

The Essential Us, Politics, The System And Class

V.2026.7 Sept 2026

***The key issues in public life –
how we relate in politics and
producing the wealth.
What's wrong with it and how
to put it right, worldwide.***

***'The Micro-Summary'
and the main
'Essential UsPol'.
Thoroughly reworked,
this version, Sept 2026.***

***With the graphic
'The Business System, Not Capitalism', p.27',
'It's Our Money Not Theirs,' p.47
and 'What's In The Full Work', p.56***

Starting with The Micro-summary

We're in a state about politics. It's because we don't base politics on 'the system' – how some people run businesses, producing goods and services, industrially, employing multiple staff; and trade in free markets; and the economic classes this system produces. We need to persuade each other to base all political views and discussions on it...

People think political parties and governments run the country. But they don't run the business and work relationships where we make our living and some get wealthy. These key relationships are mostly left to run as free markets. And the point of free markets is that governments don't control them.

Conservatives claim free markets mean everyone is free to run a business, so anyone can 'make it'. So the extreme differences in power and wealth are fair. But that's a fantastical view. It's not how the world works. High-volume mass production (industrialism) in making goods and providing services is more efficient than small. So, with trade being in free markets, high-volume producers constantly drive out small ones. So most production and work comes to be done in a smallish number of large operations, collectively, owned and run by a small minority, business people. Not with everybody producing and trading as independent individuals.

They've Got All The Rest - How the most important free market, the one in jobs and people,

operates, is ignored. With volume production meaning multiple-staffing in most businesses, even small ones, they can keep their operation going without any one particular worker because even without them, they've got all the rest working and producing.

Where Their Wealth Comes From
That means they can trade harshly over pay and conditions with each separate worker. And can sell their work for more than they pay them. And that's where their wealth comes from - through unequal power and control of the work process. Even though they might be enterprising and able and deserve more than most of the rest for what they do, that's where it comes from.

Even small businesses, with multiple staff, run more industrially than individual traders, so all business people are making money collectively, not as individuals. With many staff, they get wealthy more from the work they do, collectively, than from what they themselves do.

The conservative claim that this is all about individual rights and freedom is ludicrous. But with it being widely accepted, it gives legitimacy to the freedoms and wealth accumulation of business people who actually operate collectively, with multiple staff, in companies and corporations.

Business people's activity is the economy, they run most of it, not governments. They are a class, the business class. That gives them the

inbuilt political power to drastically limit the things a progressive government can do.

And they use the wealth they take from running the system to actively promote politics that favours them. Business people of all sizes, down to the smallest, organise and support conservative parties and media and pressurise progressive parties. By making business freedom in free markets the dominant political view they protect their power over everyone else in the work process.

So the political parties are not just different teams of public-minded managers, just claiming to be the ones who can most competently 'run the country' or 'the system' for everyone's benefit, as many people see them. They come from the

system, from people in it organising to protect their partisan roles and interests in it.

The key process where interests are different is where we produce goods and services and create wealth and make our living. The business class dominate the rest because they put more into looking out for their interests than the majority do, who are mostly workers. Workers don't get what they want from work or from politics because they don't even identify themselves as the economic class – the employed class - that they absolutely are, and mostly don't organise as such, at work or in progressive politics.

We need a clear view of the system, these basic political and trading relationships, as a

foundation for discussing politics. The works that make up 'Us, Politics, The System And Class' provide it. Then the employed class need to put their relationships with the business class – at work, and in the politics of taxation and provision of public services – at the centre of political debate.

(End of Micro-summary)

The Main 'Essential UsPol'

That was the Micro-Summary. This next 'Essential UsPol' is an earlier, longer summary. It covers the same topics so some of it appears as repetition. But it is in more depth and, covering fundamental things that are ignored, worth reading again.

The Essential UsPol, First Take

Us And Politics

All across the world, people think they're not getting what they are entitled to. And that there's a lot wrong with public life. They are having a hard time making a living and getting basic needs. Public services aren't good enough. They look to 'politicians', political parties and governments to put all this right, to provide for or enable their needs. And political parties and governments claim they can and will. But people think they let them down.

