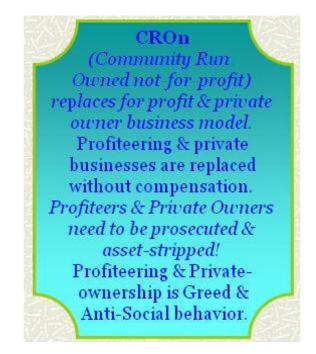


Community Run Owned not-for-profit



Welcome to Wonderful World of Community Business

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- > **CROn** Prayer, Bussiness Performance Indicators
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A Community service provided by the Universe Custodian-Guardians

CROn (*Community Run, Owned not-for-profit*) a Universe Custodian Guardians business model which replaces State-owned entities & Privateownership business models. Capitalism is immoral, greedy exploitation, Anti-1GOD, criminal, 'MS-R6'. Communism run by uncaring incompetent Technocrats & bureaucrats is unacceptable! **CROn** replaces & makes obsolete 'Capitalism & Communism'!

Establish a C R O n

Shire' sets up a 'CROn'. State-owned entity is converted to operate as a 'CROn'. Private-ownership entity is confiscated without compensation & is converted to operate as a 'CROn'.

'C' community is a 'Shire'.
'R' run by 'D-mC' (Decision-making Committee of 7).
'O' owned by its paid (wmw) workers & volunteers.
'n' not-for-profit.

CROn organization needs to be managed. Single leadership is tyranny. Leadership by Committee is fair. CROn D-mC use business performance Indicators &.feedback from all stake-holder for decision-making.

'D-mC' (*Decision-making Committee*) consists of 7 members: Coordinator, Treasurer, Go-for, 4Trustee. A CROn-D-mC needs to use **bpI** (*business performance Indicators*), **Jic** (*Just-in-case*), **Es** (*Economies of scale*).

Background: Shire owns all land & buildings, provides all building, utilities & maintenance *(power, sewerage & water)* using CROn's. Every Cron has an 'Lease-Contract' renegotiated every 7 years by the Shire. Every Cron has a 'Usage-Contract' renegotiated every 7 years by the Shire.

Lease-Contract (*land & buildings*) has a set Fee to be paid equally every 4 weeks. Usage-Contract (*maintenance & buildings*) a usage (*variable*) fee is paid every 4 weeks.

Major projects or projects/services that involves more than 1 Shire require a multitude of separate CROn to cooperate *(CROn-Cluster)*. CROn-Cluster is a collection of CROn's cooperating with each other in customer/supplier relationships. E.g. 'Morning Vitamin Supplement Tablet' *(product)*. CROn's involved: *Distribution, Manufacturing, Marketing, Packaging, Primary-producer, Research & Development, Retail*.

CROn's that are part of a CROn-Cluster need their D-mC's to liaise. Each D-mC must empower *(decision-making)* 1 person to represent their CROn's interest within the CROn-Cluster. Any CROn that does not provide a decision-making representative needs to be removed from the Cluster & replaced by another.

There are only employee/owners & volunteers. Employee/owner are on 'wmw', volunteers are unpaid but get fringe benefits.

D-mC (Decision-making Committee)

When a group of people get together they look for leadership. Single leadership is tyranny. Leadership by Committee is fair. A CROn organization needs to be managed: **D-mC** (*Decision-making Committee*) elected yearly.

D-mC (*Decision-making Committee*) consists of 7 members:

Coordinator, chairs meetings, has 2 votes, chosen to represent management. Treasurer, deputy chair has 1 vote, chosen by bookkeeping to represent them. Go-for, keeps minutes has 1 vote, chosen by office-workers to represent them. Trustee, has 1 vote, chosen by non office-workers to represent them.

Trustee, has 1 vote, chosen by customers to represent them.

Trustee, has 1 vote, chosen by suppliers to represent them.

Trustee, has 1 vote, hired legal consultant.

Note! The **D-mC** may invite people from within or outside the organization to supply specialist info to the committee. They have no voting rights.

Every meeting starts with Praying: **CROn-Prayer** !

The committee needs to vote on every decision made before implementation. 5 votes are needed for a motion to be successful. A committee member that cannot attend may give a proxy to any other committee member.

