b) Project: Planta Térmica Termovalle i	13
c) Project: Autopista Fontibon-Facativa Los Alpes	13
d) Project: Concesiones de Infraestructura	13
e) Project: Land Titling and Registry Modernization	13
f) Project: Regional Roads Program	14
g) Project: FINDETER II	. 14
h) Project: Pereira Potable water and Sanitation Project I	14
B) Upcoming World Bank funded Projects	14
a) Project: Land Reform	14
b) Project: Power Sector Adjustment	15
CHANNELS OF DISTRIBUTION	
Joint Ventures / Licensing	. 15
Establishing an Office	. 15
Use of an Agent or Representative	. 16
MARKET ACCESS CONSIDERATIONS	
Import Regulations: Tariff and non-tariff barriers, quotas	. 17
Canadian personnel working in Colombia to provide	
training or technical support	. 17
OTHER MARKET ENTRY CONSIDERATIONS	
Characteristics of the Canadian position in the market	. 17
A) Current market presence and local awareness of Canadian	
export capability	17
B) Perception of Canadian industry performance as supplier vs. other foreign competitors	18
Competitive advantage through Canadian sever-ment	
Competitive advantage through Canadian government policies and initiatives	18
F-11-12- 211 111-11-12-1	`
Snapshot of competitors presence, advantages, and	
weaknesses	. 18