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CRECEX
COMERCIO EXTERIOR

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DISTRIBUIDORES E IMPORTADORES



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HOW TO DO BUSINESS IN COSTA RICA

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DIRECCION DE COMERCIO EXTERIOR
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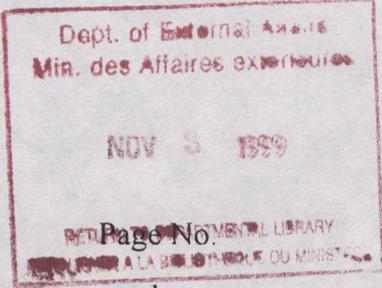
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The original text presented certain incongruences to the translators, some of which are summarized in the included chart. In some cases, the original text presented duplications or other obvious oversights and these have been eliminated in the translation without further note. Less obvious matters of substances have been transported "as is" into the translation, however.

Observations
on the CreceX Document
"Cómo hacer negocios en Costa Rica"
From Roy Lent and Frances Urbina, Translators

Page Number	Observations
8	Statements about treaties may need to be updated.
12	Figure 1 does not exist in the document.
13-20	Division numbers do not refer to anything in this document.
13	Figure 2 does not exist in the document
15	Figure 3 does not exist in the document, and the conflict between Costa Rica and the United States seems to have been settled.
42	Treaties should be checked.
43	Annexes 1-A and 1-B do not exist.



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**GENERAL INFORMATION ON COSTA
RICA**

**PREPARED BY
CRECEX, COSTA RICA**

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GENERAL INFORMATION
ON COSTA RICA

PROVINCIAL DIVISIONS

The country is divided administratively into seven provinces: San Jose, containing the capital; Alajuela, Cartago, Heredia, Guanacaste, Puntarenas and Limon.

LOCATION

Costa Rica is bordered on the North by Nicaragua, on the South by Panama, on the East and West by the Atlantic and Pacific Oceans respectively. Its Atlantic Coast is 255 km. long, while its Pacific shore extends 1,103 km. Both coasts have an abundance of first class beaches and of exuberant vegetation.

CLIMATE

Costa Rica enjoys a Spring-like climate throughout the year. The average temperature is 72°F (22°C) in the central valley. The temperature on the coasts and beaches ranges from 70-90°F (21-32°C).

Within the country there are more than 12 life zones according the Holdridge Scale, a result of a large number of microclimates. This profusion of microclimates has resulted in it being one of the richest areas in flora and fauna on the planet. Its greenness and its climate makes it a country of eternal Spring.

The climatic zones, according to altitude, are the following:

From sea level to 609 meters -	Hot low lands
From 610 to 1,119 meters -	Pre-montane
From 1,120 to 1,829 meters -	Montane
From 1,830 meters and above -	High montane

EDUCATION

The country has one of the highest literacy rates on the continent; about 94% of the population is literate.

TRANSPORTATION

The country is easy accessible by land, sea or air. Visitors from Canada, the United States, Mexico and the rest of the countries of Latin America can travel on the Pan-American Highway, a route that is open throughout the year. Besides this, there are a number of airlines, including:

COPA, LACSA, SAHSA, TACA, SAM, AMERICAN AIRLINES, CONDOR AND LTU of Germany, CANADIAN NATIONAL AIR, LADECO, IBERIA, MEXICANA, KLM, AERO COSTA RICA, CONTINENTAL, AVIATECA, VARIG, UNITED, SERVIVENSA. Found on the Central American Isthmus, Costa Rica has easy access to the farthest seas of the world, due to its ports on both oceans, which have modern equipment fulfilling international requirements, as is the case of the

GENERAL INFORMATION ABOUT COSTA RICA

THE COUNTRY AND ITS PEOPLE

This is a small country, but rich because of its people, because of its educational level, because of its ability to learn and because of its specialization. Its natural wealth consists of its flora, fauna, rivers, its beaches on both oceans, its land and its climate allowing agriculture throughout twelve months of the year.

There are no political nor social problems that would destabilize the country. Costa Rica's army is made up of its teachers and its great labor force, from a simple laborer to a bio-technician, all living together in peace. The Costa Rican people are characterized by their legendary cordiality and friendly nature. The greater part of the population is descended from the Spanish and European colonizers. The official language is Spanish, however, a growing percentage of the population speaks English.

For these reasons, exports have grown continuously for more than twelve years, occupying in the last few years first place in Latin America. Both Costa Rica and foreign investment are responsible for this development.

Products range from the finest and most flavorful of coffees, to ostrich meat and beautiful butterflies to cheer the spirit of Europeans. From software programs to *pejibaye* heart of palm cultivation are the activities developed, now carried out in other nations.

Costa Rica, with an area of 51,100 km², is home to 3,303,809 persons, all with a spirit filled with hospitality inviting you to get to know their country.

HISTORY

Costa Rica was discovered by Christopher Columbus in the year 1502, on his fourth trip to the Americas. His galleons anchored near the island of Cariari, just off what it is today known as Limon, on the Caribbean Coast. Impressed by the exuberance of the vegetation and the abundance of the golden jewelry and adornments used by the natives, Columbus baptized this land with the name of Costa Rica (rich coast).

In 1989, the country celebrated the 100th anniversary of its democracy. In 1948 the standing army was abolished by the establishment of a new Constitution promoted by Jose Figueres Ferrer. Costa Rica continues to be a country without an army; the Army Headquarters was converted into the National Museum. The country has been nominated 12 times for the Nobel Peace Prize. In 1989, the then President, Oscar Arias Sanchez was awarded that prestigious prize for his efforts in the peace negotiations to end the civil wars in the other Central American countries.

Port of Moin and the Port of Limon on the Atlantic and Caldera on the Pacific.

COMMUNICATIONS

Costa Rica is connected by satellite with the other countries of Central America, as well as with the United States, Europe, Canada, Mexico, South America, Asia and Africa. Besides having modern direct dialing, facsimile and telex, with the other countries of the world, it has efficient mail and courier services. It also has complete Internet connections.

THE GOVERNMENT

The 1949 Constitution guarantees equality before the law, freedom of expression, freedom of assembly, freedom of the press and freedom of association; in addition, it guarantees these rights not only for Costa Rican citizens, but also for those foreigners who live in Costa Rica, however it reserves the right to vote to its citizens.

The Constitution prohibits the establishment of an army, placing Costa Rica among the few countries in the world free of military forces and interests. Public order is efficiently protected by the police force.

The political structure is divided into three principal powers: The Legislative Power (a Congress with only one chamber) made up of 57 Congressmen, representatives elected for a four year term; the Executive Power which includes the President, two Vice-Presidents and 18 Ministers, who make up the Presidential Cabinet, and finally the Judicial Power made up of the Supreme Court of Justice, four Appellate Courts, Criminal, Civil and Special Courts. Recently a Constitutional Court was added. Each Power functions independently of each other, with a system of checks and balances similar to that in the United States of America.

Every four years the country has a popular election to choose its president, its congressmen and its municipal representatives. The Constitution prohibits presidential reelection.

In addition to the three Powers, and functioning together with those, is the Supreme Elections Tribunal, sometimes considered a Fourth Power. This entity has, besides the responsibility, the authority to organize and supervise all activities related to national elections. This protection of the right to vote is highly prized by all Costa Rican citizens.

OFFICIAL LEGAL HOLIDAYS

January 1	(New Years)
April 11	(Juan Santamaria Day)
May 1	(International Labor Day)
July 25	(Annexation of Guanacaste)
August 15	(Mother's Day)
September 15	(Independence Day)

December 25 (Christmas)
Holy Thursday and Good Friday (Easter)

PRINCIPAL INCENTIVES FOR COMPANIES THAT ESTABLISH OPERATIONS IN THE COUNTRY

1. THE EXPORT CONTRACT AND ITS INCENTIVES

The Export Contract was created as an instrument to coordinate the benefits granted to companies that export non-traditional products, defining itself as applying to these three types of beneficiaries:

- producer - exporter
- seller
- supplier

INCENTIVES GRANTED

- Exoneration of import or local taxes (proportional to sales to third markets of non-traditional products) of raw materials, receptacles - packaging and semi-elaborated products used in the manufacture of products for export.
- Exoneration of import or local taxes (proportional to sales to third markets of non-traditional products) of the machinery, equipment and spare parts needed directly in the process of manufacturing the products for export.

The incentives in the Export Contract should be applied for to the Technical Secretary of the National Investment Council located on the second floor of the *Centro de Comercio Exterior* (CENPRO) building.

The incentives granted by the Export Contract lapse on the 30th of September, 1996.

2. REGIMEN FOR TEMPORARY ADMISSION

Temporary Admission is understood to be a customs regimen that allows reception within the national customs territory, with all types of taxes suspended, of certain merchandise destined to be sent abroad after having been submitted to a provisional warehousing in order to be transformed, repaired, reconstructed, installed, assembled, or for its incorporation into assemblages, machinery, general transportation equipment or devices of greater technological and functional complexity.

The normal limit for articles that are imported under this regime is three months for samples and dies, six months raw for materials and supplies and five years for machinery and equipment; these periods can be extended for equal intervals.

The benefits of this system are granted for a period of five years, automatically renewable with

the authorization of the National Investment Council.

The application forms to operate within this regime can be purchased by anyone interested in obtaining its benefits, in the Center for the Promotion of Exports and Investments (CENPRO).

3. FREE ZONES

The Free Zones for Exportation are the pillar of the Costa Rican strategy for exports and investments.

The Free Zones, by definition, are extraterritorial areas, in a customs and fiscal sense. They are installations designated to carry out economic operations based on the importation of supplies and raw materials, the manufacture, assembly or merchandising of products or services for subsequent exportation.

The ease of operation, fiscal incentives, the monetary and exchange services, excellent communications, national electrical energy, the installation of basic services and a highly educated labor force, make up a firm basis for the dynamic development of companies established within the Free Zone Regimen.

We here cite some of the advantages of operating within the Costa Rican Free Zones.

- 100% exemption on all import duties and charges for the importation of raw materials, supplies and other articles necessary for production and for the operation of the company.
- 100% exemption from taxes on capital and assets.
- Exemption on income taxes.
- The free holding and handling of the foreign exchange resulting from exportations.
- The easing of the required procedures for installation and operation.

The corporation, *Zona Franca de Exportaciones, S.A.*, provides its investors with the centralized services necessary to carry out these procedures from its offices in San Jose.

Other factors that offer a valuable opportunity for investment and installation are the following:

The geographic location of the country, in the heart of the Western Hemisphere.

