

1888 March 29th

Adjourned Meeting of Directors

29th March 1888, 4.30 P.M. at 7 Water Street Yokohama

Present: Mr.Dodds (Chair), Mr.Grosser, Mr.Talbot, Mr.Abbot, and Mr.Baehr

Minutes of previous meeting which had been adjourned were read.

➤ Auditor Schwabe

The Chairman stated in reference to the appointment of Auditors that Mr. Schwabe had kindly consented, although not a shareholder, to audit the accounts along with any other gentleman who might be appointed and it was decided that he should be written to, asking him to accept the position, and that the secretary should see Mr. Till and request him to audit to 31st December last, as he had promised.

➤ Engine and Machinery Handed Over to the Brewer and Engineer

The Chairman stated that the Engine and Machinery had now been handed over to the Brewer and Engineer and that it was intended to send the Fitter home by the “General Werder” sailing on 4th April. It was arranged that he should receive a letter signed by the Brewer and Engineer to the effect that they were satisfied with the plant and machinery as now completed, noting at the same time any defects which it might be necessary to have made good.

It was also mentioned that, on commencing the work, something had been said to Mr. Rothe about a possible gratuity or honorarium being given to him on its completion. The Chairman suggested that owing to the delays which have occurred and the extra expense involved the Company do not find

themselves in a position to make any large allowance, although quite recognising that the work has been well done. Ultimately a small sum was mentioned and Mr. Baehr said he would see the Brewer about it.

The Chairman mentioned that there was still some delay in the part of the Contractor in finishing off the yards, but that there was an advantage even in that as the interest on the money due him would be saved.

➤ Agencies / Holme Ringer & Co, Nagasaki / Caldbeck & McGregor for Shanghai and ports / H. Isono in Tokyo agency / No agency in Yokohama

In regard to the question of appointing Agencies, Mr. Talbot suggested advertising in the Japanese papers. The Chairman read a letter from Messrs. Holme Ringer & Co, Nagasaki, to the effect that their firm would be glad to accept the agency there, also one from Mr. A.E. Maxham, applying for the Agency at Shanghai and for the Riverine Ports. The secretary was instructed to write to Messrs. Holme Ringer & Co. giving them the Agency and stating that the rate of Commission would be decided later on. In regard to Mr. Maxham's application it was understood that Messrs. Caldbeck & McGregor would be the most suitable agents for Shanghai and ports. It was decided that no Agency would be required for Yokohama as the Company would do that portion of the business direct. Mr. Talbot said he would probably see Mr. H. Isono in reference to his letter of 15th Novr. 1886, in regard to the Tokio Agency.

➤ Agency Commissions

The subject of rates of Agency Commissions was then raised and Mr. Talbot suggested the following scale, which met with general approval.

If consigned for remittance when sold	10%
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If purchased direct in quantities in value		}	
Exceeding \$100 and below \$500			5%
" \$500 - " - \$1000			10%
" \$1000 -			12 1/2%

Commission on Beer only – Exclusive of Packages to include all Charges from Landing inclusive prices to be F.O.B.

It was suggested that now that Beer is being brewed regularly a circular should be printed and distributed inviting orders to be supplied at a certain date, and the secretary was instructed to consult with the Brewer and fix upon a date by which the beer will be ready for sale.

➤ Sale of Waste Grains

The sale of waste grains was mentioned and the Chairman reported that Mr. J. Winstanley had so far taken all that had been produced and that he was prepared to take any quantity up to 5 Tons per week if the price were sufficiently low. \$5, per ton had been quoted to him as a very reasonable figure, but he contended that that was too high. The secretary was instructed to see some other Dairy Keepers or Livery Stable men on the subject, and it appeared to be the opinion of the Meeting that \$5 was the lowest price that could be asked.

➤ Beer Cases and Straw Envelopes for Bottles

It was also reported that samples of beer cases had been obtained from Messrs. Fraser Farley & Varnum and from Japanese box-makers.

The Japanese prices were somewhat lower than those of the foreign factory and it was decided to have some more communication with both parties.

Straw Envelopes for bottles were also decided upon the instructions were

given to enquire about price per 10,000.-

In regard to the supply of Taps, it was understood that consumers would have to find their own.

➤ Selling Prices of Beer

The proposed selling prices of the beer were again discussed and the prices mentioned at last meeting with slight alterations were adhered to, viz:-

In Draught In quantities to suit the requirement of Consumers:

60 Cts per gallon

Packages extra, the charges for which will be refunded on return.

Bottled per 4 Doz. Quarts packed in Cases:

\$8.50. with allowance of 50 Cts per doz. For bottles returned.

Per 8 Doz Pints packed in Cases:

\$10.50 with allowance of 30 Cts per doz for bottles returned.

<u>Unpacked</u>	Quarts per Doz	\$2.00	} Same allowance for Bottles
	Pints - " -	1.25	

➤ Pastorising Machine

The Brewer had requested that a pastorising machine be supplied him and it was decided to order one by the first mail. It was understood that in the meantime the beer can be pastorized by some temporary expedient.

➤ Opening Tiffin on 11th April

Mr. Talbot stated that Wednesday, 4th April, would be an inconvenient day for the Japanese who might be invited to the opening Tiffin proposed to be

given and it was decided to postpone it till Wednesday, 11th April.

➤ Rohde & Coy's Mark Account

Messrs. C. Rohde & Coy's mark a/c to 31st Decr. 1887 was then taken into consideration and the Chairman read an analysis of the same which showed the account to consist of the following:-

Preliminary	Marks	2,967.40
Machinery		106,422.66
Payments to H. Heckert		921.90
Building a/c		6,036.93
Stores		33,802.02
Plant		18,838.57
Brewing Material		<u>18,528.79</u>
		<u><u>\$187,518.27</u></u>

A number of items were discussed, more especially the charges for Interest and Commission, the rate charged for the former being 7%, and for the latter 5% on the total bill. No arrangement had been entered into with Messrs. C. Rohde & Co. but it had been expected that the Company would get the best terms on which such orders are executed in Europe. It was considered that these items were capable of some reduction, and the secretary was instructed to address a letter embodying these views and submitting the matter to their consideration.

The state of Finances went to show that on payment of various accounts due on 31st March the authorized overdraft at the Bank would reach its limit. It was resolved that Mr. Dodds and Mr. Talbot be authorized to apply to Mr. Fraser, Manager of the Bank, for further assistance, and that a Trial Balance

to 31st March be prepared in order to show that gentleman the state of affairs.

The meeting adjourned at 7.30 p.m.

J. Donaldson

James Dodds

Secretary

Chairman