In response, some give up on thinking about politics and base their views on just feelings, like whether or not they like or don't like particular leading politicians. Some blame and are hostile towards people cast as outsiders, including fellow-citizens,

for no good reason, and turn to misleading nationalism and nasty populists. Many or most distrust politics. Some turn to daft conspiracy theories. And we are even wrecking our own habitat.

This is all because we don't have a clear view of basic political and trading relationships. Of how we relate and work together in politics and the economic system. We need one, and to base political thinking, debate and our own actions on it, and for people to get what they are need and are entitled to. One that exposes the nonsense of the dominant conservative world view.

Politics And The System

People expect politics and government to run everything for us. But our biggest need is to make a living, and most do it in relationships

separate from politics - in business and everyday work, producing and selling goods and services, mostly done in free markets, in the economic system. That's where we get the money to meet our essential needs - for housing, clothes, food, wi-fi. It's where we make our living and some get wealthy.

And political parties and governments don't control all that. So they only have a limited role in people getting what they most need, through whatever public support and services progressive parties achieve against conservative opposition. So as well as looking at how we relate in politics, everyone needs to look beneath politics and government at how we operate and relate in different roles and groups in the underlying economic system. And since we only have flimsy

relationships in politics, it diverts us from these basics of society and wealth and power. (More about that in The Twenty Minute Read).

How We Think About Politics And The System

Do you think about this - how we relate and trade together in politics, business, production, and work? About 'the system'?

Do political activists and commentators? And do ordinary citizens? The answer is no, isn't it? Or not much.

*For many, debate about the system is limited to brief, broad-brush comments on 'capitalism' or 'socialism' or 'communism', maybe in conversation at social events. But even before any more organised discussion of our views on these, we need to establish what **actually goes***

on, outside our heads. To establish what we actually do. To base politics not on abstract discussions of ideal social systems, the 'isms', but on what actually is - on how politics, public services, the economy; markets, business, workers, class, jobs; unions, income, wealth generation and distribution, poverty, opportunity; media, identities, racism, nationality - all actually work. On where we are. On the facts of how we relate to each other in politics and how we trade together in producing wealth and allocating it. To develop an observable, demonstrable, view of all that, a framework that people can agree on, and base political debate on it.

To do that, put aside the talk of left, right, capitalism, socialism, conservatism and communism and of Thatcher, Reagan, Rayn, Hayek and

Marx. And put aside politics based just on people's political views and simple feelings.

Argue that the system of trades we make every day is the basis of society, not politics and the state. Our relationships in making goods, providing services, and selling them, to make our living or get wealthy - business, trade and work. It's 'the economy', **then** politics. By expecting politics to sort everything, people actually get diverted from this. So we need to persuade people of our need to understand how we trade with each other outside politics and how politics is built on top of this.

With this clear understanding of what **is**, **then** talk about how society **should** be - about political change for fairness, dignity, security, support, equality and preserving our

environment. To meet this need, Us, Politics, The System And Class explains the system, from everyone's everyday experience, from how you are involved. It will help you think and talk about where we are and what to do.

But everybody takes how we relate in politics and how we trade with each other for granted, ignore it and, instead, flail about, arguing about single issues, the wrong issues, blaming innocent people and each other, and supporting the wrong people. So we get some ordinary people, workers, making things worse for themselves by voting conservatives, hostile to their interests and those of their relatives, workmates, friends and neighbours, into government; deserting progressive parties that do try to look after them, for not

doing enough; or turning to malicious mavericks who divert them from tackling those who are responsible, the business class, into attacking each other, often over colour or personal things; turning off from politics; getting angry about politics and with each other over politics; and, in making their living, the business class bossing and mis-treating them and cornering huge wealth from their work.

People see the various parties as all aiming to 'run the country' as if they control it, for the public good, in everyone's best interests, as if they are just different management teams. But politicians don't make the system and don't simply run it, as if from above. It's the other way round – governments, public services and

law come **from** the system, from groups in it organising politically, in parties, to protect their role and interests in it. And they usually conflict with the interests of other groups.

