

1891 April 16th

Directors Meeting held at No.7 Water Street Yokohama

on Thursday 16th April 1891 at 3:30 p.m.

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

Mr.M.Kirkwood.

The minutes of the last meeting were read and confirmed.

➤ Mr. Rohde's Resignation

Mr.Rohdes Resignation A letter from Mr. Rohde saying that he could not afford the time necessary to give the attention required as a Director of the Brewer caused him to tender his resignation, but that he would always be ready to work in the interests of the Brewery if called upon to do so any time.

Resolved that Mr. Rohdes resignation be accepted with sincere regret.

➤ Glover Elected Chairman, Blanc Vice Chairman

Mr. T. B. Glover was elected Chairman of the Board and Mr. E. Blanc vice chairman- Mr. Blanc agreeing to keep the duplicate Keys which the Secretary would ask Mr. Rohde to hand over to his Mr. Blancs Custody.

➤ Shinagawa Bottles

Shinagawa Bottles The Secretary explained a proposal from Mr. Kashiwamura, for this Company to advance 70% of the price of bottles then made and all that would be made, the bottles meantime being stored at Shinagawa and the balance of 30% paid as the bottles were taken delivery of- after some discussion it was resolved that the company could not make such advance to the Glassworks, but to relieve the Glassworks of their Stock. The Secretary was Authorized to write and offer to buy all their good and approved bottles at \$3.10 per 100 Quarts #2.25 per 100 Print- without prejudice to our

existing Contrast- only that if we take the bottles at the above price to accommodate the glass works, the said purchase would be regarded as a delivery under the contract.

➤ Tokyo Depot

Tokyo Depot A memo of estimated cost of establishment and a separate memo of the monthly cost of working the same was submitted by Mr. Isono and read by the Secretary. The Secretary at Mr. Isono's request explaining that such a large outlay was entirely beyond Mr. Isono's means- and that he Mr. Isono had requested that his Commission should be raised from 5% to 10%- and he would then undertake to open the depot in Tokyo and also pay for all reasonable advertisements himself without any further assistance in this direction from the Company. After some discussion it was resolved that the Board attach the greatest importance to having a depot in Tokyo to facilitate the distribution of beer, and that to assist Mr. Isono it was further resolved that the two Waggon and four horses with harness & c complete be furnished by the Company- the same remaining the property of the Brewery and that the Brewery shall appoint the head betto or groom and besides this to allow Mr. Isono \$50 per Month towards the establishment to the end of the present year. The Board are of opinion that the above is a very liberal offer, and can not accede to Isono's request to increase his commission.

➤ Local Customers and Isono, sole agent of Japan except Yokohama and Nagasaki

Local Customers The Secretary explained that Isono complained because a local dealer had been supplied direct from the Brewery instead of having taken his beer through Meidiya. This same question had been brought

up many times, but the Secretary was strongly of the time had arrived for the Brewery to supply all local trade direct which we have a perfect right to do. As Isono under his contract with this company is Sole Agent for the whole of Japan except Yokohama & Nagasaki, by supplying the trade direct not only would we save the Commission and a portion of the Discount now paid to Isono but would probably increase our local business resolved that we have the right to supply the same in future but with as little friction as possible with Isono.

➤ Agencies in Nagasaki

Agencies The Secretary explained that Messrs. Holme Ringer & Co. had been the Company's Agents in Nagasaki since the Brewery first started- but that Isono thought if he had the Control of the Nagasaki Market, he could do more business there, and the Board were of the Same opinion. It was therefore resolved that Isono includes Nagasaki within his sole Agency only stipulating that if possible he Isono makes such arrangements with Messrs. Powers and Co. Nagasaki as to make them give up their Agency for Yebisu beer work only in the interests of Kirin.

➤ Kobe Agent

Kobe Agent This matter had been before the Board for some time and they had come to the conclusion that perhaps the best arrangement that can be made at present and be agreeable to Isono - is to request Isono to pay a liberal discount to the foreign purveyors in Kobe viz - Messrs. Whymark & Co., Langfeldt & Co. Ld. & Dick - and secure their good will for the Sale of "Kirin" and the Secretary was instructed to write and convey the Spirit of these resolutions to the gentlemen interested.

Wilson Walker
Secretary

Thomas B. Glover
Chairman