The productivity of the local labor force. Historically, education has always been a national priority; it is obligatory and free, up to the secondary level. As a consequence, Costa Rica enjoys the highest literacy rate in the third world, 94%. For this reason, Costa Ricans are highly disciplined,

learn rapidly and have excellent working and administrative capacities.

4. REFORESTATION AND INDUSTRIAL FORESTRY PROJECTS DECLARED OF HIGH PRIORITY

Within the framework of sustainable development, the Government of the Republic has declared of high priority all those projects of reforestation and industrial forestry that are demonstratively able to supply themselves with raw materials from sustainable sources. Each project must have its respective verification and certification from the General Forestry Office of the Ministerio de Recursos Naturales, Energía y Minas (Ministry of Naturales Resources, Energy and Mines).

The conservation and development of a forestry resource permits a balance between the utilization and the conservation of natural resources. Sustainable development permits the filling of present needs without compromising the future of our new generations.

4.1 The industrialization and transportation of raw materials.

Those industries which wish to reorganize or to increase their efficiency in accordance with the policy of the General Forestry Office, will enjoy the following benefits:

- a) Priority in the approval and evaluation of loans.
- b) The General Forestry Office will facilitate the exportation of production.
- c) Companies will be exempted from payment to the Instituto Nacional de Aprendizaje (National Training Institute), if they invest in training programs.

5. INCENTIVES FOR TOURISM INFRASTRUCTURE - LAW 6990

Incentives will be granted for the following activities:

- 1- Lodging facilities
- 2- The aerial transport of both national and international tourists
- 3 - Vehicle rental to both national and foreign tourists
- 4 - Marine transport of tourists
- 5 - Travel agencies that are exclusively dedicated to incoming tourism

The exemption of taxes and charges on importations and on local purchases of items that are indispensable for the operation of the companies as well as accelerated depreciation, are some of the benefits granted to the above indicated activities, upon request of the interested company.

OTHER ADVANTAGES GRANTED BY THE COUNTRY TO FOREIGN INVESTMENT

Commercial negotiations: There is a bilateral treaty of free commerce with Panama and Mexico, and commercial bilateral negotiations are being carried out with Colombia and Venezuela, as well as preliminary conversations with Chile.

All these bilateral free commerce agreements offer tariff benefits as well as others with the object of allowing the entrance of merchandise to the territories of the contracting parties under more favorable conditions, in this form assuring the entrance of exports to these specific markets.

GENERAL PREFERENCE SYSTEM (Sistema Generalizado de Preferencias -SGP-)

The General Tariff Preference System are mechanisms by which the majority of developed countries with a market economy, grant access to preferential tariff rates for products, mainly manufactured and semi-manufactured, although also, to some agricultural and maritime products, from developing countries.

Costa Rica benefits from SGPs granted by Japan, Canada, EEC, Australia, Austria, Finland, New Zealand, Norway, Sweden, Switzerland, Bulgaria, Slovakia, Hungary and Poland.

These preferences cover products which in the majority of developing countries are not yet exported, because they are not produced or because the producing industries are orientated toward national markets. In this case, the installation of the generalized preferences are an incentive for investments, as much national as foreign, which favor the industrialization in countries that benefit from these tariff preferences.

CARIBBEAN BASIN INCENTIVES (CBI)

In this case, the Caribbean Basin Incentives II is a unilateral concession granted by the Government of the United States, for the majority of products coming from the beneficiary countries, among them, Costa Rica. Of the principal advantages offered by the Incentive, we can point out the extent of the program, which greatly improves the access conditions to the United States market, granting security to the exporters of the region. It also enlarges the list of products specially for those industries that use intensive hand labor and granting preferential treatment, thus stimulating investment in our country.

TREATIES ON DEVELOPMENT AND PROTECTION OF INVESTMENTS

In September of 1993, Costa Rica signed an agreement with Germany to subscribe to "The Treaty on Development and the Reciprocal Protection of Investments".

This treaty is a very valuable instrument in support of the Costa Rican policy of the attraction of investments, as it offers security and confidence to the German citizens who come to invest in the country. In the same way, it guarantees the investor, in agreement with the legal regulations in force, that he can invest within Costa Rica and when he does so, receive the same protection granted to national investors or to citizens of other countries. At the same time, it establishes dispositions in the case of expropriations and of compensations, the free transfer of funds related to the investment, the use of international arbitration courts, etc.

Besides this agreement with Germany, Costa Rica is in the process of negotiating treaties with other countries.

COMPLEMENTARY ADVANTAGES

- Political stability.
- Peace and democracy.
- There is no army.
- Fiscal incentives and exonerations at a national level.
- Regional incentives.
- Qualified labor force at a low cost.
- Aerial, maritime and terrestrial transportation facilities.
- Nearness to and access to important international markets, by means of bilateral and multilateral agreements, accords and treaties.
- Optimal raw material in important areas.
- Rapid investment procedures.
- The simplification and the speeding up of export and import procedures.
- Official participation in important fairs and commercial missions in the principal international markets.
- Excellent electrical, water, telecommunications, insurance, banking and health services.
- Well located free zones.
- Infrastructure in accordance with exportation and tourism needs.

- An excellent climate and geographical location.
- Suitable recreational areas.
- Natural parks and reserves with a variety of flora and fauna.
- Both public and private, technical and academic educational centers.
- Well organized private chambers and associations with complete participation in the definition of development policies.
- Up to date easily available information about the country.
- Special immigration categories for investors, executives, technicians and their families.
- Very experienced private consultants.
- Both public and private laboratories in support of quality production.
- The prestige and recognition of Costa Rican products at an international level.
- Definite support to the incentives of development of the private sector as a source of employment, transfer of technology, generation of foreign exchange, and the socio-economic development of communities while preserving the environment.

IMMIGRATION PROCEDURES

CENPRO-PROCOMER has a support program for INVESTORS by way of an immigration category: RESIDENT-INVESTOR.

RESIDENT INVESTOR

The foreign investor may request residency by showing that he has invested no less than US\$200,000 in the country or only US\$50,000 if invested in activities that have been declared as priority by the Presidential Power.

For this status CENPRO-PROCOMER can only recommend, it being up to the National Immigration Council to grant or deny said status.

INDUSTRIAL EVOLUTION DURING 1995

INDUSTRIAL EVOLUTION IN 1995

The previous year was characterized by a low rate of growth in economic activity, a restriction in monetary policy, efforts to balance public finances, a high inflation rate, and interest rates that were above 40%. As a consequence, the rate of the gross domestic product in real terms was considerably reduced.

This was the general environment in which the manufacturing sector of our country had to work.

It, therefore, is not strange that its growth barely reached a rate of 1.2% according to the last field study in March of 1996, and as will be analyzed in this article, the general macro-economic environment as well as some of the causes typical of the industrial sectors, affected the development of this activity in the distressed year of 1995, which for some was a year of "transition". The obtained variation is less than the general rate of growth of the economy. This is not a good result since it shows that the industrial sector was one of the most affected during the year of 1995.

RESULTS OF THE SURVEY OF THE INDUSTRIAL SECTOR

If we look at the data from the Survey of the Industrial Sector, we can say that the manufacturing portion passed a good part of the year in "anxiety" from the point of view of the industrial "quantum". - According to the index of the physical volume of the industrial sector, the activity grew slightly, which accumulated as a small increase, at the end of the period, of 1.2% (We should remember that the survey does not measure agro-industrial activities, such as the processing of coffee, elaboration of sugar and slaughter of cattle).

Figure No. 1 permits the comparison of the quarterly development of the sector during 1994 and 1995. Here one can observe that only during the first quarter of 1995 did the sector grow more than in the previous year. Further along we will comment on the factors which caused this behavior to occur.

STAGNATION OF NATIONAL DEMAND AND GROWTH OF EXTERNAL DEMAND

The low level of growth achieved by the manufacturing sector during 1995 is confirmed by internal sales, which also attained very little growth. The merchandise meant for the national market did not vary, on the other hand, export products grew in real terms, 2.8%.

The sector did not sell the same as it produced, having a growth in sales of 0.5% and a growth in production of 1.2%, a part of that produced ended up in inventory.

In the case of sales, during 1995, the proportion sent to external markets was greater than in 1994. During the year studied, exports represented 22% of production, at the same time the domestic market dropped in participation when compared to 1994.

PROBABLE INCREASE IN PRODUCTIVITY ON THE PART OF DIRECT LABOR

Considering the Employment Index, this grew less than production, 0.7%. Within the personnel structure, 58% represent direct labor, this was less than that of the previous year by 0.6%. The fact that growth in personnel is less than production makes one feel that in spite of the set back during 1995, the personnel working in production was more productive.

INFLATION SIMILAR TO THE GENERAL AVERAGE

The prices of Costa Rican industries were not immune to the inflationary process that characterized 1995, whose rate in the 4th quarter of this year, with respect to the same quarter of last year, was 21.9%. It should be noted that the monetary policy of the Central Bank in 1995 was restrictive. Apparently the effects of said measure could be felt more strongly in production than in the rhythm of growth of industrial prices. This result should result in a greater investigation on the subject since the object of the monetary policy is to reduce the general increase in prices.

SURVEY RESULTS BY SECTOR

Following, the evolution of industrial divisions and the motivation that caused this behavior to appear, will be analyzed:

FOOD, DRINK AND TOBACCO

In the case of division 31, "Food, Drink and Tobacco", we can show that during 1995, there was a growth of 2.4%. This rate is less than the increase in the preceding years, which showed increments above 6%. As shown in Figure No. 2 and Table No. 1, growth in the activity was derived from the increase of the sub-sector foods which was 4.9% as compared to 3.2% in 1994. In the case of diverse foods an increment of 2.1% was shown but they also a slowing by more than 7 percentage points; drink had a fall of 1.5% as compared to its increase of 3.4% in 1994; on the other hand tobacco products grew 7.6% well above that of the previous year where they only grew 2.4%.

In comparison, the quarterly evolution indicates that the division lost substantial ground, as it had a rating of 3.6% in the first quarter, 3.3% in second, 4.0% in the third and dropped to -1.0% in the fourth. These indicators belong to a division that produces 40% of the production value of the industrial sector.

If we must show upon who the low production in the activity fell, without a doubt it would be on the drink market.

In division 31, one can confirm, therefore, that during the first semester of the previous year, 59% of the industries showed positive variations, and that in complement, 41% was negative, with which a growth rate of 3.5% was reached during this period.

