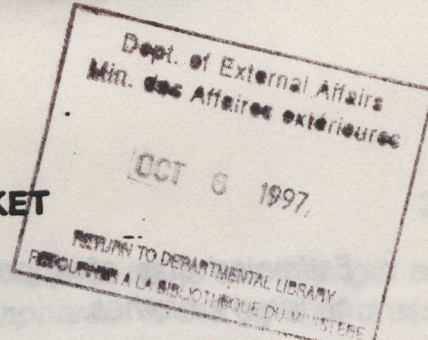


COLOMBIA: APPAREL MARKET



Colombia is a country of 33 million inhabitants, living in 3 different types of climates: cold (mountains), mild and hot (coast and interior valleys). Therefore, dressing habits differ according to altitude.

Cotton of short and medium staple fibres is domestically produced to supply part of the demand. The rest is imported mainly from Peru.

The textile industry is the biggest manufacturing activity in the country, which supplies the majority of material needed for the apparel industry, both for domestic consumption and for export. Nevertheless, imports of textiles are carried on a permanent basis from Brazil, China, Korea, Hong Kong, Italy and the United States. Colombia is strong in producing drills and denims but 20% of the needs have to be imported. Textiles like silks and polyesters for women are imported to a large extent, since women are often more demanding on quality. Cotton knit and non-flammable (for babies) textiles as well as decorative, upholstering and curtain textiles have a good demand and can be imported, provided prices are competitive against domestic production.

MARKET OPPORTUNITIES

- *Market opportunities for Canadian manufacturers of menswear, womenswear and childrenswear in your territory.*

Since 1991, the Colombian economy has been open to foreign competition. Prior to it, it was very protectionist and only a few textiles were allowed to be imported.

Now, all textiles and all types of menswear, womenswear and childrenswear are allowed to be imported, provided they pay the respective tariffs and taxes and are competitive with similar domestic production. Most market opportunities are for medium and high fashion apparel.

Following are the tariffs and taxes for the different types of products imported:

| | |
|----------|--|
| Textiles | 20% ad-valorem duty plus 14% sales tax. |
| Yarn | 10-15% ad-valorem duty plus 14% sales tax. |
| Apparel | 20% ad-valorem duty plus 14% sales tax. |