This decision-making management committee manages by adopting a systematic & logical approach using methods that are simple & permit ready duplication & interchangeability *(Templates for repetitive objectives)*. This committee is flexible & responsive to changing circumstances, altering strategies when appropriate, seizing new opportunities as they arise.

After establishing the main objectives of the Organization (*reason for existence*). Dissecting these objectives will create work-objectives (*small goals with timelines*). These are passed on to work-teams who implement these objectives & give feedback to the committee.

Work-team members are encouraged to seek new ways of working & new solutions to old challenges. The D-mC sponge-like absorbs feedback from its work-teams, customers & suppliers using this data in its future decision-making process.

Form management **D-mC**, then:

Establish main objectives (create templates).

Create work-objectives, small goals with timelines (create templates).

Establish work-teams to implement work-objectives.

Get feedback: Work-teams (implementation, problems, improvement ideas). Customers (customer service, warranty, improvement ideas) Suppliers (ordering, cooperative forward planning, improvement ideas).

Absorb feedback (evaluate, reply, reward).

Evaluate business performance Indicators. **Audit** previous 6 steps.

1GOD is waiting to here from YOU! **3 1GOD's** house is the Universe

CROn-Prayer



This prayer is used at the beginning of every CROn D-mC meeting & on CROn Day.

Dear **1GOD**, Creator of the most beautiful Universe Guide us in our Decision-making We shall make Decisions that benefit Humankind Our Decisions endeavour to Harmonize with the Local-Habitat Our Decisions have non-polluting outcomes We shall be useful to the Community For the Glory of **1GOD** & the Good of Humankind



D-mC use business performance Indicators (*bpi*).

Monthly, work out business performance Indicators (bpi).

Compare current month *(bpI)* with previous month, any difference why? Any action need to be taken? Yes, take it.

Compare current month *(bpI)* with same-time previous year. Any change why?

Compare current month *(bpI)* with quarterly & yearly plans. Evaluate comparisons, if action is needed. Take it.

Compare current month *(bpI)* with industry average, aim to be above average. Above average result praise work-teams & management committee. Thank customers & suppliers. Below average result make changes to management committee.

'WCm' Working Capital a measure of short-term solvency.

'Working Capital measure' *(WCm)* = **Current assets/Current liabilities** a result greater than 1:1 is desirable. A result lower than 1:1 liabilities need restructuring.

'nWC' net Working Capital' a measure of short-term solvency. *'net Working Capital' (nWC)* = **Current assets - Current liabilities** a negative value the business is undercapitalized. This is the most common cause of business failure.

'ITm' Inventory Turnover a measure of efficiency.

'Inventory Turnover measure' *(ITm)* = **Total inventory/Average level** of inventory. The result is compared with the industry average above industry average is desirable.

'MA' Marketing Analysis' work out % & compare with previous month a measure of efficiency

Total Marketing costs/sales revenue • 100 result if lower than previous month is good (*sales revenue is probably increasing because of marketing campaign*).

'BeA' 'Break-even Analysis' *(short-term measure)* determines the point at which costs are recouped. Costs at start exceed revenue until reaching the break-even point.

Break-even point based on selling price: **Break-even point = Fixed-cost** + **Variable-cost**(*Quantity*)/**Quantity**(*result is units*).

Break-even point based on sales volume (*Revenue*): **Break-even point** = **Fixed-cost** + **Variable-cost** (*Quantity*) result is \$.

Break-even point based on quantity (*Production*): **Break-even point** = **Fixed-cost/Price-Variable cost** (*result is* \$)

	Breakeven costs
Revenue	+ <u>3% Reserve</u> = Basic Unit price
Dissection	+ 21% Vat Tax
	<u>1% Donation</u>
	= <u>Final Sales Price</u>

'Jic' Just-in-case Inventory operating system.

Inventory delivery: Ensure delivery complies with order **quality** (*is unbroken, not deformed or spoiled*), **quantity** (*weigh & count*), & **price** (*compare to quote*)

Delivery does not comply with order immediately **adjust** invoice. Have Deliverer **initial** it. Maybe return all shipment. Contact Sender !

Delivery complies, mark invoice '**Received**'. Label goods & store. Placing delivery behind old inventory. **Adjust** 'Stock-card'. **Pay** Sender.