When treating the indicated motives for industrials of this division, among the negative causes given by the low growth rate in the first semester of 1995, was mentioned the price of materials used by the establishment and their scarcity. One must remember that some of the supplies utilized in the sector are imported and were charged a heavy increase in duties. On the other hand, the businessmen were not pleased with the situation of the country to which they blame the low growth. It can also be concluded, that the greater competition that existed in the country between national products and specially foreign products, was the cause of the loss of market. Additionally the increase of prices is seen as an important factor in consideration with how much was produced, that is to say, considering the increases in raw materials, the increase in salaries and other factors, it was necessary for prices to also increase, but for a market where the consumer would lose purchasing power, this element is added to the increase in taxes (sales and selective consumer) which restrict the market in which they operate. It is important to also point out that internal inflation was in some way related with the two previously mentioned causes. And lastly, one notes problems of variable credit that operates in two directions, on one side, the companies had problems with the recuperation of accounts receivable so that they had difficulties of liquidity, and on the other side, it presented an obstacle in obtaining credit to finance investment or as working capital. The high rates of interests that prevailed during 1995, did not permit the general industrial sector to breathe in the financial sense. From this, it was derived that 41% of the surveyed companies had negative rates.

But it is also important to analyze the factors that industries claimed in order to have positive results, and the principal cause has been the opening of new markets, which became a life boat, specially taking into account the precarious situation of the local market. These exportations were directed for the most part to the Central American market and in some cases to Europe.

Market strategies are also mentioned, led specially by those industries which gave a greater push to the leading product, new sales options and better conditions for commercialization of the product.

And lastly variable administrative changes are grouped, such as reduction of personnel, reorganization, etc. which were also given by the industries

In summary, during the first quarter we can say that those food industries with positive variations won the battle for industrial survival.

The history of the second semester differs slightly. Fewer industries had positive variations, therefore the establishments that showed drops that had greater impact.

The industries believe that the internal demand suffered a contraction, which is to say that their clients bought less product due to the decrease in the demand by the consumers. Reasons were also given such as their view of the country situation and greater competition within the market in which they work. In fourth place, we have a motive which should be pointed out, as it is related to the companies that produce drinks (this includes alcoholic drinks, Malt drinks and sodas) among which almost 90% of representation and in a general way, blame a long rainy season which notably affected the sales of their product and finally a factor that they always view with disgust and always

include when explaining low levels of production and this is the high rates of interest.

On their part, the companies that had positive rates insist that exports are a way of avoiding the national situation. Another factor that they include is the introduction of new products in order to obtain the sales benefits from such.

TEXTILES, SEWN GOODS AND LEATHER WORK

The situation in division 32 "Textiles, sewn goods and leather work" is one of instability. During this decade, we can confirm that this activity has been losing its "shine" at least in contrast with the dynamism shown at the end of the eighties. This sector has shown a shrinking tendency in the last few years, above all in the part of the industries orientated towards of the local market, in spite of the positive figures shown by the drawback industry.

In the case of the textile industry, we must mention that the group of industries that made up the sample in 1989, have almost totally disappeared to the point that their Index for 1995 is half of their base period and as can be seen in Figure No.3, their fall was 13% maintaining the same tendency of 1994 which showed results of -12%.

The sub-sector of clothing manufacture shows similar signs, 30% of the establishments sampled have closed, nevertheless their production index continues at 70% above their base year (1990).

Everyone knows about the negotiations between the governments of the United States and Costa Rica because of the imposition, on the part of the first, of quotas which did not permit the complete utilization of the installed capacity of the country for clothing production. This conflict has recently been resolved.

In the section of leather it is important to note that in 1995 there was an increment of 1.3%. A similar situation was seen in the case of footwear, that in 1994, had a level of -8.4%, and in 1995 not only recuperated but had a growth factor of 1.2%.

During the first semester only 42% of the companies had positive results and the growth during this period was 1%.

Some 58% of the industries had problems in orders caused mostly by the freeing of the market since there was an increase in the importation of products which would substitute for the articles that they produced. This was specially true in the area of clothing manufacture, according to the reasons given by the same manufacturers when referring to the domestic market.

They also believe that they had problems with duties due mostly to smuggling and false invoicing which produces unfair competition.

Also mentioned was the well known rotation of personnel and the high costs of labor with

respect to other Central American countries. Also included as important are the economic factors, which more than anything affect the problem of payment of accounts receivables causing problems of liquidity; and financial problems because of the high cost of money as well as excessively complex procedures to obtain working capital and the long waiting period to conclude a transaction.

But not everything was negative, 42% of the companies had positive variations produced by changes in their production lines and the acquisition of new machinery. Orders from the Home Company, a type of support received by many industries in this sector, were also an influence. Another factor which contributed to the 1% rate of growth, has been mentioned by some industries, is the return to the negotiating table of Mexican factories after the crisis in that country had passed and a return to confidence in that which formerly was a potential market which would indirectly increase the export of textiles.

In respect to the second quarter a drop of 3.0% was seen even though there were fewer industries in a recessive state. The factor of the rotation of personnel continues to be present and it has risen to first place in importance as a negative element, followed by the economic and financial factors, which together with the interest rate, caused, in the opinion of the businessmen, low levels of production.

WOOD PRODUCTS AND FURNITURE

In spite of the 5.7% that division 33, Wood Products and Furniture, had during 1994, in 1995 this activity continued the same tendency it had in the last few years, again it contracted 9.2%, and as is to be understood, the drop is attributed to the sawmills which continued decreasing the use of their installed capacity.

The decrease in wood working activity reached 13.8%. On the other hand, the manufacture of furniture increased 1.1%, although this growth was not sufficient to compensate for the strong fall in the first group of industries.

This circle of industries together with the group in which half had negative variations produced by the need for working capital for the normal carrying out of the productive processes. In the field of furniture manufacture, it would appear that there was a decrease in the market, and it is probable that this is due to the loss of purchasing power on the part of Costa Ricans who in times of crisis postpone unnecessary acquisitions.

The need of new designs together with a lack of specialized personnel make large scale production less attractive. This observation should be analyzed by officials of INA with the object of training personnel in these areas.

The reduced group of industries that showed positive variations got them by supporting themselves with certain Caribbean markets. It was also done by better utilizing their installed capacity and by reducing administrative personnel in order to lower costs.

The history of the second semester is not much different from that of the first, but one can see the recuperation of some industries, even though the recessive process was not reversed and even increased 2.5 percentage points.

PAPER, PRINTING AND PUBLISHING

The division that produces "Paper articles, printing and publishing" has been dropping in the last few years.

During 1994 it fell 4.0% and it repeated this behavior in 1995 by 3.3%. In this last year, the quarterly changes indicate that the third quarter was the most disastrous period of the whole production index due to the fact that its fall was 18.0% in this period.

During 1995 paper products managed to recuperate with a rate of 4.0% reversing the -7.4% of the previous year.

On the other hand, printing and publishing behaved in a contrary form, growing 1.4% during 1994 and dropping 9.3% in 1995, causing a decline in production levels in that division.

The main reason for the drop suffered by that division, especially, during the second semester, was due to a shortage of raw material and the international price of paper, to which one must add an increase in duties and the difficult economic situation of the country during the previous year. All of these factors, resulted in the national prices for these articles being raised a disproportionate amount and, due to this, the consumers utilized the products only when strictly necessary, which worsened cash flow in these industries.

Due to this situation, a price war broke out among the establishments within this group, especially in the field of publishing and printing, in order to win the client's favor.

In the area of newspapers, we could observe a decrease in the number of published pages and an increase in the cost of the items, measures which were adopted to try to alleviate the existing conditions.

As positive factors, we can mention an increase in foreign demand affecting some industries dedicated to the publishing of books and an increase in national demand for certain articles that previously were produced abroad.

CHEMICALS, PLASTICS AND RUBBER

Two large industries managed to do the impossible during 1995, to make a division have a positive variation near 5.0%. One of these companies was the *Refinería Costarricense de Petróleo* (Costa Rican Petroleum Refinery) which presented quarterly variations greater than 17.0% and in the

fourth period, greater than 73.0% by taking advantage of a drop in the price of petroleum at the international level.

In an analysis of the sub-sectors, we understand that chemical substances continued to have important increases since they have been favored by nature, principally by the increase in rain which caused a leaching of soils, and because of the need to heavily fertilize them, this activity benefited. During 1994, its growth was 20% and in 1995 this reached 23%.

In the area of chemical products, one can see an important drop of 13% due to the close of large companies which have opted to sell products from the Home Company within the national and Central American market, since this is more profitable than to produce them in the country.

As previously stated, the Petroleum Refinery took advantage of the international prices of crude for its production, which resulted in a 30.7% increase and, given its relative weight within the division, this caused all together to have a positive rate of 4.9%.

Besides this, rubber and plastic products had around a 2% increase.

More than half of the industries in this division demonstrated a positive behavior, notwithstanding the industrialists were not clear when explaining the factors that caused this situation to occur. Exports to new markets that took place within this activity, went for the most part to Central America and the Caribbean.

In the second semester, the recuperation of accounts receivable was the most outstanding element which allowed the normal flow of operations to continue without problems of liquidity.

As negative factors, they cited increases in the price of raw material for the manufacture of plastic articles, this due to the reactivation of certain markets that utilized large quantities and thus influence the suppliers of these materials.

To the above, one must add the increase in duties, which causes an increment in the costs and of course, in the final price.

Another element that partially has affected the industries of this division, has been the decrease in construction which has caused reduction in the purchase of PVC articles.

NON-METALLIC MINERALS

Division 36 "Non-Metallic Minerals" has shown important increments, nevertheless, the same as in the majority of divisions, the rate reached during 1995 was negative, -1.2%.

This group of industries were affected by the problems confronted by the construction activity, which are caused by the high existing rate of interest for credits destined to home construction which prevented many Costa Ricans from acquiring their own home. For this reason,

the production of blocks and cement was affected notably.

Upon breaking down this information, we observed that the sector most closely related with construction that of non-metallic minerals, decreased 4.1%. Ceramic articles grew by 6.0% and glass products (including glass bottles and jars) by 8.1%, but its weight within that sector is not sufficiently important to influence the total.

In the first semester of 1995, the companies had a positive balance due to the fact that 71% had positive growth rate because their main raw materials are of national origins and because of the introduction of certain goods complemented the sales of the traditional ones. In this way, the rate of variation showed an ample increase of 3%. Those few companies that showed decreases in this quantity complained of the drop in the construction of infrastructure on the part of the government and of the decrease in urbanization projects, which has a direct relation with those factors which show a drop in internal demand, which connected to the problems of work capital, caused a difficult year for these industries.

