

1892 December 5th

Directors Meeting held at No.7 Water Street
on Monday 5th December 1892 at 3.15 p.m.

Present: Messrs. J. Dodds (Chairman), T. B. Glover, H. Baehr, D. Fraser,
W. Gordon, and Mr. Kirkwood by invitation.

The minutes of the last meeting were read and confirmed.

➤ Agreement / Tokyo Depot / Osaka Depot / Delivering Beer Freight Free to
Depots / Extending Credit / Advertisement / Expenditure to Advertisements
/ Agreement as a Modification of the Contract of 14th May 1888

Mr. Isono's proposals were again laid before the Board and fully discussed.
At 4 p.m. Mr. Isono attended the meeting by invitation. Many questions were
put to him by the Directors on the details and working of his scheme, after his
retirement the discussion was renewed and Mr. Glover eventually proposed
that a fresh agreement be entered into with Mr. Isono on the following terms,
viz;

1st The Company to advance \$3000 to Isono for the purpose of
starting a Branch in Tokyo by instalments in the manner previously
arranged viz;

That the company advance to Mr. Isono \$1000 Yen for establishing
purposes as soon as he Mr. Isono was ready to begin the said Depot.
And that the Company made him a further advance of 200 tens per
month for ten months towards the monthly expenses of Depot from its
commencement making a total loan of \$3000 free of interest against
Mr. Isono promissory Notes-which shall promise to pay \$500 on the
1895, \$500 1896, \$500 1897, \$500 1898, \$500 1899 and the final

payment of \$500 on the 1900. The same promissory Notes to be secured by the endorsement of a guarantor acceptable to the Company and on the understanding that should the agreement be terminated at the end of the term of 2 years, Mr. Isono should thereafter pay interest on the advances at the rate of 7% per annum.”

2. The Company to advance a similar sum on like terms for the establishment of a Branch at Osaka.
3. The Company to deliver beer freight free in Tokyo and Osaka as soon as the branches are open.
4. The Company to extend credit for one month beyond the present term, and Isono to hand us a Policy on his life for \$7000.
5. The Company to pay a sum not exceeding \$3000 per annum for Substantial Japanese Advertisements after approved of by the Board viz;

For Showcards & Rent

Boards. Hoardings & c. & Rent

Kambans. Mirrors and things of an important permanent nature.

and half of Newspaper Advertisements not to exceed 500 Yen per Annum.

6. In the event of important demonstrations being necessary, the Company shall consider after consultation what assistance they shall give to the same, they being at liberty to Credit any such expenditure to Substantial Advertisement.
7. This Agreement to be treated as a modification of the Contract of 14th

May 1888 and to be open to revision at the end of two years, (if the Agency be not then determined under the original agreement dated 14th May 1888) on a fair and equitable basis according to the then existing conditions of the beer trade and the success or otherwise of the branches open, it being in consequence of the present competition, and of the expenses Mr. Isono has to incur in opening the branches that there concessions are made.

and the proposition was unanimously agreed to by the meeting.

Mr. Baehr added that in his opinion too much weight could not be placed on the insistence of the Board that Isono should not in any way place himself in competitions with the small dealers in any part of the country but rather give them every facility possible to push the Sale of "Kirin", and leave no stone unturned to gain the Goodwill and cooperation of all the Beer dealers throughout the Empire.

The Meeting Closed at 5:30 p.m.

Wilson Walker
Secretary

James Dodds
Chairman