

PRODUCER

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Note

*You don't own the production, right? Hell Nah! Okay, Well no need to read all these 'mambo jumbo', just jump to **My Ideology**.*

Okay, Which one was it? Action(S)? Innovation? Repetition? Large Scale? Or High Magnitude?

Preface

I write this as a letter to my future self, *Producer*, I would have said an Industrialist but the past me has heard the Philosophy of Production and has stuck with me ever since. It gnaws at my conscience every day, I have to spend most of my time seeking knowledge and information on the topic, on how-to, how it has been and how it would be, even spending time building small projects/products(Software) to ease my life. I deliberate these matters in all my endeavors and perhaps it is compelling me to actualize it, make it innate like making a value your virtue. I know this is the end goal, the sole purpose of every producer, to make life better if not easier for others, not excluding themselves.

Production I picture it as an art, a form of creation or transformation, taking an imagination or an idea and creating something, *useful of course(Efficiency & Productivity)*, the excellent use of talents. The joy is in the making, the transforming and how it wows not just others but ourselves also. Once worked on crop production and I liked every little bit of it, the dirt, the seedlings, the planting and the little beautiful green foliage in the end generating a scenic view. Be it in whatever scale or magnitude, we ought to scale, we should study & build on it, let it grow, let the numbers grow, let the idea spread. Small or large it is an implementation of this philosophy and it relies on us growing it, for it is elusive in the beginning and the end goal is not a real-quick achievement, it takes time and effort, otherwise it will be stunted or even fall off.

So, you'll spend most of your life if not the rest of it as a Producer and I implore you that this shall be your gospel and that you shall build a society, group or community of producers, *they exist though*. You shall seek knowledge and information and talents and you shall carry on studies on these matters and teach. You shall spark this flame in the young and the old, and mostly those who seek it, you'll give them incubation for their little faith. *Free the enslaved Jack. Fix their mentality.*

You had to start somewhere, someone had to start somewhere.

Yours Truly,

Producer.

1.0 Our Society

1.1 Introduction

Our way of life, majorly Economic means of livelihood. I cannot theorize or speculate on the type or nature of our society for I know for sure that everyone has their own story or idea or choice on how they led their lives and those economic activities they were forced by someone or by the urge/need to survive or thrive to indulge themselves in. Whatever environment we grew in varies or varied from who knows when.

But in whatever environment, nature put natural resources and abilities/talents within and without for our exploitation, for our thriving, for our use and for the continuity of itself. We are a diverse society, and so? Nature has forced itself on its creation. I don't want to write about this, let everyone/anyone go out and make their own observations and if it be or it be not, flawed, whatever conclusion they make with or without study affect the decisions, choice and mostly perception(*State of Mind affects Perception*). Anyway let every being play.

1.2 Future Society

From the present, the future will be an advanced present. A more or less of something in the present, I hope something new and good, and great/wonderful becomes part of it. Still a stratified society, I picture this because it is what pushes the wheel of growth and development.

Natural Resources and Exploitation

Abundant Resources, how we are exploiting and how we ought to exploit them. Africa majorly has a lot of natural resources and I cannot guess how, or maybe it is its position on the globe or it has not managed to exploit its resources more. Or the continent has not been forced by demand/need to. Yap, there are vast lands, majorly arid and semi-arid yet to be exploited, this is good for the future generation if someone, I mean a conniving person (our non-principled representatives and/or politicians or anyone) do not play us.

Exploitation of these natural resources affects the environment and man is part of that environment, so whoever exploits them has to be concerned with the environment just as a man takes care of his abode. It is that whatever the outcome of this endeavor, this exploitation does not injure or threaten the survival of its members while it better their lives, their environment. So, what happens when a stranger or a person not well/much acquainted with this habitat decides to exploit them for their own good or volition and not consulting its inhabitants. Well, the state has laws to protect these resources and the inhabitants, but who makes these laws and when do we/they put our/their interests first.

Thus, it is by our virtues that this exploitation should be done with the protection of the environment and its inhabitants including the future ones in mind. These resources are abundant and the inhabitants of these areas should implore themselves know how to exploit them and to what extent otherwise a vicious outsiders will. These resources are meant by nature to better mans' life and since it is his immediate environment, he should/must benefit and so must he study.

