

1890 September 16th

Directors Meeting held at No. 7 Water Street

Tuesday Sept. 16th 1890 at 2.30 P.M.

Present: Messrs. Kirkwood (Chair), Carl Rohde, E.Blanc and T.B.Glover

After the minutes of the last meeting had been read and signed by the Chairman.

➤ Price and quality of malt of Scotland, of Germany or of America

Mr. Kirkwood spoke about the price of Malt, he said that we had proof before us that Malt could be imported from Scotland showing a large saving in cost (nearly \$20 per brew) over that imported from Hamburg, but that until the Beer was tasted it was not possible to form a definite opinion, of the quality of the Scotch Malt, and for this purpose it was resolved to hold the next Directors Meeting at the Brewery on Monday next the 22nd inst at 2.30 p.m. and the Secretary was instructed to inform the Brewer of this resolution.

Mr. Glover asked if we had ever tried American Malt. The Secretary replied in the negative, Mr. Glover thought that it was very desirable that American Malt should be tried as they Brewed very excellent Beer in the U.S., the Secretary explained that he had asked a gentleman recently gone to San Francisco to furnish him with particulars of Californian Malt, and when the said particulars were received, they would be placed before the Board.

➤ Bottles, making contract with Shinagawa Glass Work for a year

Bottles The Secretary read a letter from Mr. Kashiwamura (Shinagawa Glass Work) offering us 166000 “Stock” shaped bottles (Quarts) at \$3.90 per 100 delivered at Yatobashi. The Secretary was authorized to accept this offer

and it was further decided that the Brewery adopt the "Stock" shape in future. It was further resolved that the prices asked for bottles for future delivery- viz \$4.10 per 100 Quarts and \$3.10 per 100 Pints was excessive, and the Secretary was instructed to write and explain to Mr. Kashiwamura that as Pints only cost about 2/3 the price of Quarts in Europe the Directors could not understand why the Shinagawa prices were so nearly even- and to submit the following form of a contract to Mr. Kashiwamura- Shinagawa.

1. That we will, except in the event of an emergency, buy our bottles in future from the Shinagawa Glass Works provided they continue up to sample.
2. That a condition to the above is that the Shinagawa Glass Works always keep in Stock over and above deliveries 50,000 Quarts and 50,000 Pints.
3. That the price is to be 4 yen per 100 Quarts and 2 yen 90 sen for Pints delivered at Yatobashi, Yokohama.
4. That this contract remains in force for 1 year- but that if the contract gives satisfaction, we are sure to continue with them- it being the unanimously expressed desire of the Directors that the Brewery should in every way possible encourage local industries instead of importing from abroad.

➤ Isono's plan to appoint 60 agents throughout Japan

General Agent of the Brewery, joined the meeting after the above was settled, and Mr. Kirkwood requested him to explain to the Board what he proposed doing about appointing Agents throughout the country. Mr. Isono explained that in his opinion the time had arrived when we might with advantage send a traveller around the Country to establish agencies at all large centres and for this purpose he had divided the country into Sixty Sections or districts with the idea of appointing one or more agent at each

district and he proposes to send out his traveller next month- but he was not in a position to say at what date the whole Sixty Agents would be appointed, as it would be very necessary to exercise great care not to offend or come into competition, with his existing Agents at Tokyo & Osaka.

The Board was of opinion that Isono was the best judge of how to approach the various centres- but urged upon him the necessity of starting his traveller without delay, and to begin at once by publishing a list of Agents on a sheet of paper to be enclosed in every case or package beer leaving Yokohama and as new Agencies were formed to add their names to the list without delay. It was explained to Mr. Isono that in the opinion of the Board, this list of Agents was absolutely necessary. Isono promised to attend it.

Mr. Kirkwood was very strongly of the opinion that Isono should have at least one Agent in Tokyo, were the Beer could be bought at Yokohama prices- but as Isono asked that the discretion of the Agents could not be interfered with, without causing injury to the Brewery, the matter was dropped.

Isono had several other matters to bring forward such as Show Cards for retailers – price of beer cases &c and he was requested to furnish the Secretary with a detailed memorandum before the next meeting to be placed before the Board. The Secretary was also requested to draw up a Memorandum about Cost of beer cases and Straw envelopes

The meeting closed at 5.5 p.m.

Wilson Walker
Secretary

Montague Kirkwood
Chairman