
News Release

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CANADIAN AND KOREAN BUSINESSES FORM PARTNERSHIPS

Industry Minister John Manley and Park Jae Yoon, the Korean Minister of International Trade, Industry and Energy, today witnessed the signing of new partnerships between Canadian and Korean businesses.

"These new partnerships with Korea will complement the kind of activity we are undertaking to create jobs and to encourage growth in Canada," said Mr. Manley.

Minister for International Trade Roy MacLaren welcomed the signing. "By establishing strategic alliances, Canadian and Korean companies can enhance their competitiveness not only in each others' markets but also in their respective regional markets," said Mr. MacLaren.

The business alliances will capitalize on the benefits of the Arrangement on Industrial and Technological Co-operation, which was signed in Ottawa earlier today by Mr. Manley and Mr. Park. It will be co-signed at a later date by Mr. MacLaren.

The arrangement establishes a Committee for Industrial and Technological Co-operation. The committee will promote co-operation and foster strategic alliances and partnerships between Korean and Canadian companies, especially in the priority sectors of telecommunications, environment, energy, biotechnology, manufacturing technologies, chemicals and new materials.

Under this arrangement, Canada and Korea are committed to concluding negotiations, within a year, on a mutual recognition



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agreement on test results and on certification procedures for telecommunications equipment.

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A backgrounder on the new business agreements is attached.

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Backgrounder

NEW BUSINESS ARRANGEMENTS BETWEEN CANADIAN AND KOREAN BUSINESS

National Research Council (NRC), Ottawa, Ontario

NRC has signed a memorandum of understanding to promote research collaboration with the Korea Research Institute of Chemical Technology (KRICT), in the field of membrane separation technology. Under this agreement, NRC and KRICT will exchange scientific and technical information as well as personnel, and will conduct co-operative research projects.

NRC has also signed two letters of intent with the Korea Institute of Industry and Technology Information (KINITI) and the Korea Academy of Industrial Technology (KAITECH). These arrangements will allow for future collaborative activities in areas of mutual interest among these research institutions.

Beak Pacific Inc. (BPI), Vancouver, British Columbia

BPI and Bando Industrial Consulting of Korea have signed an agreement to combine the industrial research capability, knowledge of local market and contacts, and business capability of Bando with the environmental expertise of BPI to conduct environmental consulting, engineering and technological development within the South Korean public and private sectors. BPI is the Asia-Pacific operating company of Beak International Inc., Canada's oldest environmental consulting firm. BPI and Bando will focus on developing environmental management and auditing systems and ISO 14 000 systems in South Korea.

The Business Development Bank of Canada, Montreal, Quebec

The Business Development Bank of Canada has signed a memorandum of understanding with the Korea Small- and Medium- Industry Promotion Corporation. Under this agreement, the two institutions will promote industrial co-operation between small- and medium-sized businesses in Canada and Korea by exchanging business development strategies and relevant business information.

The Canadian Chamber of Commerce, Ottawa, Ontario

The Canadian Chamber of Commerce has signed a memorandum of agreement with the Canadian Chamber of Commerce in Korea. Under this arrangement, the associations will promote bilateral trade, investment, economic and technical co-operation, and international marketing exchanges. The two associations will facilitate the exchange of business information between the Canadian and Korean business communities. The Chambers of Commerce will also identify, and endeavour to remove, trade and investment restrictions affecting business in Canada and Korea.

The Canadian Manufacturers' Association (CMA), Toronto, Ontario
The CMA and the Korea Small and Medium Industry Promotion Corporation have signed a memorandum of understanding to promote business co-operation between Canada and Korea. Under this memorandum, the associations will work toward enhancing industrial co-operation between Canada and Korea. The associations will also exchange information regarding business opportunities in both countries and will promote the exchange of business delegations.

Canalog Wood Industries, Cranbrook, British Columbia
Canalog Wood Industries has entered into a joint venture with the Dae Min Corporation of Korea to manufacture and market high-quality Canadian wood frame homes in the Korean market. Under this agreement, Dae Min will establish a plant in Korea where pre-milled Canalog components will be assembled and transported to the local market for construction.

GANDALF Technologies Inc. (Gandalf), Nepean, Ontario
Gandalf has signed an agreement with Korea Network Corporation (KNC). Under this agreement, KNC will become an authorized national reseller of Gandalf products and services in Korea. Gandalf and KNC have also agreed to negotiate a purchase agreement, under which Gandalf would provide the products and services necessary for the internal networking requirements of both KNC and its parent corporation, KOHAP. In addition, the two companies have agreed to collaborate on future business projects, such as an analysis of the market potential for network infrastructure products and services in mainland China.

Navana Canada Cosmetics, Kamloops, British Columbia
Navana Canada Cosmetics has signed an interim agreement with the Hanmo Corporation of Korea to establish a joint venture plant in Seoul, Korea, for the manufacture of Navana cosmetics and personal care products. The companies also hope to serve other Asian markets from this facility.

**Purifics Environmental Technologies Inc. (Purifics),
Hyde Park (London), Ontario**
Purifics has signed an agreement with BATU Engineering giving BATU the right to represent, market, sell and service Purifics water purification products. Purifics specializes in water purification technology, especially in the area of heavy water and chemical waste-water remediation and decontamination.

RADARSAT International Inc. (RSI), Richmond, British Columbia
RSI has signed a data license and distribution agreement with Chang Woo Inc. of Korea to distribute data from the Canadian RADARSAT remote sensing satellite in Korea. RSI and Chang Woo will develop the Korean market for synthetic aperture radar (SAR) earth observation data by promoting Canada-Korea training programs, joint applications research projects, and through pilot projects involving mapping, oil spill detection, flood and coastal zone monitoring.

SR TELECOM, St. Laurent, Quebec

SR Telecom has established a strategic alliance with Sungmi Telecom Electronics to share technology, exchange human resources, and to support each others' marketing activities. Both SR Telecom and Sungmi Telecom Electronics have contributed to the development of the telecommunication industry in Canada and Korea.

TELEGLOBE Inc., Montreal, Quebec

Teleglobe Inc. and Korea Telecom have signed a memorandum of understanding to explore opportunities for greater co-operation in the telecommunications market. Under this arrangement, the firms will explore ways to exchange information on market opportunities, to jointly develop international telecommunications services and to co-operate in securing international telecommunications facilities.