It is upon Him to exploit these resources to better his society, he has to know to better exploit them or else he/his society will slave for it or be enslaved by it either directly or indirectly. I mean whatever happened if they do not might cost them their freedom or lives. I'd like to cover on how to exploit them, how they have been exploited and better ways of exploiting them/exploiting them efficiently. It is mandatory also to exploit them considerably with the future generation in mind, their survival and sustainability.

Producer-Consumer Ratio

Hypothetical ratio, expected ratio and 'What If'. By default there are much more consumers than producers and the population is growing, I mean here in Kenya and any other third world country. Nation-wide, I do not know what that ratio is, internet should tell me, locally I think most are agricultural producers and mostly small scale since they produce for home/local consumption/use, it is production nonetheless. These productions should be sophisticated or the producer must implore themselves to build/grow their scale every year, how? Study or research. We produce less of what most consumers can/or produce effortlessly because we did not go further to check, to find out what we should produce that is mostly demanded or brings more ROI and this should be out of our own volition, our own imagination and not out of necessity even though acting out of it has positive

Return on Investment

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impacts. Third world countries produce/rely on what most countries can/produce effortlessly.

Acting out of necessity mostly gets us to comfort zones or the point where the urge to innovate wanes off, we get that sense of safety/security and then we get by. Every producer looks to increase their production, I am not sure about that but I know it is much easier for large scale producer to double, triple or increase the production than the small scale producer, one who has more gets more, *poor consumer*. So where/when do we start, I mean becoming a producer or deciding to scale up our production. I think when is always our choosing or when that awakening and/or urge becomes so strong mostly apart from it being from our own volition.

2.0 My Ideology

2.1 Introduction

Whatever I am going to jot down here is what my mind says, none of it will have reference(s) at all, it is not just what I picture but also what I tell myself. Having read and picking interest on this philosophy, is it not time that I put into action whatever I have learned and see its wonders or how far can go, after all the teacher was a student at some point. Until when, it's time I go and practice what the master has taught me or until when will I be a student or so and so said, *Seneca must have said this or something similar.*

This idea mostly covers matters about Production, be it environment, reason/objective, time projection, impacts of our actions and choices/decisions. I have my whys, we all have our whys at the same time we have factors affecting/causing/deciding our actions/choices.

2.2 Environment

2.2.1 Environment for Producers

First, the immediate environment is best for the Producer and so is the environment he/she chooses after all what inhabitants consume without producing. Still to reiterate, no matter the scale of production, however small it is, it is still production. Small and large scale producers have one thing in common, they produce, they create, they add value, only their whys and/or ambitions differ or might differ. Help the small scale producer scale up (*Quality-wise or Quantity-wise, or both*) and you will be awed by the beauty of their imagination/creation, of how they impact more lives.

2.2.2 Scaling Up

Scaling up is a major struggle to producers before/after breaking even. Scaling up means producing more of our products or finding more consumers for our products/services, *more consumers leads to more services/products leading to more sales which leads to more revenue.* This scaling can be quality-wise or quantity-wise, this means production takes more/additional input unlike before.

Excellent scaling promises market dominance and with increased market share comes monopoly.

2.2.3 Breaking Even

Breaking even should be a concern since the producer makes neither profit nor loss, the cost of production equals revenue. Long stagnation on this point discourages the producer, some throw it away and so is making loss instead of finding solution or holding on for some time. There is a difference between making loss and duration of wait to break even. Making loss is when the cost of production is higher than revenue, assuming growth time is up. And when do we accept loss, when it occurs several times(*more than once, more than twice and it is an affirmative loss*).

Duration of wait to break even on the other hand is when the production time allowed for the growth, *could be a farmer waiting for the harvest, the baker setting up environment or the carpenter setting up his/her workshop or making your first product/batch*. At this point there is learning, getting to know variables for your production equation, consumers for your product are not aware and the process is taking resources. Resources are provided for the production to get a footing, *yap! The Production to get a footing*, to make its first baby-steps.

First revenue does not even rest in the accounts, other payments are made immediately it lands, mostly debts and other production factors, then the next revenue and then the next. Total time from first production to sales until debts and production factors are covered is the duration of wait to break even. To survive this duration, some producers have incubators or plans to control or manage the adversity, *the cash crop farmer does subsistence farming on one part of the land, the carpenter offers other services(repair/maintenance) besides producing finished products*.

