

NEWSLINE

WE'RE GOING ONLINE

Due to the fellowship's repeated requests for us to wake up and smell the nineties, we've finally made the decision to proceed with setting up a home page on the world wide web. We expect it to be in place by the end of January 1996.

Actually, we have nothing against making use of electronic technology. We completely agree that NA's World Service Office should be keeping up with this technology. However, in our organization, all possible pitfalls and benefits must be researched and measured before we are able to proceed with any new venture.

The World Service Office is, by nature of who we serve, more than just a business making decisions purely for financial or "business-sense" reasons. We operate like a business in many ways, but we are always conscious of our greater responsibility. For instance, it would be completely unacceptable, if we were in business for profit, to spend \$100 to ship free literature to a developing NA community. But because of who we are, we often do just that.

In every decision, we have to weigh projected costs against projected benefit to addicts. We have to consider possible negative consequences to the fellowship, and eliminate or allow for those before we begin. If our decision is about something we have limited experience with, we have to do research, often seeking the opinion of experts, before going ahead. And because our reason for existence as an office is to provide service, we always have to carefully assess how far a new project may stretch our capacity to serve.

Our decision to set up a home page was no exception to any of this. We wanted to design an interesting home page. We had to find out how to get a Web site. We had to carefully gauge the time that staff would devote to monitoring it, counting site visits, and updating information. We had to assure ourselves that we had or could make time for that.

We also have to decide if we will be able to handle incoming e-mail. In this case, we have postponed for the time being a decision about having an e-mail "hot button" on our home page. The reason why we cannot decide is

pretty simple. We guessed at the expected volume, based on our knowledge of the NA fellowship, and by comparing the number of daily posts to the two or three NA recovery/service electronic forums already in existence on the Net. Often, there are more than a hundred posts on each forum per day. Given the amount of employees we currently have, we would be hard pressed to answer each piece of mail, even if we received only half that.

But perhaps weighing even more heavily in thinking about how to handle electronic mail is our belief that the *instant* nature of electronic communication could become a real problem, given the typical concerns of our fellowship. For instance, we receive a great many letters each day that require a lot of thought, sometimes consultation with others, and a carefully worded reply. There is no way we can just "wing off" a half-baked response to the majority of questions and requests we receive. In addition, it is imperative that we keep paper copies of both incoming and outgoing mail for several years.

If we do decide to provide an e-mail address, we will probably have to do it with the stipulation that it will be handled in the same flow as other incoming mail. We will keep you posted as we continue to consider this, and we invite your input.

We're very excited that Narcotics Anonymous will soon have a home page. Our online members will be able to get the latest information about new products, new translations, etc. This will be especially helpful for non-US

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Copy and distribute the *Newsline* as widely as possible, or order a free subscription.

Care to comment? Write *WSO Newsline*, Box 9999, Van Nuys CA 91409 USA, or call (818) 773-9999.

literature in their own language. Professionals looking for a place that can help addicts will be able to find out all about us at the touch of a button.

We'll notify you in the *Newsline*, *The NA Way*, and other publications, of our location on the world wide web as soon as we're set up.

What exactly is a home page?

It is like an e-mail address, which is a place on the Net where people can find you. An e-mail address works like a mail box. A home page is more like your living room, a place people can visit you and find out more about you. Home pages typically include information about the person or organization whose site it is. Various bits of information are accessed by clicking your computer's mouse on "hot buttons" that appear on the computer's monitor. There are often many screens to choose, the first one usually listing general information, others more specific or detailed information.

The Fellowship Intellectual Property Trust and electronic media

The WSO board and executive management are aware that many of our members want to have recovery material online. *On the advice of its intellectual property attorneys, the board must refuse to give permission to post NA literature on the Internet.* At this time, no assurance exists that NA's literature and trademarks are protected from copyright infringement on the Internet. The board is keeping track of the progress of a number of legal cases that involve copyright infringement and the electronic media. If the outcome of these cases results in the board being certain that NA's intellectual property is safe in the electronic media, the board will revisit its decision.

A REPORT ON THE OFFICE/CONVENTION WORKSHOP IN PHILADELPHIA

A combined office/convention workshop was held in Philadelphia, Pennsylvania, from 11-13 July 1995. Twenty-six service offices were represented, and more than fifty people were in attendance specifically for the convention portion of the workshop.

