

For aluminum doors and windows, application for testing should be made to the Material Standards Section, Standards Department, Industrial Technology Agency.

### Import Tariffs

There are currently no tariffs on wooden doors and windows. For other doors and windows, the import tariffs are temporarily fixed at about 4 per cent. (See Table 34.)

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**Table 34**  
**Import Tariffs on Doors and Windows**

Wooden doors and windows	none
Steel doors and windows	3.9%
Aluminum doors and windows	4.1%

Source: Japanese Tariff Association, K. F. International, Inc.

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As tariffs are temporary, they are reviewed every year. Over the next two or three years, the tariff rate is not expected to increase. However, since April 1889, a 3 per cent sales tax has been in effect.

## 8 POINTS TO NOTE IN APPROACHING THE JAPANESE MARKET

### Key Elements

Although many importers stress the importance of quality, finishing and packaging, the most important element is the design of the doors and windows. Finishing the product is a close second in importance.

It is difficult to determine precisely which designs will attract buyers; but for windows the key design element is the thinness of the window grid. The reason Andersen windows are so widely accepted by Japanese architects and end users is that the grids are thinner than other imports.