In the second half of 1995 the positive variations originated in an increase of hotel projects, the supplying of national raw materials, the control of costs and the granting of discounts in order to stimulate sales. Nevertheless, obstacles existed which made the construction sector's situation even more precarious, and therefore, its growth even more difficult, among which, we can show the high rate of interest, the recession in other sectors which decreased investments in buildings or remodeling almost to zero, that and the low rate of payments of accounts receivables. In summary, during the second six months of the year, this division suffered a 5.4% drop.

METAL MANUFACTURES

In conclusion, we refer to "metal manufactures" which produces the majority of the capital goods produced by the country, which also dropped 1.5% in comparison to a 4.25% of growth shown the previous year.

Only non-electric machinery increased its production 2.5%.

With this data, it is not surprising that the rate reached by the division in 1995 is negative, which puts the brakes on important growth that was evident in previous years and which had placed in second place according to the grade of development, only exceeded by division 35.

In the case of the rest of this group, producers of metallic goods were stagnant while electrical machinery and transportation equipment fell 2.5% and 3.9% respectively.

In spite of the drop in production, the majority of the industries stayed afloat because of exports to Central American countries and to the rest of the world, a behavior which was maintained during the entire year. During the first semester, the government made important purchases which stimulated the production of some important companies of this sector. Another influential element was the success on the part of some industries in "allying" with other foreign companies in order to

increase production and sales.

If we analyze the negative factors, we must mention those already indicated, price of raw material, increase in duties, drop in internal demand, competition, the economic environment, etc. in the first semester.

In the second six months of the year, besides the previously cited factors, one can add the high inventories of wholesalers, problems of liquidity and the decrease in construction activity as influencing factors in decreasing industrial production within the division.

**LAWS OF THE REPUBLIC OF
COSTA RICA
COVERING THE IMPORTATION OF
MERCHANDISE**

**LAWS OF THE REPUBLIC OF COSTA RICA
COVERING THE IMPORTATION
OF MERCHANDISE**

I- Following is a series of the most important articles in the Customs Law.

Article 37.- Intervention

The intervention of customs agents will be necessary in all customs regimes and optional for merchandise subject to the free zone regime, export merchandise not subject to a export promotion regime, merchandise subject to a fiscal deposit, provisions on board, temporary importation and the following nature: baggage, relief shipments, samples of no commercial value, urgent shipments, postal shipments, duty free stores, non-commercial importations, family type shipments, importations by the state and its institutions, and the dispatch of merchandise subject to regimes or procedures that this law authorizes without said intervention.

Article 109.- Concept

Customs regimes are understood to mean the different regulations which merchandise can be subject to when it is under customs control, in accordance with the terms of the declaration presented before the customs authority.

The regulations establish procedures, requirements and necessary conditions in order to apply the customs regimes.

Article 112.- Previous declaration

The customs declaration can be presented even though the merchandise has not yet arrived at the customs point of entry, or the export procedure has not yet been started when the declarant possesses the custom documents or the information that must be presented with the customs declaration or be stipulated in the same. In addition, data must be given which identify the unit of transport, the carrier and its approximate arrival date. Once the previous declaration is accepted, the duties should be paid.

Chapter III - Special import procedures

Baggage procedures.

Article 114.- Baggage.

Every person who enters a port or places specially prepared for entrance into the country can bring his baggage into the country without incurring the payment of duties.

Baggage is defined as new or used merchandise that a person can reasonably need for his personal use or for the exercise of his profession or specialty during his trip, in conformance what is established by the regulations. The baggage can enter into the country for a period of three months, before or after the arrival of the traveler.

Article 115.- Merchandise not defined as baggage.

The merchandise that a person brings with him, that is not defined as baggage, will not be subject to the payment of duties for up to five hundred Central American pesos or its equivalent in national currency of the total customs value of said merchandise. To receive this benefit, the person must remain a minimum of 72 hours outside of the country and will not have the right to enjoy, again, this benefit until six months after his arrival.

The customs declaration on this merchandise, to which this article and the previous article refer, presented directly by the declarant without being represented by a customs agent, will be processed automatically by the respective customshouse.

Article 116.- Relief shipments.

Relief shipments are defined as merchandise such as vehicles or other transport units, food products, medications, clothing, tents for sleeping, hospital or storage use, prefabricated houses, machinery, special equipment, mobile or not, for medical, construction, supply, rescue, communication and transport use, entering in a complete form or in parts. These shipments must be destined to the aid of victims of natural catastrophes or similar disasters which affect a community.

The entrance or exit of deceased persons

Article 119.- Deceased persons

The entrance or exit of coffins, mortuary urns or the like, with the normal characteristics of merchandise, but which contain deceased persons, are not subject to customs processes, intervention of customs agents or any duty, with the exception of the application of dispositions related to health and pertinent security.

Samples with no commercial value.

Article 120.- Samples with no commercial value.

The following are considered to be samples with no commercial value and not to be subject to the payment of duties:

- a) objects of ordinary materials that are presented as samples, in accordance with commercial use, with the condition that there is no more than one example per size and type, whose total customs value for importation does not exceed the equivalent in national currency of two hundred Central American pesos.
- b) Raw materials and products, manufactures from these materials or products and free supplies, which have been made useless for any purpose other than presentation as samples, by way of cuts, perforations or the placement of indelible marks with the text "Muestras sin valor comercial", as well as its catalogues, brochures or pamphlets for demonstration.

Article 121.- The Declaration.

The customs declaration presented directly by the declarant without the representation of a customs agent, will be processed automatically by the respective customshouse.

Article 134.- Duty-free stores

That merchandise imported under this procedure will not call for the payment of duties, under the terms and for the reasons established by the special legislation. This merchandise will be in warehouses and stores authorized by the related customs authority, with adequate fiscal security and with the other requirements demanded by the regulation.

Article 135.- Requirements and obligations.

The companies must operate utilizing computer systems and programs as determined by the General Customs Office. They will also be required to maintain permanent records of their inventory, history of their sales and any other operations without ignoring the requirements and obligations that fall upon them as assistants to the public customs function. These companies can act in the delivery of their merchandise without the intervention of a customs agent.

Article 161.- Repackaging and distribution services.

The customs authority can authorize bonded warehouses to offer the service of unpacking, division, classification, packing, crating, repackaging, recrating, relabelling, labeling and the distribution of merchandise for its final consumption in the local market or its total or partial re-exportation. By way of regulations, the corresponding operative requisites will be determined.

Article 246.- The registration of importers.

Regular importers must be registered before the national office of customs evaluation and verification, where they will be assigned a registration number. In the registry of importers they will have entered, at least, their name, address, the number of their Juridic identity card (in the case of corporations or companies), the number of the identity card, passport or any other identification (in the case of physical persons) the corresponding corporations and mercantile registries.

Article 247.- Archiving obligations

Customs agents must maintain in their archive, for a period not less than five years, a copy of the juridic identity cards, certification of authority or position and whatever other documents are needed for the customs declaration by their clients.

Article 248.- Importers' obligations

Besides the obligations established by the special legislation on customs evaluation, the importers must place on the reverse of the commercial invoice, a sworn statement that this document is original, that it corresponds to the importation specified in it and that the annotated price is real and exact. This sworn declaration can only be signed by the person who bears the legal representation of the company or, in the case of physical persons, the importer himself.

In the case of the customs administration proving that the data expressed in the invoice are false, it will be obligated to present the corresponding charges to the Attorney General.

II. Law No. 7494. The General Law of Government Contracts and its Regulation.

A juridic instrument to carry out the procedure of "purchase-sale" of good and services to the

government of Costa Rica (Bidding).

III. Law No. 7404. The General Law of the concession of public works and its Regulation.

The State charges a person with the execution of a work and transfers, temporarily, the juridic powers necessary for its exploitation, by means of the payment of a consideration or tariff which will be paid by the users, with the authorization, control and supervision by the administration, but done at the expense and risk of the concessioner.

**CHAMBER OF REPRESENTATIVES
OF FOREIGN COMPANIES, DISTRIBUTORS
AND IMPORTERS
-CRECEX-**

**AND ITS LEADING ROLE WITHIN
THE GLOBALIZATION OF MARKETS**

**THE MISSION OF CRECEX
TO BE THE FACILITATING BODY OF
OF INTERNATIONAL TRADE
PROMOTER OF LEGAL COMMERCIAL
ACTIVITIES**

OBJECTIVES

- TO PROMOTE FREE COMMERCE AND
THE FREEDOM OF BUSINESS**
- TO OFFER COUNSELING ON SUBJECTS OF
INTEREST TO THE TRADE**

THE HISTORY OF CRECEX

-IN ITS 44 YEARS OF EXISTENCE, PERSONS AND COMPANIES DEDICATED TO THE DISTRIBUTION, IMPORTATION AND IN BEING REPRESENTATIVE AGENTS OF FOREIGN COMPANIES HAVE BECOME MEMBERS.

-IN COSTA RICA, FOR MORE THAN 40 YEARS IT HAS BEEN A BRIDGE BETWEEN FOREIGN COMPANIES AND NATIONAL COMPANIES, FOR THE INTRODUCTION OF GOODS AND SERVICES INTO COSTA RICA.

SERVICES OFFERED BY CRECEX

- THE PREPARATION OF BOTH INDIVIDUAL AND GROUP WORKING AGENDAS FOR BUSINESSMEN OR ORGANIZATIONS WHICH PROMOTE FOREIGN TRADE.**
- MARKET STUDIES**
- SECRETARIAL SERVICES**
- SUPPORT MATERIAL (HOW TO DO BUSINESS IN COSTA RICA)**
- CONFERENCE ROOMS TO CARRY OUT ACTIVITIES**
- AIR TRANSPORTATION**
- LOCAL TRANSPORTATION**
- LODGING**
- MEALS**

BUSINESS MEETINGS

- CRECEX COORDINATES AND DEVELOPS THE OPERATIVE SYSTEM FOR BUSINESS MEETINGS AND COMMERCIAL MISSIONS USING THE SYSTEM OF PREVIOUSLY ESTABLISHED APPOINTMENTS BETWEEN NATIONAL AND FOREIGN BUSINESSMEN.

OTHER SERVICES

- CONSULTING ON INTERNATIONAL COMMERCE, INFORMATION AND GENERAL COMMERCIAL-TECHNICAL ASSISTANCE (IMPORTATION, EXPORTATION AND INVESTMENT), COMMERCIAL FAIRS AND EXHIBITS, TRAINING, LEGAL AND COMMERCIAL CONSULTING, (GOVERNMENT PURCHASES), COMMERCIAL AND BUSINESS LOGISTICS AND INFORMATION RELATIVE TO CUSTOMS OR OTHER TYPES OF BARRIERS.

