

***The Essential Us, Politics,
The System And Class***

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***About 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, The Original
Essential and 'Why This Work Is
Needed' are from attempts to
provide the basics in ever-smaller
packages, so there's repetition.
Reducing that is 'next job on'.***

***With the graphic
'The Business System, Not Capitalism', p.12
and 'It's Our Money Not Theirs' p.49***

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 - the economy. They 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 the extreme differences in power and wealth is fair – anyone can ‘make it’. But that’s a fantastical view, it’s not how the system works. In making goods and providing services, mass, high-volume production (industrialism) is more efficient than small. So, trading in free markets, high-volume producers constantly drive out small ones. So most production and work comes to be done not with everybody producing and trading as independent individuals but with a smallish number of large, collective operations, owned and run by a small minority, business people.

The workings of the most important free market, the one in jobs and people, is ignored. With

multiple-staffing in most businesses, even small ones, they can keep their operation going without any one particular worker **Because They Have The Rest Working.**

That means they can trade harshly with each separate worker over pay and conditions. And so can sell their work for more than they pay them. That's where their wealth comes from. Even though they might be enterprising and able and deserve more than the rest, they actually get wealthy through control of the work process.

So, even in small-businesses, whose operations with multiple staff run more industrially than those of real individual traders, business people are not making wealth as individuals but collectively. With many staff, they

get wealthy more from the work they do for them, collectively, than from what they themselves do.

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

It all means business people run most of the economy, not governments. They are a class, the business class. Their activity is the economy. That gives them inherent political power that drastically limits what progressive governments 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, are the people who organise and support conservative parties and media or influence progressive parties. They protect their power over everyone else in the work process by making business freedom in free markets the dominant political view.

So the political parties are not just alternative non-partisan teams from a managerial elite, just claiming to be the ones who can most competently 'run the country' or 'the system' for everyone's benefit. They come from the system, from people in it organising to protect their partisan roles and interests in it.

And the business class dominate the system because they put more into looking out for their interests

than the majority, who are mostly workers. Workers don't get what they want from work or politics because they mostly don't organise as such, at work or in progressive politics. They don't even identify themselves as the economic class that they absolutely are.

For a foundation for discussing politics, we need a clear view of these basic political and trading relationships – the system. The works that make up 'Us, Politics, The System And Class' provide it. Then we need to put our relationships with the business class – at work, and in taxation and provision of public services – at the centre of political debate.

(End of Micro-summary)

The Original Essential UsPol

People all over feel they're not getting what they need and are entitled to. They expect political parties and governments to provide it, and they claim they can.

But political parties and governments don't simply 'run the country.' People make their living, and some get wealthy, outside politics, where people work together, mostly in free markets that governments don't control, producing goods and services in the business system.

So political parties have a limited role in people getting what they need and they need to look beyond politics and governments and at the system.

The effectiveness of high-volume, industrialised production and trade in free markets leads inevitably to larger businesses displacing small ones. And that inevitably leads to a small number of business people dominating work and wealth, able to use their power for their own benefit and not everyone else's.

To justify how the high-volume, free-market business system enables business people to have such power and wealth, conservatives claim it embodies freedom - the freedom for anyone to run their own business. Then they say - 'they're entitled to what they get from their individual efforts, ability and risk-taking.'

This vision of individual freedom might fit for the legendary little guy. But it gives political cover to

how, with volume production, most business people take wealth from the system collectively – as companies and corporations, with large workforces. They get wealthy through collective production, more from the work everybody else does for them than their own. It's the big basic wrong in the system and society.

Business people are, and run, the economy. And through conservative media and parties, they maintain that business people's freedoms are sacred, and can be imposed over worker's rights, as the dominant political view.

They are a class and it is key to ordinary people and progressives getting anywhere to recognise them as one, the business class.

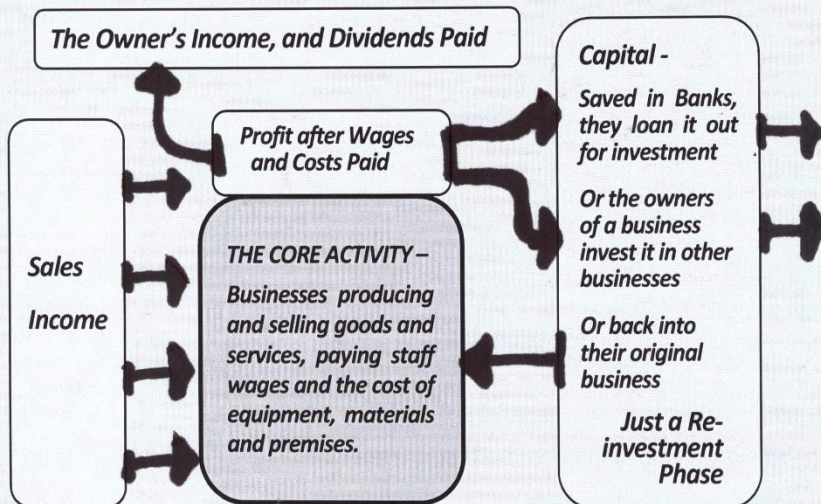
Talking only of billionaires, 'oligarchs' or 'the 1%' obscures how it's the whole business class, with their strong belief in their rights, that they express forcefully in conservative political argument, that achieves the wide acceptance of them, that is the main problem. It's the whole business class, and their political support for their rights, that enables them to run the world. As in the USA right now.

