

**Part 4**  
**The third stage of my life as business consultant**  
**(2)**  
*The virgin work as a consultant*  
*An article “The owner-operator system”*

Writing is something that I do not hesitate, rather, that I like, though I am afraid I am not the type of a writer who writes in a beautiful way. My concern is to express what in my heart in some way or other in my own way. In my previous vocation as a trucking businessperson, I made some writing records. Some of them got the prizes. The readers might recall that even in the first stage of my life that started from my 14-year old youth until 31-year old career, I wrote for the newspaper journal for lumber industry a series of my article concerning the band saw filing technique.

In accordance to the establishment of the company, I hit upon an idea that I write an article, which would be the continuation of the one I wrote last in the time of the former trucking top manager. The title of the article was “Pro or con? The owner-operator system”. The article was published in a trucking journal in a series of eleven editions. As the title implies, my intention was to ask the readers, trucking businesspersons, whether it was right for them to study the system called the owner-operator system. My idea was to write it’s next revised edition in the form of a positive aspects. I decided to place this work as the virgin work as a consultant.

What is meant by “Owner-Operator System”? Let me tell in short. Oh, American people regardless of vocation, are familiar to it, I am sure. It is an owner trucker with other names of “independent trucker, contract trucker, private trucker and owner operator”.

In Japan, they have a strict regulation in this industry in the viewpoints of safety operation and proper and fair competition. The strictest regulation is what is called “regulation for the minimum number of trucks”, that is, if someone wants to open a trucking business for registration, the new license requires to have at least five or seven or ten trucks and drivers according to the population where the license is given. This prevents the Japanese trucking companies to have the owner operator or independent trucker as seen very common in the United States and European countries. My intention was to break the regulation, so called “deregulation”. I had zeal to import this system to the Japanese trucking industry as the biggest deregulation.

The rewriting of the former article in the form of positive advocacy was the very thing that I determined to make as the

virgin work for the newly established firm as a business consultant.

The title of the article was “Suggestion for the Owner-Operator System in the Japanese trucking industry”. I used the Japanese handwriting 400-word manuscript paper in 135 pages, some 50,000 words in all. The writing work was made while the negotiation was made by the attorneys.

An interesting thing about this writing was that my handwriting activity ended with this article. I made a shift from handwriting to using the word processor, which I would like to introduce later.

Later days, the article was published in a leading newspaper “Japan Logistics” in a series of eight editions each time occupying the whole page to the readers’ eye catching scale. The first edition was so scheduled to appear in a whole page of the same date when the new company was officially established. They published a column article with my picture introducing the opening of the “Logitant, Inc.” I made a series of publication in a dramatic way. I was then 62-year old, in 1993.