TO COMMUNICATE WITH CRECEX



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1000 SAN JOSE
COSTA RICA**

**THE POSITION OF THE REPRESENTATIVE OF
FOREIGN COMPANIES
IN GOVERNMENT CONTRACTING**

THE POSITION OF THE REPRESENTATIVE OF FOREIGN COMPANIES IN GOVERNMENT CONTRACTING

The regulations of Government Contracting, in its articles 97 through 102, establishes certain requirements which govern the actions of the representatives of foreign companies, in everything concerning government bidding.

Nevertheless, these rules have not been sufficiently comprehensive as to the representative's true role, thus the General Comptrollers Office of the Republic was obligated to dictate extensive jurisprudence in order to define more clearly the form and content of his acts. The following aspects can be commented upon within this definition:

A- He legally is allowed:

- a- To propose sources of supply;
- b- To deliver catalogs or literature with technical specifications of the products or services offered;
- c- To present objections to bidding offers;
- d- To present to the government the offer from his principal;
- e- To offer, jointly with that proposed by his principal, certain services;
- f- To deposit in the name of his principal, the guarantees of participation or fulfillment demanded in the specifications;
- g- To deliver the samples required in the specifications;
- h- To declare under oath that the prohibitions do not apply to him to be a representative in cases in which he acts in a joint form with the principal, offering products or services; but when acting on his own, as a representative he is not obligated;
- i- To present to the government, the necessary documentation to demonstrate that his representation has been formally acknowledged, but only when this has been so required by the statement of conditions;
- j- To receive the purchase order, in order to begin the process of executing the contracts;
- k- To withdraw the participation guarantee;
- l- To see that the contract is executed in strict compliance with the modifications established in the specifications, the offer and the awarding act of the contracts.

B- He is not legally allowed:

- a- To present offers in bidding competitions where he has participated in the writing of the specifications;
- b- To modify the contents of offers, by his own initiative;

- c- To interpretate proposals without precise instructions from his principal;
- d- To translate offers from his principals;
- e- To make sworn declarations in the name of his principal;
- f- To present guarantees of participation in his name and not in that of his principal.

In the area of participation of the Representative of Foreign Companies, it is important to indicate that it is imperative, for an offer to be awarded, that quotes or catalog prices received from the principal and the expressed declaration that the principal submits to the laws and courts of the country in everything concerning the process and execution of a government contract, be presented. The lack of these requirements implies the annulment of the presented offer. ⁽¹⁾

The Commercial Code in its Chapter Seven, is the juridic instrument which establishes the role of the representative with greatest of clarity in his relation with the act of government contracting, specially in its Article 363 which says, "The representative of foreign concerns acts always in the name of the companies that he represents and will not be responsible for the non-fulfillment by these".

His responsibility is limited to the strict compliance of the instructions from the firms that he represents, adjusted to the most rigorous of commercial morality and ethics. ⁽²⁾

In the practice of making contracts, this rule is to be completely complied with, since the representative limits himself to placing the offer, the principal assuming the responsibility for any incompliance of the terms of the contracts.

It is also important to mention that the representatives of foreign concerns, acting as such in public competition, are not obligated to have a special, general or full power of attorney from the principal that he represents. ⁽³⁾

He is also not required to present a financial statement, meanwhile he is not obligated together with the principal, while he does not assume complementary commitments. ⁽⁴⁾

According to that which has been expressed, this element, within the system of supplying of government institutions, fulfills a role of great interest in all of those importation purchases, making

¹ Ministry of the Treasury - *Manual de Jurisprudencia sobre Contratación Administrativa (1977-1983)*. (Manual of Jurisprudence on Government Contracting) Publication of the National Provisioning Office (May, 1984) pages 34-37

² *Código de Comercio* (Commercial Code). op. cit. Page 86

³ *Revista de la Contraloría General de la República No 31* (Magazine of the General Comptroller's Office of the Republic No.31) (year XV, Dec. 1981) page 55

⁴ *Revista de la Contraloría General de la República No 33* (Magazine of the General Comptroller's Office of the Republic No.33) (year XVI, Dec. 1982) page 83

it necessary that existing jurisprudence be incorporated into the Regulations of Government Contracting, and that in some way greater responsibility in the representative's participation in the contracting of goods and services be established.

C- Procedures

The compliance with this requirement allows participation in the contracting promoted by State institutions.

Once the link between the representative and the foreign company is formalized, his participation in the negotiations is based on a commission, which is generally a percentage of the total amount of each negotiation and which includes the total price of the product or service offered. This commission is negotiated in accordance with the nature and conditions of the sale.

In order to develop a successful participation and an effective negotiation process, the representative visits the companies represented in order to become familiar in detail with the offer and to receive training, which will permit him to be more effective commercially.

D- Functions

Based on the practice of contracting, the following functions of a Representative can be defined:

- a- To serve as a link between the international company and merchandising, equipment and service organizations.
- b- To give consulting service and technical assistance to the potential purchasers of goods and services.
- c- To inform about, promote and publicize the products and services offered by foreign companies.
- d- To demonstrate the quality and technical characteristics of the offered goods and services.
- e- To offer samples of the suggested products.
- f- To find new clients for the exporter.
- g- To place offers and deliver invoices from the principal (the offering company)
- h- To deposit the guarantees of participation and compliance to the name of the principal.
- i- To deliver catalogs and varied literature about the nature of the products and services represented, and
- j- To offer training to the purchasers.

In general, the exercise of a representation is to serve as a mediator or link in the placing of offers, between the national importer and the foreign exporter, without having a defined legal responsibility to the purchaser. This is this way, since the offer is a faithful reflection of what the represented commercial company offers and the representative can make no modifications, decisions nor assume compromises for the principal. In other words, he acts for the firms that he represents.

E- Conditions, responsibilities and requirements.

The activity of representation of foreign companies requires of those exercise it, certain conditions, responsibilities and requirements, which are inherent in the nature of the negotiations that they carry out. Among such we find:

a- Conditions

In order to comply with the prominent role in the process of negotiation, become an effective salesman and above all, achieve the opening of the market, the representative must have the following conditions:

- Have his representation license up to date;
- Be authorized by the international companies to represent them and to offer their goods and services;
- To have full knowledge of the technical characteristics and specifications of the goods and services that he sells;
- To have a certain familiarity with the goods or services that he represents. Although in practice this condition is not complied with;
- To be competent, able and to demonstrate seriousness and a capacity for commercial relationships.
- To be able to act freely in order to participate actively in the marketplace, in accordance to his particular capacity. His participation will depend on his representation in the market;
- To be conscious of and to act in each negotiation based on ethical and clear principles and values.

b. Responsibilities

Based on the conditions above, the representative assumes the following responsibilities in negotiations for government contracting:

- Although the law does not establish formal responsibility before the contracting administration, the reality is that upon developing commercial relationships he assumes an inescapable moral and ethical compromise, which consists in guaranteeing the compliance of the contracts by the represented companies.
- Act with serenity and objectivity in this commercial link.
- Search for the common good, although it affects the sale of goods and services which will generate economic gain.
- To have a good image as a salesman before the purchasers.
- To give consulting services and technical assistance to the purchaser, delivering all of the needed information for an adequate knowledge of the good and services that he sells and,
- To take the trouble of knowing in detail about the companies and products that he represents in order to develop better commercial relationships.

c. Requirements

The requirements to be a representative are established by Chapter VII of Law No. 3284, the Commercial Code, and are:

- To be a Costa Rican or a foreigner duly and permanently established in the national territory.
- To have carried out commerce within the country for a period not less than three years.
- To have sufficient preparation in commerce and to be of renown solvency and honorableness. ⁽¹⁾

¹ Carlos Serrano - *El Representante de Casas Extranjeras en la Contratación Administrativa*. (The Representative of Foreign Companies in Government Contracting) *Revista de Ciencias Jurídicas*, Universidad de Costa Rica. Facultad de Derecho - Colegio de Abogados No. 71 - January-April, 1992

PRE-IMPORTATION REQUIREMENTS

I. REQUIREMENTS PREVIOUS TO THE IMPORTATION

CRECEX IS FOREIGN COMMERCE

I. REQUIREMENTS PREVIOUS TO THE IMPORTATION

Every importer must comply with the requirements previous to the importation, depending on the product to be imported, the present legislation and the source of the merchandise, as described in the following:

I. REGISTRY AND OTHER PREVIOUS REQUIREMENTS

INSTITUTION/DEPENDENCY	PRODUCT	TYPE REGISTRY/OTHERS
Health/Dept. Toxic Substances & Industrial Medicine	-Chemicals -Agricultural chemicals -Sanitation products	Registry Companies-Prod. ¹ Signature of the company regent
Health/Dept. Drugs, Narcotics, Controls & Registries	-Medicines -Cosmetics -Sanitary products -Narcotics & psychotropic drugs ² -Solvents & precursors -Medical equipment & laboratory reagents	-Registry Companies-Prod. -Registry Fabricating Lab. -Signature of Regent, pharmacist or responsible party, as called for
Health/Dept. Food Control	-Food for human consumption	-Product Registry ³
MEIC/National Office of Standards and Units of Measurements (ONNUM)	-Food products -Non-food products -Alcoholic beverages -Food additives	-Copy of the label as approved by ONNUM.

¹ All **chemical products** to be registered before the **Department of Toxic Substances and Industrial Medicine of the Ministry of Health**, it must have its labels duly approved by the **NATIONAL OFFICE OF STANDARDS AND UNITS OF MEASUREMENTS** (Oficina Nacional de Normas y Medidas - ONNUM) of MEIC (Ministry of Economy, Industry and Commerce) which is only able to approve labeling, as a requirement to register the product, but not to effect the importation.

² Narcotics, psycotropics, solvents and precursors all need a permit from the **Board of Narcotics Control**.

³ All food products must be registered with the Department of Food Control, its label must be duly approved by the **NATIONAL OFFICE OF STANDARDS AND UNITS OF MEASUREMENTS** (Oficina Nacional de Normas y Unidades de Medida - ONNUM) of **MEIC** (Ministry of Economy, Industry and Commerce) which is only able to approve labeling, as a requirement to register the product, but not to effect the importation.

II. BILATERAL AND MULTILATERAL COMMERCIAL TREATIES

For the importation of products that originate in countries with which Costa Rica has signed commercial agreements, one must call upon the entities in charge of administering and controlling those products that are commercialized under quotas, so that the corresponding quota is assigned before carrying out the importation.

