo-Tech Discovery will immediately . . .

WALLACE: Also, consider another benefit of understanding Neo-Tech: the stopping of the pain and harm caused by certain everyday acquaintances straight up to the authoritarian bureaucrats who surround everyone in almost every area of life. Neo-Tech can abruptly stop the pain and harm caused by being beaten at cards, cheated or exploited by one's spouse, manipulated by parents, drained by bosses, gypped by merchants, intimidated by pushy or monied people, misled by professional people, stunted by dishonest and incompetent educators, used by friends, abused by strangers, fouled up by bureaucrats, fooled by mystics, and hurt by government.

Neo-Tech can truly put an end to all those hurts and diminishments that have constantly kept you from becoming the person you've always dreamed of — the person you were meant to be.

And there are other side benefits. For example, when viewing network TV with the knowledge of Neo-Tech, a person becomes acutely aware of the steady stream of powerful Neocheaters — TV commentators, news editors, sociologists, politicians, educators, nutritionists, faddists, mystical gurus, and religious proselytizers — who constantly gain advantages from their followers in countless subtle ways. Neo-Tech concepts allow people to identify and nullify Neocheaters who drain everyone's life daily.

With the concepts of Neo-Tech, a person nullifies those Neocheaters while transferring their power from them to himself. He no longer needs to bow to or idolize the man-on-the-hill. Neo-Tech allows people to be proud of themselves. With Neo-Tech, a person knows with fearless righteousness that he, himself, is the most important person — and everyone will know it.

NTP: Can you restate what you're saying to bring me back to earth?

WALLACE: The Neo-Tech concepts are practical tools for profits and crucial tools for thinking. Neo-Tech really puts one on the right track. No longer do people have to suffer in silent frustration watching their lives and dreams be quietly drained away. Who hasn't felt that distant, lonely sadness . . .

The Neo-Tech concepts are among the most powerful thinking tools for happiness; they are the cutting edge for prosperity . . . for making those dreams come true. Neo-Tech can rekindle those sparks that flickered out long ago.

NTP: Is all that really true? I mean, does all that really apply to us — to producers who work for a living?

WALLACE: You are the good, the innocent, the powerful. You are the Clark Kents. The days are over of your being defrauded of wealth, pleasure, and happiness. The days are over of being victimized by the politicians, mystics, and pseudo intellectuals. In your innocence, you have unknowingly been drained by Neocheaters. Now, at last, you can break free and take what all productive human beings rightfully earn but seldom take . . . a guiltless life of love, pleasure and wealth. But even more, you can now become the new-breed Neo-Tech man and command your own future.

NTP: That's pretty profound. I'll have to give that some deep thought.

WALLACE: You should. For the more one thinks about Neo-Tech, the more he will profit from it.

NTP: What if I want to profit more and more? What if I get a little greedy? What if I want to become the man-on-the-hill now — through Neo-Tech?

WALLACE: Look at the chart again. Contrary to what you seem to believe, the highest profits of Neo-Tech come not from *destroying* advantages of others, although anyone can do that with Neocheating to gain tremendous power and profits. But the highest profits come from *creating* honest advantages for oneself. Indeed, to any chosen extent, you can apply Neo-Tech to personally gain both immediate and long-range advantages in business, personal life, and social situations . . . the applications of Neo-Tech are endless.

Back to your question about becoming a little greedy. As the first step, anyone can immediately profit by collecting the Neocheating advantages available in any winning situation. Moreover, anyone can use Neocheating to control other people — control even the sharpest, most-alert people. Master Neocheaters use undetectable techniques to gain maximum advantage from every situation to acquire extreme power and wealth. And anyone can use Neocheating to gain easy advantages or profits to any chosen degree. But who needs that? The Neocheater, yes, he can easily do all of that. But the new-breed Neo-Tech man . . . he needs none of that. For him, Neocheating is limiting and obsolete.

Just acquiring the knowledge of Neo-Tech will show you how to reach your goals quickly and easily. You will experience a mounting sense of power and excitement while learning about Neo-Tech. Indeed, through the Neo-Tech Discovery, you too can achieve great strength in your career or field of interest by becoming an honest Neo-Tech practitioner. In addition, you will forever be immune to Neocheaters . . . immune to most harmful situations. And, of course, if you ever decide to play cards seriously, you could leave any game a consistent loser, acquire the Neo-Tech information, and return never to lose again.

NTP: Winning a fortune at cards seems so insignificant now compared to what one can really do with Neo-Tech.

WALLACE: Mr Savage, you're on the way to becoming a new-breed Neo-Tech man.