Those in attendance learned about what a service office could be and should be, compliance with federal laws, and the appropriate relationship between offices and service committees. It was noted that the relationship between an office and service committee should always be clearly defined in the organization's bylaws. Everyone was encouraged to obtain a copy of the *Guidebook for Directors of Nonprofit Corporations*, published by the American Bar Association. Copies can be ordered by writing to Publications Planning & Marketing, American Bar Association, 750 North Lake Shore Drive, Chicago, IL 60611. WSO executive management and WSO board members shared their experience with developing mission

statements and business plans, emphasizing that developing such tools was essential.

Conventions experience many of the same problems as offices, so the combined focus of this workshop turned out to be very sensible. A great deal of the discussion centered on how to inform and help everyone understand issues of responsibility and accountability at area and regional conventions, and how the Twelve Traditions and Twelve Concepts are applied. This portion of the workshop also emphasized the importance of legal compliance, strategic planning, and developing mission statements.

BRANCH OFFICES

Change in European Branch Office Operations

At the board's August meeting, the European Branch Office Committee was disbanded. The WSO board decided that obtaining input about the operations of the European branch of WSO could be better accomplished by another method. Another decision involving WSO-E was to eliminate the secretarial support that had been provided to the European Delegates Meeting as it was not consistent with the level of support provided to other zonal forums. In other words, no other zonal forum gets secretarial support from WSO staff, so it seemed unfair to provide it to EDM. The office manager is in the final stages of developing a plan that will reduce the operating costs of WSO-E by thirty-five to forty percent.

WSO-Canada

The branch office in Canada has enjoyed smooth operations over the past few years. The board was recently notified that Brian, the office's sole employee, would be resigning due to a relocation. Bob Stewart, the WSO manager responsible for the Canadian branch office, traveled to WSO-Canada to interview the applicants for the open part-time position. A replacement and a backup have been selected and have begun orientation and training.

NA VISITS AA IN NEW YORK

Three WSO staff members recently visited the Alcoholics Anonymous General Service Office in New York. The visit was mostly for the purpose of exchanging information about issues we have in common, and to gain some insight into ways AA has dealt with problems we are now facing. These problems are related to such things as literature distribution, licensing agreements, service structure, translations, copyrights and trademarks, group registrations, setting up archives, and integrating new technology.

One topic we had considerable discussion about was the difference between the service structures of our two fellowships. AA's early development established a course that emphasized autonomy for literature and groups outside North America, while NA has emphasized unity in

these areas, no matter where on the globe they're located. AA's staff was as curious about our structure as we were about theirs. Each path of development seemed to have its advantages and disadvantages.

One of the areas we researched that seems to have the most potential for our use is group services, particularly group registrations. AA commits a significant amount of its resources to keeping updating information about their registered groups and trusted servants (about forty-seven percent of its service expense for 1994, which was approximately \$5.3 million).

PRODUCT INFORMATION

Items removed from inventory

Several items will no longer be available from WSO. These are:

The separately sold H&I Handbook and the H&I supplemental tape These items were to be sold separately for only one year after the supplemental tape was approved at WSC'93. WSO will of course continue to sell the handbook and tape set.

International meeting directories

One- and three-pocket literature racks

Just for Today individual group reading card This will still be sold as part of the group reading card set.

Twelve Traditions individual group reading card This will still be sold as part of the group reading card set.

ASC/RSC Check Register

Group/Area Contribution Form

Audio and Visual PSAs and supplementary material

These will still be sold on a special-order basis until current stock is depleted.

Speaker tapes and tape review

The board will ask participants at WSC'96 to allow

WSO to get out of the speaker tape business. It has become apparent from a combination of poor tape sales at WSO, communication from members who buy speaker tapes at conventions, and taping companies who serve conventions that WSO is not considered the primary source for speaker tapes. The board will develop information for members who speak at conventions and convention committees about how to address ownership rights with taping companies.

WORLD CONVENTION UPDATE

The world convention in Paris was a huge success! More than 3,000 addicts from twenty countries attended, which far exceeded our expectations.

All of the events—boat cruise, chateau party, dinner—were completely sold out and had one-hundred percent attendance. The convention was featured in a flattering story in the Paris daily paper, and members of the World Convention Corporation were interviewed for the BBC. The World Convention Corporation wants to acknowledge the host committee and the fellowship in Paris for their unselfish commitment and hard work that made the twenty-fifth world convention in Paris a great success.

The twenty-sixth world convention will be held in St. Louis, Missouri, from 28 August to 1 September 1996. This will be the final world convention held under the one-year rotation plan. The world convention will begin a two-year rotation beginning with the 1998 world convention. A host committee has been formed in St. Louis. Flyers will be available to the fellowship in early January.

