

HEALTHCARE TRADE MISSION

Tokyo 18 – 22 June 2007

Programme Information



INDEX

1. INTRODUCTION	3
2. THE GATEWAY OFFER	5
2.1. ASSISTANCE AND PREPARATION IN EUROPE	5
2.2. ACTIVITIES AND SUPPORT IN JAPAN	5
2.3. POST-EVENT ACTIVITIES AND SUPPORT IN JAPAN AND IN EUROPE	6
3. TRADE MISSION EVENTS AND ACTIVITIES	7
3.1. OVERVIEW	7
3.2. DETAILED ACTIVITIES	8
4. ADDITIONAL INFORMATION ON CAMPAIGN SERVICES	11
4.1. INTERPRETATION	11
4.2. TRADE MISSION CATALOGUE	11
4.3. PUBLIC RELATIONS SUPPORT IN JAPAN	11
5. STEPS TO TAKE FOR SELECTION and PREPARATION	12
5.1. APPLICATION	12
5.2. AFTER SELECTION	13
6. HOW TO ACCESS CUSTOMISED COMMERCIAL SERVICES	16
7. AT THE END OF YOUR MISSION WEEK	18
7.1. QUESTIONNAIRE	18
7.2. INVOICES FOR INDIVIDUAL SERVICES	18
7.3. FOLLOW UP INFORMATION	18
8. CONDITIONS FOR PAYMENT OF EU FINANCIAL SUPPORT	19
Appendix 1: Who Is Who	20
Appendix 2: National Co-ordination Teams in Each Member State	21
Appendix 3: List of Member State Service Providers (MSSPs)	25
Appendix 4: Healthcare in Japan and Related Web Links	30
Appendix 5: Image of the Booth Area	31
Appendix 6: Sample Page of the Mission Catalogue	32

Attached: Trade Mission Application Form

1. INTRODUCTION

The Japanese Healthcare Market

The current Japanese healthcare market is the second largest individual market and with sales of approx. 60 billion euro constitutes around 11% of the world market. The market has undergone some dramatic changes over the last years:

- Deregulation measures have opened up the management of medical institutions to the private sector. These deregulatory measures resulted in major Japanese companies merging and/or restructuring, and an increasing number of foreign companies have recently entered the market by establishing joint ventures with Japanese companies, or by granting distribution rights.
- Launch of the national nursing care insurance system is creating opportunities for companies with innovative business models, and is expected to lead to increased opportunities for foreign companies in Japan. These include home-based nursing care, and home-based welfare services.
- Revision of the PAL (Pharmaceutical Affairs Law), have made it possible for foreign companies to more easily market their healthcare products in Japan once they have received approval and a license.

With a society that has been aging more rapidly than other advanced industrialized societies, 1 in 3 Japanese is expected to be a senior citizen by the year 2050, European companies producing healthcare products aimed at this rapidly aging population and products enabling cost effective treatment have a high chance of succeeding on the Japanese market.

Furthermore, European companies are known in Japan to have accumulated a vast amount of experience, especially in the care for the elderly and for disabled persons, but also for the production of advanced medical care.

To help enter this attractive but rather difficult and regulated market, the European Commission assists small and medium sized Healthcare related EU companies in their efforts to export to Japan. Under the **"EU Gateway to Japan"** campaign a Healthcare mission will take place from 18-22 June 2007 in Tokyo. This Trade Mission will include a **one-day Mini Trade Fair** where you will be able to introduce your products to Medical / Welfare Equipment Manufacturers, Trading Houses and Importers, etc.

Participants (approximately 35 companies) will be selected from a range of applicant companies from all the Member States of the European Union. Please refer to the following chapter for conditions of eligibility and application procedures.

The **"EU Gateway to Japan"** is part of the wider EXPROM initiative, which includes the 12-month Executive Training Programme in Japan (ETP) and other ad-hoc projects. To date **"Gateway to Japan"** has brought more than 2500 European companies to Japan on a total

of 84 Trade Missions, a third of which have included group participation in international trade fairs organised in Japan.

Building on this success, the third edition of Gateway to Japan covering the period 2002-2006 has been extended for 16 months. EU Gateway to Japan 3 *Plus* will take place from April 2006 until June 2007 and will bring over 210 companies from the 25 EU Member States to Japan.

The European Commission has contracted the implementation of the campaign activities in Europe to EUROCHAMBRES (the Association of European Chambers of Commerce and Industry), while preparation and implementation of events in Japan was assigned to Witan Associates Ltd. The campaign is managed locally through National Co-ordinators based in each EU Member State and in Japan works closely together with EU Member States' agencies (Member States Service Providers, further referred to as MSSPs) – *please refer to appendix 1-3 for contact details.*

2. THE GATEWAY OFFER

The campaign offers your company immediate as well as long-term benefits.

2.1. ASSISTANCE AND PREPARATION IN EUROPE

- q **Pre-departure briefings**
- q **Market and sector information**
- q **Seminars and workshops prior to departure**
- q **Training sessions on doing business with Japan**
- q **Meetings with experts and former participants**
- q **Assistance in putting together your individual programme of meetings**

2.2. ACTIVITIES AND SUPPORT IN JAPAN

- q **A full week of business opportunities including group and individualised activities:**
 - § Briefing session with market experts
 - § Study tours and visits to relevant facilities in your sector
 - § The possibility to show your products to Japanese buyers and related people
 - § Tailor-made, individual business meetings (organised by MSSPs)
 - § Reception hosted by the European Commission to invite your contacts and meet your partners
 - § Debriefing session to give your feedback and recommendations
- q **Campaign marketing services to promote the EU Gateway to Japan Healthcare mission, such as:**
 - § EU Gateway to Japan trade mission catalogue
 - § Website in Japanese
 - § Public relations actions to promote the EU Gateway to Japan Campaign
 - § Targeted media relations
- q **Facilitation services & financial support**
 - § Booking arrangements for your hotel when you stay at the designated campaign hotel during the Trade Mission
 - § Accommodation allowance of up to €1,000 paid directly to the hotel for your stay
 - § Basic Booth Package organised and set up at the Mini Trade Fair for each participating company

- q **Customised commercial services provided on an individual basis by Campaign partners in Japan, the MSSPs** (*please refer to chapter 6*), which may include:
 - § Market research and product checks
 - § Tailor-made individual business meetings
 - § Search for Japanese companies
 - § Organisation of meetings
 - § Interpretation and translation services
 - § Legal and commercial advice, etc.

2.3. POST-EVENT ACTIVITIES AND SUPPORT IN JAPAN AND IN EUROPE

- q **Assistance by your National Co-ordinator to follow up with Japan and prepare for future trade missions**
- q **Online questionnaires to provide your feedback, comments and suggestions to the organisers**
- q **Possible contacts with fellow participants through your National Co-ordinator**
- q **Possibility to use an office space in central Tokyo up to 50 days starting the week after the Trade Mission in Japan at the Jetro Business Support Centre**
- q **Simple and free registration with JETRO's highly recommendable Trade Tie-up Promotion Programme**

Gateway to Japan is YOUR PASSPORT to the Japanese market!

