Mr. PATMAN. Fine. Be sure and do that.

What percentage of sales do you get when you conduct these seminars? In other words, if you have a hundred people attending a seminar, what percentage of those people buy the ABC plan, based on your past experience?

Mr. HAYES. This would, of course, be a question of how many people wish to become members.

Mr. PATMAN. That is right.

Mr. HAYES. And it would be very difficult for me to——

Mr. PATMAN. Based on your past experience, about how many? Would half of them or a quarter, 25 percent?

Mr. HAYES. I think rather a high percentage.

Mr. PATMAN. Ninety percent?

Mr. HAYES. I hesitate to state a specific percent.

Mr. PATMAN. Ninety percent.

Mr. HAYES. I think so.

Mr. PATMAN. And do they all pay $10,500?

Mr. HAYES. No.

Mr. PATMAN. Some of them pay a smaller amount?

Mr. HAYES. Correct.

Mr. PATMAN. For the five types of service?

Mr. HAYES. Various types of membership; yes, sir.

Mr. PATMAN. I have here a copy of ABC course material which has been used in California to recruit applicants for membership in ABC. I shall comment on it, first place it in the record, and then comment on it.

(See exhibit No. 3, appendix p. 946.)

Mr. PATMAN. The exhibit 1, the primary purpose of Americans Building Constitutionally, this, of course, is probably 50 or 60 pages or more, and certainly I shall not attempt to read it, but I do want to just bring out some important facts.

Mr. RAY. Mr. Chairman, may I ask if that has the ABC copyright on it?

Mr. PATMAN. Yes, it has, but it does not mean a thing. It does not mean a thing at all.

Mr. RAY. Is that Mr. Douglas Fay's presentation of ABC's?

Mr. PATMAN. ABC and it's copyrighted by ABC, but it does not mean anything to this committee. We are going to put it right in the record.

First I will read this statement here. That selling material that I have just put in the record contains as gross a piece of misrepresentation as has ever been conjured up. For example, you have taken material out of our studies, this committee's studies, and created the impression that I approve and the other members of the committee approve of the abuses of the tax-exempt privilege.

I shall not take the time to go into all of those misrepresentations, but I shall give you one example. On page 2, under item A–2, you quote our 1962 study as follows:

> So substantial parts of the great fortunes of those who have profited by the enormous expansion of American industry have found their way into tax-exempt foundations. These foundations have already passed and will continue to pass—by right of inheritance—to the control of heirs or their trustees. This enables a few individuals to control ever-increasing tax-exempt wealth.