Everyone calls the system 'capitalism' but capitalism is just the investment stage of the business system. The term obscures the central process, the everyday work process, in business, where we produce goods, services, and wealth before capital. It obscures that process and the business class.

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.

Political parties don't make, or much control, the economic system, except in state-run economies. It's the other way round – political parties come from people in the economic system organising politically to protect their role and interests in it. And ordinary people don't get what they need because business people put more into that and into political activity as conservatives, than they do.

We need a clear view of these basic political and trading relationships as a foundation for politics and for people getting what they are entitled to. This work provides one.

But everybody, including commentators and politicians, takes how we relate in politics and

how we trade with each other for granted. They ignore the basic facts of how we do it and flail about, arguing about the wrong issues, supporting the wrong people, and blaming innocent people and each other.

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 'strongmen' 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.

All because we don't base politics on the facts of how we relate to each other in politics and how we trade together in producing wealth and allocating it.

To do that, we need to put aside talk of left, right, capitalism, socialism, conservatism and communism and of Thatcher, Reagan, Hayek and Marx. And put aside politics based just on political views and even just feelings.

Before all that, we need to establish what actually goes on, outside our heads. To establish the key facts of what we do. To get an observable,

demonstrable, view of how we relate and trade with each other, a framework that people can agree on, and base political debate on it.

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. And to go beyond leaders and what they 'are like' or do. Like Starmer being 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.

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.

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 - they have independent activists owning and running 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 of the full UsPol.)*

How Politics Comes From What We Do – Especially From How We Create The Wealth

But before politics, we need to persuade people of the importance of understanding how we trade with each other. Because who gets what is the big thing, isn't it? To understand that, we have to understand how we relate to each other in the work process, where most make a living and some get wealthy.

It means recognising this central fact - we exist by volume-production of goods and services. 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 in it, seen how they are unacceptable, and dealt with them. We need to. It's our most pressing task.

Producing The Wealth

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.

We create wealth by producing goods and services. But all that's talked about is how they are sold, either in free markets, or provided, by

public bodies. Nobody talks about how we work together in producing them. **The work process** is the central activity in society but everyone takes how we do it for granted.

Conservatives push a fantasy that we do it trading as individuals, as if we are all self-employed. Some are, but 'sole traders' are a small minority compared to how most people work, in 'jobs', for 'bosses.' It means when conservatives say it's the basic way we relate, they talk nonsense. How they get away with it shows how we haven't got to grips with the industrial revolution.

High-volume production dominates how we live but we need the language to put the facts of how it works at the centre of politics. Industrialism, the usual term, to some people means 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.' 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.***

Volume production and selling is more efficient than small-volume and relentlessly displaces most of it. And from high-volume production we get large workforces. So it is collective. Volume production includes small businesses, because small businesses are crucially different from individual trading in having multiple staff, which determines how the key job relationship works.

Call It The Business System, Not Capitalism

We generate wages and wealth by our work in familiar everyday business. 'Capitalism' is just where business people re-invest the surplus money they accumulate from that. Important, but only 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 graphic back on page 12).

Conservative parties claim the system is about the individual and individual rights because they represent business people's interests in politics. Especially important is the right for anyone to start and run a business. That right should indeed exist. But their core imagery of the

plucky self-reliant individual, and the 'self-made' wealthy, and of it being the essence of freedom, gives crucial political cover for business people. Because most of them are not the worthy individuals of conservative mythology. Because high-volume production inevitably takes the market from most small-business. And those who run it – even including those smaller ones - don't operate as individuals. They operate, as companies and corporations, very collectively. They are business organisations who employ large workforces to carry out collective production.

And the inevitable result of volume production is that a small number of businesses - as a proportion of the population - dominate the markets. So a minority of people will necessarily own and manage most

work. **That's the business class.** And most of the rest can only get work by working for them, or for public bodies – **the employed class.** You can see it in how much people talk of themselves or others 'getting a job'. That's a vital fact 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 work for the few big operations.

From all that you can easily explain to others how 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.

