

I A TA Confident Inter-Korean Air Route to Open As Scheduled

Hy Oh Young-jin
Staff Reporter

International aviation officials declared that an inter-Korean air route, the first in over half a century, will finally be ready for civil flights beginning April 23.

During a press conference in Seoul yesterday, Neil Jonasson, assistant director of the International Air Transport Association (IATA), a grouping of airlines and related industries, said that the recent test flights over North Korean air space were successful and the new air route, which will save flight time and fuel, will be opened as scheduled to all civilian flights.

Jonasson along with Owen Dell of the International Civil Aviation Organization (ICAO) visited North Korea to check its air traffic control (ATC) capabilities May 1-6 during the preliminary overflights by international airlines including Korean Airlines. Dell was also on hand at the press meeting.

"These proving flights were necessary for a very good reason other than technical checks of communications and ATC," the IATA representative said. "That was the demonstration

of safety of flights for airlines using the route. IATA believes that this has now been achieved in full."

Asked about the efficacy of the North's ATC, a point of major concern for prospective users of the route, Jonasson told reporters, "I am satisfied that the standard of the ATC services in the North can provide the necessary safety, efficiency and regularity for international air transportation."

He added that an IATA engineering team is in place to address the North's ATC and will continue to stay there at the latter's request.

As for the economic benefits for the North by opening its air space, the IATA representative said that in the first year, overflight charges levied on flights using the route will amount to \$4 million but the IATA will collect these user fees on behalf of the North under a bilateral agreement to use this income for the improvement of civil aviation. He said that thus far, about \$2 million has been spent on improving the North's ATC.

As for launching a more direct inter-Korean route over land instead of the East Sea, Jonasson said that this is not a matter that can be dealt with by international aviation authorities but

a political one that requires the agreement of the two Koreas, although it would be more desirable.

"We are not planning to make a proposal in this regard any time soon," he said. "We are rather engaged in a day-to-day operation of the new route."

In connection with the mass media's description of the inter-Korean route passing through the North Korean air space, Dell said: "Strictly speaking, the route goes over the North's flight information region (FIR), not its air space. But I don't see a big problem with calling it the North's air space since the ICAO has delegated the North the right to control air traffic in its FIR."

Early in 1994 the North as an ICAO member signed an international air transit agreement guaranteeing unconditional access to its air space for all civil aviation flights with the middleman being the IATA.

This led to consultations between the two Koreas under ICAO supervision for two years before the two countries agreed to open an inter-Korean route that is estimated to cut flight time by up to 40 minutes and save fuel worth \$2 million per year for the North America-Seoul route.

KTMS Trustworthy Leader in Int'l Moving Industry

By Hong Sun-hee
Staff Reporter

A businesswoman who owns the nation's leading international moving company said the best sales representative for her company is a satisfied customer.

Oh Hyun-soo, 38, president of the Korea Transport Moving & Storage Co. Ltd. (KTMS), said, "Nothing is trivial when it comes to your move. Our history is built on a reputation of quality, prompt, worry-free service. We listen to your needs, provide solutions and deliver quality services at a reasonable cost."

Her clientele, most of them repeat customers, are multinational companies including Dupont, 3M, AT&T, Coca Cola and Baring Securities Ltd. along with embassies of the major countries.

Japanese trading firms such as Itochu, Sumitomo and Mitsui have relied on KTMS for the transportation and the storage of their products as well as for their staffers' house-moving. Thus, the Japanese account for 60 percent of the KTMS clients, who highly appreciate its customer-first, door-to-door caring service.

"I've never worried about the marketing. The most difficult part of the job is to work out things with relevant Korean offices," said Oh, who has been in the trade for 14 years.

"We must be very meticulous in every detail, calculating estimates, packing, moving, loading and unpacking. I enjoy listening to what the clients expect and seeing them satisfied upon the completion of each case."

"It's a high-intensity job, luckily the term for each case is short. The business is done in foreign currencies and the future is promising in the long run," she added.

Her company is aligned with the FIDI (Federation of International Furniture Removers), Allied Van Lines and UPS Yamato and is the only moving and storage company in Korea to earn ISO 9002 certification by the UK-based SGS (Societe Generale de Surveillance).

She has 25 people on her payroll. Some 17 to 18 men are in charge of driving, packing, security or other related jobs along with sales and marketing, while the women are assigned to give estimates and handle customs, tax affairs, insurance and other paperwork.

While a number of Korean women hold high-profile business positions through marriage or family connections, Oh reached the top all by herself. After graduating from college in 1984,



Owner-president Oh Hyun-soo stands next to one of five trucks which are the main assets of the Korea Transport Moving & Storage Co., Ltd.

her classmates at Dongduk Women's University prepared coffee or typed letters for their male bosses or colleagues. Oh, meanwhile, plunged into the tough world of household forwarding.

