

1890 November 24th

Directors Meeting held at No. 7 Water Street.

Monday Novr. 24th 1890

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

The minutes of last meeting were read & passed.

➤ Discounts to Small Dealers

Discounts A circular addressed to Messrs. C. Rohde, E. Blanc & D.J. Strome, by Mr. Kirkwood, was read as Mr. Strome was absent when it was issued, the circular recommended a discount to small hotels & grog shops as follows:

5%	on sales to above if under \$50 a month
7%	do over \$50 “
10%	do do \$100 “ or over

It was found necessary to make this allowance as it was known that Yebisu made, a similar reduction to small dealers.

➤ Empty Bottles

Empty Bottles The Secretary read a memorandum, showing that the price we are paying for empty bottles was excessive, considering the cost of new bottles, and especially as the Yebisu brewery had reduced their price to 42 cents per dozn Quarts. It was urged that it would not be wise to make too great a reduction just now and unanimously resolved to reduce our prices to 45cts per dozn Quarts and 25 cents per dozn Pints from the 1st January 1891 and that one month notice be given to our consituents.

➤ New Shares

New Shares The Secretary read a letter from Mr. Isono saying that he submitted the following names for the approval of the Board- Mr. Imai Sozaburo, Sub Agent for Kirin at Yokohama- for 17 shares- and Mr. Tsuchiya- Agent for the sale of Kirin beer at Kobe for 10 shares, with the condition that these shares be issued at par and not be transferred for five years after date of issue.

Resolved to approve the two names submitted by Mr. Isono & it was further resolved that the remaining eight shares be left to Mr. Glover to dispose of to Japanese gentlemen whom he might select.

➤ A. H. Dare elected to be the Seventh Director

Directors Mr. Kirkwood said he thought it would be better for the interests of the Company to have a full Board of Seven Directors and he had much pleasure in proposing Mr. A.H. Dare for a Director which was unanimously agreed and the Secretary was desired to write to Mr. Dare and tell him that he had been unanimously elected.

➤ Prize Cups

Prize Cups Several designs for cups were submitted from H Kong and three were chosen which Mr. Kirkwood would send to H Kong and have the manufacture of the Cups began without delay.

➤ Bottles

Bottles A letter from Kashiwamura was read- asking that we take delivery of the bottles bought by us or give him our Bill for the amount of their value. As Mr. Kashiwamura had been very easy about our taking these bottles, the Sec: was instructed to do his best to take delivery of them as soon as

possible.

➤ Advertisement in 12 Leading Journals in Tokyo and its expense

Advertisement Mr. Kirkwood exhibited an advertisement that he recommended to be put into 12 of the leading Tokyo Journals on the day the Emperor open the first Parliament, and he proposed that Mr. Isono be asked to pay half of the expense, the Secretary thought that Mr. Isono would object to do this and it was resolved that the advertisement be forwarded to Mr. Isono and that the expense be borne by the Company.

➤ Corks

Corks The bad quality of Corks and the consequent complaints we are constantly having, were very much regretted, it was further explained by Mr. Kirkwood that as all our Corks are branded, therefore if we have any bad corks among our consignments, we cannot sell them, but if we had to import clean corks and then examine them and brand the good corks ourselves, that we could always sell the bad corks for something and the Secretary was instructed to procure a brander from home and import all future Corks clean.

➤ Bottle Seals

Bottle Seals Four doz n bottles of beer had been received from San Francisco, corked with the Bottle Seal, upon examination it was thought that if the Seal did all its patentees claimed for it, that it would settle our Cork difficulty at once. The Secretary was therefore instructed to have some of the bottles pasteurized just as they are, to fill any 1/2 doz n of the Bottles with Kirin beer and have them pasteurized too- to send a sample of the bottles to Mr. Isono and get his opinion of how the style of Cork would take among Japanese and also to ascertain if Mr. Kashiwamura could make us the bottles

suitable for Seals- at the same price he can make one present bottles- in order to obtain the various information it was resolved to adjourn this meeting till Monday Decr 1st 1890 at 2.45 p.m. when a meeting will take place at the Brewery to further consider the Bottle Seal and inspect the Brewery.

Wilson Walker

Secretary

Montague Kirkwood

Chairman