Following is a description of the bilateral and multilateral commercial treaties subscribed to by Costa Rica and the institutions to which the importer must apply in order to obtain a permit previous to the importation, based on which authorization will be given later, for its respective nationalization.

COUNTRIES	INSTITUTION WHICH ADMINISTERS THE TREATY
Central America	MEIC - Office of Economic Integration
Panama	MEIC - Office of Economic Integration

III. FORMULA FOR THE AUTHORIZATION OF CUSTOMSHOUSE CLEARANCE (F.A.D.) (See Annex No. 1-A and 1-B)

As shown in the introduction, this document is issued in order to apply the dispositions found in Chapter 99 of SAC which establish restrictions and prohibitions as to the importation of merchandise.

The document has been formulated and approved by all of those entities that the national legislation has empowered as competent to establish restrictions and prohibitions to commerce, brought together in the **Directing Council of the Single Counter for Foreign Commerce, according to Executive Decree No. 23141 - COMEX-H-MIRENEM-MAG-MOPT-MP-S-GOB-MEIC-SP-J, of March 17, 1994.**

The preparation of the form has the objective of simplifying the System of a Single Counter and is utilized as a common process which permits the importer to process his respective permits in only one document and in only one place, in order to save him time and effort for the different authorizations from the entities involved in this process, described as follows:

- Ministry of Health; the Departments of Food Control, the Registry and Control of Toxic Substances and Drugs, and Controls and Registries (only raw materials and medical equipment).
- Ministry of Agriculture and Livestock; Office of Plant Sanitation and Health, and of Livestock Production.
- Ministry of Natural Resources, Energy and Mines; General Forestry Office and the Wildlife Office.
- Ministry of Economy, Industry and Commerce; National Office of Standards and Measurements.

Other Agencies; Also involved in this process are other agencies which issue importation permits.

The General Office of Customshouses will not permit the nationalization of any product if such is not duly authorized by the institution represented in the **Single Counter for Foreign Commerce and Border Procedures**, as the case may be.

FORM FOR THE AUTHORIZATION OF CUSTOMSHOUSE CLEARANCE (F.A.D.)

As stated previously, this document is used to apply the dispositions found in Chapter 99 of SAC which establishes restrictions and prohibitions controlling the importation of merchandise. It is used as the only process permitting an importer to process his specific permits in only one document in

only one place, with the purpose of saving time and effort to obtain these authorizations from the organizations involved with this process. This document **in no way substitutes** for the “**Single Form for the Customs Declaration for Importation**”, created by Decree No. 23302-H of the 30th of May of 1994, known as “Customs Declaration” and requested by the Customhouse in order to clear all types of imported merchandise, with the exception of passing the merchandise through the Free Zone and raw materials and supplies under the regimen of Temporary Admission (drawback).

THIS FORM WILL NOT BE USED TO PROCESS:

- **Authorizations for medicines for human use, cosmetics, drugs and precursors, which will continue being processed directly with commercial invoices.**

The F.A.D. must be accompanied, according to the office involved, by the following documents:

INSTITUTIONS/OFFICE	DOCUMENTS
1- MAG (Ministry of Agriculture and Livestock)/Department of Inscription, Quality Control and Inspection of Veterinarian Medicines	<ul style="list-style-type: none"> - The original and a copy of the commercial invoice. If there is no original, then a certified copy. - Tax stamps: ₡21.00 fiscal, ₡5.00 national archives, ₡1.00 rehabilitation and ₡ forensic.
2- MAG/The Office of Agricultural Protection and the Department of Animal Quarantine	<ul style="list-style-type: none"> - Importation authorization - Copy of the commercial invoice - Bill of Lading - Sanitary Certificates for exportation from the country of origin. - Recommendation from Wildlife or from CITES, when necessary. ¹
3- MAG/The Office of Agricultural Protection and the Department of Plant Quarantine	<ul style="list-style-type: none"> - Commercial invoice. - Original and a copy of the bill of lading - Authorization from CITES and National Seed Office, if such is required. -Phyosanitary certificates (on importation)²
4- MAG/The Office of Agricultural Protection, Department of Fertilizers and Pesticides	<ul style="list-style-type: none"> - Original of the commercial invoice or a certified copy.
5- Ministry of Health/Department of Food Control	<ul style="list-style-type: none"> -Photocopy of the commercial invoice -Photocopy of the bill of lading, air way bill or terrestrial way bill, as the case may be.
6- Ministry of Health/Department of Toxic Substances and Industrial Medicine. (Chemical Products)	<ul style="list-style-type: none"> - Original and copy of the commercial invoice. If there is no original, then a photocopy certified by a Notary Public. - Original and copy of the bill of lading. If there is no original, a photocopy certified by a Notary Public.

7- Ministry of Health/Department of Narcotic Drugs, Controls and Registers.	<ul style="list-style-type: none"> - Original and copy of the commercial invoice, signed by the pharmaceutical agent or responsible person, as the case may be.³ - Original or copy of the bill of lading - Original and copy of the request for authorization of clearance, if required.
8- MIRENEM (Ministry of Energy and Natural Resources) / General Forestry Office.	<ul style="list-style-type: none"> - Original or certified copy of the commercial invoice - Fiscal stamp of €2.00. - Copy of the export permit from the country of origin, as considered necessary by MIRENEM. -CITES permit from the country of origin and the importing country for lumber species protected under said agreement
9- MIRENEM/General Office of Wildlife	<ul style="list-style-type: none"> - Copy of the commercial invoice. - CITES Certificate from the country of origin and from the importing country, for species protected by CITES. - Environmental impact study on the species to be imported, as deemed necessary by MIRENEM.
10- MEIC (Ministry of Economy, Industry and Commerce/ National Office of Standards and Measurements (ONNUM)	<ul style="list-style-type: none"> - Sworn statement that the imported product complies with standards.

¹ These documents together with the F.A.D., should be presented to the MAG inspector in the customshouse of entry, in order to receive the respective clearance authorization.

² These documents together with the F.A.D., should be presented to the MAG inspector in the customshouse of entry, in order to receive the respective clearance authorization. When the product in question also requires the authorization of the Department of Food Control of the Ministry of Health, one must present the original of the invoice or a photocopy of the same, duly authenticated, and a copy of the bill of lading or whatever corresponds to the shipment. If the user does not have said documents, he will be extended a phytosanitary certificate, but at the moment the merchandise enters the Customshouse of entry, he will process the authorization before the official of the Department of Food Control, found at the Single Counter for Foreign Commerce.

³For narcotics, psychotropic drugs, solvents and precursory substances, besides the original and copy of the commercial invoice, a permit must be presented from the Board of Drug and Narcotics Control

IV. COMMERCIAL INVOICE

This is a mercantile document, that functions as a Executive Title against the debtor, by means of which the seller establishes the conditions of the sale to the buyer; it also operates as a sales contract which cedes the merchandise to the buyer.

This document should include the following information:

1. Date and number.
2. Name and address of the exporter, importer and consignee, in the case that such exists.
3. Description of the product.
4. Weight and unit of measurement of merchandise.
5. Quantities.
6. Unit price and total price in US dollars, brands.
7. CIF value.
8. Port of exit and entry.
9. Type of transportation used.
10. A sworn signed declaration, name and identity document number of the responsible person of the company, that all data given in the invoice are correct.

III. TRANSPORTATION DOCUMENTATION

We here present a table, summarizing the different basic aspects which characterize transport media for merchandise:

SUMMARY TABLE OF TRANSPORTATION		
MARITIME	AIR	TERRESTRIAL
BILL OF LADING (BL)	AIR WAY BILL	TERRESTRIAL WAY BILL
This is the receipt for merchandise on the part of the transporting company. It is a transferable title of property which permits the holder of one of the negotiable copies, to request delivery of the merchandise. There are nominative bill of lading and bill of lading to the bearer, negotiable and non-negotiable. The bill of lading also is proof of the maritime contract, in which are established the conditions under which this is carried out.	This is a document by which the contract for aerial transport of merchandise is formalized. The air way bill is not negotiable nor does it confer ownership of the merchandise.	This document is the proof of the contract of transportation and the receipt of the merchandise, conferring ownership of the merchandise to the possessor of said merchandise.

VI. SPECIAL CONSIDERATIONS TO TAKE INTO ACCOUNT WHEN PROCESSING THE FORM TO AUTHORIZE CUSTOMS CLEARANCE, ACCORDING TO EACH INSTITUTION

VI. 1. MINISTRY OF AGRICULTURE AND LIVESTOCK. Office of Agricultural Protection. Department of Plant Quarantine.

- 1) Both the common and scientific names of the products to be imported should be indicated.
- 2) Specify the type of material - plants with or without roots, vegetative parts of plants (cuttings, scions, stolons, rhizomes, leaves, tubers, roots, bulbs), sexually formed seed, fruits. Indicate if the product is fresh, semi-processed, processed or industrialized.
- 3) Indicate the quantity in kilos. In the case of plants or vegetative parts, the quantity in units should be included.
- 4) Indicate the origin of the material to be imported.
- 5) Indicate the use of the material or product (investigation, reproduction, to be consumed, commercial, etc.)
- 6) If the product is asexual reproductive material, indicate the type and the form of rooting employed.
- 7) The phytosanitary requirements established by the Department of Plant Quarantine of Costa Rica must be communicated to the exporter and to the phytosanitary authority of the country of origin.
- 8) When the material arrives in our country, it is subject to an inspection and, if necessary, a laboratory analysis.
- 9) Reproductive material may only enter the country by air and through the Juan Santamaria Airport.
- 10) To obtain the phytosanitary requirements for importation there is a cost of ¢963.00 (nine hundred and sixty three colons).

VI. 2. MINISTRY OF AGRICULTURE AND LIVESTOCK. Office of Agriculture Protection. Department of Fertilizers and Pesticides.

- 1) In the case of pesticides, the Department of Toxic Substances and Industrial Medicine of the Ministry of Health must authorize their customs clearance.
- 2) In accordance with article 43 of the Law of Plant Sanitation, one must pay 0.5% of the

CIF value of these substances.