The System - Volume Production - 'Industrialism' - in Free Markets

We call 'the system' the economy, free markets or capitalism. But they sound like self-existing 'things', outside and above us. And they don't say anything about the core activities - everyday business, work and trade. (Property is important but can be only about storage and transfer of wealth). And it's not really a system, not laid down anywhere, just the established customs of buying and selling, of contract law.

The big issue is who gets what, isn't it? To understand that, we have to understand how we relate where wealth is created, in the production process, the work process. That is more important than free markets in goods and services, or property. It includes, importantly, but hugely neglected, free markets in jobs.

*High-volume production of goods and services dominates how we live. Industrialism is the usual term. It can seem to mean just the manufacture of goods in factories but high-volume, large-scale operations dominate services too. We do talk of 'service industries' and 'the chains.' But we need the language to put how it works at the centre of politics. Maybe say 'mass production, of goods and services'? 'High-volume production of goods and services'? Or 'large-scale.' Or just 'volume.' **But***

whatever we call it, we have to get to grips with the industrial revolution. We've had over 250 years to do it.

Volume production and trade in free markets is more efficient than small-volume and relentlessly displaces most of it. It leads inevitably to larger businesses displacing small ones. And that inevitably leads to a small number of business people dominating work and wealth. And they usually use their power for their own benefit and against everyone else's.

And from high-volume production we get large workforces. Volume production includes small businesses, because small businesses are crucially different from individual traders in having many staff, which

determines how the key job relationship works, as explained below. So it is **collective**. Individual 'sole traders' are a small minority compared to how most people work, in 'jobs', for 'bosses.' It means the conservative stress on 'the individual' is nonsense. More later on that.

Class - Economic Class

The Business Class – Again, it's the inevitable result of volume production in free markets that a small proportion of the population – business people - come to dominate the markets. So a minority, whoever they are, will necessarily own and manage most work. That demolishes the conservative argument 'you can always start a business yourself.' You can, but the efficiency of volume production means most will

inevitably be forced out and have to become workers.

Business people are, and run, the economy. That distinctive, hugely important role, makes them a class. It is key to ordinary people and progressives getting anywhere to recognise them as one, the business class. And it's the whole business class, all believing strongly in business people's rights, that achieves the wide political acceptance of their rights in politics, which is our main problem. Talking only of billionaires, 'the corporations', 'oligarchs' or 'the'1%' obscures how it's the whole class who promote business people's rights in conservative political argument, and legitimise, give political cover, to the biggest ones.

The Employed Class - And most of the rest can only get work by working for them, or for public bodies. You can see it in how much people talk of themselves or others 'getting a job'. We have to call this majority a class too and define it by their vital, definite, unarguable role in the system, as workers. 'The working class' is corrupted by narrow usage. The worker class? **But it has to unarguably include people who need jobs who are 'white-collar' workers.** 'Working people'? The employee class?

I'm thinking 'The Employed Class'. What do you think? A full discussion of economic class is at pages 111 to 135 of the full work.

From all that you can easily point out to others that there is a class who run most production of wealth

through control of the work process. And that with volume production such a class develops inevitably. And that the other main class will be, inevitably, the employed class.

Us And Wealth And Wages – Producing The Wealth

We create wealth by producing goods and services. But all that is discussed is how they are either sold, in free markets, or provided, by public bodies. Nobody talks about how we work together producing them. The work process is the central activity in human life but everyone takes how we do it for granted.

The Power Relationship In The Work Process

Here is how it works - with volume production, employers have multiple-staffed workforces. Where

they trade with them each trading as an individual, they have so many they can easily do without any one. Because they've got all the rest still working. They can say, and they do, 'There's the door if you don't like it', because They've Got All The Rest still working. This is why workers are weaker than employers. It's not 'Well that's your opinion' or 'point of view' - as even a Trumper said about it - 'Right - it's just the arithmetic'. Meaning, numerical fact, not opinion.

(It's the biggest 'bad trade deal' affecting American workers and Trump is on the business class's side in it.)