Making the first sale is a dream come true, the excitement of closing a deal, of knowing there is need/demand for your product or your product has been accepted. More sales equals to more revenue, ooh! *wait, how did we come up with this pricing, how? Is this the right price, the standard price?*

2.2.4 Breaking Even

Eventually I will break even, make profits, that is every producers thought. First milestone was setting up environment and making that first product/batch, *now we desire breaking even, the desire is killing us and even desiring making profits, oh no! Our mind is already making plans for the profits.* First sale and the right/standard/stable/reasonable price is no longer part of our problem, it is stability and confidence, of surviving economic recession, *less sales and the employees are getting paid or growing inventory.*

So how do we break even? Maybe, enough with that discount thing (*no more discount Hugo*), and that free trial Rajeet likes (*no more free trials Rajeet*), Why 20 units or 3 tons (*let us make it 30 units or 5 tons, there are more consumers out there*), great quality but low price? (*it's a great product Sawyer, so 20\$*), machines for human labor (*no more lifting two boxes Hugo, the fork lift does 300, you'll keep the job though but as an operator*), automation (*Jin did you sit here for five hours to send those emails? Take this Python script*), why are we replacing those machines with new ones often (*maintenance and repair*), improving product quality and efficiency (*that incubator hatches 500/600 eggs and breaks down after six months, make it 595/600 and and 12 months without breakdown*) and finally lowering fixed costs (*logistics company charge 1000\$, our truck in the garage is trying to figure out why*).

All in all we must have our target, for wandering at large gets us everywhere and to be everywhere is to be nowhere, *did I just say that? I like Seneca and Ralph Waldo and Thoreau and Allan Watts(His eloquence only) and Oriental Philosophy.* Let us give our product/ourselves time as producers, let the product germinate, grow and blossom.

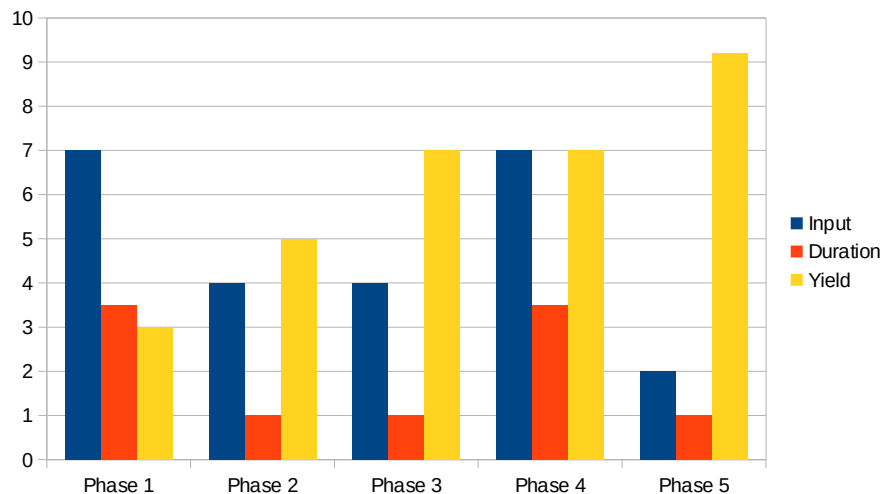
I know not a thing about 'Production and Business', I can produce but Business. It's all faith and hope, gotta do something.

2.2.5 Target/Goal

To be clear and precise, I seek a threshold profit of **3609.02256391\$** a year for three consecutive years of 'Production & Sales', as of today.

Later build/get a 'Workshop/operation base' and machines for 'Production & Automation' , lets call it office/main office. Purpose is to increase the **Magnitude/Scale** of Production. *Let the machines give back free time to man so he can enjoy his 'living' and not 'slave through his existence'.*

Growth projection, I envision a four-phase scenario where input, incubation period(days, months or years for growth/productions) and production yielded are critical.



2.2.5.1 Phase 1

Phase 1 takes a lot of input, a duration of 3.5 years and the yield is not big enough, could be;

- I. Priority is setting up production environment.
- II. Less produce.
- III. Less sales.
- IV. Beginners error/Non-streamlined production.
- V. Maturity or first harvest.
- VI. Workers' skill is not up to task.

