

1893 December 18th

Directors Meeting held at the Brewery Office

No.123 Bluff Yokohama at 3:30 p.m. on

Monday 18th December 1893

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

➤ Special Bottles for Export Trade. not use

The Minutes of the previous meeting of 1st November were read and approved.

A letter from Messes. Caldbeck Macgregor & Co. of Shanghai was read regarding the suggested use of a new kind of Bottle, and it was decided not to make any alteration at present as apparently there was no advantage to be gained.

➤ Isono's Advertisement Scheme

Mr.Isono's Advertisement Scheme

Mr. Glover produced an Estimate from Mr. Isono for advertising Expenses in the year 1894, the total amounting to \$4555.50. In connection with this it was stated that in conversation with Mr. Isono the following idea had been suggested, viz: that in order to induce Mr. Isono to place Beer in quarters where there would be some risk of bad debts and thereby, it was hoped, increase sales, the Company should enter into an agreement with him to allow him bonus of 10% on the net value of Beer sold by him over and above the Amount of his average sales for the last three years; - this agreement to be for one year only to Commerce with and to be subject to mutual modification thereafter- and during that year the amount paid under the present

advertising scheme to be reduced by one thousand dollars- Mr. Glover was of opinion that this would be a very good means of introducing Beer in places where at present owing to risk of non payment it did not reach. Mr. Gordon thought no bonus would induce Mr. Isono to take any risks in uncertain quarters and that the present Commission allowed was sufficient to enable him to push business in all advantageous directions. After some discussion it was decided to make a proposal to Mr. Isono to enter into such an agreement and the Secretary was instructed accordingly.

➤ Rough Balance Sheets

The Secretary presented Rough Balance Sheets made up to the close of October after examination of which it was decided to defer considering the question of an Interim Dividend until the accounts could be brought up to 31st December. In connection with these Balances the matter of the method of writing off Depreciation on property paid for in sterling money, in view of the great subsequent fall in Silver exchange, was discussed and noted for consideration in anticipation of the presentation of accounts remodeled where necessary on a sterling basis.

➤ Letter from Collins & Co. Telling Their Resignation of Agency

A letter from Messrs. Collins of Tientsin was read in which that firm resigned the Company's Agency. Resolved to address Messrs. Caldbeck Macgregor and Co. Shanghai referring to the demand which was believed to exist at Tientsin and enquire whether they could do anything at that port.

➤ Letter from Clonet, Singapore

A letter from Mr. Clonet Singapore was read and it was decided not to proceed further with him.

➤ Letter from McLean. Bangkok

A further letter from Mr. McLean Bangkok was read but no decision was come to regarding it.

➤ Oseibo

A suggestion from Mr. Isono that it would be judicious to make presents of 1 doz cases of Beer in certain quarters at the New Year time was considered and it was resolved to comply with the same to the extent of 100 cases.

The meeting then closed at 5:30 p.m.

James Dodds

Chairman