Keep updated and see the novelties of the Campaign under www.gatewaytojapan.org

3. TRADE MISSION EVENTS AND ACTIVITIES

3.1. OVERVIEW

Meet your fellow participants at the campaign hotel at 19:00 on Sunday, 17 June 2007!

Hour	Monday 18 th	Tuesday 19 th	Wednesday 20 th	Thursday 21 st	Friday 22 nd
09.00 am	Getting Started! Briefing Session for Mission Members at the hotel <ul style="list-style-type: none"> • Presentation of the programme • Key aspects of the Japanese Healthcare market 	Setting up! Set up of your “booth area” and briefing with interpreters	All Day Your own individual Business Meetings Your opportunity to arrange individual meetings with selected Japanese companies	All Day Your own individual Business Meetings Your opportunity to arrange individual meetings with selected Japanese companies	All Day Your own individual Business Meetings Your opportunity to arrange individual meetings with selected Japanese companies
11.00 am		Mini Trade Fair An opportunity to present your company’s product to a targeted audience of Japanese buyers Your own ‘furnished’ exhibition space			
12.00 am					
01.00 pm	Study Tour <ul style="list-style-type: none"> • Visit to relevant venues and facilities • Transportation from and to the hotel is provided (Study tour is optional) 				
05.00 pm					
06.00 pm	Helpdesk	Helpdesk	Helpdesk	A Real Business Opportunity EU Reception for Mission Members and Japanese contacts	Debriefing Session For Trade Mission Members at the hotel <ul style="list-style-type: none"> • Review of the mission objectives and results • Your feedback on the campaign and MSSP services
07.00 pm					
08.00 pm					

Campaign Hotel: Hilton Tokyo, 6-6-2 Nishishinjuku, Shinjuku-ku, Tokyo 160-0023 Japan. Tel: +81 3 3344 5111

3.2. DETAILED ACTIVITIES

Important note: Attendance to all underlined group events is mandatory!

Selected companies are expected to fully participate in all Gateway activities and thus to be present during the whole campaign week.

Late arrivals at, or early departures from the Gateway week in Japan will not be accepted. The Campaign Organisers reserve the right to partly or entirely cancel the accommodation allowance (see point 2.2 above) if participants do not respect this obligation.

☐ **Informal gathering at the Campaign Hotel (Sunday evening, 17 June 2007 at 19:00)**

All participants meet in the lobby and join the local organisers for an informal get together to get to know each other and start the mission in a friendly atmosphere.

☐ **Briefing Session (Monday morning, 18 June 2007 at 9:00)**

Introduction to the EU Gateway to Japan campaign and presentation of the Trade Mission programme.

§ Briefing on key aspects of the Japanese Healthcare market by Japanese and European speakers

§ Briefing on the logistics for the week (set up, working with interpreters, etc.)

☐ **Study Tour (Monday afternoon, 18 June 2007 at 13:00)**

To get a **better understanding of Japan and the Japanese Healthcare sector**, a study tour to a local site will be arranged. Possible sites are a visit to a typical Japanese hospital, a visit to a hospital/institution with more emphasis on home care and rehabilitation aspect or a private company. Confirmation of the study tour venues/activities is subject to the sub-sectors/segments and products represented by participants selected for this Trade Mission. Information regarding planned visits will be provided to all participants at a later stage as soon as visits/tours are confirmed.

☐ **Mini Trade Fair (Tuesday, 19 June 2007 at 9:00)**

This Trade Mission will include a one-day Mini Trade Fair that allows you to present your company and products to a widely targeted audience of potential buyers and other business partners via product display and demonstrations.

Format

Duration – 6 hours (plus additional time for set up and dismantling)

Each participant will be provided with chairs and a table on which promotional materials and the participant's own laptop computer (**space will be limited to approximately 9m² for each participant**) may be displayed.

A display panel (size 140 cm x 200 cm) will be provided behind each table for you to put up company posters, display materials, etc. Participants may bring their own portable display unit as an alternative on the provision that it will fit within the given display area (for an image of the booth, please have a look at Appendix 5).

Space will be arranged to facilitate viewing and free discussion of your company's products. Participants are free to attract potential buyers to their space, as they deem appropriate.

Product Samples/Demonstrations

To be able to attract interested visitors as well as to raise interest for your products, the Campaign Organiser highly recommends you to:

- § Have an in-depth knowledge of your own products and its applications and have comprehensive **information available in Japanese** with detailed explanations for visitors to pick-up
- § Make an **interesting display** at your booth to enable visitors to understand your products, performance and functions at a glance (e.g. display a panel with a brief explanation of product function and performance in Japanese or show a video)

Audience

The Mini Trade Fair audience may include representatives from the following:

Medical Equipment:

- Hospital administrative staff, doctors
- Distributors
- Manufacturers
- Importers
- Dealers
- Institutions
- Consultants

Home Care and Rehabilitation:

- Distributors/Importers
- Manufacturers
- Social welfare offices, health institutions for the elderly
- Administrations
- R&D institutions
- Social welfare groups
- Hospitals and rehabilitation centres
- Home care services

Interpreters

Interpretation services (ONLY English/Japanese) will be provided to facilitate discussion and explanation of products to Japanese visitors. **One interpreter** (free of charge) will be available to **share between two companies**.

q **Reception hosted by the European Commission (Thursday, 21 June 2007 at 18:00)**

This evening Reception hosted by the European Commission will take place at the campaign hotel. Participants may invite their own business contacts to the Reception plus contacts made at the Mini Trade Fair and during their own individual business meetings earlier in the week.

To help participants further develop business contacts in a relaxed and convivial setting, the Campaign will also invite targeted visitors.

q **Individual Business Meetings (Wednesday, Thursday and Friday)**

Individual business meetings are a core feature of the Trade Mission. You will have the possibility to arrange together with your MSSP individual meetings with selected Japanese companies (please refer to page 7 'Provisional Programme and Activities' for days and time during which you can arrange your individual business meetings. Please make sure that you do not order any individual meeting at the time of the group activities and that you leave sufficient time to return to the place where the group activities take place).

q **Debriefing Session (Friday, 22 June 2007 at 18:00)**

The debriefing session will:

- § allow participating companies to review the Trade Mission activities, objectives and results to date as well as to discuss how the campaign can help them further
- § provide feedback on the Trade Mission group activities and on the services received from MSSPs

The session is a **key** event as it is the time when participants' expectations and requests in terms of follow-up can be presented to the organisers and European Commission representatives. Companies will be asked to fill in a short questionnaire.

q **Helpdesk**

To help you solve event related practical issues that may arise during the Trade Mission, a helpdesk will be set up in the lobby of the designated Campaign Hotel. The helpdesk will be manned from 18:00 to 19:00 on Monday, Tuesday and Wednesday.

q **European Chamber Delegate**

As a further contact person for European participants and to assist them in liaising with the Campaign's partners in Tokyo, EUROCHAMBRES will appoint a National Co-ordinator to attend the mission in Japan.