She was the sales director when the company's founder-president died of a cerebral hemorrhage in Feb 27, 1994 one day before he was supposed to sign an M&A deal with a U.S. firm. Apparently the tension from the deal was too heavy for the man in his 70s to take.

As the only person with a deep understanding of operations, Oh assumed the post overnight at the strong recommendation of the vice president, who wanted to retire to a calm and peaceful life.

Oh poured all her savings to buy the company and preestablished a severance pay fund for the entire workforce two years later to reduce business risk.

"I am more or less timid and reluctant

to venture out. I don't use bills and loans. I am doing business within my ability. That's the reason why I rely entirely on my people while my rival hires subcontractors," she said.

The company's sales turnover recorded three billion won last year, and its assets include five container transport trucks.

Oh recommends that fellow operators develop a specialty and that the function of the international moving business be understood properly among prospective Korean clientele.

She speaks quick when discussing about her work but she becomes slow on the topics of personal life.

The unmarried woman confessed, "I have no particular hobby and have dedicated all my energy to the work. With age, I feel regretful because the work has gradually deprived me of femininity."

Travelers With US Visas to Be Allowed No-Visa Stay in Korea

Foreigners with U.S. visas and airline tickets can enter and stay in South Korea up to 15 days without visas, a new measure intended to draw in more tourists, officials said Monday.

The new measure will be applied to people from 29 countries who before had to obtain South Korean visas before entering the country.

The 29 countries include the 12 former states of the Soviet Union, Croatia,

Bosnia-Herzegovina, China, Mongolia, Vietnam, Laos, Cambodia, Palestine, Albania, the Philippines, Iran, India, Nepal, Sri Lanka, Myanmar, Nigeria and Ghana.

Travelers from these countries can enter South Korea freely if they have U.S. visas and airline tickets and stay up to 15 days. Visitors from Cuba and Macedonia, however, will still need visas.

(Yonhap)

More Than 30,000 to Be Granted Special Presidential Amnesty

More than 30,000 people will be eligible for the special amnesty to be conducted this week in celebration of the inauguration of President Kim Dae-jung it was learned yesterday.

Former and present government officials subject to minor punishment will have their records cleared in the pardoning measure.

However, a ranking official of the Justice Ministry said, those fired for involvement in payoff scandals or other serious wrongdoings will be excluded from the pardon.

The politicians to have their civil rights reestablished include Kwon Roh-

kap and Hong In-gil, previously found guilty by the Supreme Court in connection with the Hanbo payoff scandal. Both Kwon and Hong are right-hand men of President Kim and former president Kim Young-sam respectively.

The former lawmakers, arrested for accepting bribes from the now bankrupt business group, were freed earlier after the suspension of their prison terms due to illness.

Other politicians involved in the Hanbo scandal are former lawmakers Chung Jae-chull and Hwang Byung-tae as well as Kim Woo-sok, former home minister.

Novelist Hwang Sok-yong, currently serving six-year prison term for secretly visiting North Korea, and former lawmaker Suh Kyong-won, serving a 10-year term on the same charge, are also expected to be included in the clemency.

Salesman Arrested While Sleeping After Raping

A man who fell asleep after raping a housewife in her own house was arrested on Sunday.

According to police, Song Min-sik, 22, a salesman, allegedly broke into a house in Kumho-dong, central Seoul, around 1:15 a.m., where the 40-year-old woman was sleeping and raped her. He was heavily drunken at the time, police said.

He was said to have fallen asleep shortly after and was arrested following a report by the victim.

The rapist is said to have denied the allegations, claiming, "I can't remember anything because I was too heavily drunken," according to police.

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Weather Forecast

TODAY
Gradually cloudy with rainshowers late at night. Morning lows will range from 2 to 9°C (36-48°F), daytime 11 to 15°C (52-59°F).
Sunrise: 6:53 a.m.
Sunset: 6:33 p.m.

TOMORROW
Gradually cloudy with rainshowers late at night. Morning lows will range from 4 to 9°C (39-48°F), daytime highs, 8 to 14°C (46-57°F).
Sunrise: 6:52 a.m.
Sunset: 6:34 p.m.

Seoul: Becoming cloudy 5°C (41°F) / 13°C (55°F)
Taejon: Becoming cloudy 6°C (43°F) / 13°C (55°F)
Chuncheon: Becoming cloudy 3°C (37°F) / 12°C (54°F)
Kangnung: Becoming cloudy 5°C (41°F) / 12°C (54°F)
Kwangju: Becoming cloudy 7°C (45°F) / 14°C (57°F)
Taegu: Becoming cloudy 6°C (43°F) / 15°C (59°F)
Pusan: Becoming cloudy 7°C (45°F) / 14°C (57°F)
Cheju: Cloudy, rain 9°C (48°F) / 14°C (57°F)

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