

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.

05, Daehan Bldg.

51-1, Namchang-dong,

Chung-ku, Seoul 100-060

Tel: 773-2491

Fax: 773-1878

Honeywell PTE Ltd.

Citicorp Center Bldg.

89-29, 2 Ka, Shinmun-ro,

Chongro-ku, Seoul 110-062

Tel: 723-5411

Fax: 722-7297

Hughes Aircraft Int'l Service Co.

Rm. 1606, Kyobo Bldg.

1, 1 Ka, Chongro, Chongro-ku

Seoul 110-714

Tel: 734-4783/4

Fax: 734-4785

Lockheed Aircraft (Asia) Ltd.

Daewoo Foundation Bldg.

526, 5 Ka, Namdaemun-ro,

Chung-ku, Seoul 100-095

Tel: 757-4593/5

Fax: 757-3730

McDonnell Douglas Korea Ltd.

12th Fl., Dong Won Bldg.

946-12, Daechi-dong, Kangnam-ku

Seoul 100-095

Tel: 557-2161

Fax: 557-4233/4244

Northrop Corporation

P.O. Box 57,

Changwon 641-600 Korea

Tel: 0551-84-7998

Fax: 0551-84-4668

Raytheon Overseas Ltd., Korea

Rm. 501, Kukje Center Bldg.

191, 2 Ka, Hangang-ro, Yongsan-ku

Seoul 140-702

Tel: 796-5797

Fax: 796-5790

Teledyne

Rm. 403, Nam Song Mansion

260-199, Itaewon-dong,

Yongsan-ku, Seoul 100-635

Tel: 795-2717/9

Fax: 796-2468

United Technologies Int'l Operations

52nd Fl., 63 DLI Bldg.

60 Yoido-dong, Youngdungpo-ku

Seoul 150-010

Tel: 785-1930

Fax: 785-1932

Other foreign suppliers are also well represented in Korea. The U.K. Embassy has a full time sales representative from the Ministry of Defence, and Ferranti International and British Aerospace have in-country representatives here. The French Embassy has three officers with military and aviation sales responsibilities.