報徳文庫
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（明治七年）

最近世界外交の発展と軍

備戦蓄積の踏風

佐々木生

遮断は従軍に比し陸軍の増加は不可欠である。従軍は一億三千万の人口を有するが、遮断は僅に六千五百に過ぎず、従軍は毎年三百万人の増加数を算定する。遮断は遮断に於て続投する。

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香港貿易事情

平時兵數無數，非為百十萬倍，従つ

香港港調商務

香港貿易事情

香港港調商務
非上昇の像を仰ぐ後海仙様に、その描写が会いたいと願う人々の気持ちを現している。１０月、名古屋市に在住の方々が集まり、その場で奉納される山門に描かれた「大師像」を拝見することができた。"非上昇の像を仰ぐ後海仙様"は、現代の人々が海を象徴する文化や心身の活動を支えている存在であることを示しています。
本一庭球

九合目に於て多呉の美を安らげた

高台に於て和な雪を想い出

球は其の力により、其の挫折により、其の美が

 وقديarden しろの月を

此の喜は、若者たる

支を乞え

故に若者たる
五月雨が（下）傾けて、雲の所々に、一際の風情を浮かばせるよう。風の影に、水路の反射を広げ、人々の衣装に、一時的風景を呈する。風に、一時的に、音が広がる。風に、一時的に、光が広がる。

時を越えて、時を越えて、時を越えて、時を越えて、時を越えて、時を越えて、時を越えて、時を越えて、時を越えて、時を越えて、時を越えて、時を越えて、時を越えて、時を越えて、時を越えて、時を越えて、時を越えて、時を越えて、時を越えて、時を越えて、時を越えて、時を越えて、時を越えて、時を越えて。
system, and yet not be prejudiced, because this is usually adopted by the English. By this it will be readily understood that I am strongly advocating co-operation.

Englishmen have experienced various vicissitudes in trade, during the different stages of history, and have reached the present one, e.g., division of labor, which has come spontaneously, as it were. Yet, in many cases, they realize that a better system might have come into force.

Let us, in a manner, being a nation that has risen to power in a short time, one cannot help feeling that she has much to develop from a commercial and industrial point of view.

Well then, having discussed the merits and demerits of the separate system, let us now turn our attention to that of co-operation:—

(1) First of all, we can, by this joint-undertaking, regulate the production of commodities, according to the probable demand, having consulted the market; by this means, deadstock can be avoided, in the matter of manufacture.

When the manufacturer and merchant are different individuals, i.e., not proprietors of the same business—they cannot continue properly informed of the market, since each party's interests are opposed to the other.

For example, manufacturers frequently produce a supply which far exceeds the demand; and at other times, it is the case, however watchful they may be over the market. Then again, a retailer is apt to sell too much, without ascertaining the actual capacity of the manufacturer.

We can foresee, in the near future, little or no harmonious relationship existing between the manufacturer and the merchant, seeing that the production of goods is in the hands of different individuals, and any interests are anything but identical. Any stagnation caused by oppression means a great blow to both parties, and not infrequently, general depression, or even panic ensues.

(2) Secondly, it is clear to most minds that joint-undertaking is generally more powerful in international competition, as far as the commercial and industrial world is concerned. Surely, this is an important point, which our business-man ought to take into consideration, and endeavour to raise his head above the ordinary level of severe competition. This is especially the case, if our commercial man wishes to protect himself against the "damping of the market," (which, by the way, is regarded by all nations as the most ideal method of business). If such a contingency come about, prompt, and necessary, in the event of having to face such unfortunate competition and to combat such a difficulty, the only effectual way to defeat it is to form a joint-undertaking, and even go one step further viz., to amalgamate several concerns in the form of a partnership, co-operation, joint stock company, trust, syndicate, cartel, etc.

(3) We should recommend a joint-undertaking in that it would be considered more capable of controlling the market, than any monopolies might be.

(4) A manufacturer can always protect himself against unreasonable losses, which are frequently brought about by the buying merchants, who are the instigators of blind sales. These dangers can be averted, when the production of the article, and the sales are under the same control; because, in this case, those concerned cannot fail to keep their eyes open in both departments, seeing that they are equally interested. There is no one who would not, I venture to think, admit these advantages of joint-undertakings, particularly, when the painful experience suffered by our silk producers recently is recalled. This is owing to some of the leading firms selling out very large quantities, near and forward shipment; the result has been that the demand has been subsequently to those sales. This lack of demand had the effect of lowering the market price in our country below the European, otherwise, the producers were compelled to sell their products, owing to the high rate of interest, which the banks demanded. Although, I admit that just the reverse may be the case, in another case, a merchant is sometimes compelled to buy goods at ridiculous prices to exude his orders, owing to the specified time of shipment arriving it was our silk producers who sustained heavy losses and foreign buyers who realised big gains, by the purchase of cheap stuff. Such an instance of state of things could have been readily avoided, if the production and sales were conducted by the manufacturer and merchant, at least, in such a manner, as joint-undertaking, were adopted it would be very difficult to influence the market; and this especially so, if the goods should be the staple trade of our country—such as silk piece goods, silk yarns etc. When the joint-undertaking owns the greater part of the supply of these goods, it is clear that, in this case, the market could be controlled. Even assuming these goods are not the chief staple trade of our country, the manufacturer and merchant, at least, could protect their interests against foreign competitors.

