

1902 January 29th

Minutes of Directors Meeting held at the Brewery Offices at 3.30 p.m. on Wednesday the 29th January 1902

Present: Messrs Jas. Dodds (Chairman), J.D. Hutchison, O. Haynemann,
C.B. Bernard, and F.S. James (Managing Director)

The Minutes of the previous Meeting of the 18th December were read and confirmed.

➤ The Financial Statement

The Financial Statement prepared for the Meeting was read.

➤ Appointment of Secretary. Dinsdale

Appointment of Secretary A letter was read from Mr. Dinsdale thanking the Directors for appointing him Secretary and promising to do his best to promote the interests of the Company.

➤ Brewer & Engineer's Report for December

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The Reports of the Chief Brewer and Engineer for December were read. In connection with the former as to the remarks that the last shipment of Corks were very unsatisfactory - it was pointed out by the Managing Director that this was an error. The facts were as follows: In the summer months it was noticed that the Corks in each shipment were mixed in size, and a telegram was immediately dispatched to London stopping shipments. The stock at the Brewery was large and it was determined to sort each bale. This was done, and 32 Bales of small Corks were picked out of the bulk!

➤ Letter from Engineer Thomson. Thanking for Increase His Salary

Engineer Thomson A letter was read from Mr. Thomson thanking the

Directors for increasing his Salary and promising his best endeavours to promote the interests of the Brewery.

➤ Advertising Expenses. 1902

Advertising Expenses. 1902 A statement made by the Managing Director was read in which he advised, that he had settled with Meidiya to allow ¥15,000. for ordinary advertising and a special allowance of ¥5,000. for the same purpose, but to apply to 1902 only, and not to be taken as a precedent – Meidiya to spend a like sum, viz: ¥20,000. The mode of advertising to be at the full discretion of Meidiya but an account to be rendered to the Company at the end of the year.

➤ Meidiya's Orders for Beer

Meidiya's Orders for Beer A statement from the Managing Director was read, saying that the demand had further fallen off and that February was likely to be a very poor month.

Meidiya accounted for the smallness of deliveries partly through the great scarcity of money in the country and partly through the large quantity of bad and muddy beer that had been delivered during the past six months.

He looked for an improvement in March and confidently expected that his Sales for the next 12 months would amount to ¥1,000,000 if the Beer was kept well up to standard.

➤ Appointment of Imperial household Department

Appointment of Imperial Household Department The Managing Director stated that after many delays the Imperial Household Department had granted the Company the right to use the words:

Kunaisho Goyotashi

meaning:

By special appointment to the Imperial Household Department.

and that he was now trying to obtain sanction to use the Imperial Crest.

➤ Beer Export Fallen Off

Beer Export The Managing Director reported that the Export Trade had fallen off to almost nothing which was in great measure owing to the withdrawal of Troops from China. Tsang Chuck Hin was over in China trying to work up a business, and there were signs of a revival of trade with Shanghai with Case beer. Draught Beer had also been introduced with success and promised to assume large proportions; but he thought that until someone connected with the Brewery visited the different ports the export trade would not be put on a satisfactory basis.

➤ Chief Brewer Kayser and Muddy Beer

Chief Brewer Kayser The Managing Director stated that bad and muddy beer continued to be returned from various parts of the country, causing not only loss but great anxiety to the Selling Agents.

Mr. Kayser had been asked for explanations but nothing satisfactory could be obtained from him. Letters were read from the Managing Director to Mr. Kayser and his replies.

The Managing Director pointed out that unless the character and goodness of the beer were kept up business would fall off, and he stated that he considered Mr. Kayser a useless man and not fitted to fill the position of Chief Brewer, and that steps should be taken to dispense with his services.

Mr. Dodds and Mr. Bernard were in favour of this course, but Mr. Hutchison and Mr. Haynemann were averse to any immediate action being

taken, which once was agreed to by all the Directors, and it was decided to get on account of the near approach of the busy season and Mr. Hynemann to speak to Mr. Kayser and report to a Meeting of Directors to be held at Mr. Dodds' office, No.7 Water Street, on Wednesday the 5th February.

It was also decided to analyse the muddy portions of some of the bad beer with the object of trying to find out a cause or reason for same.

The Meeting then closed at 5.45 p.m.

James Dodds

Chairman