

Canadian and Korean Governments Talk Telecom

Mobile telephony, standards, trade concerns, multilateral issues, collaborative research efforts and technology transfer were on the agenda in Seoul this September, at the first Canada-Korea Telecommunications Policy Consultations, between the Korean Ministry of Communications (MOC) and Industry Canada. The two-day talks, co-chaired by Michael Binder (Assistant Deputy Minister of Spectrum, Information Technology and Telecommunications) and his Korean counterpart, Assistant Minister Park Sung-Deuk, gave the Koreans a chance to explain their type approval process, a procedure that has proved unwieldy for some Canadian companies. Canada raised the possibility of reaching a bilateral accord on type approval that would see the ratification of testing on a reciprocal basis. The two sides agreed to work towards an agreement for next year. Canada will follow up on its proposed co-operation on OSI (open system integration) testing.

Mobile Telephony

During the talks, the MOC discussed its major CDMA-based (Code Division Multiplexing Access) mobile communications development program, launched

through its research arm, the Electronics and Telecommunications Research Institute (ETRI, see sidebar). Initiated by a \$17 million American technology transfer, the Korean government developed the program to satisfy domestic demand with internationally competitive equipment designed and manufactured in Korea.

ETRI is planning for the commercial release of CDMA equipment by the fall of 1994, with Hyundai, Goldstar and Samsung developing the handsets and infrastructure. The MOC has determined that CDMA will be adopted by Korea's current cellular operator, Korea Mobile Telephone Company (KMT) and by a new cellular operator to be selected in 1994.

It has been stipulated that the second cellular operator must be 66 percent Korean owned and that any new network should cover the entire country. The current provider, KMT, is excluded from financial participation in the second system.

For further information on the Korean telecommunications market or a summary report of the Canada-Korea telecommunications consultations, please contact the International Telecommunications Division at Industry Canada (see contacts box).

Saudi Arabia

(continued from page VII)

the United States amounted to some \$300 million—clearly Canada has the potential to increase sales, particularly since we enjoy an outstanding reputation in Saudi Arabia for state-of-the-art telecommunications equipment and expertise. However it is important that companies have an on-the-ground

presence in the form of an agent or representative. Companies should also be aware that there is a move towards increased Saudi involvement (i.e. Saudization) in all industries.

For further information, please contact the International Telecommunications Division of Industry Canada, the Africa and Middle East Trade Division of FAITC, or the Canadian Embassy in Riyadh.

ETRI and CRC Co-operate in Telecom Research

During the week of September 20, Canadian and Korean government officials conducted telecom policy discussions. 15 Canadian companies exhibited in the Canadian national stand organized by External Affairs and International Trade Canada at COMNET Korea 93, and it was telecom week at the Canadian Expo pavilion in Taejeon. To cap off the busy week, a Memorandum of Intent was signed between Canada's Communications Research Centre (CRC) and Korea's Electronics and Telecommunications Research Institute (ETRI). The five-year agreement covers the areas of mobile communications, satellite communications and semiconductor technology. The Memorandum will facilitate the transfer and licensing of intellectual property, the exchange of technical staff, joint collaborative research and the organization of symposia, seminars and conferences.

ETRI has had a long-standing relationship with the Canadian telecommunications sector. Telesat Canada was engaged by ETRI for the feasibility study and systems definition stage of KOREASAT, and Teletch has worked with ETRI on VSAT technology developed by the C

