

announced that it will continue to sell its products in Korea. Larger Canadian defence products companies should also consider establishing full-time sales representatives in Korea. Representation through Hong Kong or Japanese agents should be avoided.

Canadian companies should also be aware that major U.S. firms are in many cases present in Korea with well staffed offices to serve both the U.S. Forces here and the Korean Ministry of National Defense. Those Canadian firms with a business connection through U.S. affiliates may find this a useful means of obtaining sales support.

The Korean market has been an important one for many years. It is one of the few growth areas in the world. Korean defence expenditure is still growing at about 10% annually in real terms. Although the majority of arms is bought from the United States, the government is now buying from other sources. It is a state of war with the country and is a potential customer for a wide range of military equipment. It is a potential customer for a wide range of military equipment. It is a potential customer for a wide range of military equipment.

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As a result of the Korean situation, the government and the army are still actively in a state of war. It is a state of war with the country and is a potential customer for a wide range of military equipment. It is a potential customer for a wide range of military equipment. It is a potential customer for a wide range of military equipment.

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