- 3) When agro-chemical samples are being imported, one must include in point 14 of the F.A.D. the following information: Experimental sample, commercial name or code, generic name, type of product and the manufacturer..
Also the applicants must present, along with the F.A.D., a questionnaire for samples given by this Department and the respective label for samples, which will be stamped in the central offices.
- 4) When treating special permits for only one importation, they must be transferred to the Department of Fertilizers and Pesticides for a technical study and for its recommendation, with its respective justification.
- 5) In the case that the importer is not the owner of the brand of the product in question, the legal representative and the agricultural agent of both companies (Registrant/Importer) must sign.
- 6) Both the importer and the consignee as well as the registrant, must be up to date in the registry of companies in the Office of Agricultural Protection

VI. 3. MINISTRY OF AGRICULTURE AND LIVESTOCK. Office of Agricultural Protection. Department of Animal Quarantine.

- 1) The importer must present his request for importation to the Office of Agricultural Protection, indicating the following:
 - Quantity and characteristics of the animals, race, sex, age, final use, port of entrance, date of entrance.
 - Final destination of the animals, indicating the establishment or the location of the slaughter house when these are destined to be butchered, or the farm where they will be used for reproduction or raising.
- 2) In the case of products and sub-products of animal origin, indicate the quality, packing and commercial characteristics, as well as its weight in kilos.
- 3) All the documents issued by the authorities of the country of origin, in support of the exportation of animals, products and sub-products of animal origin, originating in countries affected by or free of apthous fever and other exotic diseases, must be legalized by the respective diplomatic authorities or consul of Costa Rica accredited in the exporting country.
- 4) The permit granted for the importation of animals or the products and sub-products of animals, in only one group will be valid for 30 calendar days, starting on its date of emission.

- 5) The importer must communicate with the Office of Animal Quarantine 72 hours before, giving the date and port of entry of the animals, so that they may be inspected by an official sanitary authority.
- 6) The authorizations of imports and transit will be withdrawn by the user 48 working hours after the presentation of the corresponding request to the Office of Animal Health and Production.
- 7) When the importation has complied with the requisites asked by the Ministry, the inspector will sign and stamp the F.A.D., which act will be carried out at the level of the customhouse of entry.

VI. 4 MINISTRY OF AGRICULTURE AND LIVESTOCK. Office of Agricultural Protection. Department of Inscription, Quality Control and Inspection of Veterinarian Medicines.

- 1) In order to make the application from the Registry of Manufacturing Laboratories in the Department of Inscription, Quality Control and Inspection of Veterinarian Medicine, one must present:
 - A certified copy of the permit to operate from the Drug Department of the Ministry of Health.
 - A power of attorney granted by the manufacturer.
 - Sanitary license from the foreign laboratory duly authenticated by the consul.
 - A certified copy of the juridic identity card.
 - Certification of company officials.
 - Certification of regency from the Veterinarian Association.
 - Approval by the National Commission of Veterinarian Medicine.
- 2) In order to make the application from the Registry of Veterinarian Medicine in the Department of Inscription, Quality Control and Inspection of Veterinarian Medicine, one must present:
 - A request for inscription of veterinarian medicines presented to the department by the interested party or its representatives, duly accredited.
 - The request for inscription of a veterinarian medicine, besides the formalities demanded by law, must include the following:
 - Name and address of the person making the request.
 - Name and address of the manufacture and of its agent, for the effects of commercialization, if such exists.
 - Name of the product and its commercial presentations.
 - Name and exact address of the Chief Veterinarian.
 - Indicate the place to receive notifications.

- Certification from the sanitary registry of the country of origin.
 - A certificate of free sale from the country of origin, duly authorized by the consul.
 - Certificate of the brand's inscription.
 - Declaration of the qualitative and quantitative formula, duly authorized by the consul.
 - Toxicological data.
 - Certification of analytical confirmation, duly authorized by the consul.
 - Analytical methods.
 - Proposed labels, packing and attachments.
 - Scientific literature on the product.
 - Two physical samples of the finished product.
 - Publication of the edict.
- 3) Compliance with the labeling standards.
- 4) Compliance with the pharmaceutical and toxicological requirements demanded by the Department of Medication of the Ministry of Agriculture and Livestock (MAG).
- 5) When the medication is to be registered for the first time, samples must be supplied for microbiological and chemical analysis in order to control quality of the products. To do this, the importer must supply the following:
- Samples for analysis.
 - Pay MAG for microbiological analysis.
 - Pay the LAMBDA Laboratory for chemical analysis.
- 6) When a company requires a permit to repack, it must comply with the following requirements:
- Request for permission
 - A operational permit from the Ministry of Health.
 - Certification of company officials and juridic identity card.
 - Authorization from the Department of Veterinarian Medicine
- 7) When the businessman needs to change the registry conditions, he must comply with the following requirements:
- Request permission from the Department of Veterinarian Medicine.
 - A document that accredits the change (labels, packaging, formula).
 - Publication of the edict.
 - Approval by the National Commission of Veterinarian Medicine.
- 8) When it is a case of an addition to the registry, one must comply with the following requirements:
- Request for permission

- Proposed labels.
 - Packaging
 - Authorization from the Department of Veterinarian Medicine.
- 9) **SPECIAL PROCEDURES:** Some importation procedures of veterinarian medicines are considered to be special procedures since they do not need all of the previous requirements. They are carried out directly in the Department:
- a- **Emergency or government necessity:** (Article 56, Executive Decree No. 22689-MAG). This procedure is carried out directly in the Department.
 - b- **For research purposes:** This is to deal with products which are not registered but are imported for research in educational centers.
 - c- **Donations:** These are products that are not registered and are donated for public health programs, (Ministry of Health) or humanitarian aid institutions for animal protection.
 - d- **Samples for analysis or as analytical standards:** These are medicines which are not registered and which are brought into the country to be analyzed as part of a registration process.
 - e- **Medical Samples:** These are unregistered medicines that are imported in small quantities for promotional purposes or in order to carry out field trials.
 - f- **Medical Treatments:** In the importation of animals, it is common for some of them to enter the country, together with a treatment prescribed by a veterinarian doctor of the country of origin. This process is carried out directly in the Department.

VI. 5. MINISTRY OF NATURAL RESOURCES, ENERGY AND MINES. General Forestry Office. Department of Industrial Development.

For the importation of forestry products and sub-products, the Form for the Authorization of Customs Clearance (F.A.D.) must be presented completely filled out. This document is regulated in the following way:

- 1) In the case of the importation of finished products, the F.A.D. must be presented in the offices of VUCE. Section number 22 of the Authorization form must contain the following information:
 - a- Name of the Ministry (MIRENEM), name of the office (General Forestry Office), name of the Department (Department of Industrial Development) and the name of the Head of the Department of the Industrial Development who authorizes the importation.

- b- A tax stamp of ₡2.00 (two colons)
 - c- The original commercial invoice or a certified copy.
 - d- The inspection of the product according to the opinion of the Department of Industrial Development.
- 2) In the case of the importation of semi-finished products or sawn lumber, the F.A.D. must be presented in the offices of VUCE. Section number 22 of the Authorization form must contain the following information:
- a- Name of the Ministry (MIRENEM), name of the office (General Forestry Office), name of the Department (Department of Industrial Development) and the name of the Head of the Department of the Industrial Development who authorizes the importation.
 - b- A tax stamp of ₡2.00 (two colons)
 - c- The original commercial invoice or a certified copy.
 - d- A permit from the country of origin, if the Department of Industrial Development of the General Forestry Office, feels that it is needed.
 - e- Inspection of the product, according to the opinion of the Department of Industrial Development. In this case, the importer must inform said department 10 working days before the entry of the product into the country.
- 3) In the case of products protected by CITES, besides the F.A.D., certificates of exportation from CITES in the country of origin and the importing country, must be presented, if these are found included in Appendices I and II. If the species in question is found in appendix III, a certificate of origin and a CITES permit must be presented.
- 4) Original of the Commercial Invoice or a certified copy.

**VI. 6. MINISTRY OF NATURAL RESOURCES, ENERGY AND MINES.
Department of Wildlife (DGVS)**

- 1) For the importation of wildlife species, an application must be presented to the DGVS, with an evaluation of environmental impact, which must comply with the following requirements:
- The reason for the importation.
 - Actual demand of the resource in the country of origin.
 - Feasibility Study
 - Condition of the species at world level.
 - Life cycle of the species in its original environment.
 - Behavior
 - Reproductive potential.
 - Patterns of movement and activity.
 - Diseases, plagues and parasites.
 - Potential of the species as a predator

- Potential of the species as a plague.
 - Potential of the species to compete for resources or space with native species.
 - Potential of hybridization with native species.
 - Potential for dispersion from the point of introduction.
 - Population control methods for the species.
 - Criteria for the selection and capturing of vigorous animals.
 - Optimum number and reason for such, of the sexes of the individuals being introduced.
 - The appropriate transportation methods for the animals.
 - Experiences with the introduction of the species in other countries.
- 2) The importer must pay the following rates, according to the animals and plants authorized, before they leave the exit port:
- Animals 10% (ten percent) of the "CIF" value.
 - Plants 5% (five percent) of the "CIF" value.
 - Plants and animals for laboratory use:
 2% (two percent) of the "CIF" value.
- 3) In the case of ornamental species, MIRENEM can decide that a study of environmental impact is unnecessary.
- 4) Granted importation permits are not transferrable to third parties without previous authorization from the DGVS.
- 5) The importation of exotic wildlife plants must have a previous permit from the DGVS of MIRENEM, which will issue such in accordance with that established by present laws protecting native flora and fauna and public health. When necessary, the importers must comply with that shown in existing international agreements.
- 6) The importation and transit of wildlife species that are endangered or in danger of extinction are covered by the Agreement on International Commerce in Endangered Species of Wildlife Flora and Fauna (CITES) by means of the administrative authority which will be responsible for the authorization of the importation, with CITES permit from the country of origin.
- 7) The importation of flora and fauna found in Appendices I, II and III of CITES, when the CITES ADMINISTRATIVE AUTHORITIES of Costa Rica show that this importation will be detrimental of the native flora and fauna, is not permitted.
- 8) All international traffic in wild flora and fauna that passes in transit through the national territory must have its respective permits.
- 9) The importation and traffic in flora and fauna, their products and sub-products, included in the appendices of CITES, with countries that are not members of the Agreement is prohibited.

- 10) In the case of products protected by CITES, besides the F.A.D., one must present the CITES Export Certificate from the country of origin and from the importing country, if they are found within Appendices I and II. If the species in question is found in Appendix III, a certificate of origin and a CITES permit must also be presented.
- 11) An export permit for wild flora for commercial reasons, will be issued by the General Office of Wildlife of MIRENEM, after the payment of 5% of the shipments FOB value, which will be deposited in the Wildlife Fund.
- 12) In order to be granted an export permit, it must be shown that:
 - The examples of the flora and fauna were not acquired or hunted in a form against the Law of Conservation of Wildlife.
 - That a report is included from the scientific authority.
 - That the transport and handling of the animals is adequate.
 - The administrative authority of the importing country has authorized the importation of the animals or plants, and their products or sub-products.
- 13) For the granting of each CITES Exportation permit, the user will pay ten percent (10%) of the CIF value for the animals and five percent of the CIF value for the plants.