San Jose, California, located in the Northern California Region, has been selected as the site for WCNA-27, which will be held over Labor Day Weekend in 1998.

Site selection schedules for WCNA-28, 29, and 30 are now being prepared. Cities being considered for WCNA-28 in the year 2000 include Panama City, Panama; Cartagena, Colombia; Rio de Janeiro, Brazil; Buenos Aires, Argentina; and Lima, Peru.

Cities being considered for WCNA-29 in the year 2002 include Montreal, Canada; and the US cities of Boston, New York, Philadelphia, Pittsburgh, Baltimore, Washington DC, Charlotte, Atlanta, Miami Beach, and Orlando.

In 2003, we will hold a special world convention to celebrate the fiftieth birthday of Narcotics Anonymous. The convention will take place in Southern California. At present, the convention corporation is negotiating with the cities of Anaheim and San Diego. Projected dates for the convention are 21-24 August if the convention is held in Anaheim, and 3-6 July if the convention is held in San Diego.

WSO FINANCIAL SUMMARY

PERIOD	SALES	EXPENSE	NET
January 1995	\$816,452	(543,477)	272,975
February 1995	\$425,490	(381,031)	44,460
March 1995	\$344,972	(438,554)	(93,582)
April 1995	\$615,164	(563,665)	51,499
May 1995	\$420,803	(330,517)	90,285
June 1995	\$631,992	(644,215)	(12,223)
July 1995	\$415,544	(438,791)	(23,248)
TOTAL YTD 1995	\$3,670,417	(3,340,251)	330,166
MONTHLY AVG.'S	SALES	EXPENSE	NET
1995 avg. YTD	\$524,345	(477,179)	47,167
1994 avg. months	\$472,048	(458,475)	13,573
1993 avg. months	\$458,917	(434,239)	24,678
1992 avg. months	\$406,237	(396,044)	10,193
1991 avg. months	\$357,328	(378,230)	(20,902)
1990 avg. months	\$370,665	(401,011)	(30,346)
1989 avg. months	\$430,504	(418,339)	12,165
1988 avg. months	\$358,694	(345,069)	13,625
1987 avg. months	\$278,405	(266,618)	11,787
1986 avg. months	\$217,415	(201,148)	16,267
1985 avg. months	\$138,265	(128,124)	10,141
1984 avg. months	\$69,126	(50,687)	18,439

Figures reflect combined WSO-Van Nuys, Canada, and Europe income statements for respective periods. "Sales" shows undiscounted total income plus other income. Discounts are included in the figures totaled in the "expense" column. 1992 and 1993 Canada and Europe data were converted into USA dollars each month at rates reflecting market conditions at the time accounts were closed. The 1994 figures are adjusted to reflect actual year-end closing figures.

WORLD CALENDAR

CANADA

British Columbia: 31 Dec. 1995; Lower Mainland Multi-Area presents "The Traditions Continue" New Year's Eve Dinner & Dance; info: (604) 522-6561 or (604) 271-8034 or (604) 294-3458; FVASC, PO Box 576, Surrey, British Columbia, Canada V3T 5B7

2) 22-24 Mar. 1996; South Vancouver Island Area Convention; Victoria; info: (604) 479-1682; SVIACNA, PO Box 8284, Victoria, British Columbia, Canada V8W 3R9

Manitoba: 7-9 June 1996; Winnipeg Area Convention; Robert A. Stein Community Center, Winnipeg; info: (204) 586-4432 or (204) 774-5991; WACCNA, Box 25173, 1650 Main Street, Wpg. MB, Canada R2V 4C8

Quebec: 5-7 Apr. 1996; 7th Quebec City Area Convention; Quebec Hilton; rsvns: (800) 447-2411; info: (418) 649-8865; Quebec City Area, 83 De L'Espina, Quebec City, Quebec, Canada O1L 2H3

INDIA

West Bengal: 12-14 Jan. 1996; First Calcutta Area Convention; Kishore Bharati Kirirangen, Jadavpur, Santoshpur, Calcutta; info. please address fax to Sunil J. 0091-033-294948; NA Calcutta, PO Box 16105, Calcutta 700 017 India

Maharashtra: 26-28 Jan. 1996; 4th Bombay Area Convention; St. Xavier's Villa, Khandala; info. (0091) 22-627-1904 or (0091) 22-642-6520; fax (0091) 22-605-0460; BACNA, PO Box 16489, Mahim, Bombay 400 016 India

