

The 'Robin Hood' Patent and Initiative

A discussion document for NGOs and Governments

**A process and system to harvest corporate late payment surcharges for the benefit
of the world**

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About the Author

Andronicos is a British Greek Cypriot who was born in Africa and moved to England when he was 3 years old. He is an expert on the automation of Problem and Change Management at large computer centres, and the setting up of global Helpdesks. He has lectured in many countries over the years and has been a guest speaker at various international computer conferences using his unorthodox style of humour and irreverence to liven up the usually nerdy subject matter.

Andronicos has also patented a process and system to harvest late payment surcharges, code named 'The Robin Hood Initiative', to benefit registered charities, national tax authorities and small businesses internationally.

His experiences in life and work, personal mistakes, and personality have all helped Andronicos create the **Azam** product and influence its development. **Azam** is the powerful PC voice recording and audio management tool for improving communication, avoiding misunderstandings and enhancing productivity. He is now involved in launching: The **Azam** Disabilities Initiative (ADI). Please refer to www.azamit.com.

Outside his business interests, although slightly dyslexic, Andronicos enjoys writing song lyrics and is a ghost humour writer. Using his experiences in 'Problem Management', Andronicos is currently working on a book and website to get young people interested in proposing solutions to the major problems in the world, if they were ever in a position to be in charge of the planet. Please refer to www.12-12-12.org.

A personal note about late payment by the author

The last few years have been interesting. I have noted that the vast majority of late payments made to companies I have either run, managed or owned have always been by large public companies. The worst culprits are banks and certain credit/charge card organisations and other financial institutions who routinely levy and back date all sorts of penalties when they get paid late.

By being paid on time, certain problems I have experienced in business over the last few years would have been resolved and I certainly could have ensured, excluding disputed "debts" of course, that all my personal and corporate creditors in turn were also paid on time. Unfortunately this was not always the case.

Frequently Asked Questions

Please remember Robin Hood is a blueprint not an actual system yet. The FAQs imply it's happening now to make the concept easier to explain.

The importance of Prompt Payment

What is the System?

Is there a market for it? Is it growing?

What Is the System about?

Who would own the Robin Hood Patent and System?

How would Robin Hood calculate the Late Payment Surcharge?

Does the user calculate inclusive or exclusive of VAT?

When does the Late Payment Surcharge stop running?

What happens when an invoice is disputed and is never paid - Are the penalties payable?

What happens if a purchaser does not agree with the Late Payment Surcharge?

What is the cost of joining Robin Hood?

Who would join Robin Hood?

Why should companies join Robin Hood?

The role of the Public Audit Office

Why a user cannot delete an invoice once it has been entered on the system.

How would the user nominate a charity of their choice?

Can other companies see the invoices being issued?

If the user does not use a computer, can they still send invoices through the Robin Hood System?

Without a computer, how would the user know they have been invoiced by a Robin Hood System supplier?

How would a creditor know they have been paid if they do not have a computer?

Won't customers be upset with being surcharged?

What stops the user from surcharging their customers directly?

Could this System encourage late payment because of its charity aspect?

Why would companies who often pay late themselves want to join?

Doesn't the law require the user to send an original paper invoice?

Would the user have to change their terms and conditions with customers?

What if the user does not care if companies pay late as long as bank interest or factoring charges are minimised?

Could the Robin Hood System automatically take care of this?

Could there be a service which enables the user to do online banking?

Would the Robin Hood System accept international invoices?

Why would businesses use this service?

What are the unique selling points?

Future Opportunities

Why has a satirical "Budget Speech" been written?

Why is IBM referenced in the "Budget Speech"?

The importance of Prompt Payment

To maintain a successful business, a supplier must make an adequate profit. Late payment is a major problem for UK businesses and can lead to serious cashflow problems for the supplier, which can reduce profits and threaten commercial survival. If a business is continually paid late it would have to raise its prices, borrow if it can, or go out of business.

The Robin Hood System can act as a catalyst to avoid this problem, while at the same time helping deserving causes and creating a new species of government taxation.

The following explains how the system could work.

What is the System?

The Robin Hood System is an electronic invoicing system, which uses the internet to raise and record business-to-business invoices. Rather than send them directly to customers and suppliers they would be transmitted either electronically or via a fax to the Robin Hood System, which would forward them on to the customer after automatically confirming all details with the sender. It could become the clearing centre for all reputable electronic invoicing systems. It would not be their replacement.

The Robin Hood System would then keep track of when invoices were paid, and send reminders to pay outstanding invoices. If invoices were paid late, then the Robin Hood System would collect a % surcharge (subject to suppliers' conditions) on the principal sum. Surcharge percentages would then be allocated to the charity or charities chosen by the supplier, pay the supplier's interest and bank charges and a portion kept as taxes.

Is there a market for it? Is it growing?

In 1995, an average of 85% of domestic and 92% of foreign sales were made on credit terms, and over 52% of UK companies reported that late payment was a problem. Studies conducted at a European level suggest that late payment problems are indeed endemic to many countries in the European Community.

Nonetheless, suppliers rarely insist upon their right to interest on late payment, even when this right is stipulated in their contracts. Two reasons contribute to this complacency:

Businesses often do not have the time or resources to invoice for tiny amounts; and the suppliers may fear of upsetting their customers by imposing a surcharge.

The Robin Hood System responds to both of these problems with a resource-efficient invoicing system that encourages prompt payment while maintaining good customer-supplier relationships. It should appeal to a world-wide market.

Evidence also shows that the market is well equipped with the technology needed to use the Robin Hood system, even among the smallest businesses. In the small business sector, 83% of companies use a fax machine (as compared to 31% ten years ago), and the vast majority use the internet.

What is the System about?

The Robin Hood System would encourage purchasers to pay on time by giving businesses a method to claim and automatically collect a late payment surcharge, however small, from other businesses that pay their bills late.

The system could also automatically calculate and collect the surcharge through inter-bank processes via the internet.

The system would also address the problems caused by persistent late payers. The cost would no longer be borne by the supplier but by the person who could control it - the purchaser.

Who would own the Robin Hood Patent and System?

Government and groups of governments.

How would Robin Hood calculate the Late Payment Surcharge?

The interest owed on a late payment could be simple, not compound interest. It would be up to the Government to decide on the amount, but punitive rates of 2% per **month** or part thereof for large public companies would be recommended!

Does the user calculate inclusive or exclusive of VAT?

The user could charge a late payment surcharge on the gross amount of the debt (including any element of VAT) but not pay VAT on the late payment surcharge.

When does the Late Payment Surcharge stop running?

A late payment surcharge stops running on a debt once the principal has been paid in full.

If the purchaser owes the principal plus a late payment surcharge, (unless payment is accepted on other terms), any part payment of the debt could go to reduce the amount of late payment surcharge. It would be a contractual matter, enforced by the Robin Hood System.

What happens when an invoice is disputed and is never paid - Are the penalties payable?

Any disputed invoices would need to be raised with the Robin Hood System. It would automatically deal with the disputed invoice and suspend or credit any surcharge.

What happens if a purchaser does not agree with the Late Payment Surcharge?

A purchaser may not agree with a late payment surcharge (for example, if the goods delivered were faulty and had to be exchanged, or they were delivered late).

If this happens, the purchaser may negotiate with the supplier to reduce or amend the late payment surcharge. Once this has been agreed the supplier would update the system. Sometimes the purchaser may be unable to reach an agreement with the supplier. In this scenario, they could decide on one of the following as a course of action:

To withhold the supply of further goods or services until the matter has been resolved.

To refuse to trade on credit terms with the purchaser in the future.

To negotiate with the purchaser to ensure that future invoices are paid on time.

What is the cost of joining Robin Hood?

It is recommended that no charge for joining the scheme would exist, but a nominal fee of 1 £, \$ or Euro for every invoice that the user issues could be applied. This small charge covers the processing of the invoice, reminders, collection of monies and possibly transfer

The Robin Hood Initiative: A discussion document of funds to charities. Much cheaper than posting invoices, reminders and recorded delivery.

Who would join Robin Hood?

Initially all UK VAT registered businesses.

Why should companies join Robin Hood?

The user may find that invoices are paid faster and on time as their customers do not want to incur late payment surcharges as imposed through Robin Hood.

The user may enjoy a reduced overdraft due to better cashflow and would therefore incur less bank charges. The best scenario is for the Government to make it Law!

The role of the Public Audit Office

This department is an independent Government Organisation that could undertake the policing of the Robin Hood organisation.

Why a user cannot delete an invoice once it has been entered on the System.

This would be a security measure to ensure consistency of the records and integrity of the database.