Storage: Should enable easy out-goings of Inventory **'oS1'** (*oldest Stock 1st*). Adjust 'Stock-card' every '**In**' or '**Out**' going of Inventory. Adjust 'Stock -card' after every monthly **Stock-take** (*loss, spoilage*). Inventory that is in storage for 14 months is moved out.

Just-in-case Inventory: **Just-in-case** Inventory entails keeping monthly stock levels based on last month's average out-goings (*lmao*) & last years same month average out-goings (*lysmao*).

Just-in-case Inventory out-goings entails moving out oldest Stock 1st (**oS1**)

Just-in-case Inventory entails Economies of scale Inventory ordering (EsIo)

Ordering: Establish size of monthly order by comparing **'lmao'** & **lysmao** '. Get quotes. Use larger quantity discount **EsIo** (*Economies of scale Inventory ordering*). Enter monthly order.

Sending of Inventory: Ensure that your freight is ready at pick-up. Is it able to withstand the envisaged trip undamaged. Is all the paperwork there complying with good business practice, legal-requirements, permits... *Note*! Include: Thank You, Special-offers, Test-sample, Catalog... Ensure pick-up signs documents transferring Freight to distributer.

Freight *(e.g. Freeway-trams)*: Freight is 1 of the biggest business-expenses. Your business needs a qualified Freight-Forwarder with intimate knowledge in Freight-delivery & have good relations with the Freight-Industry. Freight delivered undamaged & on time promotes good customer relationships. Which delivery-system to use is an important Freight-business decision. There is in-house or outsourcing.

The delivery-system that fulfills the needs of the customer is 1st choice. Cost-reality may prevent applying the 1st choice. A compromise between Customer -satisfaction & affordability is needed.

When outsourcing Freight take advantage of 'Es' (*Economies of scale*) discounts & other benefits.

For incoming freight trust the Sender to select method of delivery, wherever possible. Do not pay the Deliverer. When accepting freight use Inventory procedure.

'ITm' Inventory Turnover a measure of efficiency.

'Inventory Turnover measure' (*ITm*) = Total inventory / Average level of inventory the result is compared with the industry average. Above industry average is desirable.

Es (Economies of scale)

A business needs to keep the cost per unit at its lower average. Economies of scale apply to inventory, manufacturing, compressed services, cluster marketing, cluster management, joint venture & mergers.

Inventory: Get quotes. (*a*) order using (*Es*) larger quantity discount. Or (*b*) cluster order discount (ordering different units with the same order).

Manufacturing: In manufacturing fixed cost are worked out creating a constant. (a) This constant may be shared over the production time cycle. The longer the production run the lower the average unit cost (*Es*).
(b) The constant stays unit cost is high at start of production. As production increases (economies of scale kick in) the unit cost decreases.

Cluster marketing: Cluster marketing entails multi-media (*print, electronic, billboards, demos...*) marketing using the repeat (*again, again & again...*) marketing strategy to bring down unit costs (*Es*). This brings extra economies of scale 1st spreading over various media & 2nd from repetition. 1 media may be used but repetition is a must.

Cluster management: If departments are sufficiently related in their activities. Merge (*work-teams, management*) related activities & bring down unit costs (*Es*).

Joint venture: 2 independent entities may join activities to bring down unit costs (*Es*).

Merger: Merging of 2 independent entities should bring down unit costs *(Es)*.

CROn Bookkeeping

CROn Asset Register: Name of asset, its purpose, date acquired, all costs incurred acquiring & getting usage ready, date start using it. Date of service. Date of repair. Date stopped using, reason, date of disposal.

CROn Liability Register: Name of liability, its purpose, date acquired, all costs incurred acquiring & getting usage ready, date start using it. Reducing balance. Date fully paid.

CROn Bills Register: Name of bill, its purpose, date received, is it correct, date due. Date paid. *Note* ! Comments on challenged bills.

CROn Income Register: Amount, Payment type, Date, Goods/Service, transaction number. Accumulating totals. *Note* ! Comments on refund amounts.

CROn outstanding income Register: Name of customer, invoice number, amount due, date due. Date received. *Note*! Comments on overdue amounts.

CROn Income/Expenses Statement: **Total Income Register - Total Bills Register =** Breakeven, deficit or surplus. *Note* ! There may be explanatory Comments.

CROn Equity Statement: **Total Assets - Total Liabilities =** CROn Equity. *Note* ! There may be explanatory Comments.