PHILIPPINES

Manila: 12-14 Jan. 1996; 1st Philippines Regional Convention; Manila; info. address fax to Tata 632-8100279; Convention, PO Box 8535, Dasmariñas Village, Makati, Metro Manila, Philippines

PORTUGAL

Lourinha: 30 Nov. - 2 Dec. 1995; Lourinha Area Convention; Turístico Hoteliero do Estoril; info: (011) 01-4431130; CANLNA, Apartado 1118, Parede, Portugal

UNITED KINGDOM

Greater London: 12-14 Apr. 1996; 7th Annual London Convention; London, England; info: 0171-538-0422; fax: 0171-515-5300

UNITED STATES

California: 31 Dec. 1995; The Southern California Region presents "A New Year's Eve Extravaganza"; Burbank Hilton, Burbank; rsvns: (800) HILTONS; info: (818) 242-9127 or (310) 928-6361; SCRACNA, 1935 South Myrtle, Monrovia, CA 91016

2) 26-28 Jan. 1996; 1st San Fernando Valley Area Convention; Burbank; rsvns: (800) 840-6540; info: (818) 753-5395

3) 9-11 Feb. 1996; 4th Central California Regional Convention; Doubletree Inn, Ventura; rsvns: (805) 643-6000; info: (805) 486-3373; CCRCNA-4, PO Box 281, Somis, CA 93066

4) 5-7 Apr. 1996; So. California Regional Spring Gathering; Manhattan Beach Radisson Hotel; rsvns: (800) 333-3333; info: (310) 693-5110 or (714) 638-5898; Spring Gathering, PO Box 2543, Orange, CA 92669

Connecticut: 5-7 Jan. 1996; Connecticut Regional Convention; Stamford Sheraton, Stamford; info: CRCNA, Box 6462, Hamden, CT 06517

Florida: 31 Dec. 1995; South Dade Area New Year's Eve Dance; info: (305) 826-0674

2) 29-31 Mar. 1996; Florida Spring Service Break; info: (407) 735-0601

Georgia: 12-14 Jan. 1996; Peace in Recovery 8; Augusta; info: (706) 796-2964 or (706) 733-2383; CSRA, PO Box 15863, Augusta, GA 30914

2) 15-18 Feb. 1996; Georgia Regional Convention; Crowne Plaza Ravinia Hotel, Atlanta; rsvns: (770) 395-7700 or (800) HOLIDAY; info: (770) 787-7834 or (770) 267-5546; GRCNA, Box 1653, Monroe, GA 30655

Idaho: 12-14 Apr. 1996; 7th Southern Idaho Regional Convention; Holiday Inn, Pocatello; rsvns: (800) 465-4329 or (208) 237-1400; info: (208) 236-8954; SIRCNA-7, PO Box 4342, Pocatello, ID 83201

Illinois: 2-4 Feb. 1996; The Greater Illinois Region Presents Rock River Convention; Holiday, South Beloit; rsvns: (815) 389-3481; info: (815) 332-4130 or (815) 963-2454; RRCNA, Box 1891, Rockford, IL 61110

2) 23-25 Feb. 1996; Chicagoland Regional Convention; Sheraton Chicago; info: From 9 am to 5 pm CST call (708) 848-2211, 7 pm to midnight CST call (708) 891-0759; 212 S Marion, Oak Park, IL 60304

Indiana: 29-31 Mar. 1996; Indiana State NA Convention; Fort Wayne Hilton, Fort Wayne; info: ISNAC, PO Box 12047, Fort Wayne, IN 46802

Kansas: 30 Dec. 1995 - 1 Jan. 1996; 2nd United Kansas City Area New Year's Convention; Lenexa Holiday Inn, Lenexa, Kansas; rsvns: (800) 465-4329; info: (816) 363-5368 or (913) 384-0772; UKCANA, PO Box 45105, Kansas City, MO 64171

2) 5-7 Apr. 1996; 13th Mid-America Regional Convention; Ramada Inn, Hutchinson; rsvns: (800) 362-5018; info: (316) 241-6230; MARCNA, PO Box 3926, Topeka, KS 66604

Kentucky: 19-21 Jan. 1996; Louisville Area Convention; The Galt House, Louisville; rsvns: in KY (800) 962-0150, out of KY (800) 626-1814; info: (812) 280-0523; LACNA-6, PO Box 4111, Jeffersonville, IN 47131