How would the user nominate a charity of their choice?

The user would be able to nominate a charity of their choice but it would have to be approved by the Charities Commission before it could be registered with Robin Hood. Not only would more UK charities be in the system but so could the amount (and percentage) they spend on administration.

Can other companies see the invoices being issued?

No. Only the user company would have access to their records. It would not be possible to see other companies private financial records. Lenders may have access to the system if the user allows them to. (For example as Debenture security)

If the user does not use a computer, can they still send invoices through the Robin Hood System?

Yes. All the user needs to send invoices through the Robin Hood System is a fax machine. Invoices sent in this way would be entered automatically. All records would be kept securely and an electronic audit trail would be created.

Without a computer, how would the user know they have been invoiced by a Robin Hood System supplier?

The Robin Hood System could use local delivery services, perhaps the Post Office to forward recorded delivery paper copies of invoices to organisations that do not use electronic invoicing.

How would a creditor know they have been paid if they do not have a computer?

When the debtor pays their invoice, online banking would be able to notify the Robin Hood System that payment had been made against a specified invoice.

Won't customers be upset with being surcharged?

It would be the Robin Hood System - and not the user - who would be surcharging their customers. The user would never be involved in the collection of the surcharge.

If the law forced all companies to use the Robin Hood System everyone would be in the same boat!

What stops the user from surcharging their customers directly?

Nothing, except the administrative headache and workload it entails. Using state of the art technology, the Robin Hood System would neatly collate into one monthly invoice per customer the surcharges levied on behalf of all of its suppliers. The system would collect lots of small amounts which would add up to large donations to good causes and possibly subsidise personal taxation.

Could this System encourage Late Payment because of its charity aspect?

Common sense shows that a punitive 2% interest surcharge would encourage most companies to pay on time rather than letting their debt accrue. If, however, some companies continue to pay late, charities - plus the creditor could benefit from funds these companies obviously have to spare.

Why would companies who often pay late themselves want to join?

Very often, smaller companies themselves are guilty of making late payments because they are waiting on payments from their customers. With the Robin Hood System, they would be assured of receiving more timely payments and in turn could pay their own debts on time. It would be better if the law forced everyone to join!

Doesn't the law require the user to send an original paper invoice?

No. Many organisations already send electronic invoices via electronic data interchange (EDI). Changes announced in the 2002 budget by the Chancellor also make electronic invoicing easier.

Would the user have to change their terms and conditions with customers?

Yes, but it's easy. One paragraph explaining what their status as a member of the Robin Hood System entails could be added to their contract or invoice. Details would be included in Membership Packs of course.

What if the user does not care if companies pay late as long as bank interest or factoring charges are minimised, could the Robin Hood System automatically take care of this?

The Robin Hood Initiative: A discussion document

Robin Hood could automatically transfer a percentage of the surcharges it levies to the user's bank or factoring supplier. Additionally, the Robin Hood System would enable easy access to factoring services if required. The surcharges collected for late payments could be automatically credited to this service so that it too could cost the user nothing in interest payments. Financial institutions would be delighted with this form of Debenture security.

Could there be a service, which enables the user to do online banking?

Yes. Online banking would be convenient to use in conjunction with the Robin Hood System.

Would the Robin Hood System accept international invoices?

Eventually, yes.

Why would businesses use this service?

The service the Robin Hood System would provide represents enormous potential savings for very little cost. Particularly for smaller companies, who cannot afford to spend time and money chasing invoices. An investment of £1 per invoice issued could mean a saving several times that, multiplied by the amount of invoices issued in a year.

Any company with late payment problems would immediately see the value because Robin Hood would collect surcharges on behalf of suppliers, positive customer-supplier relationships would still be maintained.

For larger companies, or companies not significantly affected by late payment, the Robin Hood System nonetheless streamlines credit management. Additionally, the charitable aspect of the scheme would be a very positive reason to take part.

What are the unique selling points?

The Robin Hood System has two essential characteristics making it unique from any other invoicing service. Firstly, it utilises the internet for the instantaneous, secure transmission of invoices, which can never be "lost in the post", since their dispatch and receipt are automatically recorded. Because the system also sends automatic reminders on overdue invoices, it could simplify the task of credit management to companies of all sizes.

Secondly, the Robin Hood System would incorporate a charitable aspect. It would encourage participation by generating positive publicity for both the scheme itself and for participating companies. Members would all take part in building the largest charity clearing house in the world. The end result would be the Robin Hood System members would either be paid on time, or would earn enough money in surcharges to pay off all bank charges, factoring charges and the very cost of using the Robin Hood service itself!

Future Opportunities

There are a number of additional services that could be made available to the Robin Hood System members free or at reduced rates. Examples of these services are outlined:

- Provision of internet start-up equipment and service to members
- Free legal advice line
- Inter-trading membership
- Discounted services for telephone networks
- Discounted insurance services

Discounted flights on participating airlines
Discounted internet courses
Video Teleconferencing
etc, etc.

Why has a satirical "Budget Speech" been written?

Humour and satire are excellent communication tools. The "Budget Speech" has been included to enable the reader to understand how the Robin Hood system will work in practice.

Why is IBM referenced in the "Budget Speech"?

This document has a wide circulation list, specifically to the American Congress, Senate, British Parliament and the House of Lords. A TV documentary is being produced and more information is sought, specifically from IBM customers and suppliers who wish to comment on IBM working practices. Please refer to www.andronicos.net/IBMexperiences for more information and contact the author at ibm@andronicos.net if deemed appropriate.

Presentation Foils

Introduction to the foils that follow

Robin Hood is a patented system which provides a means of electronically invoicing and paying invoices.

The system would also charge late payers a surcharge, part of which would go to the business whose invoice is paid late, part would go to charity and part would go as direct taxation to the Inland Revenue or I.R.S. A nominal charge for using the system would also go directly to the tax authorities.

There is also a facility for the user to complete their VAT returns.

It could be the clearing house for **ALL** electronic invoicing systems around the world and not their replacement.

To explain the process, a series of "foils" have been produced in the pages that follow.

What Is Robin Hood?

An electronic invoicing system which uses the internet to raise and record business to business invoices.

Objectives

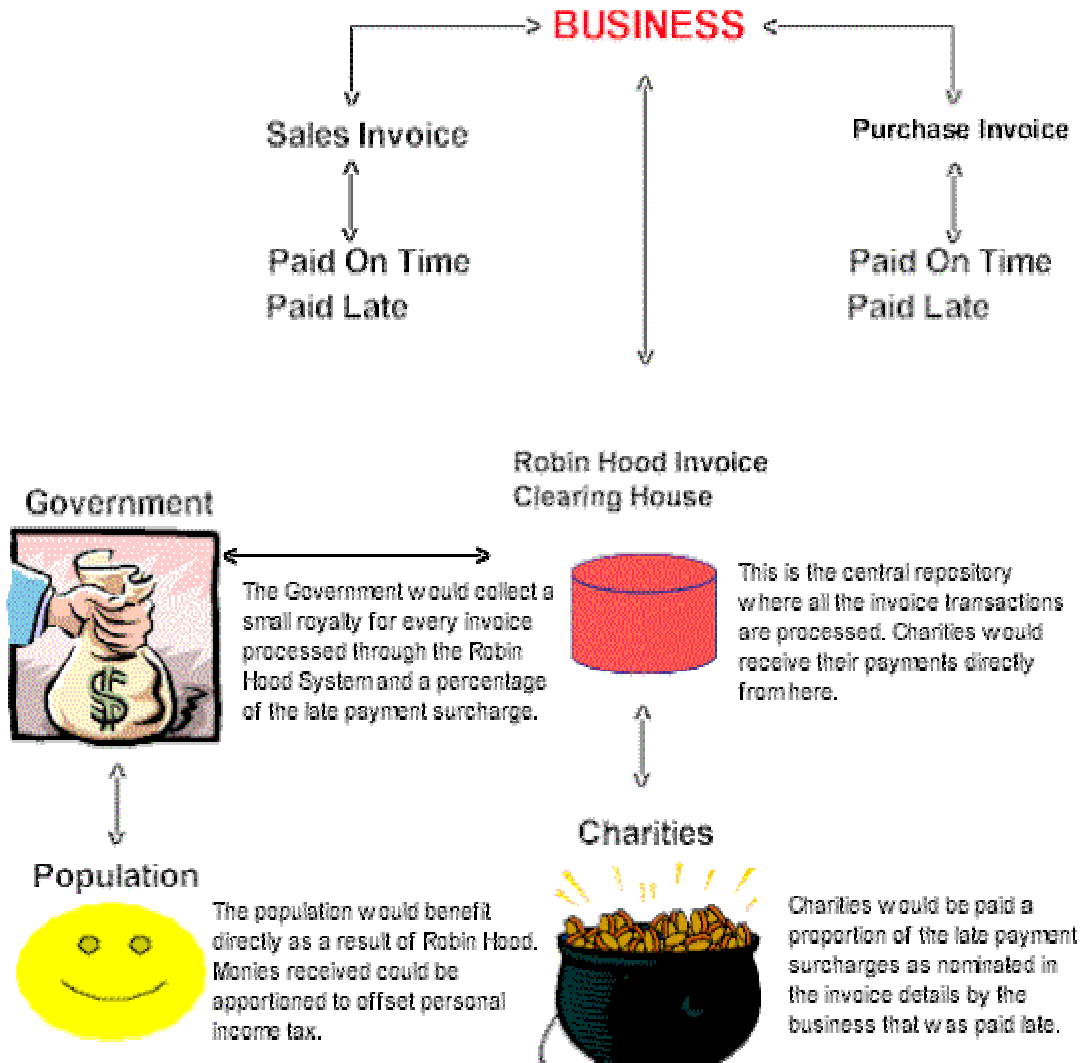
To provide an easy to use, time and resource efficient electronic invoicing system