What It Means For Wealth Allocation

The business class allocate themselves huge wealth from it, justifying it with well-worn arguments about ability, risk and hard work. These are valid arguments but their wealth comes not so much from them but from the collectivism of companies with volume-production and large-workforces, and the key relationship in them, which comes next.

With volume production, employers, including public bodies and small businesses, have multiple-staffed workforces. Where they trade with each as an individual, they have so many they can easily do without any one. Because They've Got All The Rest still working.

Even a Trumper said **'Right - it's just the arithmetic'**, accepting it as fact, not opinion. It's the biggest 'bad trade deal' affecting American workers and Trump is on the business class's side in it.

They use that 'Having All The Rest Working' advantage to bargain hard. This is why those employed are weaker than employers.

Here is how the wealth extraction process works - with this power over staff, business people can pay them less than what they sell their work for, and keep the difference. That's how they get wealthy, not just from their own ability and effort.

That's how the business class dominate work. Here's how they dominate politics too. Simply because they run the economy, they can and do severely limit what

governments can do. And they organise politically. They get wealthy enough to not need public services, so oppose them and the taxes to pay for them. Conservative parties represent business people's interests. They claim the system is about individual freedom and use that nonsense to justify opposing the employed class's own collectivism, unionisation, and to justify government having a limited role. Because that leaves the business class as the most powerful actors in society.

*But, as shown, the business class actually trade not as individuals but as collectives. As **companies**. The rest, the majority, mostly workers, people who need jobs, do mostly trade as individuals, un-unionised. And trading with employers as individuals in large workforces, and*

small government, doesn't mean freedom for them - it leaves them as atomised individuals, weak in trading with the organised business class at work, needing public services to make up for that, and governments that will regulate business people.

Most people make their living working for these business people or for public bodies. 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'. A full discussion of economic class is at pages 111 to 135 of the full 'UsPol'. What do you think?

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.

For actual freedom workers need to match up to the business class's collectivism and organisation at work by recognising themselves as an economic class too. And by organising in that role, by unionising. By organising in politics too, and voting into government parties that will provide basic rights and good public services and regulate the minority business class for the good of the majority employed class.

Do you think about how we relate and trade together in politics, business, production, and work? About 'the system?' Do commentators and leading political activists? And, most importantly, do ordinary citizens, as workers and voters? The answer is no, or not much. Isn't it?

We need to, because of people having a hard time making a living and getting basic needs; public services not being good enough; hostility between fellow-citizens and to people cast as outsiders; distrust in politics; giving up even on thinking about it and basing it just on feelings; turning to daft conspiracy theories, misleading nationalism and nasty populists. And even wrecking our own habitat.

So base political debate and opinion on these facts about the volume-production business system – most people can only find work with business people or state employers; are weak if not unionised; low unionisation enables the business class to take great wealth out of the production process; enough to also spend on commanding political debate. Debate how to vote based on these facts of how trading relationships in the work process determine wealth and income. Refer often simply to the existence of the business class. On all political issues, ask ‘What’s the role of the business class in this?’ And build what level of unionisation and political organisation you can.

To deal with it all, worldwide, we need a shareable knowledge base, a

factual framework, like this one, of how we relate, how we trade and work together in producing wealth and wages in business, jobs, in politics. A common understanding of these basics of society to found political opinion and action on. This work helps to develop this, to show what it is about how we relate that causes our problems, and what we can do about it.

How The Business Class Dominate And How To Stand Up To Them

Here, once the start of this work, an alternative run-through of these observations. Repetitious, yes, but maybe that balances how little this crucial stuff is discussed.

It's through business, work and politics that we get what we most need - money, housing, clothes, food, wi-fi; public support, health services.

In business and work we work collectively to make things and provide services, they are bought and sold or funded by public spending. We make our living, some get wealthy. Politics and government are supposed to run it all for us and insure us against its shortcomings.

So how we relate in this is central. Our problems start with not having a clear view of how we do, especially how we trade together, where some make their living and some get power and wealth; and how to make it work for everyone.

We call it all 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, everyday activities - business, work and trade.

Property is important but can be only about storage and transfer of wealth. More important than free markets or property are the relationships where wealth is created – relationships in production, the work process, the labour process.

It's all not really a system, not laid down anywhere, just the established customs of buying and selling, of contract law - including, importantly, but neglected, employment contracts.

These trades that we make every day are the basis of society, not politics and the state. Governments, public services and law come from the system, they don't make it. People actually get diverted from this central process by expecting to be able to sort everything through politics.

How we trade with each other

enables business people, the business class, to dominate everyone else at work, annex obscene wealth, and dominate politics too. People accept the business system as if it's our natural habitat, like fish accept water. This explains how conservatives get themselves elected into government despite being hostile to most people's interests. They mistreat the majority as policy but because everyone accepts the trading relationships of the business system they claim to be working for everyone and pose as just managers of 'the economy', and, ridiculously, they get away with it.