4. ADDITIONAL INFORMATION ON CAMPAIGN SERVICES

4.1. INTERPRETATION

The campaign will provide **English/Japanese ONLY interpreters**, as follows:

- q During the **Study Tour**: as needed for group activities such as visits or study tours in order to facilitate information gathering and relationship building.
- q At the **Mini Trade Fair**: one interpreter per 2 companies will be provided by the Campaign.
- q At the **Reception**: 4 interpreters will be available for all participants.
 - u At **individual meetings** (the ones organised outside the Mini Trade Fair) interpretation is **not provided**. Participants are invited to request an interpreter at their **own cost** from their MSSP in the framework of the customised commercial services (please refer to chapter 6).

4.2. TRADE MISSION CATALOGUE

A catalogue in Japanese detailing all the companies participating in the mission will be designed and printed by Witan and distributed at the Mini Trade Fair and Reception. Each participating company will have one page with: a photograph of your **main** EU Gateway to Japan company representative, 2 pictures of the products you wish to export to Japan together with your contact details and a short explanation of your products in English and Japanese (see Appendix 6).

You will be provided with 100 copies of the Japanese translation of your PR sheet to distribute at your booth next to your personal product brochures.

4.3. PUBLIC RELATIONS SUPPORT IN JAPAN

An intensive PR campaign will be implemented in Japan to raise awareness among target audiences of the EU Gateway to Japan campaign. In addition, the Trade Mission will be preceded and followed up by a vigorous programme of PR activity including the following:

- q **Press releases** detailing the Healthcare Trade Mission to Japan distributed to target media
- q **Targeted media interviews** set up for key European Commission representative(s) and individual companies where requests are received from the Japanese media
- q **Media will be invited** to Trade Mission events (e.g. Mini Trade Fair and Reception)
- q **Direct mail** of invitations to industry representatives, trade associations and contacts as specified by participating companies
- q **PR Activities** by Witan, the Japanese Campaign Organiser, are directed to the promotion of the Healthcare Trade Mission; in case you want a more personal PR approach, please make use of the MSSP services **at your own cost**

5. STEPS TO TAKE FOR SELECTION and PREPARATION

5.1. APPLICATION

5.1.1. Application Deadline

Companies wishing to apply for this Trade Mission should complete the enclosed Application Form and all requested attachments. The complete set with the signature in original must reach your National Co-ordinator no later than

9 February 2007

The form has to be typed. A copy must also be sent by e-mail. Illegible forms cannot be accepted for selection. To be eligible for participation, companies have to fulfil a series of criteria that demonstrate that

- q the company is an EU small or medium size enterprise (SME) and should have existed for at least 4 years,
- q the company has a proven export track record (significant exports to other European countries and/or other non-European countries for at least 3 years)
- q the company belongs to the Healthcare sector (see Gateway definition)
- q the participant is fluent in English
- q the company has not taken part in more than 2 previous Gateway events
- q the company has a strategy for Japan and is committed to the programme

For more information on these criteria, please contact your National Co-ordinator.

Selection of applicant companies will take place immediately after the application closing date. As the number of applicants for the Trade Mission will exceed the number of places available, it may be necessary to accept some companies but decline others and/or to put some candidates on a waiting list. Selection will be completed within one month from the application closing date and companies will be informed immediately of the selection outcome.

5.1.2. Documentation

Please make sure that you include the following with your application form:

- q **Photograph of your main participant**
Please attach one passport-size (2.5cm x 3cm) photograph of your main participant to the application form! All photographs should be clearly marked on the back with the name and title of the company representative.
ü A business, professional looking photograph is strongly advised!

q **2 Photographs of the product(s) you wish to export to Japan**

The pictures should be of a high resolution (350 dpi and 48 millimetre angle) and sent by email to gateway3plus@witan.co.jp immediately after the selection.

q **PR Sheet**

Please write a detailed “PR information sheet” (around 150 words, a maximum of one A4 page) and attach it to the Application Form. The PR information sheet should include:

§ **A brief outline of your company history and activity (e.g. year of establishment, main business/product(s), length of experience in the field, etc.)**

§ **Details of the products you wish to export to Japan including benefits/unique features/selling points (e.g. ISO certification or conformance to other strict world-wide/European standards, endorsement by trade/government organisations, awards received, patented inventions, etc.)**

§ **Any other information of potential interest for the Japanese market**
Your PR information sheet will assist the Campaign Organisers in promoting your involvement in the Trade Mission in Japan

q **Possible press interview**

Please specify on the enclosed Application Form whether your company would be willing to give an interview to the press in Japan, if requested by Japanese journalists. **If you** already have an agent working for your company in Japan, please indicate whether this person will talk to the press instead of, or as well as, your participant.

q **Company brochure and brochure of products**

q **Participant’s business card**

5.2. AFTER SELECTION

5.2.1. Immediate Action

You will receive an update of this document with details on your programme in Japan. In this document, you will also be asked to select specific options for study tours, to specify your needs for interpreters and to confirm your travel arrangements. Please make sure that you **contact your MSSP** to prepare your visit to Japan.

You will receive a password and username to enter the participants’ website, where you can find further information (www.gatewaytojapan.org).

If travelling to Japan for the first time, it is essential that participants familiarise themselves with the business practices of the country. In each country, pre-departure briefings will be organised to help companies with the practical preparation of their travel to Japan. Their National Co-ordinator will notify these pre-departure opportunities to participants.

IMPORTANT NOTE:
A pre-departure briefing will take place in your country.
Your National Co-ordinator will assist you with details on how to be
100% prepared for your visit to Japan.

5.2.2. Briefing Pack

As part of the services offered by EU Gateway to Japan, each Trade Mission participant will be provided with a concise “briefing pack” well before departure, containing helpful general and business information.

Participants should read this information well in advance as it contains valuable information on Japanese business culture.

