

JAPANESE BUSINESS METHODS

Frank J. Hewlett, Writes of
Methods of Doing Business
by the Japanese.

With the Japanese merchants all is specialty. They confine their business to one distinct line. Their shops as a rule are small, one-story unpretentious affairs. There are a few exceptions in Tokyo, where some large department stores have recently opened, and are gaining trade every day, by the new methods adopted. The typical store in Japan is used both for business and domestic purposes. In the part facing the narrow street is displayed the merchandise, the whole front being thrown open by sliding white lattice doors covered with black paper instead of glass. The family is snugly ensconced in the back part of the building. There is no counter, in lieu of the same there is a small platform covered with matting, in the center of which is a "hibachi" in other words a wooden box, about a foot square, half filled with sand. On the top of the box is kept constantly burning, during business hours, a few small pieces of charcoal.

ORIENTAL FINESSE.

As the prospective customer enters, he is met by the shop-keeper with a

suave smile, and with from one to three of the most graceful bows, he is invited to sit on a red cushion by the side of the stove. He is next handed a cigarette, for all the Japanese, men, women, and even children smoke. A short chat about the weather and probably family affairs, then they are ready to talk business. A certain article is pointed out, and price asked. The figure quoted in reply is generally high. The prospect shakes his head, appears to be excited, and the real dickering oriental fashion begins. If the native is a shrewd buyer, he invariably succeeds in having the original price asked cut in two, before the bargain is closed. But it would seem at times they would come to blows, the discussion waxing so warm.

DEAL IS CLOSED.

The deal finally concluded the article is wrapped up in a neat package tied with a flat string like a piece of red and white baby ribbon, and a deftly constructed loop so you can carry the package on your fingers. The transaction concluded, a piece of money is handed the merchant who retires with



A JAPANESE GENERAL STORE.

it to an adjoining room, and returns in a few moments with the change in a little wooden tray, and a small frame with four strings of wooden beads with which he explains to the customer that the change is correct. All is smiles once more. The opening formalities are renewed, and the customer leaves with the promise to call again.

The Japanese rank next to the French in politeness, and whether the purchase is made or not, the customer is invariably treated the same. The money used in Japan is called yen and sen. A yen is worth 50 cents United States currency, and 100 sens is equal to a yen in value.

NO SUNDAY IN JAPAN.

You enter a fish shop and you have the privilege of buying any part of the fish according to purse and quality desired. The heads are cut off and neatly stacked in a pile for the poorer class, the entrails in another, the choice bits are carefully washed and put on plates, for nothing is wasted in Japan. It is the same in a poultry shop, you see a well dressed Japanese buying a wing and leg of a fowl. By his side is a poor, half naked woman purchasing the feet and neck. In the stores all are busy as the proverbial bee. There is no Sunday in Japan, so it means seven days for business.

CLOTHES LEAST OF TROUBLES.

If it is a warm day, the clerks all throw off their clothes, except a small breech cloth; for wearing clothes, except in the large cities, is one of the least troubles of the Japanese. The

merchants are compelled to keep the street well sprinkled in front of the store, which is done by means of a dipper with a long wooden handle. No one is allowed to loiter in front of the stores or on the corners, as a sturdy little brown man in a bright uniform with brass buttons, a long sword at his side will beckon for him to move on. While in Shidzouka, one of the tea centers of Japan, a native about 15 years of age stole some fruit from a stand in one of the little shops. As it happened I was not the only one that witnessed the theft. The little policeman and sword were "Johnnie on the spot." Taking a cord from his pocket about the thickness used by American boys for spinning tops, he tied it around the young fellow's waist, who then followed him as meekly as the gentle lamb, his head hung down with shame.

The clerks and delivery boys when they have their blue kimonos on are a standing, or I might say walking, advertisement for the merchants; for his business is announced in bold white characters on their backs.

TYPICAL SHOE STORE.

Let us enter a typical Japanese shoe store. Hanging on pegs driven into the wall are hundreds of pairs of "geta," for you must remember there is no plural in their language. These are wooden clogs, with a piece of wire covered with cloth which goes over the big toe to keep them on. In dry weather they wear low ones, during the rainy season they have strips under them converting them into a miniature sled,

and they seem to be effective for keeping the little brown people out of the mud.

NO BALD JAPANESE.

A hose merchant would soon go into bankruptcy, for it is only on very rare occasions that a Japanese man or woman wears hose. A vendor of hats would have similar difficulties to contend with. The women never wear them, the men seldom. A light gaudy parasol protects their heads from the tropical sun, while their unique umbrellas does valuable service during the rainy season. A bald-headed person would be a curiosity in the land of the mikado, and probably not wearing a hat is the reason.

