

TRAVELLING. Kingston & Pembroke & Canadian Pacific Railways. Commencing March 1st and until April 30th, 1902. SPECIAL COLONIST RATES TO NORTH PACIFIC COAST AND KOOTENAY POINTS.

THE BAY OF QUINTE RAILWAY NEW SHORT LINE FOR Toronto, Niagara, Deseronto and all local points. Train leaves City Hall Depot at 10 a.m. R. J. WILSON, C.P.R. Telegraph Office, Clarence Street.

GRAND TRUNK RAILWAY SYSTEM Canadian HORSE SHOW Toronto, Ont., APRIL 10th, 11th and 12th.

DOMINION LINE. Mail Steamships, Liverpool Service, FROM PORTLAND. Toronto to Liverpool, April 15th. Dominion to Liverpool, April 15th.

ALLAN LINE Liverpool and London. Royal Mail Steamers. From St. John's, From Halifax.

Lake Ontario & Bay of Quinte Steamboat Co., Limited. Kingston - Picton - Belleville. Str. "Aethra".

Kingston-Rochester Str. "North King". Commencing May 13th, will leave Kingston at 9 p.m. for Picton and return at 10 a.m.

STOP BURNING DOLLARS. BURN AIR THAT'S WHAT YOU DO IF YOU USE THE "YOTTO" Incandescent Gas Light.

BRECK & HALLIDAY, SOLE AGENTS. AUCTION SALES OF Household Furniture.

STUDENTS OF QUEEN'S! HONG LEE. In Suit at 333 PRINCESS STREET.

THE JAPANESE METHOD

Of Conducting Business Is A Unique One.

PRACTICAL, ALERT MEN.

ARE LOOKED UPON WITH SOME CONTEMPT.

An Interesting Letter From a Former Kingstonian—Proper Division of Labor, or System, is Unknown to the Japs—Fond of Tips—Quick to Imitate Western Methods.

Kawaguchi, Otsuka, Japan, March 20—(To the Editor): As regards the circumstances which determine a man's chance of success or failure, Japan is perhaps the country which forms the nearest opposite to America.

Like the military officers in China, a practical, wide-awake man is looked upon with some contempt in this country, and through circumstances, peculiar to the Japs of to-day, he is very often the object of jealousy and suspicion.

As an independent individual, one who either on the one hand purposely cuts loose from all formal support and influence, on the part of any and all those occupying the high positions, or, on the other, for any of the many possible reasons, is unable to obtain that formal assistance and advice, his chances of receiving a suitable support at the hands of his bankers, or any great magnitude of patronage from or through other houses, are very remote.

The all but universal prevalence of this undesirable state of affairs is largely, if not altogether, accounted for by the fact that those who are taking the leading part in commercial and financial affairs, are nearly all back numbers, out-of-date men (often discarded government officials or politicians) with no business capacity or knowledge, and, perhaps, more often, and surely more regrettable, with very little common sense.

As such, while most obviously they are more or less, if not utterly, incapable of estimating the character and worth of any man they may have in their employ, yet these men are fairly successful in avoiding those who are more penetrating or possessed of more practical knowledge than themselves.

The simple standard which the employer uses in hiring, is that of a man who is not a back number, but a man who is known to them. Every transaction seems to be every-day business, the subordinate clerks often attending to such business, as should be looked after personally by a superior.

At the head of the firm himself, which latter individual, however, sometimes happens to have a great deal to say about the distribution of waste paper or the economy of charcoal.

As a bank boy, aged not more than twelve, bring into the reception room of the institution a stack of bank notes, aggregating several thousand yen, and himself unaided by any other person, count out and deliver the whole to the junior clerk of the bank, very little older, in exchange for a draft.

Imagine a room containing an array of clerks, easily five times as many as would be required by a large business, each and all for the most part uneducated and having no set duties to perform, many of them smoking opium, and by the way, a fair picture of a Japanese office.

In banks the audible checking of amounts, as among the different groups of clerks in different parts of the same room, can't be but most amusing to a foreigner, but it is not so amusing to a native.

Indolence, indistinctness and love of red-tape, again, are directly attributable to this lack of a far-seeing and all-round competent executive, these all-round competent executives, these most undesirable attributes characterizing every institution, from the central government down to the petty business firm.

It often costs much trouble, days of delay and even heavy expense, to gain a conference with a superior, but when once admitted to his presence, he is willing to listen, apparently quite contentedly, until the finish, even though one holds forth for hours.

If a business transaction way, one must not be in a hurry to feel annoyed, if after a score or more of such tire some and nerve-rasping indefiniteness, this lack of ability or of willingness to decide, is the rule, not the exception, and consequently the lover of despatch in all things, finds this system most trying and altogether incompatible with his nature.

Indolence, or, perhaps better, indistinctness, is one of their universally recognized and much cherished characteristics, it being plainly visible in their whole economic fabric. A typical instance of this is seen in the method of distributing salaries to clerks and officials, and wages to laborers of every class.

