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## IV. YOUR BUSINESS TRIP TO JAPAN

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When planning your first business visit to Japan, advise the Commercial Section of the Canadian Embassy in Tokyo well in advance of your departure. If time is short, use Telex (Telex number DOMCAN J22218, FAX (03) 479-5320) to communicate the objectives of your visit. It is also helpful if you:

- work out the C.I.F. in Canadian dollars on at least part of your product range;
- indicate the types of companies that normally best handle your products;
- give a description of your domestic marketing organization and mix of clientele; and
- mail copies of your annual report and product brochures (6 copies) to identify you to the Japanese customer.

With this information, the Commercial Section will be pleased to arrange a tentative itinerary. The Embassy in Tokyo and the Consulate General in Osaka may be able to recommend conveniently located hotels or you may prefer to book hotels through your travel agent.

### Travel Tips

As it usually takes a day or two to get over the heavy "jet lag," it is recommended that you either arrive on a Friday or Saturday, or at least not schedule business meetings until the third day. Both Canadian Airlines International Ltd. (CAIL) and Japan Air Lines (JAL) have direct flights between Vancouver and Tokyo.

In accordance with the Japanese Alien Registration Law, short-term visitors to Japan must have passports in their possession at all times. Business people who hold valid Canadian passports do not require visas to visit Japan unless they wish to remain for more than three months or take up employment. However, the period of stay granted to those not holding visas will be decided by the Japanese immigration authorities at the time and point of entry. Applications for extension of the initial period of stay will be considered by the Japanese authorities. Business people holding other