5.2.3. Travel/Scheduling Requirements – Insurance

Participating companies will be responsible for arranging:

- q Flight from Europe to Japan and travel within Japan. Transportation is **ONLY** provided during the Study Tour. Participants will be asked to confirm details of their trip one month before the Mission. *Note: Please arrange your schedule so that you can check into the hotel by Sunday evening and it is **mandatory** to be present at the briefing session on Monday morning and the debriefing session on Friday evening.*
 - ü *EU participant has to be present (agents or Japanese partners are kindly asked not to be present during the briefing and debriefing session)*
 - ü *Flights departing from Europe arrive the next day in Japan*
- q Flights from Europe to Japan tend to get fully booked quite early, so please pre-book your flight as soon as you have been selected.
- q All insurance related to travel/accommodation and business in Japan
- q Insurance for shipment of brochures/sample products, etc.
- q Hotel booking
A favourable room rate will be negotiated with the designated campaign hotel; detailed information about the designated campaign hotel will be sent to you after you have been accepted as a mission member. Companies will receive co-financing worth up to €1,000 towards their accommodation costs when staying at the campaign hotel, *please refer to Chapter 8 for details.*

5.2.4. Additional company documentation to be sent to Japan

Immediately after the selection process is completed, selected companies will be asked to send 100 copies of their most comprehensive company/product brochure, preferably in Japanese, to the EU Gateway to Japan Campaign Office in Japan - **by DDP (Duty, Delivery Paid) or Free-House delivery system** (please see the address below). These brochures will be displayed at the Mini Trade Fair and at the Reception hosted by the European Commission - and will be needed **in addition** to those that each company intends to distribute during their individual business meetings. Please make sure that the brochures arrive by **18 May 2007**.

Ü **Important: Brochures not sent by free house delivery system cannot be accepted and will be returned to shipper until the sender pays all taxes.**

Ü **When sending your brochures through FEDEX, DHL or UPS, please CLEARLY MARK on the airway bill that the sender pays all taxes.**

Address for EU Gateway to Japan Campaign Office in Japan

Nele Duprix
EU Gateway to Japan Campaign Office in Japan
c/o Witan Associates Limited
Kindaikagakusha Bldg. 3F, 2-7-15 Ichigayatamachi,
Shinjuku-ku, Tokyo 162-0843 JAPAN

Phone: +81 3 5228 0630
Fax: +81 3 5228 0631
gateway3plus@witan.co.jp

5.2.5. Cancellation

Should a selected company need to cancel its participation in the Gateway event, this should be announced in writing to the National Coordinators and to the European Commission's Gateway Office before **11 May 2007**. Cancellations after this date will only be considered in duly documented cases of "force majeure". In any other case the company will receive an invoice for incurred costs.

6. HOW TO ACCESS CUSTOMISED COMMERCIAL SERVICES

The EU Gateway to Japan campaign will prepare all group events of the campaign week. However, to help participating companies further, the campaign has commissioned a number of EU Member State trade promotion agencies (“EU Gateway to Japan Member State Service Providers”) located in Japan to help set up individual customised meetings and to provide other support services to EU Gateway to Japan participants.

For each EU Member State these agencies are:

(For a detailed list of contact persons, addresses, email, telephone and fax numbers, please refer to Appendix 3)

Austria	Commercial Section of the Austrian Embassy
Belgium	Belgium-Luxembourg Chamber of Commerce and Industry
Cyprus	Companies from Cyprus will be assisted by the Gateway to Japan Campaign on a case by case basis
Czech Republic	Represented by the German Chamber of Commerce in Japan
Denmark	Commercial Department of the Danish Embassy
Estonia	Estonian Embassy
Finland	The Finnish Trade Centre - FINPRO
France	CCIFJ (Chambre de Commerce et d’Industrie France-Japon), also providing access to the Commercial Services of the French Embassy
Germany	The German Chamber of Commerce & Industry in Japan
Greece	Economic & Commercial Division at the Greek Embassy
Hungary	Commercial Section of the Hungarian Embassy
Ireland	Enterprise Ireland
Italy	The Italian Trade Commission
Latvia	Positive Ltd. Representative Office in Japan
Lithuania	Embassy of the Republic of Lithuania
Luxembourg	Belgium-Luxembourg Chamber of Commerce and Industry
Malta	Companies from Malta will be assisted by the Gateway to Japan Campaign on a case by case basis
Netherlands	The Dutch Embassy
Poland	Economic and Commercial Section of the Polish Embassy
Portugal	ICEP (Investimentos, Comércio e Turismo de Portugal)
Slovakia	Commercial Department of the Slovak Embassy
Slovenia	Embassy of the Republic of Slovenia
Spain	Commercial Office of the Spanish Embassy
Sweden	Commercial Office of the Swedish Embassy
UK	Commercial Section of the British Embassy

ü The above-mentioned MSSPs can offer a range of commercial services to help Trade Mission Members in Japan. Making use of these services is a unique opportunity for companies to identify potential business opportunities in Japan well in advance of their visit and thereby make the most of their Trade Mission to Japan.

MSSPs represent a high added value to participating companies. Services may include:

- q Market research/Market and product checks
- q Search for Japanese companies
- q Organisation of individual meetings with selected Japanese companies
- q Assistance of a professional at meetings with Japanese contacts
- q Interpretation at individual meetings
- q Translation, design and printing of company documentation (including business cards)
- q Legal advice
- q Commercial advice

The campaign offers financial support to companies using the above-mentioned MSSP commercial services. The Gateway to Japan campaign will **cover 80% of the actual cost of the services used by the individual participant up to a maximum amount of €1,800.**

A separate invoice **will be issued by the MSSP to the company for the remaining 20%** of the actual cost and for **any amount in excess of €1,800.** Companies will pay this invoice directly to their MSSP. Witan will settle the remaining 80% of the total amount up to €1,800 directly with the MSSP.

In order to avoid double bookings of customised services - which would reflect poorly on your company - **please inform your company agent or representative in Japan** (if you already have one) **about your visit** and let them know that another organisation (your MSSP) might be making enquiries on your behalf.

Please note that if a company prefers not to make use of the MSSP service or if the final amount of the MSSP services is lower than the maximum amount of € 1.800, unused funds will remain in the campaign-budget.

7. AT THE END OF YOUR MISSION WEEK

7.1. QUESTIONNAIRE

Participants will be asked to fill in a brief feedback questionnaire at the end of the Mission and to hand it over to the Campaign Organisers (Witan Associates Ltd.) in Japan at the debriefing session.

7.2. INVOICES FOR INDIVIDUAL SERVICES

To receive EU financial support towards payment of individual MSSPs commercial services, companies must:

- q complete pre-departure arrangements with their MSSP and sign the confirmation sheet at the debriefing session on the last day of the mission
- q hand in the service provider's **receipt(s)** stamped by their MSSP attached to their questionnaire (in case of UK, Spanish and Portuguese companies along with the company's bank details)

7.3. FOLLOW UP INFORMATION

To ensure the long term success of the EU Gateway to Japan programme, the campaign needs to get participants' feedback on how useful the programme is, on its impact in terms of business contacts, sales and orders generated, jobs created, etc.

We would appreciate very much if your company agrees on the Application Form to be contacted 9 and 18 months after your participation in order to give us relevant feedback on these points.

