

GOVERNOR ATIYEH
MEETING WITH HANJIN GROUP, SEOUL
NOVEMBER 20, 1985
2:00 P.M.

Mr. C. K. Cho
Mr. J. Y. No

President, Korea Airlines
President, Hanjin Container Lines

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KAL also*

BACKGROUND - HANJIN CONTAINER LINES

- o Hanjin is Korea's largest container carrier.
- o Hanjin belongs to the same corporate group as Korean Air Lines.
- o Although not publicized, Hanjin Container Line is owned 40 percent by Sea-Land.
- o Hanjin has been serving the U.S. West Coast for the past six years. Ports of call include Long Beach, Oakland, and Seattle.
- o Hanjin has a reputation as a competitive, dependable line, with weekly, fixed-day sailings.
- o Major accounts, such as NIKE, use Hanjin.

In the Spring of 1985 Hanjin began a joint service with Korea Marine Transport Corporation (KMTC). Both carriers are allotted space (slots) on the other's vessels and call at West Coast ports. The Hanjin/KMTC service has not been calling Portland. Recently, Hyundai acquired KMTC. Hyundai has been calling Portland on a regular basis.

We want Hanjin, together with Hyundai in their new service, to serve Portland. Hyundai has been very successful in Portland, and we want to urge these lines to meet and serve Portland before Hyundai's many customers make alternate arrangements.

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BACKGROUND REPORT

Mr. Ja-Kyung Koo

Chairman of the Lucky-Goldstar Group

Age	58
Number of Companies in the Group (This number has been reduced in recent years due to the government directives for streamlining the chaebols.)	
Number of Employees	50,000
Exports in 1984 (Increase over 1983)	\$1.4 billion (35.2%)
Areas of Strength	Consumer and industrial electronics general consumer goods like soap, toothpaste, etc., chemicals.
The Best Among Them	Electronics.

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BACKGROUND REPORT

Mr. Byung-Chull Lee

Chairman of the Samsung Group

Age	75
Number of Companies in the Group (This number has been reduced in recent years due to the government directives for streamlining the chaebols.)	21
Number of Employees	100,000
Exports in 1984 (Increase over 1983)	\$2.8 billion (24.4%)
Areas of Strength	Foods, textile, consumer electronics, industrial electronics, communication, bio-engineering, hotels, mass media, department stores.
The Best Among Them	Consumer electronics.
New Areas of Emphasis	Jet engines, high-tech areas.
Financial Soundness	Stronger than the other three.

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Executives of the Samsung Group



Kun-Hee Lee
Vice Chairman of the Board



Byung-Chull Lee
Chairman of the Board



Sang-Wook Bae
President, Samsung
Co., Ltd.



Jong-Kyu Lee
President, Cheil Sugar &
Co., Ltd. and Joong-ang
Development Co., Ltd.



Sae-Chang Song
President, Cheil Wool
Textile Co., Ltd.



Hyung-Soo Han
President, Cheil
Synthetic Textiles Co.,
Ltd.



In-Ho Kim
President, Chonju Paper
Manufacturing Co., Ltd.



Jae-Eun Jung President,
Samsung Electronics Co.,
Ltd., and Samsung Electron
Devices Co., Ltd. and
Samsung Electronic Parts Co., Ltd.



Dong-Bok Lee
President, Samsung
Precision Industries
Co., Ltd.



Hoon-Chull Shin
President, Samsung
Corning Co., Ltd.



Chun-Hwa Lee
President, Samsung
Petrochemical Co., Ltd.



Joo-Hyon Kyong
President, Samsung
Shipbuilding & Heavy
Industries Co., Ltd.



Kyung-Shik Sohn
President, Ankuk Fire &
Marine Insurance Co.,
Ltd.



Tae-Won Park
President, Dongbang Life
Insurance Co., Ltd.



Han-Sup Ryu
President, Shinsegae
Department Store Co.,
Ltd.



Young-Hi Sohn
President, Hotel Shilla
Co., Ltd.



Kang-Tae Lee
President, Samsung
Construction Co., Ltd.



Kwan-Shik Choi
President, Korea
Engineering Co., Ltd.



Jin-Ku Kang
President, Samsung
Semiconductor &
Telecommunications
Co., Ltd.



Sang-Ho Jeun
President, Samsung
Watch Co., Ltd.