To facilitate credit management for companies and to encourage prompt payment

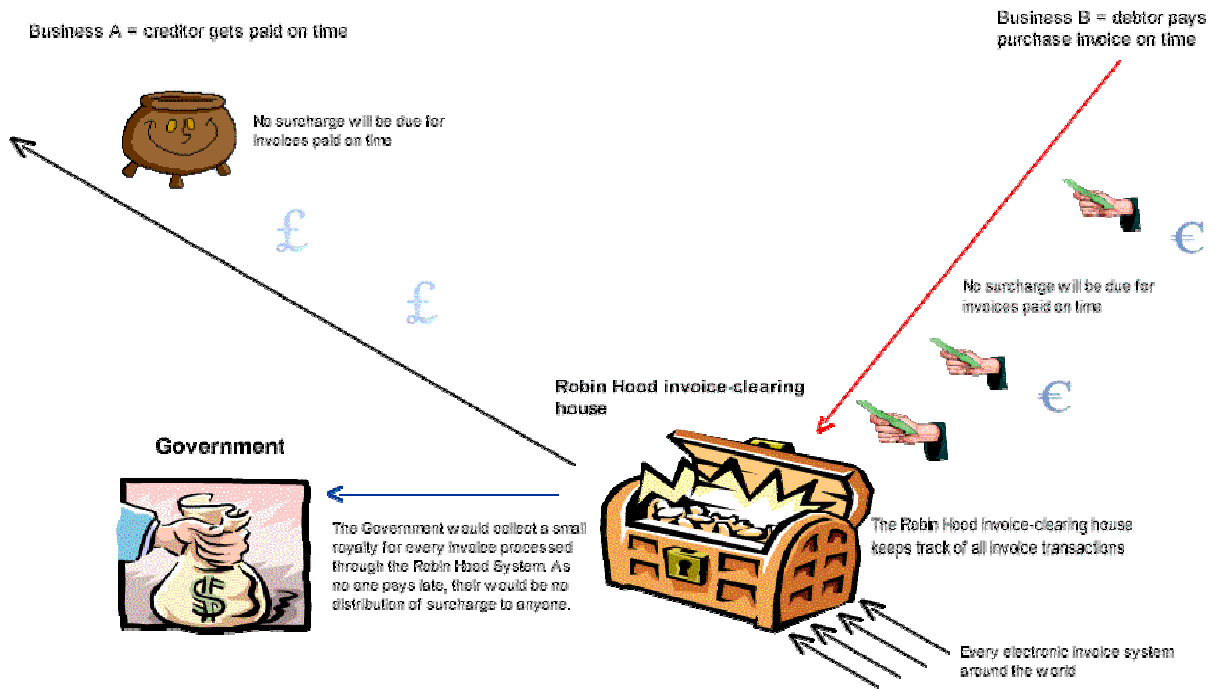
To raise money for charity by collecting a surcharge from those companies who pay late

To allow for a new species of taxation and Government revenue

Robin Hood Process Flow

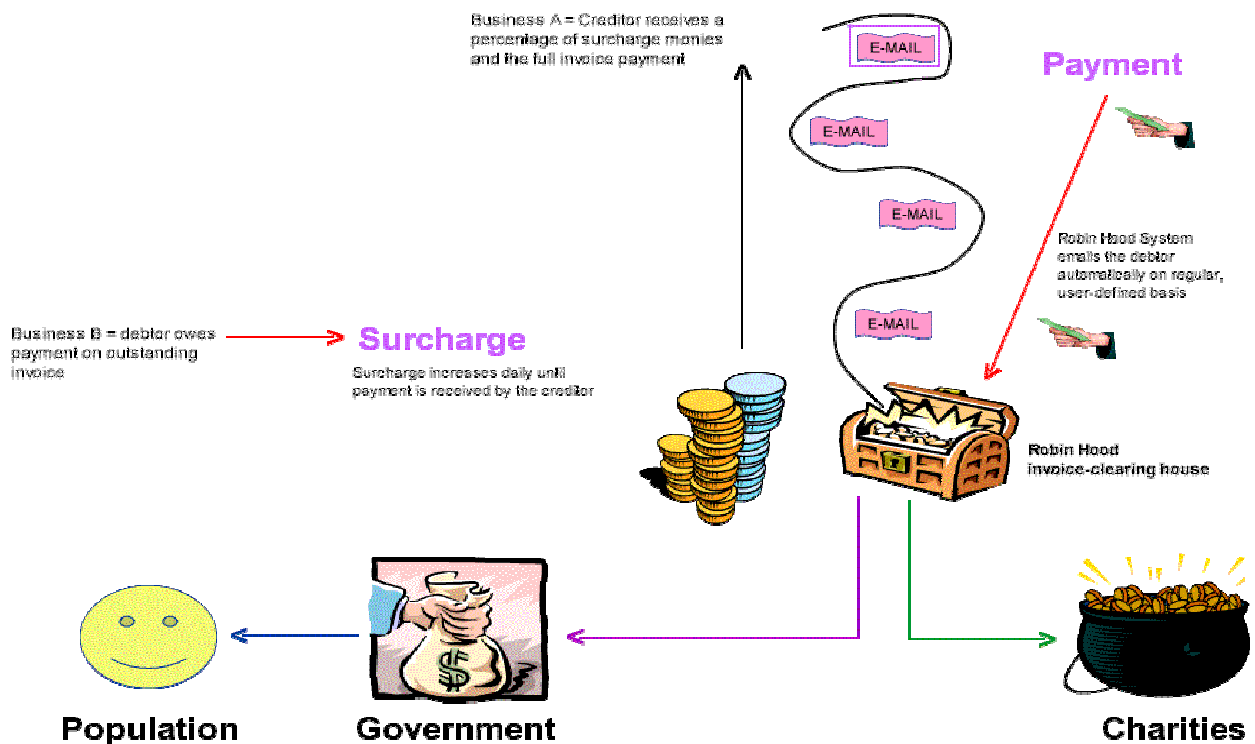


The Ideal Business Scenario: (everyone pays on time)



3

The Real World



4

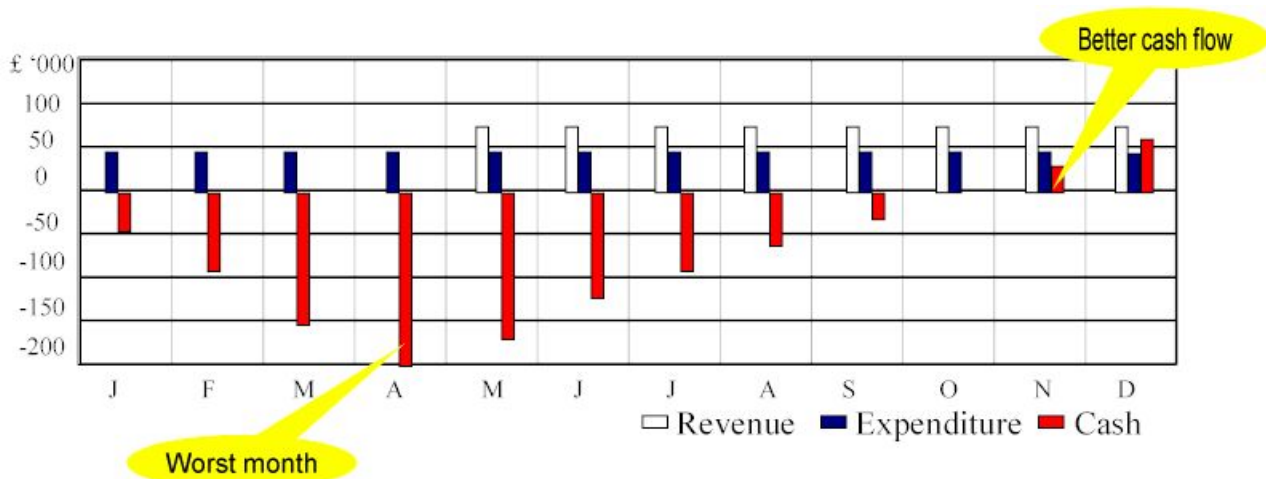
Late Payment

- Reduces profits and threatens corporate survival
- Late payment is a constant problem for businesses
- Late payment causes serious cashflow problems
- Late payment reduces profits and threatens commercial survival
- Average late payment period in the UK is 47 days
- Average late payment period in Europe is 54 days

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Simple Illustration

The company below has an annual turnover of £1 million, a three month production process, 40% margins. Its costs are paid monthly and its invoice terms are 30 days net, BUT it takes 60 days to collect payment.