BASIC

Bookkeeping records past events & presents this data.

Copyright, Goodwill, Patent-right, are not acceptable.

Accrued, Depreciation, Prepaid, Reversing entries, are not used.

Register are updated weekly. Frequency of Statements depends on how busy the CROn is. Annual Statements are mandatory.

CROn-Cluster is a collection of CROn's cooperating with each other...

Custodian Guardians call a multitude of separate CROn's cooperating to serve a whole Province *(tribal)*: 'CROn-Cluster'. CROn-Cluster replace Greedy, Profiteering national or multi-national organizations.

Major projects or projects/services that involves more than 1 Shire require a multitude of separate CROn's to cooperate *(Cluster-CROn)*.

CROn-Cluster is a collection of CROn's cooperating with each other in customer/supplier relationships. E.g. 'Morning Vitamin Supplement Tablet' *(product)*. CROn's involved: Distribution, Manufacturing, Marketing, Packaging, Primary-producer, Research & Development, Retail.

CROn's that are part of a CROn-Cluster need their D-mC's to liaise. Each D-mC must empower *(decision-making)* 1 person to represent their CROn's interest within the CROn-Cluster. Any CROn that does not provide a decision-making representative needs to be removed from the Cluster & replaced by another.

CROn's may want to deal with Provincial-Government &/or its organizations *(utilities...)*. Only Government departments, Government organizations that use the **CROn** management-system **D-mC** can join a **CROn-Cluster**.

Note ! Government owned business that are not turned into **CROn** business (*e.g. Utilities, Long-haul transport, mining, Space-exploration...*) need to be run using the **CROn** management-system **D-mC**.

CROn-Cluster operate from '**CRBC**' (*CROn-Retail & Bazaar Complex*) & Work-Chapels.







CROn use 'N-As' Measure:



New-Age Units of Measure are an updated metric version ...

Length Base unit: meter $(m) \sim$ **Area Base** unit: square-meter $(m^2) \sim 3D$ meter $(m^3) \sim$ **Volume Base** unit: liter $(l) \sim$ **Weight Base** unit: gram (g)

PS-1 (*Packaging-standard*) covers consumer needs: honest easily to compare product quantities' & packaging. Packaging is recyclable.

Profit orientated economies allow immoral criminal '**Deceitful-Packaging** *(Consumer Fraud)*'. Consumers need protection from deceitful, dishonest & greedy profiteering producers, manufacturers & retailers...

B-wT *(Body-weight Table)* Custodian-Guardian standard for an Adult healthy body.

Measure prefixes. Use Capitalized prefixes for positive powers.

Prefix	Symbol	Power []	Value
Yotta	Y	10 [24]	1,000,000,000,000,000,000,000
Zetta	Ζ	10 [21]	1,000,000,000,000,000,000
Exa	E	10[18]	1,000,000,000,000,000
Peta	Р	10 [15]	1,000,000,000,000
Tera	Т	10 [12]	1,000,000,000,000
Giga	G	10 [9]	1,000,000,000
Mega	Μ	10[6]	1,000,000
Myria	My	10 [4]	10,000
Kilo	Κ	10[3]	1,000
Hecto	Η	10[2]	100
Deca	D	10[1]	10
base	b	10[0]	1
deci	d	10[- 1]	0.1
centi	С	10[-2]	0.01
milli	m	10[- 3]	0.001
micro	μ	10[-6]	0.000,001
nano	n	10[-9]	0.000,000,001
pico	р	10 [-12]	0.000,000,000,001
femto	f	10 [-15]	0.000,000,000,000,001
atto	а	10[-18]	0.000,000,000,000,000
zepto	\mathbf{Z}	10 [-21]	0.000,000,000,000,000,000
yocto	У	10 [-24]	0.000,000,000,000,000,000,001

Length Base unit: *meter* (m) small letter prefixes are (≤) values of base unit. [] brackets tell power value.

