

1904 September 15<sup>th</sup>

Minutes of Meeting of Directors held at the Brewery Offices

on Thursday the 15<sup>th</sup> September 1904, at 4 p.m.

Present: F.S. James, Chairman, T.B. Glover, C.B. Bernard, W.R. Bennett,

R. Fachtmann

The Chairman welcomed Mr. Fachtmann to the Board.

The Minutes of Meetings of 25<sup>th</sup> July and 4<sup>th</sup> August were read and confirmed.

➤ Arrangement with Meidiya as to Export

The Managing Director stated that an arrangement had been come to with Meidiya as to export.

It was, that Meidiya guaranteed not to ship Kirin Beer to any Ports where the Company had special agents, but were at liberty to export to any other places. The terms were Cash 3 days after delivering from the brewery, and no rebate of whatever description to be allowed.

Mr. Bernard expressed his opinion that before this arrangement with Meidiya was concluded, it should have been brought before the Board and discussed, as he thought it would have been much better if Meidiya had been prohibited from doing any export business.

The Managing Director in reply stated that new regulations had been made by the Tax Office in reference to the export of Beer, and now, anyone who wished could purchase beer from the brewery, export to any port outside Japan, and get back the excise tax, without reference to the Brewery. Before this regulation came into force, the brewery Co were the only ones who could collect the return tax, so that they were then in a position to regulate the

export as they wished. Meidiya did not know of the new regulation, and he was glad to think that they had Meidiya guarantee not to export to any port where the Company had special agents.

If the Company had refused to allow Meidiya to export, he might have done it privately and it would have gone to the General a/c, but now that Meidiya had guaranteed, he felt they would keep their promise.

➤ Eichelberg Granted 6 Months Leave Instead of Being Dismissed

The Managing Director read an explanation of the reasons why Mr. Eichelberg had been granted 6 months leave of absence, instead of being dismissed – and stated that he had left for Europe on the 27<sup>th</sup> August by the “Korea” via America.

➤ Haynemann’s Resignation from the Board

He also explained why Mr. Hynemann’s resignation had been accepted, and Mr. R. Fachtmann elected in his place as a Director. He further gave an account of the export trade, which at some ports he considered most unsatisfactory, notably Manila and Hong Kong.

➤ Export Trade and Agents at Ports in Shanghai, Manila and Hongkong

A discussion followed as to the best means of finding suitable agents at these special Ports. Mr. Bennett thought that as we had found Mr. Tsuchihashi in Shanghai such a capable agent, we might succeed in finding Japanese in Manila and Hong Kong who would serve us better than well known foreign merchants. This was the unanimous opinion of the Meeting.

Mr. Bernard strongly urged that the Managing Director should personally visit Manila and Hong Kong and endeavor to obtain the services of suitable agents. By so doing he would get to know the condition of the trade and its

requirements, and would be in a better position to take steps to combat the Competition.

The Managing Director replied that he quite agreed, but at present it would be difficult for him to leave the Brewery, as the Chief Brewer was absent, and there were several things that required his presence.

The matter was ultimately left in abeyance but the opinion of the Meeting was, that the Managing Director should try and get away sometime during the coming winter when business was slack – and visit the ports in question.

No other business coming before the meeting, it closed at 5.20 p.m.

F. S. James

Chairman