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Table of Payment Periods

Countries	Credit Period (Days)	Days Overdue	Actual Payment Period Days
Norway	25	11	36
Finland	23	15	38
Sweden	29	12	41
Denmark	31	12	43
Germany	27	16	43
Austria	33	13	46
Netherlands	31	24	45
United Kingdom	31	45	76
Ireland	48	21	69
France	41	15	56
Belgium	68	6	74
Spain	65	11	75
Portugal	50	25	75
Greece	75	20	95

The above table describes the payment periods throughout Europe. It shows an example of medium size enterprises with a turnover of 12 million pounds.

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Who could benefit from joining Robin Hood?

- Government
- Businesses
- Charities
- Population

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How could the Robin Hood System help the Government?

- By collecting money for every invoice raised through the Robin Hood System
- By collecting a percentage of late payment surcharges through the VAT system
- By eliminating or reducing PAYE taxation
(Very popular at election time)
- By reducing unemployment
- By collecting royalties from the sale of Robin Hood System licenses

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Example 1 - Punitive Surcharges

Figures are based on 500 million invoices raised

Number of companies = 1 Million

Total invoices raised = 500 Million*

Total value of invoices raised = 1000 Billion*

Surcharge interest of a punitive 2% per month or part thereof

	70% 10 Days Late	40% 20 Days Late	15% 30 Days Late
Total value of invoices paid late	£700,000,000,000*	£400,000,000,000*	£150,000,000,000*
Surcharge punitive 2%	£14,000,000,000*	£8,000,000,000*	£3,000,000,000*
50% for Exchequer	£7,000,000,000*	£4,000,000,000*	£1,500,000,000*
25% for charity	£3,500,000,000*	£2,000,000,000*	£750,000,000*
25% for business victim (creditor)	£3,500,000,000*	£2,000,000,000*	£750,000,000*

*Estimated figure

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Example 2 - Surcharges at 12%

Figures are based on 500 million invoices raised

Number of companies = 1 Million

Total invoices raised = 500 Million*

Total value of invoices raised = 1000 Billion*

Surcharge interest at 8% above base rate = 12% per annum
(Base rate = 4%)*

	70% 10 Days Late	40% 20 Days Late	15% 30 Days Late
Total value of invoices paid late	£700,000,000,000*	£400,000,000,000*	£150,000,000,000*
Surcharge interest at 12%	£2,301,369,863*	£2,620,136,986*	£3,000,000,000*
50% for Exchequer	£1,150,684,931*	£1,315,068,493*	£739,726,027*
25% for charity	£575,342,465*	£655,034,246*	£369,863,013*
25% for business victim	£575,342,465*	£655,034,246*	£369,863,013*

* Estimated figure

Formula used for calculation = (Debt x interest x number of days late) / 365

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How could the Robin Hood System help businesses?

- By facilitating electronic invoice clearing
- By automatically collecting late payment surcharges through the VAT system
- By reducing cashflow problems
- By reducing business failures
- By providing Debenture collateral for businesses
- By providing the worlds most accurate credit checking

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How could the Robin Hood System help charities?

- By increasing donations to deserving charities
- By collecting a percentage of late payment surcharges on their behalf

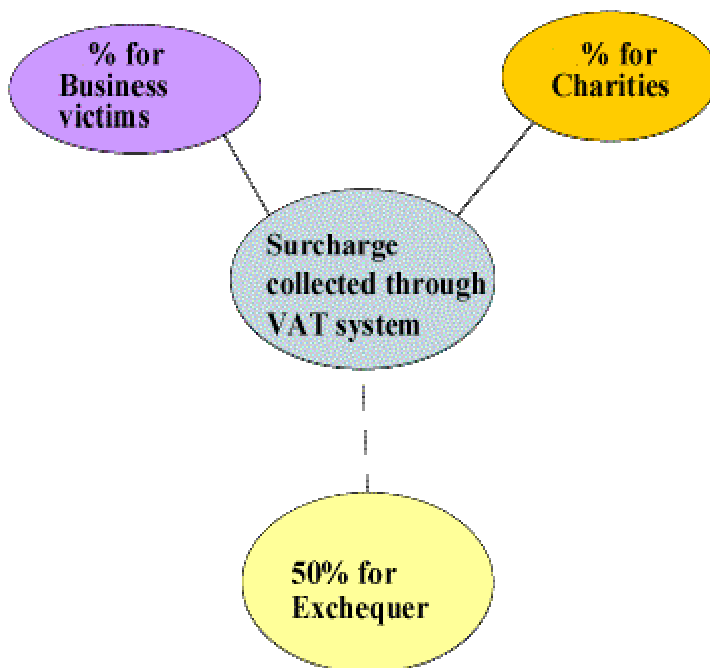
13

How could the Robin Hood System help the general population?

- By creating jobs and reducing unemployment
- By redistributing wealth to the needy
- By reducing poverty
- By reducing / eliminating PAYE taxation

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The Robin Hood System Summary

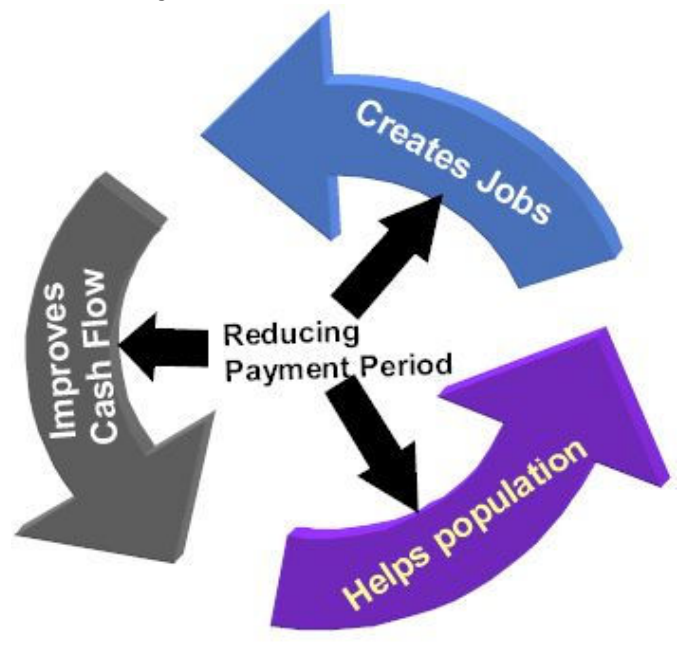


Example only

- Government enforces collection of late payment surcharges
- Robin Hood System provides a new form of solid Debenture for businesses
- Robin Hood System provides instant accurate credit checking
- Robin Hood System enforces the legislation on late payment surcharges

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Put Another Way



Collects late payment surcharges
Creates revenue for Government
Creates revenue for businesses
Creates revenue for charities

Reduces payment period
Creates jobs
Improves cashflow
Helps population

The Robin Hood System could provide a new species of bank finance security.

A Simple Online System

- Raise an invoice
- Search all outstanding payments
- Outstanding surcharges
- VAT Return Form

It should be noted that these pages do not show the actual Robin Hood System which has not been built, but, are examples of how the key aspects of the system might appear to users.