They resist government regulation of the business system as that enables the power and wealth of their class. 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 conservatives who cast politicians as a ruling elite. But the business class is the elite. They run the economy and dominate government, the state and politics. They are the ruling class. 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.)*

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.

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 problem - that business people are organised, at work as businesses, and in politics; that the rest, mostly workers, are mostly not; that employers overpower each worker because they have many others – **All The Rest** – to rely on; that this entitles workers 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.***

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.

Again, ‘How To Talk Politics With Each Other’ is at page 286 of the full ‘UsPol’ and free-standing on the website.

Why This Work Is Needed

(Again, maybe repetitious but it’s not heard elsewhere...) People think the everyday world is run by politics but it’s the other way round - politics

comes from the everyday world. Especially from how we relate in making goods, providing services, and selling them, to making our living or get wealthy - business, trade and work. With us only having flimsy relationships in politics it actually diverts us from the basics of society and wealth and power. It's 'the economy' then politics.

Most people think there's lot wrong with it, and that governments let us down. We're even wrecking our own habitat. But rather than tackle the system, many are diverted into phony loyalties and divisions and daft conspiracy theories. That's because we ignore the system. We need to build a clear understanding of it and relate all politics to it, including our own and other ordinary people's politics. And to relate discussion not just to someone's opinions or

attitudes, like left or right, socialist or conservative, but to their economic role in the system.

People look to ‘politicians’ to put things right and see the political parties as just interchangeable management teams, all aiming to ‘run the country’, for everyone. As if from above the system. But politicians don’t make the system, and not from above. They come from it, to represent the interests of different groups in it. That are often against the interests of other groups.

The key process where interests are different is in how we produce goods and services to create wealth and make our living. It involves working together so much, is so industrialised - including the service industries - so social, 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. They run this key activity, us making our living together intensely inter-connected, and they control the allocation of income and wealth. This obstructs protection of people in their basic needs and democratic regulation of the economy.

The system is the business system. The minority, business people. The business class. But we don't see them as a class. And most people are workers but don't see themselves as the worker or employed class either.

Conservatives say the system is about 'the individual'. Nonsense. It is industrialised, including the service industries, requiring people to work highly collectively, co-operatively, with millions of others, under the control of organisations, mainly of

business people. And, doing this as individual workers, they relate to collectively organised business people on very unequal terms.

In claiming the system is based on people looking out for themselves, conservatives also say that makes it work best for everyone. That's nonsense too, borne out by the outcome - great unfairness, misery, instability and inequality of power and wealth. It's dynamic, true. But negatively almost as much as positively and, on balance, dreadful.

Conservatives also claim that this system works best (for all!) when governments don't regulate it. Conservatives think the government shouldn't govern! This - leave the system alone, 'laissez-faire' - is the core of conservatism. It's more nonsense. They oppose regulation of

the business system because it favours business people and they represent them, the business class, and are mostly members of it.

Exploiting the majority employed class to get great wealth, running the economy, dominating politics and the state - the business class are the ruling class.

Not all of them are bastards but their system pressures them to be. And it's them who create, support and sustain the conservative parties.

People don't see how the system works and how it enables the business class to dominate. They don't even see that the business class exist as a class. So they can't make sense of how they are treated and some say politics is confusing. Some support politicians they just 'like'. Some do take positions on policies

but others give up on politics and don't vote.

When people do vote in 'progressive' parties who aim to govern for all, they can't do enough for people to vote them in regularly. 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 - we accept the system and don't give progressive parties the votes to regulate the business class and their system.

Some think political debate is exchanging broad views, in those brief social exchanges we have, on

vague notions of 'capitalism' or 'socialism' or 'communism', as if in a micro constitutional convention. But we need to base politics not on abstract discussions of ideal social systems or 'isms but on what 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.

And people believe they can 'make it' on their own, especially in the USA. But the business system often means they can't. 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.

All this is because we've no accurate, widely-held, view of the system that exposes the absurdity of the conservative world view, on which to base political thinking, debate and actions. We need to get it widely accepted that the main issue in society is business-class supremacy - that they have it because they organise, at work and in politics - that the worker majority - defined by how you make your living - must talk to each other about how they relate and organise and unionise widely and organise more in politics.

*With this clear understanding of what is, then we can 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. **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.***

Next is a stand-alone explanation of 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.***

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, at page 363 of the
full work,***

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

'About The Author', page 366

Reviews, page 368

Here, on the next, last page,

What's In The Full Work

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 Rival Business Classes? - What Their Wars Are Really For - Don't Blame 'the

*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***