Allocating The Wealth

The business class use that advantage to allocate themselves huge wealth from what we produce

in the work process. They justify it with well-worn arguments about ability, risk and hard work. These are valid arguments. But they get their wealth not so much from them but from that key power advantage they have in the trading relationship with the employed class, from volume-production and large-workforces - They've Got All The Rest.

With this power over staff, business people sell their work for one amount, pay them less, and keep the difference. That's how they get wealthy, not just from their own ability and effort. This is explained more fully on page 14.

The Business System Not Capitalism

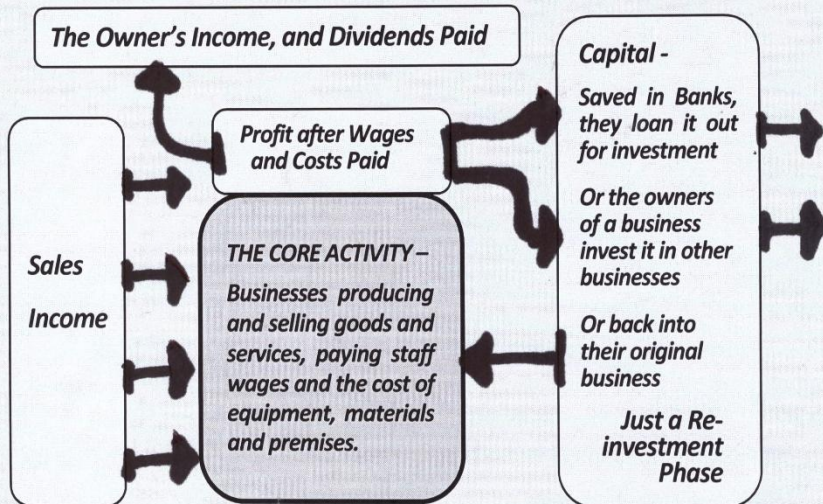
Everyone calls the system 'capitalism'. But the central process is where we produce goods, services, wages and wealth, before capital -

familiar everyday production in business. The everyday work process. 'Capitalism; obscures and mystifies this process, and obscures the business class. 'Capitalism' is just where business people re-invest the surplus money they accumulate from the more important work process. It's a supplementary process to the main activity, not the core process. That's normal business, production and selling. So call the economy 'the business system', not 'capitalism'.

See the diagram, next page...

Business System, Not Capitalism

To tackle conservatism, the dominant ideology, we need to point people past politics and at the system. Most call it capitalism. That makes it sound like an obscure thing-in-itself, outside human agency. And capital isn't the core of the system. What is, is ordinary everyday business activity - business people, using us as workers, organising the production of goods and services and selling them in free markets. *Capital* is just the surplus money created in the business system, *capitalism* just the re-cycling of it, just a development phase of the main business system. Here, a graphic to show this...



Business people invest capital in better production methods. This brings constant growth, importantly. But it's not the core of the system. The core is ordinary business, business people producing goods and services, and selling them in free markets.

SO WE SHOULD CALL IT THE BUSINESS SYSTEM, NOT CAPITALISM.

This changes our sense of the system from a remote, mysterious, inaccessible thing, to one easily recognisable in daily experience.

It enables us to see and talk to each other about 'the economy'.

And to identify and name the class who run it, the business class.

And to see how the business system and the business class's power and wealth in it is the central thing to consider in politics.

The Essential UsPol, Second Take - The System - Volume Production - Is Collective, Not Individual

Conservatives push the view that their class and the rest of us trade as individuals in the system and so are equal. It's fantasy – it doesn't match what is. It's not true of their class, the business class. From partnerships up to companies to corporations, the business class trade as organisations – collectives. So do public agencies. And it's not true of us, the employed class. Because in this volume-production, industrialised world, including service industries and public services, not many are independent, self-employed traders with a number of customers. With volume production you get mostly multiple-staff workforces. So most people, the employed class, work co-operatively, highly collectively, with tens,

hundreds, thousands and millions of others, for these collective businesses, Limited Companies, Corporations, and public bodies. In the job deal with these collectives, **they** trade as individuals, but in a different way from independent traders. They work in 'jobs', for 'bosses', on very unequal terms, as shown in ***The Power Relationship In The Work Process***, above.

