

1894 January 24th

Director's Meeting held at the Brewery Offices.

No.123 Bluff Yokohama at 3:30 p.m. on Wednesday 24 January 1894

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

The minutes of the previous meeting of 18th December 1893 were read and approved.

➤ Proposed Alteration in Advertising Scheme

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The Secretary's letter to Mr. Isono and the answer thereto were read and Mr. Isono's new scheme was also referred to. Resolved that the advertisement scheme remain as hitherto as regards amount viz: \$3,500 per annum but that the details be left to Mr. Isono in consultation with the Secretary. Accounts to be rendered periodically afterwards.

➤ Sales in Yokohama by Mr. Isono

Sales in Yokohama by Mr.Isono Some discussion arose on this subject which resulted in the Secretary's being instructed to communicate verbally with Mr. Isono and arrange with him not to sell to private foreign Customers at less than Brewery prices; and that for all Yokohama Sales, these belonging by agreement to the Brewery, he be allowed 5% Commission but no discount.

➤ Letter from Andrew, Manila

Manila Messrs. Andrews' letter of 2nd December was read. It was decided after discussion to consign to Messrs. Andrews' the quantity of Beer they recommended, in the hope of future business following. Messrs. Andrews were to be informed that the Company's own label would be used in

consignments (as well) as well as the new label prepared specially for them: but that in the case of Beer which they might order on their own account and pay for on shipment Messrs. Andrews' own label only would be used if desired.

➤ Letter from McLean, Bangkok

Bangkok Mr. McLean's letter recommending a consignment was read, but it was resolved not to ship to any point south of China except on prepayment here.

➤ Letter from Caldbeck MacGregor, Shanghai Suggesting Beer be sent under a Style Other than Kirin

Messrs.Caldbeck Macgregor & Co. Shanghai: A letter from this firm was read suggesting that Beer should be bottled and shipped to them under a special label and capsule to be supplied by them in order that it might compete with foreign Beers in China under a style other than "Kirin". It was resolved to agree to do this and the Secretary was instructed to advise Messrs. Caldbeck MacGregor & Co accordingly and to inform them the cif price at which shipments could be made, the calculations to be based on an increase in price of 20 Cents per case over present figures here.

➤ Commission to Caldbeck MacGregor & Co

Commission to Caldbeck MacGregor & Co on Kirin Shipments. A request that the Company should increase this from 10% to 15% was read, and it was decided to reply that the Company would like to see some encouragement in the way of increased sales before complying.

➤ Accounts of the Imported Machinery Plant and Assets

Accounts showing the Sterling value of the Company's imported Machinery Plant &c Assets, and their Corresponding dollar value at present

exchange and also working a/cs to end of December were submitted and the Secretary was instructed to circulate them among the Directors with the intention that a meeting should thereafter be called to consider the price of Beer.

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

Henry Baehr

Chairman