default; war, revolution, civil war; exchange transfer delay; new import-export restrictions; any other cause of loss beyond control of exporter or importer occuring outside Japan.

Export Credit Financing

Financing by the Export Import Bank of Japan has a lower, incentive discount rate for exports of capital goods of 4.0% and above, as compared with 5.5% for transactions of other manufactured goods. The bank is entirley owned by the Government and carries the main burden of medium and long-term export credit financing. The Bank finances up to 70% of the value of the contract minus down payment and profits if the credit is of between six months and one year, and 80% if the credit exceeds one year.

Export Promotion

Floating Fair

A specially-designed 13,000 ton ship, the "Sakura Maru" housing various exhibit items, travels each year to pre-designated trade target areas.

Mobile Trade Caravan

The latest of Japanese export promotion devices, specially-designed vehicles, are now carrying Japanese product exhibits through Africa.

JETRO

The Japan External Trade Organization (JETRO), sponsored by local and federal government, and private industry has two Japan Machinery Centers abroad, in addition to many Japan Trade Centers. Their showrooms are available for use by firms handling Japanese products. JETRO also provides informational services on Japanese products in foreign countries and Japanese regulations