Some people do believe they can 'make it' on their own, especially in the USA. Sometimes, some can. But the business system usually means most can't. That's when it is stable. Then there's its crises, see the 2008 crash and since. So, not understanding how their suffering is caused by the business system and the business class, they turn for security to vague collective identities like colour and nationality where

nothing is said about how those in the identity group might relate if there were no outsiders, just themselves. No actual policies, just following political leaders who promise salvation through hostility to harmless fellow-citizens, or outsiders, not the business class

The Business Class And Politics

How we trade with each other enables business people, the business class, to dominate everyone else at work and allot themselves obscene wealth. Here's how they dominate politics too.

Even without organising politically, they seriously limit what governments can do, simply because they run the economy. We hear examples every day.

The business system involves people working together so much, is so industrialised - including the service industries - so social, so collective, it's really a public activity. That's why we call it the economy. But it is run privately, by a self-confessed selfish minority, the business class. They run the key activity of us making our living together, intensely inter-connected, and they control the allocation of income and wealth.

They claim that people looking out only for themselves, as individuals (which we don't, really), actually makes it work best for everyone. So they claim this system works best, for everyone, when governments don't regulate it. Conservatives think the government shouldn't govern! It's more nonsense, borne out by the outcome - great inequality of power

and wealth, unfairness, misery, and instability. The business system is dynamic, true. But negatively almost as much as positively and, on balance, dreadful. This - 'laissez-faire' - leave the system alone - is the core belief of conservatism. It obstructs political protection of people in their basic needs, and democratic regulation of the economy. They resist government regulation of the business system as that leaves all the power with their class.

And they do organise politically, mostly in conservative parties. Conservatives represent the business class and are mostly members of it. Being wealthy enough to not need public services, they oppose them and the taxes to pay for them. It's most of them, from the smallest businesses upwards, and not just 'the billionaires' or other sub-sets of the

business class, who create, support and sustain the conservative parties and media, to maintain the dominant political view that business people's freedoms are sacred and can be imposed over worker's rights. They put monsters like Trump and idiots like Johnson in power because whatever else they do, they protect the business class.

The business class aren't all nasty but their competitive system pressures them to be. Exploiting the majority employed class to get great wealth, running the economy, dominating politics and the state - the business class are the ruling class.

But we don't see them as a class. And most people are workers but don't see themselves as the worker class – better employed class - either.

The System Again

It's all because people accept the free-market business system as if it's our natural habitat, like fish accept water. Conservatives get themselves elected into government despite being hostile to most people's interests because everyone just accepts it and they can pose as just 'managing the economy', claim to be working for everyone and, ridiculously, they get away with it.

But progressive parties accept the business system too. So while claiming to 'run the country', all parties actually leave business people to do it and people are mis-treated whichever is in government. As policy by conservatives, reluctantly by progressives. So people, not even recognising that the business class exists, blame politicians as a group

and even call them a class, which they aren't. And then they believe maverick conservative business class activists, posing as 'outsiders', who cast politicians as a ruling elite. But the business class, of which they are members, is the elite. They run the economy and dominate government, the state and politics. All conservatives are of them, including Trump. They divert people from blaming the business class into blaming each other via shallow identities. And into blaming progressive parties, who, by failing to tackle the business system and the business class, enable the view 'They're all as bad as each other.' (They aren't.)

Us, Politics, The System And Class – The Employed Class's Response

***How The Employed Class and Progressives Should
Respond To How Things Are With Politics, The
System, Business Class Power, And The Dominance
Of Conservativism***

As said, we ignore the system, so people don't see how it works and how it enables the business class to dominate, don't even see that the business class exist as a class. So they can't make sense of how they are treated, some say politics is confusing and don't even vote. Many are diverted into phony loyalties like nationalism, and false divisions and daft conspiracy theories.