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Invoice Entry

VAT Reference Number	<input type="text"/>
Customer Reference Number	<input type="text"/>
Robin Hood Reference Number	<input type="text"/>
Invoice Reference Number	<input type="text"/>
Invoice Date	18/01/2002
Date Payment Due	18/02/2002
Registered Charities Nominated	<input type="text"/>
Details Of Payer	
Name Of Company	<input type="text"/>
Street	<input type="text"/>
Town	<input type="text"/>
County/Region/State	<input type="text"/>
Post/Zip Code	<input type="text"/>
Country	<input type="text"/>
Net Amount	<input type="text"/>
VAT	<input type="text"/>
Gross Amount	<input type="text"/>
Select Currency For Payment	<input type="text"/>
<input type="text"/>	<input type="text"/>

Notes:

- The company details are automatically extracted from the value entered in the VAT reference field.
- The invoice date is the date when the invoice was raised.
- The payment date is calculated by default 30 days from invoice date but can be changed prior to sending.
- The charity or charities are selected by the invoice issuer.

Outstanding payment list

Account Number	Supplier	Invoice No.	Date Due	Amount	Net	VAT	Gross	Days Overdue	Checkbox To Pay
RH01987	HC Comm Ltd	PP456876	01/04/2001	£20,381.53	£17,345.99	£3035.44	£20,381.53	90	<input type="checkbox"/>
RH19345	ABC Ltd	QP23456	03/07/2001	£2,350.00	£2,000.00	£350.00	£2,350.00	30	<input type="checkbox"/>
RH23345	ABC Trading	INV400	05/08/2001	£41.71	£35.50	£6.21	£41.71	6	<input type="checkbox"/>
RH00349	Joe Bloggs	JBIN5679	06/08/2001	£111.62	£95.00	£16.62	£111.62	30	<input type="checkbox"/>

Quick Tasks

- Search all outstanding invoices
- Search overdue invoices

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Outstanding payment list 15 days overdue

Account Number	Supplier	Invoice No.	Date Due	Amount	Net	VAT	Gross	Days Overdue	Checkbox To Pay
RH01987	HC Comm Ltd	PP456876	01/04/2001	£20,381.53	£17,345.99	£3035.44	£20,381.53	90	<input type="checkbox"/>
RH19345	ABC Ltd	QP23456	03/07/2001	£2,350.00	£2,000.00	£350.00	£2,350.00	30	<input type="checkbox"/>
RH00349	Joe Bloggs	JBIN5679	06/08/2001	£111.62	£95.00	£16.62	£111.62	30	<input type="checkbox"/>

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Outstanding payment list 30 days overdue

Account Number	Supplier	Invoice No.	Date Due	Amount	Net	VAT	Gross	Days Overdue	Checkbox To Pay
RH01987	HC Comm Ltd	PP456876	01/04/2001	£20,381.53	£17,345.99	£3035.44	£20,381.53	90	<input type="checkbox"/>
RH19345	ABC Ltd	QP23456	03/07/2001	£2,350.00	£2,000.00	£350.00	£2,350.00	30	<input type="checkbox"/>
RH00349	Joe Bloggs	JBIN5679	06/08/2001	£1111.62	£95.00	£16.62	£1111.62	30	<input type="checkbox"/>

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Outstanding payment list 60 days overdue

Account Number	Supplier	Invoice No.	Date Due	Amount	Net	VAT	Gross	Days Overdue	Checkbox To Pay
DH01987	IBM	PP456876	01/04/2001	£20,381.53	£17,345.99	£3035.44	£20,381.53	90	<input type="checkbox"/>

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Surcharges

Surcharge(s) Creditors are owed

Surcharge(s) Debtors owe you

Charities you wish to benefit

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VAT Return

	ABC Trading 45 Albert Square London LN32 4AD	For the period	01/05/2000
		To	31/07/2000

VAT due in this period	1	£15151.58
VAT due in this period on EC acquisition	2	£00.00
Total VAT due (sum of box 1 and 2)	3	£15151.58
VAT reclaimed in this period on purchases	4	£4841.26
Surcharges paid in this period on sales	5	£501.32
Surcharges reclaimed in this period on sales	6	£1020.11
Net VAT to be paid to Customers or reclaimed by the user	7	£10310.32
Total value of sales excluding VAT	8	£153600.70
Total value of purchases excluding VAT	9	£442001.24
Total value of EC sales excluding VAT	10	£00.00
Total value of EC purchases excluding VAT	11	£00.00
Total value of Robin Hood surcharges	12	£519.79

DECLARATION:

By checking the box You declare that the information given is true and complete

Note: The new Robin Hood boxes above

Introduction to the Satirical "Budget Speech"

This satirical "Budget Speech" that follows has been included to describe how the Robin Hood System could work in practice to the general public. The claims are obviously exaggerated for impact. References to **IBM** although written in a humorous style, are not meant to disguise the fact that there is an ongoing investigation which will be disclosed as part of a TV documentary about my life.

Unless you have a British sense of humour, know how Parliament behaves (The House of Commons) and understand the UK tax system – this satirical speech will make no sense whatsoever. I apologise in advance to our American cousins who may find the contents rather confusing and "all Greek to US", and suggest they first read the satirical "Andronicos' Quick Parliamentary Glossary" below.

This satirical "Budget Speech" was originally written in 1999 taking into account the political party in power in Britain at the time, using my experience as a humour writer.

The reader should jump to page 36 for the Robin Hood parts.

I hope you enjoy the speech.

Andronicos
The Author

Andronicos' Quick Parliamentary Glossary

Azam: A PC software product invented by Andronicos to record meetings, diary entries and send voice emails without typing. Ideal for Directors of Communication at HQs when dealing with the press, to avoid misunderstandings. (www.azamit.com)

CBI: The Confederation of British Industry is a lobbying group for Fat Cats. It's a sort of luxury cattery waited on by butlers.

Ceremonial Mace: A big long shaft made of gold that is a symbol of power which belongs to the Queen. Every year at least one MP has a tantrum by removing it, which results in his being grounded for a few days.

Chamber: The House of Commons where MPs sit and argue and say "humbug, "poppycock" or "shame on you", quite often.

Chancellor or the Exchequer: The minister in charge of Britain's finances who lives next door to the Prime Minister and shares a cat.

Conservatives: The Conservative Party (of Margaret Thatcher fame) is a bit like the Republican party, except they are not currently in power (2003).

Customs and Excise: The department that collects VAT and protects Britain's borders from contraband. Unlike their American cousins, they have magnanimously allowed my kids to munch on apples as they pass through border controls without being faced with the prospect of visiting the San Quentin Gas Chamber.

Debenture: Not to be confused with Denture, it is when a lender has the right to get his teeth into an insolvent company's assets and their invoice receivables.

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DTI: The Department of Trade and Industry is the corporate police force to ensure Fat Cats are not spoilt too much. They protect people from illegal monopolies and argue a lot with their European Union counterparts.

Euro: The Eurodollar. A focus of debate so controversial in Britain that it makes the American Anti Abortion and pro-choice camps look friendly with each other.

Exchequer: An ancient term for where all UK tax payers' money ends up.

Fat Cat: A term of endearment given to Board Members of destitute public companies who earn enormous salaries and benefit packages while their shareholders languish in the Debtor's Prison on bread and water.

Here Here!: A form of verbal flattery used by MPs to prove their loyalty to a senior MP of the same Political Party during a speech, who can influence their promotion prospects. If you are American it is physically impossible to say this in a Parliamentary accent, unless you place two small plums in your cheeks. Fat cats are advised to use water melons for the same effect.

Humbug: A polite Victorian expletive used today by very posh people or MPs. (Not to be confused with Hamburger.) A less offensive form of expletive used only by extremely aristocratic MPs is "I say old chap, this isn't cricket." (The nearest American translation I can find is "this sucks", spoken in a Martha Stewart accent.)

IBM: A giant computer firm I had the "pleasure" of previously signing a Pan-European contract with, which included a free 200,000 dollar software test and demo license, for IBM to show customers, only to find that IBM were asking for our sales leads so they could take them. Following a "thorough internal investigation" that lasted several weeks to complete by IBM's top managers, their conclusion was that "IBM's behaviour was within the scope of dealing aggressively yet fairly against one of its competitors...and as such the file on the matter was now closed." If you have had similar experiences you may wish to take part in a film documentary as the file is now open again, by me and a few others. Damages sought against IBM will be given to charity. Can you help? Please email the author at ibm@andronicos.net.

Inland Revenue: IRS (equivalent in America)

Labour: The Labour Party (of Tony Blair fame) runs the country (2003).

Liberal Democrats: The third most popular party who would have a lot more MPs if proportional representation was enforced. There is no equivalent in the USA other than that chap who sits in Congress (or maybe the Senate) as an Independent. The LibDems would spend vast amounts of money on education. Had they been in power during the 1970's while I was at school, many of the typing errors and grammatical mistakes found on this website would not be there.

