

1900 April 23<sup>rd</sup>

Minutes of Directors' Meeting held at the Brewery Offices at 3.30 p.m.

on Monday 23<sup>rd</sup> April 1900

Present: Messrs J.D. Hutchison, T.B. Glover, W.R. Bennett, O. Haynemann,  
F.S. James, and (by invitation) M. Kirkwood.

Mr. Dodds being unfortunately prevented from attending, Mr. Hutchison  
was voted to the Chair.

The Minutes of the previous Meeting of the 26<sup>th</sup> February were read and confirmed.

➤ Manager's Report

The Managers Report for the Meeting was read and the various points referred to by it were dealt with.

➤ New engineer R.S. Thomson Employed

Engineer for New Brewery A translation of a letter from Mr. Trobitius, the Germania Company's Fitter, was read, remarking that the time had come when it was necessary to decide upon the appointment of an Engineer. He did not consider Mr. Chemnitz fit for the post but he spoke favourably of Mr. Thomson – who had been assisting him for some months. The Manager also spoke of Mr. Thomsons zeal and apparent ability and the Directors after consideration decided to offer him the appointment; with a contract as from 1<sup>st</sup> April for 12 months and thereafter until terminated by 3 months notice on either side.

Salary yen 200 per month with a free house or, at the option of the Company, 50 yen per month house allowance and a bonus of 1/2% on the annual net profits of the Company.

➤ Meidiya Discounts

Meidiya Discounts The Manager reported that with the approval of Mr. Dodds and some of the other Directors he had been negotiating with Meidiya on this subject with the result that a scheme of extra discounts to be allowed had been practically agreed upon as follows, viz:-

To commence from 1<sup>st</sup> April 1900

On annual Sales of from 500,000 to 650,000 yen: 4% Extra

So that sales of 600,000 yen would = yen 4,000 Extra

" 650,000 " " = " 6,000 Extra

On annual sales of from 650,000 to 800,000 yen: 6% Extra

So that sales of 700,000 yen would = yen 12,000 Extra

" 750,000 " " = " 15,000 Extra

" 800,000 " " = " 18,000 Extra

On annual Sales of over 800,000 yen: 8% Extra

So that sales of 850,000 yen would =yen 28,000 Extra

" 900,000 " " = " 32,000 Extra

" 1,000,000 " " = " 40,000 Extra

and so on

which the Directors now formally authorised.

In connection with this matter the question was raised whether the change in the proportion of advertising expenses to be paid by Meijiya from one-third to one-half when that firms sales for a year exceeded 600,000 yen should take effect on the current years expenses if at its close it was found that the 600,000 yen limit had been passed. The Manager said he construed the agreement as bringing the change into operation only after a completed

year should have shown more than 600,000 yen, and as the year 1899 had not done so he had in arranging the expenditure for 1900 gone on the principle of Meidiya's paying one-third, but expressly stipulating that if, as seemed certain, the sales during that year exceeded 600,000 yen the Meidiya's proportion of the expenses for the following year would be one-half. Mr. Kirkwood maintained this was not the intention of the Agreement, but in view of the action which the Manager had taken it was determined not to discuss the subject.

➤ Water Supply

Water Supply The Manager reported that recent rains had increased well-water sufficiently to admit of full-speed brewing since 1<sup>st</sup> April but there was still not enough to allow of bottling as much as desirable, and in consequence the stock of cased beer in godown had fallen very low. He stated that he was on the point of concluding a 3-years lease of the temple land adjoining the Brewery, where a well had already been dug with good results, and thereafter intended enlarging the area of this well when with normal rainfall he trusted the brewery would be safe until supplies could be obtained from the water-works in 1902. He had however not abandoned the idea of sinking another artesian boring as soon as the completion of the new brewery works gave space for doing so. Letters from Chevalier de Waepenaert complaining of the water on his land being drawn away by the brewery wells and giving lengthy expositions of the law on the subject as it appeared to him were referred to and a draft of a letter which the Manager submitted asserting the right of the Company to the full use of the Water on its land was approved.

➤ Disposal of Old Machinery

Disposal of Old Machinery Some Japanese capitalists having made an overture to Mr. Kirkwood as to the feasibility of forming a Kind of Company to establish a brewery in Kiushiu in connection with the Kirin Company, the latter to provide half the capital, a memorandum of particulars of a scheme under which the old machinery might be transferred as part of the Kirin Company's portion of the Capital-the remainder to be raised by Debentures – which had been prepared by Mr. Kirkwood, and circulated among the Directors was submitted. Private enquiries as to the standing of the capitalists had been made by Mr. Bennett with no very favourable results and Mr. Glover stated he had some knowledge of them which bore this out. On the whole the Directors thought it best not to enter into negotiations at present but Mr. Kirkwood was invited to endeavour to get the Capitalists to buy the machinery outright.

➤ Chief brewer's Reports for Feb. and March

Brewers Reports for February and March These were read and commented upon.

➤ Financial Statement

Financial Statement This also was submitted and read.

➤ Meidiya Guarantees by Toyokawa and Tsuruhara

Meidiya Guarantees by Messrs Toyokawa and Tsuruhara. The Manager reported that thanks to Mr. Glover these had been completed and the documents were in the possession of the Company.

➤ Accounts for the Year to 31<sup>st</sup> March 1900 & Final Dividend of 15%

Accounts for the year to 31<sup>st</sup> March 1900 These, already circulated, were

submitted and after examination and discussion were adopted.

A suggested Draft Report to Shareholders was also submitted by the Manager and with slight modifications adopted. Mr. Bennett proposed that a Final Dividend of 15% be declared and paid out of the old Reserve Fund, which was agreed to nem. con. The date of the General Meeting of Shareholders was fixed for Friday 4<sup>th</sup> May at 4 p.m.

➤ Directors' Fees

Directors Fees The apportionment of these was left to the Chairman and the Manager as usual.

➤ Chief Brewer's Salary

Chief Brewers Salary A letter from Mr. Kayser asking for an increase of salary on the commencement of his second year of Service was read. Consideration was deferred to another meeting.

The Meeting then closed at 6.30 p.m.

J.D. Hutchison

Chairman