So, as said, to deal with it all, worldwide, we need a factual framework, a shareable knowledge base, of how we relate in politics and how we trade and work together in

producing wealth and wages in business and jobs. A common understanding of these basics of society to found political opinion and action on. Our own politics, but also other ordinary people's politics. And to relate discussion not just to opinions or attitudes, like left or right, socialist or conservative, but to people's economic role in the system.

*This work, *Us, Politics, The System And Class*, helps to develop this, to show what it is about how we relate that causes our problems, and what we can do about it. It shows how we work together in the system, worldwide, how we co-operate, collectively, intensely, but also antagonistically; how a minority dominate the majority; who they both are; and how the majority employed class can stand up to and*

regulate the business class minority, in the workplaces and in politics. Uniquely, it identifies the basic problems - how employers overpower each worker because they have many others. and that business people are organised, at work as businesses, and in politics; that the rest, mostly workers, are mostly not.

Us and Politics

Some say politics is about opinions - ‘Well, you think that, I think this’. But all the above is not just opinion, is it? We can debate the rights and wrongs but it’s fact, isn’t it? We should base all political debate on it. I do. It works. ***Base political debate and opinion on these facts - the volume-production business system is the basis of our societies, as the big landowner system extracting wealth from tenant***

farmers and peasants was before it (now incorporated into the business system). Refer as often as you can simply to the existence of the business class.

Most people can only find work with business people or state employers and are weak if not unionised. And low unionisation enables the business class to take great wealth out of the production process, enough to also spend on commanding political debate.

We need to get it widely accepted that the main issue in society is this business-class supremacy. That they have it because they organise, at work and in politics. On all political issues, ask 'What's the role of the business class in this?'

Ordinary people don't get what they need because business people

put more into looking out for themselves as business owners, and into political activity as conservatives, than they do. So also say, as often as you can, that the worker majority - defined, by economic role, by how you make your living – in the unequal role of being easily replaced by **All The Rest** – are entitled to organise too, to unionise; that they desperately need to do, and to organise in politics as well - **to match up to the business class at work and in politics, do what they do, and organise. It starts with Identifying with fellow-workers as the employed class and talking to each other about how they relate and organise and build what level of unionisation and political organisation you can.**

In politics, we need to go deeper than every little thing each of us

wants and think about what everybody else wants too, and how to co-ordinate it all. Debate how to vote based on the **facts** of **how trading relationships in the work process determine great unfairness in income and wealth.**

And to go beyond leaders and what they 'are like' or do. Like progressive leaders being too cautious or Trump being what he is. We do need to try to influence political leaders when in office but if they are so wrong, we need to work on how they get there – because of the class issues explained here, and others not covered here.

When people do vote in '**progressive**' parties who aim to govern for all, they can't do enough for people to be convinced to vote them in regularly. That is, one,

because the business class organise the economy, they can't much challenge them; and two, because there's so many relationships in the system, established in so many long-standing laws and institutions, they can't promise much change without a lot more backing from we voters. So it's our fault too – because we accept the system and don't give progressive parties the votes to regulate the business class and their system.

That comes from how our fellow-citizens vote, and that comes from how they see the world and politics. Like, if unhappy with Labour and the Democrat's centrism, recognise that the evidence is, over many elections, that there's not enough fellow-citizens prepared to vote progressive parties into government with anything other than centrist programmes. Last time Labour

offered a radical programme, people even voted in the conservative clown Johnson instead, on the nationalist 'solution' of leaving Britain's biggest market. And accept that the problem with Trump isn't him but the American business class, represented mainly by the Republicans, and those who voted for him or didn't vote for the more civilised Democrats.

So, we need to get fellow-citizens to be more progressive. But it isn't just the party leader's job. Conservatives don't just leave campaigning to their leaders - their independent activists own and run most of the media, campaigning relentlessly. Progressives don't have media power but can counter that by communicating with fellow-voters directly themselves. This work provides material that will help.

See
***How To Talk Politics
With Each Other,***
page 286, in the full work.

The observations made in this work can seem remote from normal political discussion because conservatives convince people that the business system is the only way, they take its relationships for granted, fail to base politics on it, and let conservatives divert them onto lesser issues. But it is a grounded explanation of the essentials that we should base all politics on.