8. CONDITIONS FOR PAYMENT OF EU FINANCIAL SUPPORT

The European Commission encourages your commitment to the Japanese market with financial support towards:

- q **Accommodation:** this allowance covers the cost of your hotel accommodation with a maximum of €1,000 and up to 6 nights provided you stay at the designated campaign hotel for the whole duration of the Gateway event in Japan (normally 6 nights from Sunday to Saturday). Indicative hotel price is approximately €200 per night (subject to changes due to exchange rate changes). Hotel costs in excess of €1,000 extra nights and any extra (such as mini bar, telephone, etc.) will have to be paid by the company directly to the hotel.
- q 80% of the actual costs of **customised commercial services** (as specified in chapter 6) up to a maximum amount of €1,800.

The Campaign will make the **payments directly to the hotel** (€1,000) and **to the relevant MSSP** for the commercial services your company has purchased (80% of the actual cost up to a maximum of €1,800).

An agreement with the hotel has been reached so that participating companies can pay the exceeding amount to the hotel directly when checking out.

Your MSSP will invoice your company for the 20% of the actual cost of the commercial services and for any amount in excess of €1,800.

Important note on late modifications

Please notify your National Co-ordinator as soon as possible of any late modifications regarding your arrangements and preparation for the Trade Mission. Cancellation after **11 May 2007** may lead to the recovery of an amount of **€ 815** by the Campaign organisers from the selected company as partial compensation for the preparation expenses incurred by the Campaign.

Cancellation of EU Financial Support

The European Commission reserves the right to recover from the participating company the amount paid by the Commission for the accommodation and MSSP commercial services up to a total of €2,800 in the case of:

- q Companies not attending all mandatory activities without the prior consent of the European Commission
- q Companies not submitting their questionnaire at the end of the Trade Mission at the debriefing session
- q Companies not signing the MSSP confirmation sheet
- q Companies arriving after the beginning of the first day of the mission or leaving before the end of the last day of the mission

Appendix 1: Who Is Who

European Commission Overall Co-ordination		
Mr. Eric Hamelinck	European Commission Unit for Relations with Japan, Korea, Australia and New Zealand External Relations Directorate General CHAR 14/143 1049 Brussels, Belgium	Web site: europa.eu.int/comm/external_relations/japan/intro/index/htm
Delegation of the European Commission to Japan Supervision of activities in Japan		
Ms. Ellen Pedersen Mr. Noriaki Obayashi	European Union Delegation in Japan Europa House 9-15 Sanbanho, Chiyoda-Ku Tokyo, Japan 102-0075	Tel: +81(3) 32 39 05 33 Fax: +81(3) 32 61 51 94 E-mail: Ellen.Pedersen@ec.europa.eu Web site: www.deljpn.ec.europa.eu/
Eurochambres Activities and PR in Europe		
Mr. Dirk Vantghem Ms. Martina Kuhlmann Ms. Laurie Bizien Ms. Agnieszka Pajak	Eurochambres Avenue des Arts, 19/A-D 1000 Brussels Belgium	Tel: + 32 (2) 282 08 70 Fax: +32 (2) 280 01 91 E-mail: gatewaytojapan@eurochambres.eu Web site: www.eurochambres.eu
Witan Associates Activities and PR in Japan		
Ms. Aiko Nishiyama Ms. Nele Duprix Ms. Simone Feller Ms. Miyuki Sato (For enquiries, please contact Ms. Duprix)	EU Gateway to Japan Campaign Office in Japan c/o Witan Associates Limited Kindaikagakusha Bldg. 3F, 2-7-15 Ichigayatamachi, Shinjuku-ku, Tokyo 162-0843	Tel: +81 3 5228 0630 Fax: +81 3 5228 0631 E-mail: gateway3plus@witan.co.jp

Appendix 2: National Co-ordination Teams in Each Member State

Austria	Wirtschaftskammer AWO-Asien Wiedner Hauptstrasse 63 1045 Wien Austria	Mr. Michael Berger	Tel: +43 (0)5 90 900-4353 Fax: +43 (0)5 90 900-114352 E-mail: awo.gtj@wko.at
		Mrs. Antje Reichel	Tel: +43 (0)5 90 900-4352 Fax: +43 (0)5 90 900-114352 E-mail: awo.gtj@wko.at
Belgium	Fédération des Chambres de Commerce & d'Industrie de Belgique (FCCIB) Rue Montoyer/ Montoyerstraat 3, 2b B-1000 Brussels	Mrs. Fabienne Cleymans	Tel: + 32 2 209 05 50 Fax: + 32 2 209 05 68 E-mail: fcleymans@cci.be
		Ms. Veerle Geeraerts	Tel: +32 2 209.05.50 E-mail: vgeeraerts@cci.be
Cyprus	Cyprus Chamber of Commerce and Industry 38 Grivas Dighenis Ave. & 3 Deligiorgis Str. PO Box 21455 1509 Nicosia Cyprus	Mr. Petros Michaelides	Tel: + 357 22 889 830 Fax: + 357 22 668 630 E-mail: petrosm@cci.org.cy
Czech Republic	Economic Chamber of the Czech Republic Freyova 27 190 00 Praha 9 - Vysočany Czech Republic	Ms. Lenka Týčová	Tel: + 420 296 646 254 Fax: + 420 296 646 25 E-mail: tycova@komora.cz
Denmark	Handel, Transport og Serviceerhvervene Borsen 1217 Copenhagen K Denmark	Ms Marianne Pedersen	Tel: +45 72 22 55 38 Fax: +45 70 13 12 01 E-mail: mpe@hts.dk
		Ms. Annette Lüneborg	Tel: +45 70 13 12 00 E-mail: anl@hts.dk
Estonia	Estonian Chamber of Commerce and Industry Toom - Kooli 17 10130 Tallinn Estonia	Mr Taavi Soorm	Tel: + 372 644 80 79 Fax: + 372 646 02 45 E-mail: taavi@koda.ee

Finland	ENTRE MARKETING Porkkalankatu 1 P.P.BOX 695 00181 Helsinki Finland	Ms. Lisa Kivikoski	Tel: +358 (0) 204 695 518 Fax: +358 0 204 695 220 E-mail: lisa.kivikoski@entre.fi
		Ms. Minna Saneri	E-mail: minna.saneri@entre.fi
France	GREX World Trade Center Grenoble Place Robert Schuman B.P. 1509 38025 Grenoble - Cedex 1 France	Ms. Odile Arnould	Tel: +33 476 28 29 49 Fax: +33 476 28 28 35 E-mail: odile.arnould@grex.fr
		Mr Guillaume Metais	Tel: +33 4 76 28 29 43 Email: Guillaume.Metais@grex.fr
Germany	Deutscher Industrie- und Handelskammertag Breite Strasse 29 10178 – Berlin Germany	Mr. Wilhelm Berg	Tel: +49 30 20308-2390 / 2391 Fax: +49 30 20308-2392 E-mail: berg.wilhelm@berlin.dihk.de
		Dr. Detlef Böhle	E-mail: boehle.detlef@berlin.dihk.de
Greece	Union of Hellenic Chambers Akadimias, 7-9 10671 Athens Greece	Mr. Vassilis Apostolopoulos	Tel: +30 210 36 32 702 Fax: +30 210 36 22 320 E-mail: hellas@uhcci.gr vassapost@yahoo.gr
		Ms. Rania Theodossopoulou	Tel: +30 210 36 32 70 E-mail: hellas@uhcci.gr
Hungary	Hungarian Chamber of Commerce and Industry Kossuth Lajos ter, 6-8 1055 Budapest Hungary	Ms. Maria Stark	Tel: +36 1 474 5140 Fax: +36 1 474 5149 E-mail: stark@mkik.hu
		Mr. András Bíró	E-mail: gateway@mkik.hu
Ireland	Chambers of Commerce of Ireland 17 Merrion Square Dublin 2 Ireland	Ms. Kate Flinter	Tel: + 353 1 400 43 11 Fax: + 353 1 661 28 11 E-mail: kate.flinter@chambers.ie

