

# National Buyers Network, Trust

Mr. Strader Trustee

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## **WHY NBN, WHY NOW?**

We have a critical emergency in our nation's financial wellbeing. Everything seems to be against the value added entrepreneur. We need to improve the profitability of value added functions by instituting NBN as quickly as possible for the benefit of all.

## **NBN philosophy**

If we are to positively impact and coordinate how things are done in North America: First, we need to full-scale our existing systems for full effectiveness and simplicity for the manufacturer/creator and the end user/customer. NBN was developed to resolve the problems inherent in this equation. If we can encourage and incentivize value added processes while removing 'value leaches' the result can financially catapult NBN and every community where NBN is installed.

## **A walk into our product development and distribution history.**

I learned a long time ago that product design and process development was a Truth Only process. Having received many concepts to production recognitions and awards I discovered the key to success was simplicity and "elegant design". At the age of 20, at General Motors (GMI student), my integration learning started as I was given special projects that had stumped whole departments for years. My systematic successful resolution and functional demonstrations of my 'Elegant Design' technique led to more aggressive projects. Learning quickly that most procedures and problems resulted from the summation of many hands over time and each 'adjustment' (bit by bit) tends to integrate complicity and make for unintended consequences that must also be resolved. In one case I abrogated/eliminated two departments with one inspiration. This reduced scrap and made a better finished product. This concept was duplicated worldwide in the Delco Remy/Battery division. Applying this 'Elegant Design' procedure and working and resolving many of the problems restricting distribution for various companies I quickly discovered the whole system was broken and inefficient.

Applying the basic truths to whole systems, redesigning the total connection from the consumer interface to the seller, adding product information and purchasing integration, NBN was created. This system is a 'New Backbone' to the marketing, information and financial structure of the future. You may be surprised that NBN still has a lead of 6 to 10+ years based on contacts with Universities, Manufacturers, computer companies, and programing developers.

## **Puzzle pieces developed and tested.**

Truth that is commonly unknown to others is the ultimate satisfaction.

A polarity of opinion is rarely successful in discovering cumbersome convoluted Truths.

The challenge was to develop a system that gave tremendous value advantage to each participant. It was soon apparent that perfection had not been achieved by the existing system. A system that was put together piece by piece by various masters none of whom viewed the opportunity as one integrated network, NBN's system provides this integration.

Programs and testing included MARKETING, DISTRIBUTION, INCENTIVES, TRAVEL, REAL ESTATE, FOOD, AUTOMOTIVE [parts and vehicles], FARM [eqpt. and parts, commodities, seed, fertilizer], Manufacturing, Medical Supply Mkt. [Dr, Vet, Dental, Hospital, etc], OEM suppliers, Building products, plus secure Financial transactions from start to finish.

**Time Line for the First Site 12 months from Start to First city RUNNING**

NBN program integration and selection of equipment will be the major focus. Minor program development for specific market integrations will also be required [example Real Estate home walk through program and PICK program interface utilizing "lock and key"].

This integration also includes finalizing selection of participating Universities, finalization of suppliers for each market, finalizing the guiding team and advisory participants. Individual selections will be an ongoing opportunity as the needs will change as various sections become active.

**Critical installation and overall project controls will utilize:**

Gantt project, Pert chart, integrated project evaluation technique, simultaneous quality system feedback. The above include critical path and decision point reviews that assure ON TIME Performance. I have never been late on a project completion date and most projects were at or under budget, only one was 11% over budget due to failure of a purchased item.

We look forward to meeting face to face for a detailed review of the opportunities in NBNT. Thank you for your time.