NEO-TECH FLOW CHART

(2)

NEOCHEATING AGAINST THE UNINFORMED
EASY TO EXECUTE

(which anyone can now use)

(1)

EXAMPLES OF
MASTER NEO-TECH PRACTITIONERS

(which anyone can now become)

Cards: Unbeatable Neocheater.**Business:** Many prosperous executives, stock brokers and real-estate brokers, lawyers, J.R. Ewings.**Money Management:** Wealthy international bankers who gain advantages and profits through governments. Prominent trilateralists.**Politics:** The most powerful and revered politicians, bureaucrats, and government agents.**Education:** Certain prestigious professors, teachers, well-known nutritionists who build careers through ideas based on empiricism, myths, and mysticism. Intellectual elitists.**Mysticism:** Many well-known mystical and religious leaders. Inspiring evangelists, Elmer Cantrys. And recently: rational-appearing brilliant neomystics promoting books and therapies based on "self-esteem" and "romantic love".**Social:** All Don Juans and most casanovas. Smooth operators.**Media:** Many of the best-known TV commentators, journalists, editorial writers, performers, authors, Hollywood actors.**Science:** Chic environmentalists, Naderites, FDA "scientists", and other political or socially oriented "scientists".

Neocheating maneuvers require little skill. Neocheating maneuvers are so subtle they are invisible.

Guide customers or clients into being controlled by superior authority or feelings of trust.

Gain unearned money through manipulating government funds and favors.

Live by actions that require little or no productive effort.

Easily manipulate students or followers through the power of authoritarian positions.

Requires little effort to extract a respectable living from producers.

Control partners through vulnerable emotions.

Create influence by casually twisting facts to guide trusting followers.

Build careers by using facts out of context. Gain easy prestige with comfortable income and security.

NEO-TECH FORMATS FOR THE INFORMED

(which anyone can now use to break the masters)

Cards: Knowing about Neo-Tech allows instant identification of Neocheaters. That knowledge allows the informed to avoid, nullify, or even beat Neocheaters.**Business:** Identifying black-hat Neo-Tech practitioners and understanding their techniques provides valuable knowledge that eliminates losses and delivers larger profits by avoiding erroneous assessments and costly decisions. Through white-hat techniques, the little man can quietly profit from any wheeler-dealer.**Money Management:** Knowing how to handle the black-hat Neo-Tech man (especially when he offers an attractive-appearing proposal) provides long-range benefits and peace of mind by avoiding future losses or traps. Also, lucrative short-range gains are available by collecting the set-up inducements from Neo-Tech practitioners then pulling away at the right moment.**Politics:** Knowing government black-hat Neo-Tech techniques provides powerful tools not only for protection, but for profiting from the actions of politicians and bureaucrats who extract power and money from productive people. Also valuable for reducing taxes and profiting from big government.**Education:** By knowing the black-hat Neo-Tech practices of certain educators, a person can strip the innocent-appearing, ego-enhancing or career-advancing maneuvers from those educators who try to mislead students. Allows people to acquire much better educations.**Mysticism:** Knowledge of Neo-Tech reveals the essence of mysticism...how most mystical leaders are expert Neocheaters who gain followers by persuading others to accept their doctrines and slogans through their influences, teachings, and spurious testimonials. Neo-Tech knowledge is necessary for avoiding the draining effects of mysticism; for gaining maximum happiness and profits from life.**Social:** The Neo-Tech Discovery provides a rapid sorting mechanism for discarding destructive relationships and for winning beneficial relationships that deliver happiness.**Media:** Identification of Neocheaters allows an accurate evaluation of literature, TV shows, news programming, media events, movies to permit more accurate and profitable decisions. Understanding Neo-Tech lets one quickly identify the 180-degree inversion of objective values by bad business practices, political or social demagoguery, and mystical illusions.**Science:** Knowledge of Neo-Tech allows one to reject, for example, most warnings by government-funded "scientists" of illusory health and safety risks that result in profit-draining restrictions and regulations. Neocheating that manipulates science and technology damages the productive segments of life to diminish everyone's well-being. ...Knowledge of Neo-Tech permits valid value judgments and delivers peace of mind that most scientifically oriented Neocheaters seek to undermine.

(4)

THE NEW-BREED, NEO-TECH MAN / NEO-TECH POWER

(which anyone can use to become exceptionally competent to benefit himself and others)

The New-Breed in

New-Breed, Neo-Tech Approach for the Average Man
(Low-profile, Clark Kent approach)

Cards: Captures favorable casino-like odds — always. Sure thing — nongambler.

Business: Creates continuous advantages — can break competitors at will. Locates bigger and better opportunities through Neo-Tech. Controls the rules.

Money Management: Wins fast — avoids winning too fast. Controls money-flow. Uses Neo-Tech Factor to predict investment and stock prices.

Politics: Manipulates authorities for personal gains.

Education: Gains Neo-Tech knowledge (regardless of his education or background) for controlling others.