Italy	Mondimpresa S.C.P.A. Viale Manzoni 22 00185 Roma	Ms. Immacolata Gentile	Tel: +39 06 777 13 310 Fax: +39 06 777 13 409 E-mail: missioni@mondimpresa.it
		Ms. Monica Riva	Tel: +39 06 777 13 302 Fax: +39 06 777 13 409 E-mail: servizi@mondimpresa.it
Latvia	Latvian Chamber of Commerce and Industry K. Valdemara iela, 35 Riga LV 1010 Latvia	Mr. Arturs Dombrovskis	Tel: +371 7 333 228 Fax: +371 7 820 092 E-mail: arturs@chamber.lv
		Mr. Mārtiņš Pauris	E-mail: martins@chamber.lv
Lithuania	Vilnius Chamber of Commerce, Industry & Crafts J. Tumo-Vaizganto G. 9/1- 63A 001108 Vilnius-1 Lithuania	Mr. Vitas Maciulis	Tel: +370 5 261 21 02 Fax: +370 5 261 21 12 E-mail: vitas.maciulis@chambers.lt
		Mr. Andrius Gumbakis	E-mail: andrius.gumbakis@chambers.lt
Luxembourg	Chambre de Commerce de Grand-Duché de Luxembourg 7, Rue Alcide de Gasperi 2981 Luxemburg Luxemburg	Mr. David Lutty	Tel: +352 42 39 39 316 Fax: +352 42 39 39 822 E-mail: david.lutty@cc.lu
		Mr. Jean-Claude Vesque	Tel: +352 42 39 39 311 E-mail : jean-claude.vesque@cc.lu
Malta	Malta Chamber of Commerce Exchange Buildings Republic Street VLT05 Valletta Malta	Mr. Edgar Chircop	Tel: +356 21 233 873 Fax: +356 21 245 223 E-mail: ec@chamber.org.mt
The Netherlands	Kamer van Koophandel Amsterdam De Ruyterkade 5 1013 AA Amsterdam The Netherlands	Mr. Kees Brouwer	Tel: +31 20 531 4618 Fax: +31 20 531 4698 E-mail: k.brouwer@amsterdam.kvk.nl
		Ms. Marie-Julie Overhaus	Tel: +31 20 676 6686 Fax: +31 20 673 7801 E-mail: marie- julie.overhaus@asiahouse.nl

Poland	Polish Chamber of Commerce Ul. Trebacka 4 00-074 Warszawa Poland	Mr. Marek Zelazko	Tel: +48 2248 6309660 Fax: +48 2248 6309660 E-mail: zelmar@kig.pl
Portugal	Camara de Comercio e Industria Portuguesa Palácio de Comercio, Rua Portas de St. Antao, 89, 1194 Lisboa Cedex Portugal	Mr. João Paes Cabral	Tel: +351 21 322 40 50 E-mail: jpc.commercial@port-chambers.com
Slovakia	Slovak Chamber of Commerce and Industry Gorkého 9 816 03 Bratislava Slovakia	Ms. Barbora Břilicová	Tel: +421 2 5446 3846 Fax: +421 2 5443 0754 E-mail: brilicova@sccl.sk
Slovenia	Chamber of Commerce and Industry of Slovenia Dimiceva 13 1504 Ljubljana Slovenia	Mr. Marko Jare	Tel: +386 1 58 98 158 Fax: +386 1 58 98 100 E-mail: marko.jare@gzs.si
Spain	Consejo Superior de Camaras de Comercio, Industria y Navegacion de Espana Velazquez, 157 28002 Madrid Spain	Ms. Carmen Perez Otaola	Tel: + 34 91 590 69 70 Fax: + 34 91 590 69 59 E-mail: cperez@cscamaras.es
		Ms. Micaela Picazo	Tel: +34 91 590 69 71 E-mail: mpicazo@cscamaras.es
Sweden	Association of Swedish CCI Västrå Trädgårdsghatan 9 P.O. Box 16050 S 10321 Stockholm Sweden	Ms. Therese Hultström	Tel: +46 8 555 100 32 Fax: +46 8 566 316 35 E-mail: therese.hultstrom@chamber.se
United Kingdom	Birmingham Chamber of Commerce and Industry 75 Harborne Road Birmingham B15 3DH United Kingdom	Ms. Jane Matty	Tel: +44 121 454 61 71 Fax: +44 121 455 86 70 E-mail: j.matty@birminghamchamber.org.uk
		Mr. Mark Sankey	Tel: +44 121 607 1755 E-mail: m.sankey@birminghamchamber.org.uk

Appendix 3: List of Member State Service Providers (MSSPs)

q AUSTRIA

Commercial Section of the Austrian Embassy

Mr. Ernst Laschan
The Commercial Counsellor
13-3, 3 chome, Motozabu
Minato-ku, 106-0046 Tokyo
Tel: +81 3 3403 1777
Fax: +81 3 3403 3407
URL: www.austriatrade-jp.org
Email: tokio@austriatrade-jp.org

q BELGIUM

Belgium-Luxembourg Chamber of Commerce and Industry

Mr. Bert Winderickx
Room 802, Ichiban-cho Central Bldg.
22-1, Ichiban-cho
Chiyoda-ku 102-0082 Tokyo
Tel: +81 3 3237 9281
Fax: +81 3 3237 9282
Email: bert@blccj.or.jp

q CYPRUS

Companies from Cyprus will be assisted by the Delegation of the European Commission to Japan on a case by case basis.

