

Part 4
The third stage of my life as business consultant
(14)
The clients under consulting contracts

The purpose of the firm, Logitant Inc., was to do something for the Japanese trucking industry as a token of my thanks for what I was given during a long span of 32-year as a top business person in the industry. However, as far as the deregulation advocacy of the “Minimum number of trucks to be possessed” is concerned, I was not welcomed in a sense that some of the managements might be in an unfavorable situation in a more competitive revolution.

Soon after the establishment of the firm, I was fortunate to be given a contract with a trucking company with some 30-truck and that near my SOHO, small office home office, only 5-minute drive. We used to have the lecture with the name of the “Trucking College” with the company’s name on the head. The definite rule was that no any absent driver from the lecture was allowed, which meant that the lecturer had to make the same lecture at least three or four times because of the drivers' absence from the meeting for their work schedules.

This small trucking company has ever since had no record of the rear-end collision for more than 15-year of my lecturing, even after I left the company by moving here. I won’t be too much to say that making the record of 17-year of no rear-end accident is something miraculous.

As for the client contract, I have one in Tokyo, whose president is the graduate of the Michigan University, with the record of nearly a Century ever since its establishment. He was at that time the vice president, the reader of the journal in which the series of my articles appeared each time on whole one page full. He made a contact with the newspaper company, through whom a chance of the contract was made.

The company had some 25 branch offices throughout the country, so that I made a routine visit for lecturing. The contract continued for some 15-year. The most thankful thing about the company was that even after I appealed the resignation from the contract for the purpose of moving abroad, the company continued to pay the monthly contract deposit for half a year, for which I was and will be thankful as long as I live.

Those two clients used my book for the distribution to all the workers, especially the latter one used it for the newly employed university graduates as a text to read by themselves so that after days, they are obligated to write a report about it. The reports were returned to me with the feedback of what

the writer thought of the reports.

One of the young women, the graduate of a famous university newly employed as a manager-to-be, reported that she came to want to be a truck driver in stead of being a manager by reading my book. In fact, she quit the company and was reported she became a driver in an trucking company.

My lecture to the workers of this company lasted at least two-hour straight with no break. People might think why so long and how without no claim. My lecture used to be that significant appreciated even among the hard labor workers who are not accustomed to sit and listen to a speech except the legal safe driving lecture by a police person in time of the license renewal.

I had another third client with the contract shortly before I left Japan. The company is located in the northern part of Japan on the side of Japan Sea. The president was one of the attendants of my lecture in Osaka, where, he said, he was deeply impressed with my lecture.

The company has a history of as long as the Tokyo client with almost 90-year since establishment. It was one and a half year ago before I left Japan. However, I was obliged to ask the president to quit the contract because of my plan to live abroad. He was so much surprised by saying, "We miss teacher Yoshida with only a year of excellent education to our workers. Why going to live in a foreign country with the customer willing to continue to learn from you!"

At the age of 77, I still had three clients good enough for me to do quite a bit of work to be done. However, I determined to close the contracts with them in their regrets for losing good educator for their employees.