***The 'Ism' That Matters Most –
Volume Production, Industrialism***

In summary - we need to get people to recognise that the work process is the central activity and we do it mainly by volume-production

or industrialism. It started hundreds of years ago with the industrial revolution, is the biggest change in our history, and now dominates human life worldwide. But we've never worked out the power relationships of how we trade with each other, seen how they are unacceptable, and dealt with them. We need to. It's our most pressing task.

*It's not a difficult or academic thing - you can easily observe and explain the relationships in it from how we take part in everyday life. Then see how the economy and politics are built on top of this core factual social process. Only then discuss political views about it all. **The key is to see that there is a business class and how it's their organisation that enables their supremacy, and that to stand up to them we need to***

organise too, as workers, at work and in politics.

The argument to make to business people and conservatives about unionisation is this: you assert business people's right to organise, collectively, in their economic activity, as companies and corporations. The rest of the population, mostly workers, are entitled to organise too.

'Us, Politics, The System And Class' helps you make more sense of politics and our everyday world by explaining the key public relationships, from the daily experience of ordinary working people, and shows how to make them fairer. It will help you talk about them and work and politics - which we need to do.

Next, a stand-alone explanation of probably the biggest issue – the unequal distribution of wealth. There'll be some overlap with the rest of 'The Essential UsPol'.

How It's Our Wealth, Not Theirs

Wealth comes from adding value with work...

Business people spend on premises, materials and equipment.

They spend some more on staff to work on the materials.

The work produces goods or services of greater value than what is spent. That's the point of most business and work activity.

The greater value is set by what they are sold for.

What that is above the original spending is added value.

The equipment and materials can't increase their value themselves. The work done on them does that.

The owners might do some hands-on work, but the bigger the business, the more it's the staff who do most of the work.

The business owners pay staff less than the value their work adds; they charge more for it than they pay them. After paying interest on loans etc, they pocket the rest and call it theirs.

***That's how they make profits.
That's what profits are.***

They can do it because of the inequality in the job relationship – see *The Entitlement to Unionise*, later.

The business economics view is different. They say business people

buy 'the factors of production' - premises, equipment, materials and labour – that's 'costs' - and add the higher, sale price on top as a separate thing. They say profit is from this, from what they add on top.

This is absurd, fatuous, ridiculous. Although there is some trading where sharp operators play the market to make money by just buying and selling things, the non-human 'factors of production' are (mostly) bought in at the going market price and don't increase their own value. The work done on them by staff is what does that.

When they sell at the 'added-on' price, or value, what are they selling? It's still the workforce's original work. Even the 'adding-on' is done by workers, in the Accounts or Sales departments! Likewise, if they buy

equipment and materials for less than the usual market price, and claim that is where some of the profit comes from, that's the work of the workers in Buying.

No - the money is made by the work done on materials, by adding value to them - turning metal and other materials into cars, maybe - and selling them. The staff do that.

They buy the staff's work at one price and sell it at another. If they don't make money out of the staff's work, why do they employ them? To create jobs, as they sometimes claim to be doing? If they sold their work at cost it might be believable.

Is their own work worth all of the added value?

Business people and the rich claim they are entitled to the added value,

seen as profit, because of their enterprise, their taking of responsibility, their managerial talents, the risk of losing money, and their hard work.

They do deserve more but they overdo it. Again, the bigger the business, in our high-volume-production economies, the more the staff do most of the work.

What the business class take for their role – which is central, sure – isn't from some reasonable assessment. It's from the unfair trading relationship they have with the staff in the job deal – see the brief 'The Entitlement To Unionise' below – to take an unjustifiable share of the added value for their own role.

On the 'risk-taking' – it can be high for small businesses but big businesses generally cover losses

with successes. And they all use bankruptcy to evade their debts, meaning suppliers and banks carry much of the risk. And most of the capital they 'risk' was skimmed off workers' earlier work, as shown. And if they do go bust, they just join the rest of us as workers. They claim to be 'self-made' but usually, we staff create most of the value - Jeff Bezos doesn't shift many parcels.