q CZECH REPUBLIC

Represented by the German Chamber of Commerce and Industry in Japan

Mr. Ulrich Ondracek
Sanbancho KS Building 5F
Sanbancho2-4, Chiyoda-ku,
102-0075 Tokyo
Tel: +81 3 5276 9811
Fax: +81 3 5276 8733
URL: www.dihki.or.jp
Email: uondracek@dihki.or.jp

q DENMARK

Commercial Department of the Danish Embassy

Mr. Jens Peder Jensen
29-6 Sarugaku-cho, Shibuya-ku,
Tokyo 150-0033
Tel: + 81 3 3780 8727
Fax: +81 3 3496 3440
URL: www.denmark.or.jp
Email: jenjen@um.dk

q **ESTONIA**

Estonian Embassy

Mr. Argo Kangro
2-6-15 Jungu-mae
Shibuya-ku, Tokyo 150-0001
Tel: +81 3 5412 7281
Fax: +81 3 5412 7282
Email: Argo.kangro@mfa.ee
URL: www.estemb.or.jp

q **FINLAND**

Finnish Trade Centre - FINPRO

Dr. Harry Linnarinne
3-5-39 Minami- Azabu
Minato-ku, Tokyo 106-8561
Tel: +81 3 5447 6000
Fax: +81 3 5447 6044
URL: www.finland.or.jp
Email: harry.linnarinne@finpro.fi

q **FRANCE**

CCIFJ and Commercial Services of the French Embassy

Ms. Ryoko Tsuchida
Iida Bldg., 5-5 Rokubancho
Chiyoda-ku, 102-0085 Tokyo
Tel: +81 3 3288 9621
Fax: +81 3 3288 9558
URL: ww.ccifr.org/japon
Email: webmestre@ccifj.or.jp

q **GERMANY**

German Chamber of Commerce and Industry in Japan

Mr. Ulrich Ondracek
Sanbancho KS Building 5F
Sanbancho2-4
Chiyoda-ku, 102-0075 Tokyo
Tel: +81 3 5276 9811
Fax: +81 3 5276 8733
URL: www.dihkj.or.jp
Email: uondracek@dihkj.or.jp

q **GREECE**

Economic & Commercial Division at the Greek Embassy

Mr. Athanassias Karapetsas
3-16-30 Nishi Azabu
Minato-ku, 106-0031 Tokyo
Tel: +81 3 3404 5853
Fax: +81 3 3404 5845
URL: www.greekemb.jp/economic
Email: greece3@va.rosenet.ne.jp

q **HUNGARY**

Commercial Section of the Hungarian Embassy

Dr. Gábor Várkonyi
N°28, Mori Building, 11F
16-13, Nishiazabu 4-chome
Minato-ku, Tokyo 106-0031
Tel: +81 3 3499 4951/2
Fax: +81 3 3499 4918
URL: www.itdh.hu
Email: itdtokyo@gol.com

q **IRELAND**

Enterprise Ireland

Ms. Anne Lanigan
Ireland House 1Floor
2 –10-1, Kojimachi
Chiyoda-ku, 102-0083 Tokyo
Tel: +81 3 3263 0611
Fax: +81 3 3263 0614
Contact: Anne.Lanigan@enterprise-Ireland.com

q **ITALY**

Italian Trade Commission

Mr. Roberto Pelo
Shin Aoyama – West Bldg. 16th Floor
1-1-1, Minami Aoyama,
Minato-ku, 107-0062 Tokyo
Tel.: +81 3 3475 1401
Fax.: +81 3 3475 1440
e-mail: tokyo@tokyo.ice.it

q **LATVIA**

Positive Ltd. Representative Office in Japan

Mr. Artis Birzins
Waseda University Shillman Hall, 10F
3-14-9 Okubo, Shinjuku-ku,
Tokyo, 169-0072 Japan
Tel: +81 9098169584
Fax: +81 352873246
Email: consultant@positiveglobal.com

q **LITHUANIA**

Embassy of the Republic of Lithuania

Ms. Lina Žukauskaitė
2-11-25 Oyamadai
Setagaya-ku, Tokyo 158-0086
Tel: +81 3 3703 6000
Fax: +813 5758 8281
Email: economics@lithemb.or.jp

q **LUXEMBOURG**

Belgium-Luxembourg Chamber of Commerce and Industry

Mr. Bert Winderickx
Banchoheim 323
Nibancho 1, Chiyoda-ku
Tokyo 102-0084
Tel: +81 3 3237 9281
Fax: +81 3 3237 9282
Email: bert@blccj.or.jp

q **MALTA**

Companies from Malta will be assisted by the Delegation of the European Commission to Japan on a case by case basis.

q **The NETHERLANDS**

Dutch Embassy

Mr. Matthijs van Bonzel
Shiba Koen, 3-6-3
Minato-ku, 105-0011 Tokyo
Tel: +81 3 5401 0411
Fax: +81 3 5401 0420
URL: www.oranda.or.jp/index/english
Email: matthijs-van.bonzel@minbuza.nl

q **POLAND**

Economic and Commercial Section of the Polish Embassy

Mr. Janus Walecki
2-13-54, Mita, Meguro-ku
Tokyo 153-0062
Tel: +81 3 5794 7050
Fax: +81 3 5794 7053
Email: brhtokio@inter.net

q **PORTUGAL**

ICEP (Investimentos, Comércio e Turismo de Portugal)

Mr. Pedro Rodrigues
Sanbancho Annex Building, 501
1-4, Sanbancho, Chiyoda-ku
102-0075 Tokyo
Tel: +81 3 3511 2871
Fax: +81 3 3511 2887
URL: www.portugal.or.jp
Email: Tokyo.delegation@portugal.or.jp

q **SLOVAKIA**

Commercial Department of the Slovakian Embassy

Mr. Roman Ondrus
11-33, Motoazabu 2-chome
Minato-ku, Tokyo 106-0046
Tel: +81 3 3451 1008
Fax: +813 3451 1015
Email: commerce@slovak-embassy.jp

q **SLOVENIA**

Embassy of the Republic of Slovenia
Ms. Polona Koštomaj
14-12 Minami Aoyama 7-chome
Minato-ku, Tokyo 107-0062
Tel: +81-3-5468-6275
Fax: +81-3-5468-1182
Email: polona.kostomaj@mzz-dkp.gov.si

q **SPAIN**

Commercial Office of the Spanish Embassy

Mr. Alfonso Carbajo Isla
3Fl., 1-3-29, Roppongi
Minato-ku, Tokyo, 106-0032
Tel: +81-3-5575-0431
Fax: +81-3-5575-6431
URL: www.mcx.es/tokio/
Email: tokio@mcx.es

q **SWEDEN**

Commercial Office, Embassy of Sweden

Mr. Rickard Eliasson
1-10-3-200, Roppongi
Minato-ku, 106-0032 Tokyo
Tel: +81 3 5562 5000
Fax: +81 3 5562 9080
URL: www.swedishtrade.se
Email: stcjapan@swedishtrade.se

q **UNITED KINGDOM**

Commercial Section of the British Embassy

Mr. Rhydian Phillips
No1, Ichiban-cho
Chiyoda-ku, 102-8381 Tokyo
Tel: +81 3 5211 1175
Fax: +81 3 3265 5580
URL: www.tradepartners.gov.uk
Email: Rhydian.Phillips@fco.gov.uk