The furniture dealer would also have the short end of the business, for they use no tables, chairs, or bedsteads. The mat on the floor serves for all three. Shelf hardware is slowly coming to be used, but the chop-sticks are still preferred to the knife and fork. The Japanese people are great consumers of tea and rice, but are both used without sugar.

METHODS OF BUSINESS.

It takes some time to learn the customs of this fascinating race of people, their ways of conducting trade, and buying goods. Merchandise is mostly purchased on two and four weeks' time. There is no cash discount. All is net, to be paid for when due. Should longer time be desired, an extra amount is added to the price of the goods. The

methods of the merchants of old Japan making a clean settlement once in a year like the Chinese, is now about a thing of the past.

Many of our citizens are drifting towards Bright's disease by neglecting symptoms of kidney and bladder trouble which Foley's Kidney Remedy will quickly cure. J. H. Hill Drug Co. (The never substitutes) Salt Lake City.

A CAUSE FOR THANKSGIVING.

One fine summer night the whole village was disturbed in its slumbers by the deep tones of Nasreddin giving praise and thanks unto Allah. "What hath befallen thee, O Nasreddin," they inquired, "that at this hour of the night thou dost give praise and thanks unto Almighty Allah?" "As I lay half sleeping on my divan," replied the Hodja, "I looked up, and suddenly beheld a white thing flapping by this window. This must be a ghost or jin, or some other evil spirit, sent by Shaitan to torment true believers, methought, so I seized my bow and drew an arrow through it. I forthwith arose, and behold! it was no jin, but my own shirt which the arrow had transfixed. Wherefore do ye see me giving just praise unto Allah, the Compassionate and the Merciful?" "It is indeed fit, O Nasreddin, at all times to render thanks unto Allah for his infinite compassion, but wherefore dost thou not wait until the hour of the dawn-prayer? Indeed, we see no great matter for such thanksgiving."

"Oh, thick of pate and slow of understanding," replied the Hodja, "fancy how terrible it would have been if my body had been inside the shirt!" —From T. P.'s Weekly.



HE RIDES IN THE RICKSHAW.



A JAPANESE CLOTH STORE.

Outdoor Exhibition of Sculpture By Chicago Municipal Art League.

THE protected summer exhibition of American sculpture in a park at Chicago is an excellent idea. The enterprise is in the hands of a committee of the Municipal Art League which is arranging all the details, collecting exhibits, etc., while the West Parks furnish the grounds in Garfield park, and have contributed a sum of money to aid in defraying the expenses. Among those who have labored most zealously are James William Pattison, secretary of the league; Charles Mulligan, the sculptor; Jens Jensen, a landscape architect, and James MacVeagh. It is hoped to open the exhibition as soon as possible after July 1. The work of the students in the atelier of Charles Mulligan, the immense fountain composition entitled, "The Spirit of the Mines," will be one of the largest exhibits. The rock-work which serves as background for this fountain is not less than 20 feet high, and it is so to be crowned with a snow cap, with rills of water flowing down its face and sides. At one side the rock shelves inward far enough to permit the sitting figure of a colossal miner resting from his labors. All about him, from the twisted strata of jutting rock look out the half-visible

faces of girls; here and there a portion of the figure appears, now a face, now a shoulder. On the opposite side of the rock pile a second miner rests in a niche, a sterner figure than the first, though about him also appear the fairy faces of the spirits of the mines. At the angles are two nymphs escaped from the rocks. One has crept shyly under an overhanging ledge, lying with her back to the observer, and the other lies under the splashing waterfall. The four large figures balance the four faces of the rock-work. In the masses above lurks the mystery; there are about 30 of these airy faces and forms emerging from unexpected points, expressing every phase of joy and mischief. The fountain of the "Spirit of the Mines" was suggested to Mr. Mulligan some time ago when he visited Colorado; he saw a cliff where the miners had in fancy discovered faces of their sweethearts in the rock contours. The work was executed by about 25 of Mr. Mulligan's students in the school of the Art Institute. It is hoped to secure Lorado Taft's colossal group entitled "The Blind," Leonard Crunelle and other Chicago sculptors will also be well represented. New York sculptors have promised to send several fountains which will be placed beside the lagoons. Among the eastern sculp-

tors who will contribute works are Carl Bitter, D. C. French, Guion Borglum, Charles Grady, Adolph Weinman, Isidore Konti, Johannes Gelert, Miranda, Beach and others.