Distance between 2 points. E.g. $0 \rightarrow10 = 10$				
		Power []		
1Yotta	Ym	10[24]	1,000,000,000,000,000,000,000	
1Zetta	Zm	10[21]	1,000,000,000,000,000,000	
1Exa	Em	10[18]	1,000,000,000,000,000	
1Peta	Pm	10[15]	1,000,000,000,000,000	
1Tera	Tm	10[12]	1,000,000,000,000	
1 Giga	Gm	10[9]	1,000,000,000	
1Mega	Mm	10[6]	1,000,000	
1Myria		10[4]	10,000	
1Kilo	К'n	10[3]	1,000	
1Hecto	Hm	10[2]	100	
1Deca	Dm	10[1]	10	
1 meter	m	10[0]	1	
1deci	dm	10[-1]	0.1	
1centi	cm	10[-2]	0.01	
1milli	mm	10[-3]	0.001	
1micro	μm	10[-6]	0.000,001	
1 nano	nm	10[-9]	0.000,000,001	
1pico	pm	10[-12]	0.000,000,000,001	
1femto	fm	10[-15]	0.000,000,000,000,001	
1atto	am	10[-18]	0.000,000,000,000,000	
1zepto	zm	10[-21]	0.000,000,000,000,000,000	
1yocto	ym	10[-2 4]	0.000,000,000,000,000,000,000	
Square-meter (m^2) small letter prefixes are (\leq) values of base unit.				
Width & breadth of an Area multiplied. E.g. $10 \cdot 10 = 100m^2$				
1 Tera	Tm ²	10 [24]	1,000,000,000,000,000,000,000	
1 Giga		10[18]	1,000,000,000,000,000	
1Mega	Mm ²	10 [12]	1,000,000,000	
1 Myria	•	10[8]	100,000,000	
1Kilo	Km ²	10[6]	1,000,000 ^E / ₋ 1 m ²	
1Hecto		10[4]	10,000	
1Deca	Dm ²	10[2]	100	
1meter		10[0]	1	
1deci	dm ²	10[-2]	0.01	

Cubic-meter (m³) small letter prefixes are (\leq) values of base unit. Width,breadth & depth of an Object multiplied. E.g. 10•10•10 = 1000m³1Giga Gm³ 10[27]1,000,000,000,000,000,000,000,000,0001Mega Mm³ 10[18]1,000,000,000,000,000,000

0.00000000001

0.0001

0.000001

1centi

1milli

1micro µm²

 cm^2

mm²

10[-4]

10[-6]

10[-12]

1Myria 1Kilo 1Hecto 1Deca	Km ³	10[9]	1,000,000,000,000 1,000,000,000 1,000,000	
1 meter	m ³	10[0]	1	
1deci	dm ³	10[-3]	0.001	
1centi	cm ³	10[-6]	0.000001	
1milli	mm ³	10[-9]	0.00000001	

Volume Base unit: *liter* (l) small letter prefixes are (\leq) values of base unit. [] brackets tell power value. Volume between 2 measures. E.g. $0.. \rightarrow ..10 = 10$ Prefix Symbol Power [] Value

пспл	Symbo		Value
1 Yotta	Yl	10 [24]	1,000,000,000,000,000,000,000
1Zetta	Zl	10 [21]	1,000,000,000,000,000,000
1Exa	El	10[18]	1,000,000,000,000,000
1Peta	Pl	10 [15]	1,000,000,000,000
1 Tera	Tl	10 [12]	1,000,000,000
1 Giga	Gl	10 [9]	1,000,000,000
1Mega	Ml	10[6]	1,000,000
1 Myria	Myl	10[4]	10,000
1Kilo	Kl	10[3]	1,000
1Hecto	Hl	10[2]	100
1Deca	Dl	10[1]	10
1 liter	1	10[0]	1
1liter 1deci	l dl	10[0] 10[-1]	1 0.1
1deci	dl	10[-1]	0.1
1deci 1centi	dl cl	10[-1] 10[-2]	0.1 0.01
1deci 1centi 1milli	dl cl ml	10[-1] 10[-2] 10[-3]	0.1 0.01 0.001
1deci 1centi 1milli 1micro	dl cl ml μl	10[-1] 10[-2] 10[-3] 10[-6]	0.1 0.01 0.001 0.000,001
1deci 1centi 1milli 1micro 1nano	dl cl ml µl nl pl fl	10[-1] 10[-2] 10[-3] 10[-6] 10[-9]	0.1 0.01 0.001 0.000,001 0.000,000,001
1deci 1centi 1milli 1micro 1nano 1pico	dl cl ml μl nl pl	10[-1] 10[-2] 10[-3] 10[-6] 10[-9] 10[-12]	0.1 0.01 0.001 0.000,001 0.000,000,001 0.000,000,000
1deci 1centi 1milli 1micro 1nano 1pico 1femto	dl cl ml µl nl pl fl	10[-1] 10[-2] 10[-3] 10[-6] 10[-9] 10[-12] 10[-15]	$\begin{array}{c} 0.1 \\ 0.01 \\ 0.001 \\ 0.000,001 \\ 0.000,000,001 \\ 0.000,000,000,001 \\ 0.000,000,000,001 \end{array}$
1deci 1centi 1milli 1micro 1nano 1pico 1femto 1atto	dl cl ml μl nl pl fl al	10[-1] 10[-2] 10[-3] 10[-6] 10[-9] 10[-12] 10[-12] 10[-15] 10[-18]	$\begin{array}{c} 0.1 \\ 0.01 \\ 0.001 \\ 0.000,001 \\ 0.000,000,001 \\ 0.000,000,000,001 \\ 0.000,000,000,0001 \\ 0.000,000,000,000,001 \end{array}$

