

GENERAL EXPORT PROMOTION AGREEMENT BETWEEN
THE JAPAN EXTERNAL TRADE ORGANIZATION
AND
THE COMMONWEALTH OF VIRGINIA

The Honorable Lawrence Douglas Wilder, Governor of the Commonwealth of Virginia, and the Honorable Minoru Masuda, Chairman of the Japan External Trade Organization (JETRO), agree to undertake a joint cooperative effort to achieve their mutually desired goal of increasing exports to Japan from the Commonwealth of Virginia.

This effort is undertaken with the full support and recognition of both Japan's Ministry of International Trade and Industry (MITI) and the United States Department of Commerce (USDOC). Additionally, Governor Wilder and Chairman Masuda direct their agencies to implement a cooperative program and pledge to give their best efforts to ensure that sufficient resources will be committed to the program to assure full success.

The cooperative program will include, as far as possible, the following general components, subject to the availability of funding to be determined by the relevant legislative bodies:

I. Exchange of Information:

The Commonwealth of Virginia, through the Division of Export Development of the Virginia Department of Economic Development (VDED), agrees to provide JETRO with information on products from Virginia available for export, as well as information on

potential exporters within Virginia. This information is to be provided in the form of hard

documentation and/or a computer data base.

JETRO will provide VDED with information on potential importers in Japan and VDED will disseminate this information to exporters and potential exporters in Virginia.

II. Trade Facilitation:

In order to ensure more direct assistance to Virginia in its efforts to export its products to Japan, JETRO agrees to organize missions for Japanese buyers to visit that state when possible. Expenses incurred by these buying missions will be covered by JETRO. The Commonwealth of Virginia will provide logistic support and assistance for these missions to conduct activities in Virginia. In return, the Commonwealth of Virginia agrees to organize sales missions to Japan, with assistance provided by JETRO for logistic support.

III. Consultation:

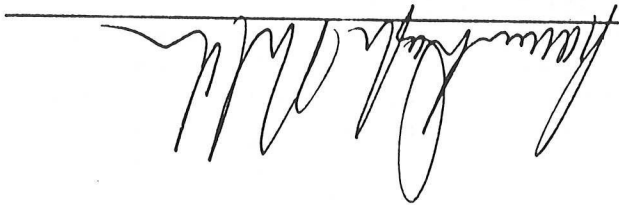
For the purpose of providing consultation on the Japanese market and the import potential of specific products from Virginia, JETRO agrees to post one Japanese business expert to Virginia on a long term basis. In return, the Commonwealth of Virginia, through VDED, agrees to provide the Japanese business expert with office facilities, office related machines, support staff, and routine expenses.

IV. Other Measures:

Additional measures not specified in this agreement which may help promote exports to Japan from Virginia may be negotiated at any time during the term of this agreement and, if mutually consented to by both JETRO and the Commonwealth of Virginia, may be implemented in this import promotion program, JETRO's budget permitting.

The Honorable Minoru Masuda
Chairman
Japan External Trade Organization

The Honorable Lawrence Douglas Wilder
Governor
Commonwealth of Virginia



Signed: October 3, 1992