2) 4-7 Apr. 1996; Kentuckiana Regional Convention; University Plaza Hotel; rsvns: (502) 745-0088; info: (502) 745-7631; KRCNA, PO Box 556, Bowling Green, KY 42102

Maryland: 29-31 Mar. 1995; 10th Chesapeake Potomac Regional Convention; rsvns: (800) 654-5440; info: (301) 515-9484; CPRCNA, Box 8006, Silver Spring, MD 20907

Massachusetts: 12-14 Jan. 1996; Boston Area Convention; Sheraton Boston; rsvns: (800) 325-3535; info: (617) 427-6367; BACNA, 398 Columbus Ave., Suite 278, Boston, MA 02116

Mississippi: 12-14 Apr. 1996; 14th Mississippi Regional Convention; Lake Tiak-O'Khata, Louisville; rsvns: (601) 773-7853; info: Spirit of Change, PO Box 5660, Brandon, MS 39047

Missouri: 16-18 Feb. 1996; Cabin Fever Prevention Convention; Lodge of the Four Seasons, Lake of the Ozarks; info: (314) 581-5771; Cabin Fever, PO Box 7114, Jefferson City, MO 65109

Nevada: 14-17 Mar. 1996; Las Vegas Convention; Sahara Hotel, Las Vegas; rsvns: (800) 634-6666; info: (702) 656-7909 or (702) 453-3713; SNCC, 4542 East Tropicana, Suite 101, Las Vegas, NV 89121

New Jersey: 30 Dec. - 1 Jan. 1996; 3rd Bergen County Area Convention; Saddle Brook; rsvns: (800) 228-9290; info: (201) 791-7984; BASCNA-3, PO Box 864, Lodi, NJ 07644

2) 23-25 Feb. 1996; 6th Cape/Atlantic Area Convention; Seaview Marriott Country Club; rsvns: (800) 432-8000; info: (609) 863-9156 or (609) 889-2375 or (609) 653-6693; Convention, Box 7386, Atlantic City, NJ 08404

3) 29-31 Mar. 1996; Capital Area Convention; East Windsor; rsvns: (609) 443-8000; info: (609) 882-5692; CASCC, Box 741, Trenton, NJ 08604

New York: 8-10 Mar. 1995; 2nd Rochester Area Convention; Holiday Inn Airport, Rochester; rsvns: (800) 465-4329; info: (716) 467-1234 or (716) 544-0653; RACNA-2, PO Box 458, Rochester, NY 14603

North Carolina: 12-14 Jan. 1996; Western North Carolina Area Convention; Asheville; rsvns: (704) 667-4501; info: (704) 253-8789; WNCANA, 59 Pleasant Ridge Drive, Asheville, NC 28805

2) 16-18 Feb. 1996; Central Carolina Area Convention; Hilton Head Island; info: (803) 798-5408

Oklahoma: 19-21 Jan. 1996; 6th Norman Winter Convention; Norman; info: (405) 366-1807; NWC-6, PO Box 1455, Norman, OK 73070

Pennsylvania: 9-11 Feb. 1996; Mid-Atlantic Regional Learning Conference; Ramada Inn, Harrisburg; rsvns: (717) 234-5021; info: (717) 236-1288; MARLCNA-12, Box 523, Camp Hill, PA 17001

South Carolina: 16-18 February 1996; Central Carolina Area Convention; Hilton Head Island; rsvns: (800) ISLAND1 or (803) 842-4402; info: (803) 798-5408; CCACNA, Box 23534, Columbia, SC 29224

Texas: 23-25 Feb. 1996; TACNA; info: (903) 547-3092 or (903) 793-3421

2) 5-7 Apr. 1996; 11th Lone Star Regional Convention; Dallas/Ft. Worth Airport Hyatt; rsvns: (214) 453-1234; info: (214) 245-8972 or (800) 747-8972; LRSO, 1510 Randolph #205, Carrollton, TX 75006

Utah: 31 Dec. 1995; United Wasatch Area Presents Utah Regional New Year's Eve Bash; info: (801) 265-0856

2) 8-10 Mar. 1996; 3rd Northern Utah Area Convention; Holiday Inn, Ogden; info: NUACNA, PO Box 242, Ogden, UT 84401

Virginia: 5-7 Jan. 1996; 14th Annual Virginia Convention; Holiday Inn, Hampton; rsvns: (800) 842-9370 or (804) 838-0200; info: (804) 877-4921; AVCNA-14, PO Box 1449, Hampton, VA 23661