Appendix 4: Healthcare in Japan and Related Web Links

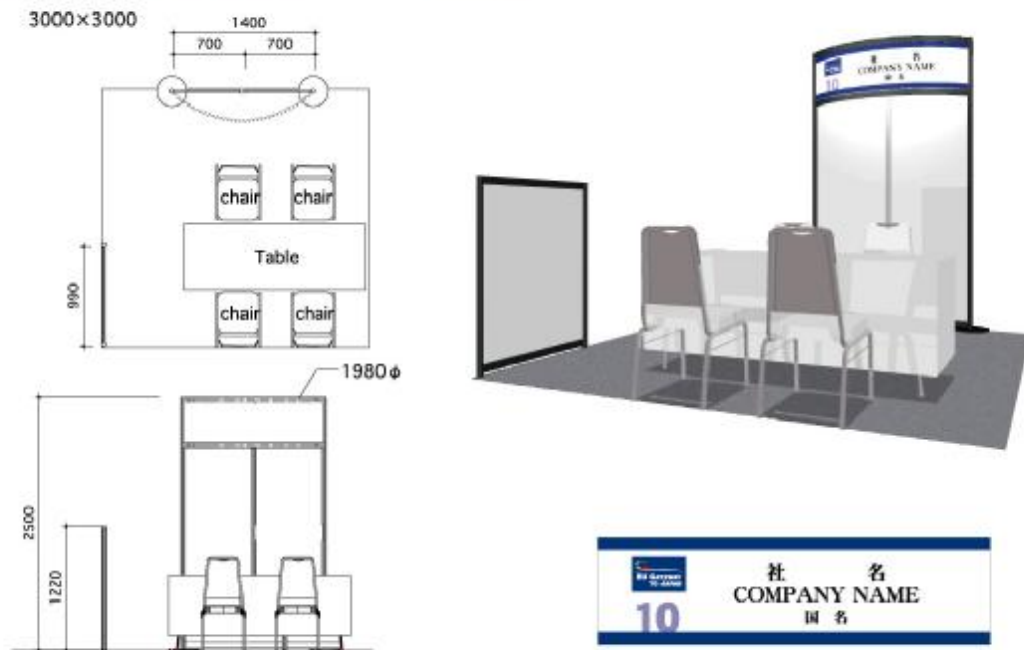
- ❑ www.mhlw.go.jp/english
Homepage of the Ministry of Health, Labour and Welfare
- ❑ www.jetro.go.jp
Homepage of the Japan External Trade Organisation: general information on doing business with Japan
- ❑ www3.jetro.go.jp/tppoas/index.html
TTPP (Trade Tie-up Promotion Program)
The International Business Matching Site organized by JETRO. The TTPP is a website that supports your search for business partners in a wide range of business types such as import and export of products/parts, technology transfer, investment, business tie-ups, establishments of offices/factories and business support
- ❑ Direct Links from the JETRO homepage related to Healthcare:
http://www.jetro.go.jp/en/market/reports/health_care/

Healthcare: An attractive sector
<http://www.jetro.go.jp/en/market/attract/medical/>
- ❑ <http://www.jpma.or.jp/english/>
The Japan Pharmaceutical Manufacturers Association (JPMA) is a voluntary organisation of research-based pharmaceutical manufacturers that contribute to society by developing new pharmaceuticals.

Information in English on Japan Regulatory Affairs
<http://www.jpma.or.jp/english/library/pdf/2005.pdf>
- ❑ www.mars.dti.ne.jp/~jihha/english/index-e.html
Homepage of the Japanese Institute of Healthcare Architecture
- ❑ Japan Information Network <http://www.jinjapan.org/>
Discover Japan through various pages hosted by this information network. You can find information about Japanese culture, society, people, the latest trends in Japan, a guide to cities and regions, etc.
- ❑ Statistics: <http://web-japan.org/stat/index.html>
Monthly updated to deliver the most up-to-date statistics on all aspects of Japan in English. If you can not find what you need here, there are links to other statistical resources in Japan as well.
- ❑ Trends: <http://web-japan.org/trends/index.html>
Short, engaging dispatches on the latest trends in Japanese business and economy, science and education, society, sports and fashion, arts and entertainment; monthly features give you a more in-depth look at what is happening in Japan.





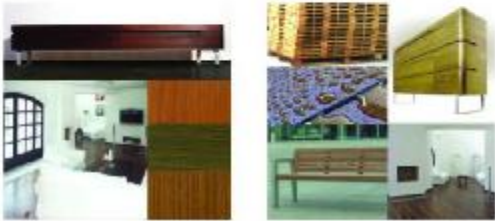

Appendix 5: Image of the Booth Area

MINI TRADE FAIR BOOTH



Appendix 6: Sample Page of the Mission Catalogue

Please note that below is an image of a mission catalogue. The original will be adapted to the Healthcare sector.

 <p>Mitteramskogler ミッターラムスコグラー社</p>  <p>Mr. Hubert Mitteramskogler</p>	 <p>W&T Holzindustrie GmbH ヴェー・ラント・アー・ホルトインダストリー社</p>  <p>Mr. Gerold Hacker</p>
 <p>Booth No. CH 90</p> <p>所在地 Markt 113, 3334 Grafenz, Austria Tel: +43 7353 294 Fax: +43 7353 204-6 E-mail: office@mirako.at URL: www.mirako.at</p> <p>会社概要 総売上 4.200.000 輸出率 1.875.000 社員 28 担当者 Mr. Hubert Mitteramskogler, CEO</p> <p>輸出希望製品 Wide range of varieties from veneer logs to sawn European timber like beech, maple, Rosemaple®, Norway maple, oak, birch, walnut, acacia, plum, Mirako-thermowood® etc. ベニア材から、ブナ、メイプル、ローズメイプル、ノルウェーマイプル、カシ、カバ、ウオールナツツ、アカシア、ブナム、Mirako-サーモウッドなどのヨーロッパの材木まで、幅広い材木レンジを提供します。</p> <p>90</p>	 <p>Booth No. RO 90</p> <p>所在地 Wiesenau 4, 9462 Bad St. Leonhard, Austria Tel: +43 1 73 43 322 Fax: +43 1 73 43 322 E-mail: g.senior@gmx.at URL: www.w-t.at</p> <p>会社概要 総売上 23.500.000 (Total Balance Sheet in EURO) 輸出率 N/A 社員 74 担当者 Mr. Gerold Hacker, Sales Representative</p> <p>輸出希望製品 Raw material for further processing, solid posts, solid beams, timber studs for framing, Boards SPF, Construction SPF, Dimension Lumber SPF. 更なる加工用の素材、強固な柱や梁、骨組用の異柱材、ボードSPF、建設用SPF、寸法換材SPF</p> <p>98</p>