

Who's Coming to INTER COMM 95

Canadian Trade Commissioners from 15 posts throughout the United States, responsible for the telecommunication sector within their geographical territory, are planning to be present at INTER COMM 95, scheduled for 20-23 February 1995 in Vancouver, B.C. They will be available to meet with representatives from Canadian telecom companies in order to discuss sales and marketing opportunities within their respective territories. Now is the time to plan on meeting with these trade officers. Their names, cities and telephone numbers follow, so that you may directly contact them for appointments during the week of INTER COMM 95.

Manuel Ellenbogen	Washington, D.C.	(202) 682-1740
Steve Flamm	Atlanta, Ga.	(404) 577-6810
Michael Rooney	Boston, Mass.	(617) 262-3760
Mary Mokka	Buffalo, N.Y.	(716) 858-9500
Natalie Cornell	Chicago, Ill.	(312) 616-1860
Gordon MacLennan	Dallas, Tex.	(214) 922-9806
Ralph Reich	Detroit, Mich.	(313) 567-2085
Jeffrey Gray	Los Angeles, Calif.	(213) 346-2700
Charles McGriff	Minneapolis, Minn.	(612) 333-4641
Don Garretson	New York City, N.Y.	(212) 596-1600
Douglas McCracken	Seattle, Wash.	(206) 443-1777
Steve Pickens	Cincinnati, Ohio	(513) 762-7655
John Pearce	Pittsburgh, Pa.	(412) 392-2308
Michael Siewecke	San Jose, Calif.	(408) 289-1157
Michael Stinson/Larry McJanet	San Diego, Calif.	(619) 546-4467

Liberalization of Korean VAN Market

The Republic of Korea's Ministry of Communications (MOC) recently announced a further liberalization of its Value Added Network (VAN) market for 100 percent foreign-owned companies operating in Korea. Prior approval is now no longer necessary to establish a VAN. The resale of voice-over data lines will be permitted as long as data are attached to the voice traffic. The MOC is also going to permit the purchase and resale of data capacity and allow the lease of data lines from mobile telecom providers. Foreign companies will also be allowed to install and operate their own packet switching networks.

For Canadian companies that provide VAN services, these clarifications increase flexibility and reduce the administrative burden of entering the Korean VAN market. While the acid test will be in the actual implementation of these clarifications, they promise to remove virtually all significant regulatory restrictions on foreign companies in the Korean VAN business. For more information and a copy of the "Korean Value Added Network Regulation Clarifications," see the Contacts box.

CONTACTS

ComExport is published in English and French as a supplement to *Canada-Export* by the International Telecommunications Division of Industry Canada. Articles may be reprinted with credit to *ComExport*.

For further information on any of the topics described in this issue of *ComExport*, contact:

Industry Canada
International Telecommunications
Division
Tel.: (613) 990-4214
Fax: (613) 990-4215

Keith Chang *Director*
(613) 990-4238

Hélène Cholette-Lacasse *Russia & Newly Independent States (NIS)*
(613) 998-4478

Patrick Julien *Africa and Western Europe*
(613) 990-4211

Sinclair Volk *Middle East and Eastern Europe*
(613) 990-4216

Lloyd Johnson *ASEAN, Australia and South Pacific*
(613) 990-4213

Kathleen Donohue *North and East Asia*
(613) 990-4232

Roger Wainwright *U.S., Latin and South America*
(613) 998-0416

Department of Foreign Affairs
and International Trade
East Asia Trade Development Division
Tel.: (613) 992-7359
Fax: (613) 943-1068