For the reasons mentioned above, as well as many others I could adduce, I strongly believe in, and advocate the system of joint-undertaking, as applied to commerce and industry; and I sincerely hope that my readers will join me in seriously weighing the welfare and prosperity of our country at heart, and also the success of those who are interested and engaged in the concern.
A graduate of our school who is staying in London, some days ago, gave me a letter in which I found something like an essay. He meant to express it, by means of a school magazine, to his affectionate schoolmates of the older days, as well as to the friendly undergraduates in his alma mater, thinking that he would be grudged, if this would be of any good to them.

He lives now in the hurry of the most worrying city, yet he can not forget the mark of our school, "a christians who ever," which was put on his cap in the years that are passed. He is away from home to the Western extremity of the world, but still he always thinks of the building with green trees, like a hospital on the hill of the village of Fukui.

Strictly speaking, this writing is not an essay, but simply a message to our K. H. C. S.

Shirazu Sakono, "141".

Some considerations on the Business-management in Japan compared with that in England.

Due, in a measure, to our feudal system, the influence of which, we have not yet been able to rid ourselves, and partly owing to our islandic spirit which we have as an heredity, and which we have not had it in our power to shake off, our methods of business, as in other matters, are still far from perfect.

On all sides, we confront jealousy, ill-feeling, self-seeking gain, vain ambition, narrow-mindedness, and similar traits of a depraved character; all of which tend to the ruin of common interests, and, consequently, detached from the benefit of the community.

Desire for others good, healthy agreement for common gain, in compact with a view to mutual advantage, far-seeking enterprise,—all these may be styles the Gospel, which should be earnestly preached to our businessmen.

Let us take into consideration, for the moment, the syndicate, as bearing on this question. For example, in the case of caoutchouc, some five or six of the leading houses have fixed the price of their article, in which they deal, under a recognized agreement among themselves, evincing a thorough confidence mutually; and the same price can be seen offered everywhere, and in every store.

Thus, they have it in their power to maintain the market price of the commodity in question, within a certain average limit, which leaves an ample margin of handsome profit.

The same remarks are applicable to the nail trade, which is chiefly in the hand of Birmingham manufacturers, and also to the quick silver, which the Rothschilds control.

What a different complexion of matters exists in our country! Firms and stores actually differ in price in the same article; (in other words, each firm determines its own price); and they are of opinion that their profit is constituted by their having different prices. They believe, that they are at liberty, and justified in availing themselves of their profit, at the risk of another firm's loss, either directly or indirectly. What a mistaken notion, surely! Such an idea serves only to disturb the market, and destroy common interests.

One must keep one's eyes open to the fact that, if we follow the example above mentioned, we shall only be sweating another, by foolish competition, which must, of necessity, cause friction, while, at the same time, other actions are promoting their business, and its welfare, by smooth and harmonious cooperation.

It is important to carefully note where this discrepancy (difference in business) lies, where it comes, and how it can be reversed in the matter of its defects.

When one comes, in contact with, and studiously observes the English ideal system of business, as a real business-man does, his everyday occupation, one notices many salient points in it, which in my heart, I sincerely wish to see adopted in our country.

But at this point, it behoves us to halt, and reflect.

In comparing any principles in any walk of life, one must take into account the relative position, and therefore blind and slavish imitation is anything but commendable. May I be allowed to point out one matter in particular, which should not be emulated? For example, I have frequently heard others of my own countrymen assert that the ideal method to adopt is to form a thorough division of labour, which now exists in England. I agree that such a system applies to England, and it is very thorough, probably too much so; but what is applicable to one country is not always to be advocated for another. This is an important point to which I wish to draw the readers' attention, namely the harm that exists in blind imitation.

In England, manufacturers and merchants fill a different capacity, generally speaking; i.e. the former make and supply the latter with the goods; thus, there is little, or no cutting between the two, since it often happens that one is ignorant of the other's business. It, however, must be admitted that the are some arguments in favour of a separate system of commerce and industry; in fact, any principle involving wholesome competition is to be advocated. It is at an option, for example, to devote all their time and energy to their own particular business, unsupported by any outside help, i.e. without co-operation, which may be either that of manufacturers, or selling. And again, their business is not necessarily in danger of sustaining any loss, if they elect to conduct it under a joint-system.

It is important to bear in mind not to be blind to the disadvantages which more than counterbalance the advantages that exist in any separate