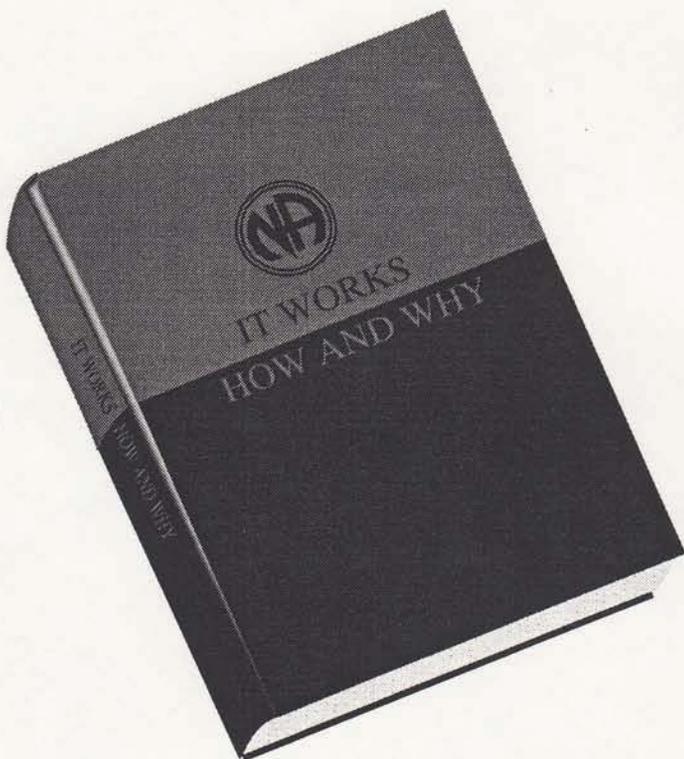
PRODUCT INFORMATION UPDATE



1996 PRICE INCREASE

BEGINNING JANUARY 1, 1996, THERE WILL BE A GENERAL 5% PRICE INCREASE ON MOST PRODUCTS. AN UPDATED CATALOG WILL BE FOWARDED TO YOU INDICATING THE SPECIFIC PRICE CHANGES.

STARTING IN 1996, THE CREDIT AND SALES PAYMENT TERMS OUTLINED IN OUR SALES POLICY WILL BE STRICTLY ENFORCED.

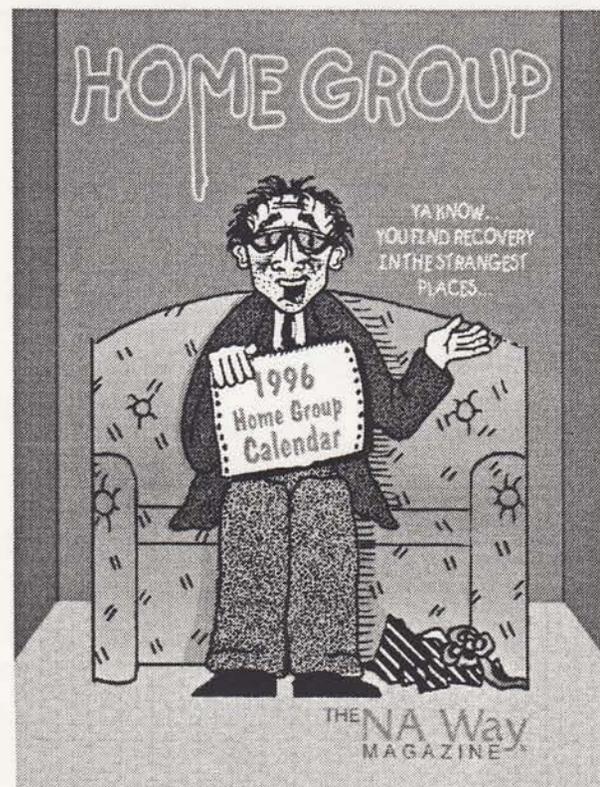


SOFTCOVER *IT WORKS: HOW AND WHY* NOW AVAILABLE

We recently introduced into our product line a softcover version of *It Works: How and Why* (Item #1143). It is in stock and ready for sale. The price is \$6.60. As of January 1st — due to the upcoming price increase — the price will be \$6.90.

LAST PRINTING OF THE HOME GROUP CALENDAR

The NA Way's Home Group Calendar for 1996 is available for purchase. The twelve month calendar featuring Slugg is in it's final printing: after 1996 the calendar will be discontinued. The price of the calendar (Item #9405) is \$6.25



THE NA Way
MAGAZINE