*Higher **taxes** on them is just workers reclaiming what's theirs originally.*

Note - income tax is only part of general taxation. The rich pay less national insurance, the same VAT as everyone else, and capital gains at only standard rate. In the UK. Note 2 - some make money from buying and selling not-easily-manufactured resources like property and even currencies. This is just gaming the

system. The work process is still the root source of wealth.

But their wealth can also be regulated at source, by staff being able to bargain effectively for their fair share. Here is how...

Fair Trade Deals – The Entitlement To Unionise

Most work is industrialised. So most employers have many staff. With the rest working they can get by without any one who leaves, any one they sack, or any one new who wants more than they are prepared to pay. Each is weak in the job deal they make with their employer not because they can replace them from the unemployed but because even without them They've Got All The Rest.

People shouldn't have to make their living on such unfair terms. That's anybody, whatever colour, gender, or nationality. They all have the right to bargain with business people and public sector managers as equals, by unionising.

See www.therighttounionise.org

Note – 'Go somewhere else if you don't like it'? With most work industrialised and most workforces not unionized, there's the same unfair relationship in jobs wherever you go.

Note - the issue explained here is the allocation of money between the owners and all of the staff. That's the big issue and is explained by 'They've Got All The Rest', explained above and in the chart 'The Right To Unionise'. Within a workforce there's the secondary question of variation

between how much each worker contributes and what each should get. It is the very stuff of unionised negotiation - unions negotiate comprehensive Agreements with employers on Pay grades. They are referred to at pages 109, 146, and, in 'The Rich – Are They Worth The Expense?', at page 327.

End of The Essential 'UsPol'

***For more, see, in the full work
at page 363***

***'Why People Should Read 'Us,
Politics, The System And Class'***

'About The Author', page 366

Reviews, page 368

What's In The Full Work
'Bolded' sections are
'The Right To Unionise' sections

*Why This Book and The Big Picture -
Promoting Unionisation -*

*Setting The Scene - Where Is The
National 'We'? - It's A Class Society -
Whoever You Vote For The Business
Class Always Get In -*

***How We
Relate At Work - The Need To Be
Organised - The Entitlement To Be -
Can They Do That? Manager's***

***Power, Contracts, Tribunals - The
Case For Organising and Striking -
What Unions Are - How To Stand
Up To Employers - Real Identities –***

***Class and Work - The Business Class
Made Visible - Free Markets, Your
Work and Competition - No***

***National 'We' With The Business
Class - Free Speech Is For Criticising
Them - No White 'We' With Them -***

*Identity Politics – National and Other
- **The Real We – Organised Together
As Our Unions** - How They Put
National Identity In Your Mind - How
Their Press Promotes False Identities -
**‘The Unions’ Were Too Powerful? No.
Business People Are** - National Identity -
The Base For Racism and Fascism - Why
People Over-do 'Where They Are From' -
Why People Over-do Football Identities -
Other Identities – Family, Gender,
Religion, Humanism - **Working Class
Identity - The Real 'We' -How We
Relate in Politics - Their Power From
Free Markets In People - Our Union
Democracy Exceeds Parliament's - Our
Right to Associate, The Case For Our
Union Freedoms** - The Parties Are All
The Same; and They're Not - **Related
Debates** - Expansions from the main text
- World War 2 - Fighting Fascism Or
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*Germans' for the War - Many 'Whites' Are Brutal To Other Whites - Business Class Newspapers Provoke Racism - The Business Class and a Planned Coup - 'The British' and the French and Russian Revolutions - Football Fans Hatred of Each Other - Related Debates - The Wealthy - Are They Worth the Expense? - How To Save The Environment - Racism – Look At 'Your Own' Side - Anti-Social Behaviour - Nationalism & Classism - Labour Is Fit To Govern - Worker To Worker On Brexit, Trump and Populism - The Thirty Minute Read - Summary Charts - **The Right To Unionise** - Basic Politics - 'How To Talk To Each Other About Politics' - Activity 'Talking With Voters' - A List of the book's main points for discussion - Why People Should Read This Book - About The Author – Reviews - **The Right To Unionise Starter Material***