

**Part 4**  
**The third stage of my life as business consultant**  
**(6-Story 4)**  
**Reunion with Mr. Shaeffer, ATA Trip alone began**

I visited ATA, American trucking Associations, Inc. in Virginia. Mr. Shaeffer was waiting for me. He was one of the three Americans I met in Kyoto for Japan-America Environment Symposium. He bowed deep when greeting each other, as if he used to learn the Japanese way of greeting.

He was well prepared with papers for my schedules. The ATA head office played as my base, for the time being. The first schedule was a meeting with six or seven staffs for orientation. One of them was a retired ex-top manager of a trucking company, with whom I have a story about to write later.

A lady officer of the library gave me a thick set of papers, the copies of a story written by an American writer. It was a story of the writer's trip with an independent trucker, another name of owner-operator.

The lady, Jenny(?), said to me, "So many Japanese group visitors came, but none of them made that much and long of investigation like you. Staying here for days and looking for materials for the owner-operator is very rare." She was kind enough to copy what whatever I show interest.

Mr. Sheaffer came to me asking if I am interested in attending what he called "1993 ATA Management of Conference & Exhibition" I jumped to get his offer. My attendance to the Conference would later days bring me so much and many opportunities during my stay in the States. The fee for the attendance was \$300, which Mr. Shaeffer was kind enough to make me free.

The second day at ATA was a meeting with an American man who started his business as an owner-operator, made the business as big as in some scale. After his retirement, he became a consultant in the trucking industry, very similar way of life to me.