

Import regime

Import duty is 13%. There are no non-tariff barriers as this equipment is an automatic approval item (AA in South Korea nomenclature). Japanese equipment is currently restricted but parts and components are still imported under licensing arrangements.

Protection of technology

Patents do not sufficiently ensure long-term technology protection in South Korea. Building a strong relationship with local buyers and negotiating a carefully outlined agreement can guard against copy infringements.

Language Requirements

English is not widely spoken and promotional material in the local language is a major advantage.

Current Canadian government initiatives and major trade shows

In conjunction with your agent, the packaging industry trade show "Seoul Pack" can be effective in establishing a presence in the market. The organizer is the Korea Trade Promotion Corporation (Exhibition Department, C.P.O. Box 1621, Seoul, phone: 551-4412, FAX 551-4477). Seoul Pack 89 had 63 domestic and 55 foreign exhibitors and 200,000 visitors over five years.

Other relevant information

Two publications specialize in the industry and are distributed to clients:

- The "Monthly Packaging Industry", published monthly by Packaging Industry Ltd. (Rm. 501, Young Han Building, 35-1, 1 KA, Pil Dong, Chung Ku, Seoul, phone: 279-2142, FAX 278-3519); and
- "Packaging Engineering", published bimonthly by Korea Design and Packaging Centre, 128, Yunkun Dong, Chongno Ku, Seoul, phone: 762-9461.

Contact List

Canadian Representative

Canadian Embassy
10th Floor
Kolon Building
45 Mugyo-Dong
Jung-Ku
Seoul 100-170
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Industry associations

There is no industry association established particularly for packaging and labelling equipment. The Korea Association of Machinery Industry (KOAMI) represents the interest of whole spectrum of local machinery manufacturers, and packaging equipment is included as well. KOAMI's address is: 13-31, Yoido-Dong, Yongdeungpo-Ku, Seoul, Tel: 780-3611, FAX: 784-6749.