Instead of distributing the entire salary, or wage over the whole year, they pay it in regular and definitely fixed amounts, it is universal practice to hold back a large percentage until the end of the year; then to render it as a bonus addition.

While a certain amount is paid weekly or monthly, these amounts being more or less definitely fixed in most cases, and while the bonus at the end of the year is never known, yet its amount is never known to the employee until he gets it, whether it is large or small, being wholly at the discretion of the employer.

The tip and bonus system flourish as in no other country, every service, however trivial, meriting some reward. Perhaps the most peculiar instance of tipping is that in common practice of tipping an amount to the proprietor of an hotel or tea house, on asking for one's bill.

This is over and above the amount given to the servants, and from a moneyed or otherwise distinguished guest, it is expected to equal or even exceed in amount the total account afterward presented.

tips often take the form of a commission, this too being very wide in its application. In counting up the number of Japanese principals, bantos and other subordinates, who received a greater or less commission, in some cases on the whole, on other part of the contract price for various direct and indirect services rendered, in closing up a certain contract, which a foreign firm had in hand, a short time since, it was found that no fewer than twenty-seven first and last, participated, this number being exclusive of various tips given for less important services.

If one tells a clerk or servant to call a katsuma-ya (jinkishia boy) the probability is that at the end of the day the latter will demand five or ten cents extra, claiming, and in most cases with truthfulness, that he owes this amount to the said clerk or servant as commission for calling him.

The household cooks receive a very rarely furnished a remedy, as this, by no means, destroys the tact and mutual understanding between one's subordinates and the supply houses.

To re-iterate they are slaves; the letter, not the spirit, of any rule or law being always most scrupulously observed, and since this holds good on every department, both governmental and private, much additional delay and trouble is often caused.

Were instances of the working of this seldom, it might reasonably be overlooked, but every day furnishes additional and fresh examples of its far-reaching effect. As an instance, it might be cited that very recently, at Kobe port, two bales of cotton were finally re-

turned to their original owners, as they had been detained for three months, they being destined for another port, and put ashore at Kobe by mistake. The absolute folly of this detention will be all the more apparent, if it is considered that the cotton was arranged for exports. This is only one instance of many that are daily occurring, owing to the difficulty that the overly conscientious officials experience in rightly interpreting the written regulations.

While, as it has been stated, most of the so-called commercial and financial magnates are decidedly impractical and short-sighted, they, on the other hand, are both most diplomatic and formally self-important. If, on the one hand, Japan is the land of petty, superfluous individual diplomacy, on the other, is the country above all others where artificial gravity and veneered dignity on the part of each in correspondence to his station in life, is affected to the least advantage.

By long and constant practice, many of them are very clever at this mental manoeuvring, working on their associates and subordinates as to turn them to their own way of thinking and acting, while the young men coming up amid such surroundings, in their turn, try to acquire this coveted accomplishment of being able to bring more or less superficial personal diplomacy to bear in all their business relations.

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IT IS HARD TO BE ELOQUENT

WHEN COMMONS TALK ONLY ON PICAYUNE TOPICS.

With a Sigh of Relief Parliament Passes to Practical Business—Gentlemanly Demeanor of the Two Leaders—Dundonald the First Cavalry Officer to Command Canadian Forces.

Social to the Whig.—Some time in the small hours of Wednesday morning the close of the budget debate will be reached. Its dying rays have been marked by thin houses and a general air of weariness, for have we not been listening for years to that old story of protective tariff reform and pathetic references to cheaper coal and a kinder twine? It is hard to be eloquent on such topics and soon the house will turn with a sigh of relief to other and more practical business.

This session may be useful one, but it is also strangely devoid of excitement and as yet the unhealthy late hours which mark the passing through of work, have not been reached. As a natural consequence the general health of parliament is better than usual, and while the daily routine is dull and monotonous, there is a pleasant tendency on both sides to discuss legislation with a tolerance of divergent views, and a courtesy which is strong contrast to the wild scenes lately enacted at Westminster. In a great measure this is due to the gentlemanlike demeanour of the two opposing leaders.

The prime minister is a model of good manners, and the leader of the opposition is always a courteous gentleman, whose calm and judicial bearing is not without its effect on those who sit behind him.

The state of government house was a brilliant scene, which commenced with the presentation of orders by his excellency to certain officers. The most interesting part was the giving of the distinguished service order to the captain of the Ottawa field battery, who, in South Africa, had handled his two guns with such coolness and skill as to prevent their capture at a critical moment.

The ceremony, which was arranged by the much abused, but very pleasant major Mackie, was equally brief and imposing. Several veteran officers afterwards received the long service decoration from the hands of Lord Minto, the governor-general.

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For Good Government, Building up of Ontario, and Kingston's best interests.

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