Lord: Of course, "**The**" Lord is God (God the Father, Allah, The Creator, Yahweh, The Divine One, etc). Not connected with the previous statement, if you sit **IN** the House of Lords, you are a Lord, security guard or some unfortunate tourist who got lost trying to find the toilet (restroom). Lords form the upper house, similar to the Senate, except they have an average age of 84 and the House of Commons can overrule them. A female Lord is a Lady. When you become a Lord you are invited to choose any place name not already taken (eg. Lord Smithye of Upper Chillbury). In the extremely unlikely event I was invited to join the club, I would be a cross-bencher (not to be confused with cross-dresser) to show no political party loyalty and choose the title "Lord Andronicos of the Galaxy", to impress airline cabin crew ("More coffee while munching on that Hershey bar, oh Lord of the Galaxy, sir?"). Unfortunately with a name like mine, it sounds a bit like Lord "Darth" Vader's assistant, so I would have to decline the honour.

["Lord Vader, the Greedy Trade Federation is being, well em, greedy by paying inter planetary invoices late. Shall we send them your IMF division to punish them, or one of your Darth Vader Death Asteroids?" (He replies in Vader speak) "No, oh da-ark Pad-a-wans. Get them to join the dark side instead, if they have not al-ready. Lord An-dron-icos will di-rect them as he will soon do

with my **I-B-M** division. I want all the Fed-er-ation's late pay-ment sur-charg-es be put in my pens-ion fund."

"Yes master and thank you for letting us ask you." Just one minor point oh evil one, Lord Andronicos doesn't work for us. He has never been seduced by the dark side (M, or any woman for about 2 years, which is quite pitiful), what shall we do oh great Lord?"

"Si-lence! Get me a fat cat in-stead, NOW, or I will make you live on that nutty plan-et called earth for six-ty six life-times as an in-sect."

"Yes oh great evil Lord and thank you for reprimanding us for our stupidity. We deserved your wrath."]

Madam Deputy Speaker: The referee at the House of Commons. Traditionally the Speaker wears strange clothes and in the past got beheaded if they annoyed the king.

Minister: A top person in the British Government in charge of a key function. They tend to be reshuffled or sacked if they disagree with the Prime Minister, unless the Chancellor objects.

MP(s): Members of Parliament are similar to Congresspersons but are more noisy and paid less.

NI: National Insurance is a security and payroll tax that goes up quite often without it affecting the official line or promises relating to income tax increases.

North Sea Oil: A huge local oil reserve which is why petrol (gas) in Britain costs 3 times more than in America.

Opposition: The party not in power who think they should run the country. (A bit like the Democrats in the USA in 2003.)

PAYE: Pay As You Earn is the personal income tax paid by the non self employed every month.

Pillock: See Humbug.

Secretary of State: Minister in charge of the Police, Judges and a lot of other things. In 2003 the Secretary of State, a most able man, is visually impaired and is allowed to bring his guide dog to work in the House of Commons. Some say he will one day be Prime Minister.

Shadow Chancellor: The Conservative Spokesperson who argues with the Chancellor a lot. In fact he argues with a lot of Labour MPs generally.

Sir: A Sir is a knight. A female Sir is a Dame and not a Madame for obvious reasons (especially if spoken with a French accent). In America a Dame is a term used for a loose woman who frequents bars. Please don't get them confused so as to avoid diplomatic incidents. The Queen Knights people by sticking a sword on their shoulders. It is considered very rude in Britain to ask how or where "The Lady of the Knight" is, when discussing the wellbeing or location of a Sir's wife.

The Budget: A speech given by the Chancellor once a year, to explain how the country will have enough to eat in the coming year or two. The speech lasts about 2 hours and can make the listener believe that a forthcoming tax increase or major cut in public spending is the greatest thing since sliced bread (or **Azam**).

TV Licence: An annual tax, UK telly(vision) owning households have to pay for watching the BBC, whether they watch it or not.

VAT: Value Added Tax is a sales tax. In Britain it's 17½%. In other European countries it can be as high as 25%. Nevertheless, it is generally included in prices unlike American restaurants whereby the time you've finished paying for your meal, (including tips) it's about 30% more than the menu stated, so you end up having to do the washing up.

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Whip: Party whips should not be confused with alternative lifestyles. They are MPs who have the task of persuading their own MPs to tow the party line when voting on controversial issues. A three line whip, if disobeyed, could result in lots of nasty repercussions on an MP's future career.

Woolsack: Another symbol of power, which the Speaker of the House sits on. According to legend, an MP who sits on the Woolsack while being unworthy of the privilege, will get piles (haemorrhoids) within 12 months. Being a British Greek Cypriot, I may be getting this legend confused with King Arthur, Excalibur and the Knights of the Round Toilet ("restroom") or some story my Grandma (Yaya Zoe) told me while I was undergoing potty training.

12-12-12: December 12th 2012. A special moment in history. Please refer to www.12-12-12.org. What if you were in charge of the world tomorrow?

End of Glossary

For a wealth of excellent information about Parliament which could interest anyone living in the Colonies, refer to the Parliamentary website.

HISTORIC "BUDGET SPEECH" TO BE HELD ON TUESDAY OCTOBER 17TH AT 4PM

Madam Deputy Speaker, in exactly 2000 hours Britain will be on the stroke of midnight for the new millennium. This budget speech will go down in history as unique in many ways, the first two being—

- Instead of an old dirty red/brown leather case, I've brought my speech on a portable Y2K compliant PC. This is a symbolic gesture to show this Government's commitment to new technology.
- A similar speech is being broadcast live in the United States as I speak.

When North Sea oil was discovered in the 70's our great nation won the equivalent of a lucky lottery ticket. The taxes and duty from this fortunate find has amounted to over _____ billion pounds in the last _____ years.

What I will describe in the next few minutes is another source of revenue which could result, within 5 years, to the abolishment of personal income tax as we know it.

[Stunned silence, long pause.]

Today this Government will announce a special millennium celebration to the British people which will start on 1st January 2001, the date the real millennium begins.

FIRST THE GOOD NEWS WHICH WILL APPLY FROM APRIL 6 2001

- Inheritance tax will be abolished.
- TV licences will be abolished.
- Capital Gains tax will be abolished.
- Duty on everything else (petrol, car tax, booze) will be frozen, with the exception of tobacco products.
- Duty on Keo Cypriot beer and Lagavulin 16 year old Scotch Whisky will be abolished from midnight tonight.

[Scottish MPs cry "Here! Here!"]

- No national insurance will be payable on earnings below £5000 per year for employees or employers. Employers NI will be reduced to 10%.
- Earnings between £5,001 and £20,000 will result in employee NI payments of a fixed 5%.

- Income tax allowance will increase to £10,000 per person (or £15,000 per married couple). There will be two tax bands, the lowest in the developed world:
- 20% for the first £20,000 of taxable income and 29% thereafter.
- Half the working population in Britain will not pay any income tax.

[Stunned silence, long pause]

- The first £20,000 of VAT registered small businesses profits will be tax free, and taxed at 20% for the next £200,000 of profits with a top band of 29% thereafter.
- To help small business cashflow the due date for monthly PAYE payments will be moved 12 days back: from the 19th to the 1st.
- All small businesses that export more than 12% of their services will receive an additional export allowance of £12,000 per year.
- Red tape and bureaucracy for small businesses will be reduced in the following way, bla bla.
- Because Britain will have the lowest tax rate in the developed world, many foreign businesses will relocate to Britain, which will create many new jobs.

NOW THE BAD NEWS

- All personal tax deductible expenses (other than for business purposes) will be abolished, including mortgage subsidy.
- Cigarettes will go up 12p. PER cigarette that is, not per packet.
- VAT will go up to 20%, which is still one of the lowest rates in the European Union.

[Opposition shout "disgraceful". MPs with corporate tobacco connections start to whimper]

SUMMARY SO FAR

The Exchequer will lose _____ billion overall in revenue due to the aforementioned millennium celebration. How will the Government make the shortfall? Well not from Public Sector borrowing!

[More stunned silence. The opposition parties scream "humbug" from the benches]

SHORTFALL

The Exchequer will make additional savings from the following:

- The Inland Revenue and the VAT collection part of the HM Customs & Excise will merge into a new entity called "HM Inland Revenue and VAT". Due to new technology, which I will explain about in a few minutes, the reduction in the amount of tax payers and the simplification of the tax system, there will be substantial job cuts. Nevertheless, some HMIRV staff will be offered very generous voluntary redundancy packages. Others will be offered positions in a new international organisation code named "**Robin Hood**", which I will also describe later. Most jobs in the Inland Revenue's Legal department will disappear through organic wastage but they will be offered new jobs as bailiffs. Of course, all HMIRV staff that remain will receive bumper pay rises. Net savings to the Exchequer _____.
- The duty collection and customs border policing responsibility of HM Customs & Excise will be moved to a new Government department cunningly called HM Duty & Customs.
- Further savings will be made by investing in overall new technology, specifically the internet.

