

Company brochures and advertising material should be written in Spanish. Excellent local translation facilities are available. The name, complete address, telephone, telex and fax numbers of the Canadian firm should be clearly displayed on all company material.

Price Quotations

Prices are usually quoted c.i.f., f.o.b. or as required by the customer in U.S. dollars.

Methods of Payment

Sales should be concluded on the basis of an irrevocable letter of credit. When a relationship has been established with the client, more flexible terms, such as payment on arrival of goods, could be implemented. Sales of major capital equipment may be financed through the Export Development Corporation or commercial banks. Under no circumstances should an exporter ship goods before receiving specific confirmation of purchase from the agent or buyer for the goods.

Bank Facilities

There are 23 private commercial banks in Colombia, of which 16 are owned by Colombian interests, and 7 are jointly owned by Colombian and foreign interests and represent the "Colombianization" of what were formerly foreign branches. There are, in addition, three government-owned commercial banks that specialize in finance to small coffee growers, small industry and cattle producers respectively.

There are two semi-official specialized banks. The Banco Central Hipotecario (Central Mortgage Bank) is a major source of credit for private housing and its operations are primarily financed by mortgage bonds. The Caja de Creditor Agrario, Industrial y Minero (Agricultural Credit Bank), primarily finances small farming operations.

The 24 finance development corporations, of which 18 are private, now play an important role in Colombian finance activities. These *financieras* are funded by term deposits, Central Bank lines of credit and World Bank and Inter-American Development Bank (IADB) co-financing with foreign commercial banks. They are allowed to undertake activities that include granting loans for up to 20 years,