

## **FEDERATION OF CANADIAN MANUFACTURERS IN JAPAN (FCMJ)**

### **Contacts**

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### **Activities**

FCMJ was opened in May, 1984 as a private sector, non-profit organization with a mandate of providing a business presence in Japan for its Canadian members. FCMJ activities include: research and advisory services on specific Japanese markets; identification of marketing channels for members' products; assistance with selection of a Japanese agent (if appropriate); aid in negotiating sales and contracts; advice on marketing and advertising; and other services. Total membership is limited to 25 companies. Memberships cost \$30,000/year (for 100 hours of FCMJ services) or \$17,000 per year for 50 hours of services. The Canadian government supports the office under the Program for Export Market Development (PEMD): members may apply for a 50 per cent reduction in the cost of their membership under PEMD.

As mission members recognized, companies wishing to establish themselves must have some form of representative in the country. To maintain a dedicated office and representative in Tokyo has an estimated cost of between \$250,000 and \$400,000/year. For some companies, therefore, an association may provide a way to gain needed presence in the country without having to move to a full-time office. FCMJ has a general mandate and personnel experienced in Japanese business practice. Their services might complement those available from representatives with specialized experience in the electronics field.