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- Less unemployment benefits will be paid out, as more people have an incentive to get a job due to the low tax rates.

The Exchequer will earn additional revenue from the following sources -

- VAT increase: £ _____ B
- Duty increase: £ _____ M
- Many new jobs created will result in additional tax revenue: £ _____ B
- Due to the low tax rates, it is more likely that people who have moonlighted, or businesses that use cash payments to illegally underpay taxes or VAT will now comply. A 90 day amnesty will be in force for those that do. Total: £ _____ M

[At this point in the proceedings, several Labour party whips come into action for no reason whatsoever other than for a bit of celebration and frivolity. The Deputy Speaker grimaces sternly. Due to this, they are returned unused, in their individual metal studded leather pouches.]

I mentioned the term "new technology" several times so far in this speech. I also referred to the North Sea oil taxes and duties as a lottery ticket. Today this Government wishes to announce a new lottery ticket this nation will share with the United States of America, which has been acquired and won that will bring in billions in revenue, indeed by 2006 personal taxes as we know them could disappear in Britain.

[Stunned silence]

This lottery ticket is in the form of a new tax underpinned by new technology using the internet, a patented product and a jointly developed system in conjunction with the American Government, (M, replace IBM with someone else as I would rather eat my own toes than do another pan European deal with these guys ever again.) EDS and Microsoft.

Madam Deputy Speaker, effective at midnight on January 1, 2001 a new form of taxation, a **Robin Hood** type of taxation taking from the rich and giving to the poor will be born.

Effective from that day, the Exchequer, through the VAT system, will collect and keep half of any late payment surcharges in the United Kingdom. The rates will be punitive.

- For any UK public company or any other entity with a net balance sheet of > £1,440,000 the rate will be a punitive 4% of any valid invoice paid late for the first month and 2% per month thereafter. The Exchequer will keep half.
- For any VAT registered business that has a prior balance sheet net worth of more than £144,000 the rate will be 2% and 1% respectively. The Exchequer will keep half.
- For any other entity (with the exception of private individuals) this will be 1% and ½% respectively. The Exchequer will keep half.

[Screams & shouts in the house. Conservatives throw things at the Chancellor]

I would like to give a warning to all wealthy UK organisations that have sat on invoices and earned interest by not paying valid invoices on time intentionally. Your time is up. With this biblical eye for an eye, you have 12 months to change your working practices. A new law will make it mandatory to specify in audited accounts how much a public company has had to pay in late payment surcharges. It will be up to shareholders of public companies to question their Board of Directors or remove them from office. Additionally, the Board of Directors of a business will be subject to civil proceedings if they attempt to bypass the system contractually. It will be seen as an evasion of income tax. If an organisation normally expects its customers to contractually pay within 30 days, why should it expect 90 day payment terms with its suppliers?

[MPs with connections to retail stores, car manufacturers, supermarket chains and IBM, leave the Chamber and begin to make frantic phone calls.]

For UK companies, through the VAT system it is estimated revenues from this to the Government will be £ _____ billion net, during 2001.

[The Shadow Chancellor grabs the ceremonial mace, the symbol of absolute power and throws it angrily at the front bench. The Secretary of State's guide dog heroically catches it in mid air and puts it back where the Secretary of State directs: in his clutching hands.]

The late payment surcharges that the Government will collect on behalf of UK VAT registered businesses, it will repay half back through the VAT system upon actual collection, or if the beneficiary prefers can be distributed to up to 144 registered charities of the beneficiaries choice automatically.

[All Liberal Democrat MPs say a mantra, in one loud Gregorian style chant, "We would spend it all on education, on education, on education"]

Surcharges paid will not be tax deductible. Surcharges collected will not be taxed.

Madam Deputy Speaker, the British people have traditionally been magnanimous when it comes to charity. The Government estimates donations will increase by £ _____ B. I would like to point out one of the reasons it will be possible to make a charitable donation through this new technology, is in due respect to certain faiths, such as Islam which state that interest payments owed to someone may be collected and given to charity if the debtor is wealthy. Another reason is that this system will be popular while at the same time subsidising worthy causes.

This new system will collect surcharges and allow a business to give to charity through the VAT system in one of three permutations:

- The business can give all the surcharge due to it to charity;
- Or a percentage of the surcharge;
- Or using the system divide the spoils between 1 and 144 charitable organisations of their choice. Every registered UK charity will be on the system with a brief description of what its objectives are, to make it possible for a business to choose. The system will also show what percentage the charity keeps in admin fees. This was a polite warning to inefficient charities – get your act together next year.

I will now describe the new patented technology to make this work in practice, which has been named "The **Robin Hood** Surcharge Scheme", yet causes the minimum impact to small businesses.

There are two types of business in the UK, those that are registered for VAT and those that are not. The **Robin Hood** system will not apply to businesses that are not VAT registered. They will continue as now manually receiving and sending invoices using the postal system.

For businesses that are VAT registered, they will on the whole continue as now manually sending invoices to non VAT registered businesses, export customers and to members of the public using the postal system.

If, though, a VAT registered business invoices another VAT registered business in the UK, they will have to by law use the **Robin Hood** System.

For those businesses that have a PC, or mainframe computer system, have access to the internet and use one of several software packages that store purchase and sales invoices (for example EDI, Sage, etc) the impact will be minimal. The vendors will provide interfaces to the **Robin Hood** System.

But what about small businesses that don't have the hardware, software or access to the internet? A Government subsidised PC scanner will enable a twelve year old child to use the system and enable Britain to have the largest internet business population in Europe.

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Nevertheless, although this Government is committed to new technology and recommends email and Ecommerce be used by every business, it is not for any government to force small businesses that are VAT registered into investing or using new technology.

To avoid logistics problems for such businesses, the Government will, through the major accountancy bodies, create a licensing system to enable individuals with basic education and **Robin Hood** proficiency, be the equivalent of data entry and collection facilitators on behalf of businesses that do not want to use the system directly

[Opposition shouts, "Poppycock, bureaucracy"]

Let me finish. The **Robin Hood** system will be so easy to use, so quick to use, the Government's research has shown twelve invoices can be entered on the system for less than £1 in labour costs.

Furthermore, businesses that get paid immediately for certain invoices by credit card or cash will not need to individually enter each transaction, but for VAT monitoring purposes will type in and mark as paid one record every three months on the **Robin Hood** System.

The total cost of using **Robin Hood** in terms of labour costs via licensed **Robin Hood** data entry and collection facilitators will be less than £500 per annum for a typical small business, which is by far compensated by the benefits including the small business tax cuts I mentioned earlier.

Let me explain the benefits to businesses that offer credit terms to UK VAT registered customers –

- Onsite VAT and Inland Revenue audits will be minimised and reduced. Technology will allow this to be done remotely.
- The **Robin Hood** system will automatically send reminders one week before the due date and further reminders 12 and 36 days after the due date.
- Postage and administration costs will therefore be saved.
- The **Robin Hood** system will automatically inform a business how much it is owed in late payment surcharges which it can deduct from its next VAT payment cheque or assign via the VAT system to charity.
- The **Robin Hood** system will automatically inform a business the total of how much it owes in late payment surcharges which will be added on its next VAT payment.
- At any point in the process, an invoice can be marked as paid by a customer, supplier, their agents or the suppliers' bankers.

There will be other benefits:

- Businesses will be able to advertise job vacancies, what they do, what they sell.
- An optional online credit check of a business's net worth and size will be available on demand.
- Phase 2 of the **Robin Hood** System will enable businesses to find partners for financial backing, growth and business development.
- Bla, bla, etc.

Robin Hood will be the catalyst for all of these benefits. The future will be today. Madam Deputy Speaker, this is the Government of innovation, not bureaucracy.