Thomas Sully, the portrait painter, kept a chronological record of all the pictures that he painted, from his first works in 1801 to his last in 1872, entering the name of the sitter, the name of the person for whom it was painted, the size of the canvas, the price, and the date of beginning and finishing the work. This valuable list of more than 2,500 paintings was, however, almost useless for reference, by reason of its necessarily chronological character, and for the purpose of overcoming this difficulty and putting it into shape for handy reference Charles Henry Hart of Philadelphia has arranged and edited the record for publication, with an introduction and notes and indexes. In this volume the portraits have been arranged alphabetically. To many of the entries Sully added notes of explanation, all of which are retained, and as many names are spelled phonetically. Sully's spelling has been followed in the text, the correct orthography being given in the notes. The notes also contain much original biographical and explanatory matter, and wherever the present ownership of a portrait could be ascertained it has been given. Mr. Hart states that this is the most important record of a painter's work ever given to the public. The edition is limited to 100 copies. The "Register of Portraits Painted by Thomas Sully" is published by the editor, Charles Henry Hart, 4717 Chestnut avenue, Philadelphia. —Boston Transcript.

uncle, the well known "Sam" Ward, brought him to the office of the Critic, then consisting of a single small room over Daniels' dry goods store in Broadway. "This lad wants to be a writer," said his uncle Sam. "I wish that you would give him a chance to learn the business." We gave him the chance, not only for old times' sake, but because we liked his looks. "That fellow can do anything he cares to," I remarked after he left the office. So we let him write. He wrote book reviews, editorials and even poetry; and after that he wrote "Mr. Isaacs." You know the rest. From that on it was easy enough. He won out, and we knew that, though we had given him the chance he wanted at the time that he wanted it, he would have found it quick enough anywhere else. But he never forgot what he chose to regard as a favor.—Jeanette L. Gilder, in Putnam's.

PRAYERS FOR RAIN.

"Shall we have prayer for rain," "Thomas?" asked the vicar of the clerk during a protracted drouth. "Oh," sir, you do exactly as you please. "But don't you think it would be a good thing? Rain is badly wanted." "You do as you please, sir. You'd better leave it if so be as you don't want it." "But, Thomas, you don't seem to realize the necessity for having the prayer." "Bless you, sir! You have that there prayer if you be so set on it, but it won't rain till the moon do change." —London Academy.

COOL WATER IN THE HOT SUN

THE MR. SUNDAY CANT WASH THE WATER IN THE HOT SUN.

Appell's SOUTH AFRICAN WATER BAG

Keeps water cool 48 hours or longer in sun or shade; great benefit to prospectors, hikers, sportsmen, stockmen, farmers, teamsters, anyone exposed to dry or warm weather. Used by U. S. Army and Navy. Guaranteed.

FOR SALE BY DEALERS EVERYWHERE

Made by Appell Water Bag Co., Portland, Or.

A MILLIONAIRE'S BABY.

attended by the highest priced baby specialist could not be cured of stomach or bowel trouble any quicker or surer than your baby if you give it McGee's Baby Elixir. Cures diarrhoea, dysentery and all derangements of the stomach or bowels. Price 25 cents each. Sold by Z. C. M. I. Drug Dept., 112 and 114 South Main St., Salt Lake City.

EXCURSION TO OGDEN.

Sunday, July 11.

Via Oregon Short Line, and every Sunday during the summer. Choice of eighteen trains. Round trip \$1.00.

MARION CRAWFORD'S FIRST WORK

MARION CRAWFORD I had known since he was a lad of 14 years. I, too, was a youngster in those days. We were living in a New Jersey town, and he came there to visit his aunt, Mrs. Adolph Maillard, a sister of Mrs. Julia Ward Howe. Although he came from Italy, he dressed as an English lad, with high hat, Eton jacket, wide collar and long trousers. You can imagine the sensation that he made in that quiet New Jersey town. We had had kings and princes as our neighbors, but a young boy in a high hat was unknown to us, and therefore much more of a novelty.

From those days, which were filled with youthful escapades, I did not see Frank Crawford, as he was then called, until he was a full grown man and had knocked about the world a bit. His

FREE TO YOU—MY SISTER

Free to You and Every Sister Suffering from Woman's Ailments



I am a woman. I know woman's sufferings. I have found the cure. I will mail, free of any charge, my home treatment with full instructions to any sufferer from woman's ailments. I want to tell all women about this cure—you, my reader, for yourself, your daughter, your mother, or your sister. I want to tell you how to cure yourselves at home without the help of a doctor. Men cannot understand women's sufferings. What we women know from experience, we know better than any doctor. I know that my home treatment is a safe and sure cure for Leucorrhoea or White discharge, Uterine or Ovarian Tumors or Growths, also pains in the head, back and bowels, bearing down feelings, nervousness, creeping feeling up the spine, melancholy, desire to cry, hot flashes, weariness, kidney and bladder troubles where caused by weaknesses peculiar to our sex.

