

1888 May 7th

Directors' Meeting

7th May 1888 at 4.30 P.M. 7 Water St. Yokohama

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

Minutes of last meeting were read and signed.

➤ Bill of Dr. Van der Heyden's Medical Attendance

A letter from Dr. Van der Heyden was read returning the amount of the Cheque which had been forwarded to him in payment of One quarter's attendance on the Company's staff. As it appeared he did not quite understand the exact reason of the Directors for not engaging permanent medical attendance, it was arranged that the secretary should both write to him and see him, requesting him to accept the amount forwarded which was properly due to him.

➤ Small Label Bearing Selling Price of Beer

A small label bearing selling price of beer and allowance for empties returned, intended to go round the necks of bottles, was shown, and it was arranged that as Capsules would not arrive for some time and none are procurable in Japan, these labels should be pasted over the top of the Corks, thus helping the appearance of the tin foil which must for the present be used for Capsules.

➤ Contract with H. Isono

Mr. Talbot submitted a draft of Contract between the Company and Mr. Isono appointing him Sole Agent for the sale of the Company's beer in all places in Japan with the exception of Yokohama and Nagasaki at a rate of

Commission of 5 per cent on the net value of beer sold by him exclusive of bottles and packages.

By this Contract the Company agrees to supply Mr. Isono with such quantity of beer as he may require, orders however from Yokohama, Nagasaki and elsewhere outside his Agency to be supplied in due course and priority with his own, and Mr. Isono agrees to allow all his customers the Company's advertised rates in regard to prices, discounts, &c., and to be responsible for the payment of all sales made by him.

The Draft Contract, consisting altogether of 12 clauses was read over and discussed, and Mr. Isono being then introduced to the meeting a general conversation upon it took place. In regard to the duration of the Contract, which expires 31st December 1889, Mr. Isono stated that he would have preferred a longer term, but the meeting thought that undesirable.

He was authorized to paint his name conspicuously on the Company's circulars as sole agent and he promises to advertise and push the beer in every possible way. Some slight alterations in the contract were suggested and agreed to, and Mr. Talbot suggested that, as it appeared to meet with approval, the present Draft Copy should be signed as an evidence of Agreement, in order that Mr. Isono could commence operations for advertising and introducing the beer, and that in the meantime a properly extended and stamped contract should be drawn out in duplicate and signed in due course.

The Draft was then signed by Mr. Grosser and Mr. Abbott for the Company (Mr. Dodds having retired from the meeting) and by Mr. Isono.

➤ Iwasaki Guaranteed Isono

A letter from Mr. Glover was submitted stating that Mr. Iwasaki would

guarantee Mr. Isono to the extent of five or six thousand Dollars, which amount was thought ample to cover unpaid a/cs, and it was understood that on a Copy of the Contract being sent to Mr. Iwasaki he would write a letter of guarantee.

Mr. Isono then thanked the meeting for agreeing to his application for the Agency and promised to use his utmost endeavours to push its sale, and he then withdrew.

➤ Covering of Coal

Mr. Abbott brought forward the subject of Godown accommodation at the Brewery and suggested that the Coal shed would answer that purpose for the present and that the Coal could be stowed in a corner in the back compound with a slight covering which would only cost a few dollars, and it was arranged that this should be carried out.

➤ Water Filter

Mr. Baehr mentioned that the water from the pond after passing through the filter does not appear to be much purified by the operation, and it was arranged to have samples of the water, both filtered and unfiltered shown to Mr. Diack, who had constructed the filter.

Mr. Abbott stated that the new well which had been dug in the back compound produced 296 gallons in 24 hours. This could be used for all washing purposes, thus leaving the full supply of spring water for brewing only. It was agreed to procure a good and serviceable pump, connect the same with the shafting and take advantage of this supply.

➤ Gibb's Application for Employment to Deliver the Beer in Yokohama

In regard to the delivery of beer in Yokohama Mr. Talbot suggested that

Mr. Gibbs, who had been recommended by Mr. Eyton, and had written a letter of application for employment some time ago, should be communicated with, and the Secretary was instructed to see him.

It was thought that as well as delivering the beer ordered throughout Yokohama he might be offered a commission of say 5 percent on all orders he could secure, but that his work would be confined to Yokohama and should not include the shipping.

The meeting adjourned at 7 p.m.

J. Donaldson

Secretary

James Dodds

Chairman