The Government will earn revenue from the **Robin Hood** System in the following ways:

- Less tax fraud: £ _____ B
- It will receive a 36p royalty for each invoice sent to UK companies: £ _____ B

- It will receive half the surcharges in the UK of late payments: £ _____ B
- It will receive and share with the United States Government a royalty from foreign governments (or users such as state, county or city) that participate in this system. These royalties will include 36¢ for each invoice raised outside of Britain and the United States: \$ _____ B
- A small percentage of royalties each foreign Government and user will collect in equivalent tax surcharges: € , £ , \$ _____ B

The Exchequer will also receive a royalty from every business that wishes to point to its website from the **Robin Hood** System. Microsoft [M, remove IBM from the speech] and the Government have entered into a partnership to exploit the internet and make most British and American companies' internet users by the year 2003. The revenue from this to the Exchequer will be: £ _____ B

The Exchequer will also receive licensing fees from credit rating bureaus, who will have the world's most accurate statistical information given to them of the payment habits of most UK companies. The revenue from this to the Exchequer will be: £ _____ M

A portion of the royalties collected outside of Britain and the USA will go to eliminate poverty in third world countries and provide additional funding to the United Nations for world peace and security. Indeed, my right honourable very close friend, "Tony the Prime Minister" will be making a joint speech in conjunction with the leaders of the G20 nations on how, by the year 2012, Global Poverty will be eradicated, war eliminated from the face of the Earth and the Sahara desert turned into a giant food growing region of the world. This task will be partly funded by the **Robin Hood** Initiative and partly by the assistance of the 200,000 or so people around the world who call the shots.

[Stunned silence. MPs with connections to the arms trade start to whimper]

[MPs with connections to the tobacco industry and the arms trade start to sob uncontrollably]

Let me continue with how the **Robin Hood** System will be implemented.

Phase 1 of the **Robin Hood** System will be in 3 currencies: pound sterling, Euros and US Dollars, for UK and American businesses only. The system will be protected from viruses, be secure, user friendly and confidential. The 144 most common types of invoices will be on the system. By typing the customer VAT number half the invoice will be filled in automatically.

Phase 2 will be multi-currency depending on which other foreign government participates in the scheme and pay royalties. Additionally a wealth of Ecommerce tools will be integrated by then.

Madam Deputy Speaker, neither the American or British Governments will pay to have this system developed. (M: IBM will pay for the whole thing by the time my TV documentation is broadcast about their working practices).

As an incentive to VAT registered businesses that employ less than 144 people, this Government would like to announce the following real lottery.

For the aforementioned small businesses that are "**Robin Hood** Ready" by 19 September 2001 who volunteer to take part in a system test trial for 3 months, will be entered in the **Robin Hood** lottery. On December 31 2001 one hundred VAT numbers will be selected at random by computer, the winning companies will receive £144,000 tax free.

[Opposition MPs shout, "Open a bleedin' Casino that accepts Euros, you pillock!"]

[The Speaker of the house reprimands them for using the 'E' word]

Corporate insolvency has always been a concern to this Government. My colleague from the Department of Trade and Industry will be making some emergency announcements relating to

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changes to the 2000 Insolvency Act in the next few days, but the highlights pertaining to **Robin Hood** are as follows:

A company that becomes temporarily insolvent will be given one more chance, this chance will be because of **Robin Hood**. If a company wishes to enter into an arrangement with its creditors, it will do so by being able to assign a percentage of its receivables via the **Robin Hood** System in such a way that the creditors get guaranteed payment. This will be done in secret to avoid customers finding out and going elsewhere for business. The Inland Revenue executive Enforcement Office will be asked to implement this system for debts owed by businesses for taxes and VAT.

A by-product of this new **Robin Hood** scheme relates to how small businesses get funding from banks and invoice discounting institutions.

Stop and listen to me

I interrupt this live broadcast with information about an important key by-product of the Robin Hood Initiative. Even if the system caused most companies to pay on time, the benefits described in the next paragraph could revolutionise "bank" borrowing for SMEs. Billions of pounds would be made available by way of secure lending, to create new businesses and new jobs.

My name is Andronicos and I love the number 12

[The Chancellor wonders where the voice came from, but carries on]

It is not this Government's intention to interfere with lending decisions but it is this Government's intention to provide a simple catalyst to help small businesses borrow money for cashflow and growth. Invoice discounters, factoring organisations and banks will be more prone to lend against actual invoices they can see. It will be a contractual matter between a customer and these financial institutions to allow the lending institution access to their customer's online **Robin Hood** data, or to assign the invoices as security. Banking working practices will change with a new type of solid, easy to monitor Debenture security, to enable various loan facilities to be available.

It is quite feasible that within 5 years the Exchequer will reduce personal income tax in Britain to zero from the above royalties.

[Stunned silence, pause for impact]

It is quite feasible that within 5 years the Exchequer will reduce personal income tax in Britain to zero from the above royalties.

[Stunned silence, long pause for huge impact]

It is quite feasible that within 5 years the Exchequer will reduce personal income tax in Britain to zero from the above royalties.

[Stunned silence, very long pause for humungus impact]

The **Robin Hood** System should not be seen as "big brother". It is more of a "mother". At 0800 am tomorrow morning there will be a freephone number manned by 1212 support staff who will answer any questions relating to this budget speech. Dial 1-800 ROBIN HOOD. The staff will be available from 8am - 8pm, Monday to Saturday, for the next 12 weeks or you can download an online demonstration of **Robin Hood**.

Madam Deputy Speaker, I mentioned 3 reasons at the start of the budget speech why this speech will go down in history as unique. There is a 4th reason – it was the longest budget speech in history. It will go down in history as the millennium cashflow and job creation budget.

And... one day on a far away planet, a planet certain members of this house probably come from anyway...

[Shrieks of laughter followed by a sudden silence when 12 prominent members of Parliament disappear into thin air]

As I was saying Madam Deputy Speaker, one day on a far away planet, colonized by humans, our descendants will remember this budget as a turning point in human history.

I commend it to the House.

I commend it to the European Central bank.

[The Chancellor sniggers. (Insert your witty comment here)]

I commend it to the World.

I commend it to the Galaxy.

[Riot begins in Parliament]

[The chairman of the CBI resigns in disgust]

[144 Fat Cat directors spontaneously combust]

[The opposition leader makes a beeline for the wool sack, with the intent of removal, but once again the Secretary of State's guide dog intervenes with an obedient, yet failed attempt to bite him on the leg. Both return to their allotted places and stare menacingly at each other knowing the budget speech is now over and a new era for UK and American tax payers, and the world in general is about begin.]

END of Satirical "Budget Speech"

**"The Andronicos first and last theorem on economics" states:
"Automatically levying, harvesting and enforcing a late payment surcharge on electronic invoices will act as a trigger to substantially increase the quality of floating security available to lenders, which in turn will create liquidity to SMEs, create jobs, increase wealth and provide for a new species of corporate taxation that will subsidise the taxation payable by individuals, whilst at the same time benefiting charities and NGOs."**

The above satirical speech was written for reference purposes only and not intended to be serious. The Robin Hood claims were obviously exaggerated for impact. This version was originally written in 1999 taking into account the political party currently in power in Britain.

(Please read the irreverent Parliamentary glossary if certain expressions used within the speech above caused confusion or you are from America.)

What does Andronicos want out of this?

Nothing financially. As the inventor of the patent, he would like a percentage of the monies to be spent on some global scheme, for example turning the Sahara desert into a huge food-growing region, or something else as grand, which could become a catalyst for global peace and the eradication of absolute poverty.

If the G20 countries together could average 5 billion pounds each by collecting lots of these little surcharges, 100 billion pounds per year could fund the interest payments on a trillion pound mega project to benefit the whole Human race and be a catalyst to world peace.

At the end of the day, would you care if a few pounds were automatically taken from your corporate cash flow for good causes, if you had been tardy in paying a supplier?

Andronicos would love to hear your opinion relating to the Robin Hood Initiative. Alternatively, why don't you email this "Budget Speech" to a friend today?

Do you have constructive suggestions?

If you would like to comment on the **Robin Hood** Initiative, feel free to email the author at robinhood@andronicos.net, stating your background.

He especially wants to hear from experts on economics, charities and NGOs who could benefit from such a scheme.

If you feel this blueprint could work and would like national governments to start a think tank, fill it with your ideas by writing to MPs, Congress Persons, the UN and charities, with a reference of "Robin Hood late payment harvesting to help the world" on the envelope, letter and/or email. Please send Andronicos an email copy.

If you would like to comment on **IBM** working practices (please refer to www.andronicos.net/IBMexperiences) and would like to possibly take part in a TV documentary, please email the author at ibm@andronicos.net.

Alternatively, write to:

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Bucks HP11 2GR
England

www.andronicos.net

www.azamit.com

Azam

Try out a PC software product, invented by Andronicos, the author of this budget speech and Robin Hood patent. Get **Azam** voice email software installed on your PC today and avoid misunderstandings whether talking to the press, suppliers, customers or during formal business meetings. You will never have to type another email again. Disabled people qualify for a free download version under the **Azam** Disabilities Initiative (ADI).

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