Weight Base unit: *gram* (g) small letter prefixes are (≤) values of base unit. [] brackets tell power value.Weight between 2 measures. E.g. 0..→..10 = 10 Prefix Symbol Power []

1 Yotta	Yg	10 [24]	1,000,000,000,000,000,000,000
1Zetta	Zg	10 [21]	1,000,000,000,000,000,000,000
1Exa	Eg	10[18]	1,000,000,000,000,000,000
1Peta	Pg	10 [15]	1,000,000,000,000,000
1 Tera	Tg	10 [12]	1,000,000,000
1Giga	Gg	10 [9]	1,000,000,000
1Mega	Mg	10[6]	1,000,000

1 Myria	Myg	10[4]	10,000
1Kilo	Kg	10[3]	1,000
1Hecto	Hg	10[2]	100
1Deca	Dg	10[1]	10
1 gram	g	10[0]	1
1deci	dg	10[-1]	0.1
1centi	cg	10[-2]	0.01
1milli	mg	10[-3]	0.001
1micro	μg	10[-6]	0.000,001
1 nano	ng	10[-9]	0.000,000,001
1pico	pg	10[-12]	0.000,000,000,001
1femto	fg	10 [-15]	0.000,000,000,000
1 atto	ag	10[-18]	0.000,000,000,000,000
1zepto	zg	10[-2 1]	0.000,000,000,000,000,001
1yocto	yg	10[-2 4]	0.000,000,000,000,000,000,001

PS-1 *(Packaging-standard)* covers consumer needs: honest easily to compare product quantities' & packaging. Packaging needs to be recyclable. Government need to standardize packaging content size: solid *(gram/Kg)*, liquid *(liter)*. Standard has to apply to commercial, industrial & personal packaging. Packaging must also be recyclable

Universe Custodian Guardians Packaging Standard Table. Solid weights (g/kg) & Liquid weights (l) can only be packed, distributed & sold in the 14 quantities shown in the table.

1 g ~ 5 g ~ 10 g ~ 20 g ~ 50 g ~ 100 g ~ 200 g ~ 500 g ~ 1 Kg ~ 2 Kg ~ 5 Kg ~ 10 Kg ~ 20 Kg ~ 50 Kg ~ 100 Kg

 $1 \text{ ml} \sim 5 \text{ ml} \sim 10 \text{ ml} \sim 20 \text{ ml} \sim 50 \text{ ml} \sim 100 \text{ ml} \sim 200 \text{ ml} \sim 500 \text{ ml} \sim 11 \sim 21 \sim 51 \sim 101 \sim 201 \sim 501 \sim 1001 \sim$



Consumer-Guidance: Solid & Liquid weights need to show the price for 1 kg/1l to compare prices + the actual weight & price. Packaging must be recyclable.

The product with the lowest kg/l price is the 'BARGAIN'.

Profit orientated economies allow immoral criminal '**Deceitful-Packaging** *(Fraud)*'. Consumers need protection from deceitful, profiteering, dishonest greedy producers, manufacturers & retailers who use 'Deceitful-packaging' *(down-sizing content)* to take advantage *(rip-off)* of consumers. **MS/R3**

Support **PS-1** *Packaging-standard* & punish *deceitful Packagers*.