I want to send you a complete ten day's treatment entirely free to prove to you that you can cure yourself at home, easily, quickly and surely. Remember, that it will cost you nothing to try it. treatment a complete trial; and if you should wish to continue, it will cost you only about 12 cents a week, or less than two cents a day. It will not interfere with your work or occupation. Just send me your name and address, tell me how you suffer if you wish, and I will send you the treatment for your case, entirely free, in plain wrapper, by return mail. I will also send you free of cost, my book—"WOMAN'S OWN MEDICAL ADVISOR" with explanatory illustrations showing why women suffer, and how they can easily cure themselves at home. Every woman should have it, and learn to think for herself. Then when the doctor says—"You must have an operation," you can decide for yourself. Thousands of women have cured themselves with my home remedy. It cures all, old or young. To Mothers of Daughters, I will explain in simple home treatment which speedily and effectively cures Leucorrhoea, Green Discharge and Painful or Irregular Menstruation in Young Ladies, Plumness and health always results from its use.

Wherever you live, I can refer you to ladies of your own locality who know and will gladly tell any sufferer that this Home Treatment really cures all women's diseases, and makes women well, strong, plump and robust. Just send me your address, and the free ten day's treatment is yours, also the book. Write today, as you may not see this offer again. Address:

MRS. M. SUMMERS, Box H. • • • Notre Dame, Ind., U. S. A.

Cancer Cured

Without Knife or Pain—No Pay Until Cured

IN WOMAN'S BREAST ANY LUMP IS CANCER

FREE BOOK—CURE YOURSELF AT HOME



I WILL GIVE \$1000 IF I FAIL TO CURE ANY CANCER I TREAT BEFORE IT POISONS DEEP GLANDS

Without Knife or Pain, at Half Price for 10 days. You may have it paid until cured. Absolute Guarantee. 34 years' experience.

MOTHER AND DAUGHTER CURED OF A BREAST CANCER

Dr. Chanley cured a large cancer in my breast at my home in 1882. Two years before that he cured my mother of a large cancer in her breast. We have both been entirely well ever since. Mother and I are now 80 and 82 years of age. Dr. Chanley cured our lives and we write to anyone wanting information about it. Write to Dr. Chanley, 1000 Broadway, New York City.

OTHERS CURED IN YOUR VICINITY.

Mr. C. W. Alfred, Price, Utah, sheriff of Carbon Co., cancer of lip, well 13 years. Miss Julia Dellamore, Adams St., Ogden, Utah, cancer of breast, well 5 years. Mr. H. Eastman, Boise City, Idaho, ex-bank president, cancer of lip, well 5 years. W. J. Hartman, Lemhi, Idaho, cancer of lip, one under chin, well 7 years. Mr. Frank Penny, Kanosh, Utah, cancer of lip, well 10 years. Mr. J. W. Truett, Death, Nevada, cancer of cheek, well 3 years, also father cured. Mr. Joseph Wyckoff, Park City, Utah, cancer on nose, well 1 year.

Address, Dr. & Mrs. Dr. Chanley & Co., most successful Cancer Specialists Living, 747 S. Main St., Suite 2, Los Angeles, Cal. Kindly Send to Some One with Cancer.

The Sinaloa Land & Fruit Company

Is offering, at present, its excellent colonization acreage, on the Fuerte river Sinaloa, Mex., at ground floor prices. Town lots \$25 and up. Acreage lots 5%, 12% and 25 acres each, at from \$19 to \$29 per acre. Land and climate superior to Lower California. Bananas, oranges, pine apples, dates and all semi-tropical fruits produced in abundance. Near the intersection of two great railroads, a fine deep-water harbor, and excellent facilities for transportation, by rail and water. Fine opportunity for homeseekers and investors. Land's value increasing rapidly. Colonists will commence moving there in September. Come now and share the increase in the profits of these lands.

OFFICE SUITE 506 S. L. SECURITY & TRUST BLDG., OPPOSITE Z. C. M. I. SALT LAKE CITY.

N. V. JONES, Mgr.

W. S. HENDERSON

Wholesale Grocer

Special Attention Given to Mail Order Business Quick Delivery

Cor. Second South and Third West Streets Salt Lake City

TRIB

A guaranteed cure for the Lizard and Tobacco Habits.

PRICE \$12.50

Schramm's, Where the Cars Stop, Sole Agency.

Y and E

LIBRARIES PURCHASES SALES STOCKS

HOSPITALS HOTELS INS.

GAS CO'S CUSTOMERS EMPLOYES ESTIMATES

CREDITS CONTRACTS AUTOMOBILES BANKS COLLECTIONS

ARCHITECTS ATTORNEYS

PEMBROKE STATIONERY CO

54 W. 2nd South Street. Agents.

ALSO

Blank Books. Paper Ruling. Bookbinding. Printing. Engraved Stationery a Specialty. Headquarters for Surveyors and Engineers Supplies

DE BOULEZ

27-29 W. 3rd St.