VII. More preparation.

VIII. Not enough marketing/product awareness in the market.

Of most importance here is having our first production environment and learning.

2.2.5.2 Phase 2

Phase 2, starts immediately after the first Phase(*after 3.5 years*) and takes less input, less duration and yields more than Phase 1.

Why? Reasons include;

- I. Phase 1 input factors carry over to this phase.
- II. Means of Production have been streamlined.
- III. Good timing.
- IV. More consumers are aware of the product.
- V. Addition of paramount input factors, like acquisition of extra machines, labor, similar business or facility.
- VI. Production maturity.
- VII. More support, externally.
- VIII. Improved workers' skills.
- IX. Good reputation.

Production seems to cruise softly and the producer is gaining trust and confidence but the yield is nearly half the end goal(target production).

2.2.5.3 Phase 3

This phase starts immediately after Phase 2 and takes equal input and duration as Phase 2 but the Yield is much more, production starts to peak.

Reasons include;

- I. Phase 1 inputs carry over to this phase.
- II. No more addition of varying inputs, *constant input*.
- III. More streamlined means of production.
- IV. Mature crops.
- V. Improved workers skill.
- VI. Consumer dependence/awareness of the product.
- VII. More external support

2.2.5.4 Phase 4

Additional input is made solely to boost production, either to boost quality or quantity, annual yield is met for the 3.5 years in this phase, duration bar seems higher but not literally since we are considering input to yield ratio. Total input is a Σ of constant/usual input and new input yielding same produce until maturity or R^1OI from extra input.

Reasons for more input include;

- I. Producer confidence in growth.
- II. More profit.
- III. Streamlined production processes.
- IV. Larger market.
- V. Maturity.
- VI. More resources.
- VII. Better machines or techniques to exploit available resources, **efficiency.**

2.2.5.5 Phase 5

Production peaks, establishing dominance or monopoly and input remains constant though more than phases 1&2 and less than phase 4.

End goal has been met, *hurray!*

→ ***Projected duration to establish dominance/achieve stability is 10 ± 2.5 years.***

2.2.6 Realms for this Projection.

This projection favors agricultural production, invention/creation/innovation, manufacturing and value addition systems.

¹ROI – Return on Investment

Chapter 3 Observation/Anticipation

3.1 Introduction

I am making these observations and/or anticipations based on our **target/goal** sub-topic covered before and my experience in production as worker/trainee. The following expectations/observations should be anticipated:

- I. Action/execution.
- II. Innovation.
- III. Repetition/reiteration.
- IV. Scale.
- V. Magnitude.
- VI. Exponential or Linear- Growth.
- VII. First purchase--->demand, second purchase--->customer satisfaction
- VIII. Unique or More/better(quality/quantity) of What is already being produced.
- IX. Curiosity and Research.
- X. Necessity, urge or fondness.
- XI. Bigger Picture.
- XII. Comfort/stagnation breeds regression.
- XIII. Closing two or more years in the first year of production, *going beyond your annual revenue/profit expectation.*
- XIV. Building/Nurturing production culture in others.
- XV. More, *(can't shake it off and makes previous/other achievements inadequate).*

Building a Producer-Oriented Society

Psychological preparation, observation and imitation, study and research, mentors and self inspiration, opportunity meets preparation(Luck). Our imaginations.

Philosophy of Production

Study of the Fundamentals and the Ideology. The superior/smarter of the society embrace or strive to embrace.

Economic empowerment through Production and value addition systems. Goods and Services, on Agriculture and other means of production, manufacturing and processing.

When one becomes a '**Producer**'. Rate of production, Magnitude/Scale and Demand and Supply.
summary, why production.

Core of Production

Means of Production

Acquiring machines for production to reduce dependence on human labor(Less supervision), machines to work for the worker. Starting from somewhere(old or new machines). Efficiency is beautiful, imagination is attractive.

Making work easier,*(and fun also)*.

Goods or Services

Study, research, 'luck' and 'doing more of the usual'

Time Projection

Not less than a year, I know that for sure. Should proceed to one's end of time.

Values, Virtues and Ethics.

It is for others that we do most if not all this, mostly the weak and the vulnerable. Putting others first then ourselves.