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The ER REPORT
(on a current study for busy
economists and others)

Mr. Robert Clancy
Henry George Institute
5 East 44th Street
New York, NY 10017

April 14, 1955

Dear Bob:

Attached are introductory sheets to a status report-newsletter on my study of ERs (from "economic rents") which I define as incomes stemming from public or collective activities rather than from private productive enterprise. The newsletter consists of the following sections:

- TERR - a coordinating descriptive section
- GE - Graphical (qualitative) Econometrics. A new technique for modeling complex dynamic economic systems for clarity and precision in communicating concepts, based on the flow diagram techniques of chemical engineers.
- GFI - Guide for Investors.
- GET - a thesaurus for the mnemonic abbreviations
- ER1 - ERs earned by rights to natural resources
- ER2 - ERs " " rights to certain financial resources
- ER3 - ERs " " owners of supply-side monopolies
- ER4 - ERs paid to beneficiaries of demand-side enhancements
- ER5 - ERs " " beneficiaries of "entitlements"

ERs are often the hidden assets that underlie business successes, but their number and importance are grossly underappreciated. This study seeks to remedy that situation.

This ambitious effort to adapt George's vision to the computer age needs an advisory group. Please lend me some of your time. After a few more transmittals I'll include a check list form and a stamped return envelop for your use.

Sincerely,

Walter

Will Lissner
Steve Cord
Vernon Saunders
Kelly Nelson
Edith Capon
Robert Clancy ✓

Thank you for "The Prime Principle!"
Have you ever counted how many engineers
were Georgists? John C. Lincoln
Lewis Jerome Johnson
A. P. Davis
W.I. Swanton (my dad)

A ACCESSION LIST (Immutable parameters)

Acc #	Key abbr.	DEFINITIONS	FIRST USES By Files				
			TERR	GE	GFI	ER1	ER2
1	ER	an ECONOMIC RENT or cost to a user of a Natural or Societal Resource	1.1				
2	PP	a PRODUCTION PROCESS		1-1			
3	I	an INPUT, RESOURCE, FACTOR OF PRODUC.		"			
4	O	an OUTPUT, PRODUCT, SERVICE		"			
5	PD	a DISTRIBUTION or PRICING PROCESS		"			
6	OO	= the GNP, a \$/y flow		"			
7	PC	a CONSUMPTION PROCESS		"			
8	ER1	ERs paid for use of Nat. Resources	1.2				
9	ER2	ERs pd for right to mfg MONEY	"				
10	ER3	ERs pd to SUPPLY-SIDE monopolists	"				
11	ER4	ERs pd for DEM-SIDE enhancements	"				
12	ER5	ERs pd to owners of "ENTITLEMENTS"	"				
13	MPS	the MONEY PAYMENTS SYSTEM		2-2			
14	IM.0	the MONEY SUPPLY, a \$ level		"			
15	CDX.0	DEBT of entity X (a \$ level)		"			
16	SGFM	Sector, Govt, Financial, Mgt		"			

now runs into the hundreds

B INDEX TO ABBREVIATIONS

Abbr.	Acc#	Abbr.	Acc#	Abbr.	Acc#	Abbr.	Acc#
CDX.0	15	ER3	10	I	3	PC	7
ER	1	ER4	11	IM.0	14	PD	5
ER1	8	ER5	12	MPS	13	PP	2
ER2	9	GNP	6	O	4	SGFM	16
				OO	6		

C ABBREVIATION RULES

1. Meaning of 1st character (those in parentheses are ignored in determining alphabetical sequence).

C - a CONVENTIONAL or Legal class of levels or flows
 E - an ECONOMIC CONCEPT, e.g. ER
 I - an INPUT, Factor of production, Resource, etc.
 (J)- an INDEX, e.g., JCP = CPI consumer price index
 O - an OUTPUT, Product, Service, etc.
 P - a PROCESS
 (Q)- a Physical or Numerical QUANTITY
 (R)- a RATIO or Percentage
 S - a SECTOR or Class of Entities
 (U)- a UNIT value

2. Meaning of last character

2.1 If a number, a numerical quantity is indicated
 2.2 An "I" after a number means IDEAL VALUE in dollars.