The New-Breed in

New-Breed, Neo-Tech Approach for the Average Man
(Low-profile, Clark Kent approach)

Mysticism: Identifies illusory thinking in others to gain maximum advantages and to jack up the stakes. Controls the bicameral minds in others.

Social: Reads everyone, especially important people, through give-away tells. Stymies or benefits others at will. Switches at will between minor and major leagues.

Media: Expands knowledge at will.

Science: Uses DTC: the New-Breed's most powerful tool.

EL SALVADOR: Central America in the New Cold War, edited by Marvin E. Gettleman, Patrick Lacefield, Louis Menashe, David Mermelstein, and Ronald Radosh. Grove Press, 397 pp., \$7.95.

Communists and kleptocrats

ROY A. CHILDS, JR.

BY NOW NEARLY EVERYONE knows the story of El Salvador, at least in rough outline. Covered only sporadically by the American media until last year, El Salvador has since gained wide attention both here and abroad. For the American right, it was the first test of the newly assertive foreign policy under Ronald Reagan—the confrontation with an alleged case of Soviet and Cuban-inspired revolution. For the American left, it constituted a major revival of the Cold War. In the name of wrongheaded anti-Sovietism, the United States is proping up a right-wing junta that oppresses and murders its own people.

Thus El Salvador has come to seem less an independent nation facing its own very real problems than a symbol of the continuing conflict between the American left and right wings over foreign policy. The Reaganites have seized on El Salvador as if it were another chance to “win” the Vietnam war, while the left exploits the opportunity to play the antiwar role all over again. One sometimes gets the feeling that El Salvador itself is being lost in the shuffle.

The history of this tiny country is in many ways representative of the history of Central and even Latin America as a whole. When the Spaniards conquered Central America in the sixteenth century, they set up a system of virtual feudalism over the conquered people, which was only intensified in later centuries by the introduction of coffee as a major crop and the expro-

priation of the commons that had remained in the hands of the natives. For the next four centuries, the governmental system thus founded on conquest and legalized banditry proceeded to control all the main currents of economic life, including agriculture, trade, and investment. When Spain lost its American colonies in the nineteenth century, the underlying social system remained virtually intact; the feudal oligarchies continued to control the government and military and, through them, the peasants, workers, and other productive classes. As time went on, the U.S. government made its influence felt in Central America when there was a question of insuring stability or the repayment of foreign debts, or blocking the European powers.

The problems resulting from this combination of class domination and colonialism finally erupted in crisis during the twentieth century. The classical liberal struggle against the old regimes of Europe had barely grazed the Third World, and when that movement expired during World War I, the only radical force that remained to motivate rebellions against the established feudal order was Marxism and other forms of socialism. Marxists gained in strength during the 1920s throughout Latin America. When the depression hit, the economies of Central America were battered by falling export prices, and rebellions, led largely by Marxists, erupted throughout the region. In El Salvador, a mass uprising in the early 1930s was headed by Augustín Farabundo Martí, a founder of the Central American Socialist Party and later a prominent communist. It was brutally put down by government troops, who murdered some 30,000 people. Such acts of violence insured “stability”—which is to

say, the continued rule of a feudal oligarchy that was not seriously challenged again until the advances of the Christian Democrats, Social Democrats, and Marxists in the 1960s and 1970s. And intervention by the United States in Central America continued, too. When it was not involved in direct military actions, the United States intervened indirectly through such agencies as the International Monetary Fund, the World Bank, the U.S. Agency for International Development, the InterAmerican Development Bank, and the Alliance for Progress, as well as various forms of military assistance, including the training of Salvadoran troops.

The tragedy of El Salvador, then, is twofold. On the one hand, like much of Latin America, it is ruled by a corrupt and oppressive oligarchy that dominates the government and military, and uses them to suppress its opponents, even by mass killings. This authoritarianism is supported, when need be, by the United States, which has occasionally supported limited “reforms,” but nevertheless sees these remnants of feudalism as preferable to the establishment of Marxist or socialist states. But the second tragedy of El Salvador is not so often remarked: It is that the major opposition to this authoritarianism is a movement of radical socialists and Marxists that, if it succeeds in overthrowing the oligarchy, is likely to be no less oppressive of individual liberty and human rights.

WHEN RONALD REAGAN assumed office, and latched on to El Salvador as a supposed “textbook case of communist subversion” and the initial test of his revival of the Cold War, he and Secretary of State Alexander Haig threw down the gauntlet to the American left. By early 1981 the Salvadoran moderates who had joined the junta that overthrew General Carlos Humberto Romero in 1979 had virtually all resigned in protest against the continued dominance of political life by the oligarchy and the military. Half-hearted and sometimes wrongheaded “reforms,” including the nationalization of the export and banking industries

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