VI.7. MINISTRY OF HEALTH. Department of the Registration and Control of Toxic Substances.

- 1) It is the Department of the Registry and Control of Toxic Substances which may authorize the importation of toxic and dangerous products of a combustible, inflammable, explosive or irritating character.
- 2) For the importation of toxic and dangerous substances, a person or company must be recorded, inscribe the regency duly accredited before the corresponding Professional Association and inscribe the products with the exception of those covered by other laws and decrees.
- 3) In the case of pesticides, the Office of Agricultural Protection of the Ministry of Agriculture and Livestock, also must authorize its customs clearance.

VI. 8 MINISTRY OF HEALTH. Department of Drugs and Narcotics.

- 1) For the authorization of customs clearance of narcotics and psychotropic drugs, a import permit approved by the Drug Control Board is required.
- 2) Signature of the head pharmacist.

- 3) In the case of products covered in research protocols accepted by the vice-minister, a commercial invoice must include a copy of said protocol.
- 4) For the importation of precursors, substances, chemical products and solvents, the following requirements must be complied with:
 - The importer, whether he is a person or a company, must be inscribed as an importer and his import permit must be up to date.
 - The importer must be up to date with his by-monthly reports of the movement of precursors, which by law, he must present to the department.
 - The quantities of the substances for which importation is requested, added to those previously imported, must not exceed the annual quota which the importer requested upon inscribing himself, or upon renewing his importation permit.
 - The information on the invoice must coincide with that on the F.A.D. and that on the bill of lading, air way bill or terrestrial way bill.
 - The authorization request for custom clearance of chemical products must be signed by the operational chief of the company, duly inscribed.
 - If the original commercial invoice nor bill of lading is not at hand, the operational head of the company must make a sworn declaration before the department indicating that the data contained in the included documentation are correct.
- 5) For the customs clearance of these products, the Department of Toxic Substances and Industrial Medicine, must grant the respective permits for "location and operation".

VI. 9 MINISTRY OF HEALTH. Department of Food Control.

- 1) In order to obtain authorization for customs clearance of a food product, whether it be finished, semi-finished, raw material or an additive, its previous registration is required with the following exceptions. To do so the following documents must be presented.
 - Application form which may be obtained in the Department of Food Control.
 - The certificate of free sale issued by the Sanitary Authority, or other competent official, authenticated by the corresponding consul of Costa Rica.
 - Certificate of product composition, qualitative as to its ingredients, and both qualitative and quantitative as to its additives, issued by the manufacturer or sanitary authority.
 - Labels approved by the National Office of Standards and Measurements of the MEIC.
 - After the study of the included documentation, samples of the product must be presented and the corresponding duties paid.
- 2) The exceptions indicated in point 1 are samples for analysis or registration, industrial test samples, for personal use or special activities of a cultural, social, ethnic or religious type or for the presentation or promotion of the product.

Other products which need not be registered are fresh meat, fresh sea food, and fresh vegetables, although they also require a customs clearance authorization on the part of Food Control.

VI. 10 MINISTRY OF ECONOMICS, INDUSTRY AND COMMERCE. National Office of Standards and Measures

A. FOOD PRODUCTS

- 1) In order to import food products, one must request from ONNUM, the previous approval of the labels of the imported products. To do this, the following are required:
 - To present the request for approval of labels completely filled out, with a tax stamp of ₱2.00 (two colons).
 - To complete the form in order to maintain a register of companies.
 - To present three copies of the label design.
 - This process has a duration of two to three days.
- 2) The following requirements must be complied with as per Decree No. 23870 MEIC-NCR-100: 1994 **“GENERAL LABELING STANDARDS FOR PRE-PACKED FOODS”**, (*La Gaceta*, January 4, 1995):
 - Name of the food.
 - Net quantity and drained weight in units from the International System.
 - A list of the ingredients.
 - Name and address of the importer.
 - Expiration date.
 - Country of origin
 - Lot identification.
- 3) The previous requirements must appear in the Spanish Language and on a visible part of the label.

B. ALCOHOLIC BEVERAGES

- 1) In order to import alcoholic beverages, one must request from ONNUM, the previous approval of the labels of the imported products, in accordance to the requirements stipulated in Section A, point No. 1.
- 2) In conformance with the **“STANDARDS FOR ALCOHOLIC BEVERAGES LABELS”**, the following requirements must be complied with:
 - Name of the product.
 - Content in units of the International System and the alcoholic grade.
 - A list of the ingredients when such is necessary ¹.

- Food additives
 - Name of the importer.
- 3) The previous requirements must appear in the Spanish Language and on a visible part of the label.

C. NON-FOOD PRODUCTS

- 1) In order to import non-food products, one must request from ONNUM, the previous approval of the labels of the imported products, in accordance to the requirements stipulated in Section A, point No. 1.
- 2) One must comply with the "Standards for Signs and Labels for non-Food Products", as to the following requirements.
- Name of the product
 - Composition (list of raw materials or ingredients).
 - Special ingredients
 - Declaration of the quantity contained given in units of the International System.
 - Name of the Importer
 - Instructions for its use.
- 3) The previous requirements must appear in the Spanish Language and in a visible part of the label.

D. FOOD ADDITIVES SOLD AS SUCH ²

- 1) In order to import food additives, one must request from ONNUM, the previous approval of the labels of the imported products, in accordance to the requirements stipulated in Section A, point No. 1.
- 2) One must comply with the "**LABELING STANDARDS FOR FOOD ADDITIVES WHICH ARE SOLD AS SUCH**", as to the following requirements.
- Name of the product.
 - Net quantities in units of the International System.
 - List of ingredients.
 - Name of the importer

¹ When the alcoholic beverage is obtained by mixing other alcoholic beverages or by the addition of food products or other ingredients, such as in liquors, mixed rums, carbonated wine refreshers, cocktails, etc.

² These requirements are applied to the labels of food additives and aids to preparation which are sold as such, retail or in any other form, including sales to suppliers and food manufacturers.

- 3) The previous requirements must appear in the Spanish Language and in a visible part of the label.

**THE TAX STRUCTURE
ACCORDING TO THE CLASSIFICATION
OF S.E.C.**

The structure of taxes in Costa Rica is divided into four classes and is applied to imported merchandise according to each sector. Details follow:

- D.A.I. Duties of importation are charged against the merchandise when it crosses the border.
- S.C. The Selective Consumption Tax is charged against luxury products. It is not applied to products that fill basic needs.
- Law 6946 Made up of 1%, not applicable to the exoneration of sales tax, which is canceled by the final consumer and it is 15%.

NOTE: The sum of the C/ factor is the total value to be paid for duties.
The contracting of a customs agent is obligatory in Costa Rica for the importation of merchandise and such cost is additional.

TYPE OF MERCHANDISE	TAX RANGE
Live animals	10-27%
Meats and edible scraps	20-38%
Fish and crustaceans, mollusks and other aquatic invertebrates	2-38%
Milk and milk products, birds' eggs, natural honey, edible animal products not expressed nor shown in other categories	10-38%
Any other animal products not expressed nor included in other categories	10-27%
Live plants and floricultural products	10-38%
Vegetables and greens, edible plants, roots and tubers	6-32.5%
Edible fruits, citrus peel (sour) or from melons	10-38%
Coffee, tea, yerba maté and spices	10-38%
Cereals	2-65%
Flours and other ground grains, malt, starches, wheat gluten	15-32.5%
Oil bearing seeds and fruits, diverse seeds and fruits, industrial or medicinal plants, straw and forages	2-27%
Gums, resins and other vegetable extracts and liquids	22.6-27%
Materials capable of being woven and other vegetable products not expressed nor included in other categories	10-27%
Animal or vegetable fats and oils, their breakdown products, manufactured food fats, animal or vegetable waxes	10-38%
Preparations of meat, fish, crustaceans, mollusks or of other aquatic invertebrates	20-38%

Sugars and candy making materials	15-64.18%
Cacao and its derivatives	10-51.09%
Preparations based on cereals, flour, starches or milk, pastry products	6-38%
Preparations from vegetables or greens, of fruits or other plant parts	27-51.09%
Diverse food preparations	10-53.71%
Beverages, alcoholic liquids and vinegar	20-103.45%
Wastes and refuse of food industries: animal food preparations	6-38%
Tobacco and manufactured tobacco substitutes	38-136.18%
Salt, sulphur, soil and rocks, plasters, limes and cements	6-38%
Minerals, scoria and ashes	27%
Mineral fuels, mineral oils and by-products, bituminous material, mineral waxes.	2-39%
Inorganic chemical products, inorganic or organic compounds of precious metals, of radioactive elements, of rare earth metals or from isotopes.	22.6-25%
Organic chemical products	2-27%
Pharmaceutical products	2-27%
Fertilizers	2%
Tanning extracts or dyes, tannin or its by-products, pigments and other coloring materials, paints and varnishes, mastics, inks	10-47.55%
Essential oils and resins, prepared products and preparations for toiletry, perfumes or cosmetics	22.6-61.56%
Soaps, organic surfactants, washing preparations, lubricating preparations, artificial waxes, prepared waxes, cleaning products, candles and similar articles, casting clay (modeling), waxes for odontology and odontological repairs based on plaster	10-64.18%
Albuminous materials, starch based products or modified starches, glues, enzymes	22.6-32.5%
Gunpowder and explosives, Fireworks and pyrotecnics, matches, flints, inflammable materials	20-103.45%
Photographic or cinemagraphic products	18.2-86.95%
Diverse chemical industry products	6-38.99%

Plastics and plastic manufactures	6-38%
Rubber and rubber manufactures	10-74.24%
Skins and leather (not furs)	22.6-27%
Leather goods, leather trims, luggage and travel goods, hand bags and similar items, manufactures from gut	6-38%
Furs and fur goods, artificial or false furs	38%
Wood, charcoal and wood manufactures	18.2-47.33%
Cork and its manufactures	27%
Manufactures of esparto, basketwork	20-64.18%
Pastes of wood or other fibrous cellulose materials, carton and paper wastes or discards	27%
Paper and cardboard, manufactures of cellulose paste, paper or cardboard	18.2-27.64%
Published products, printed products or products of other graphic industries, written or typed texts, plans	2-67.42%
Silk	27-57.64%
Wool and hair, fine or ordinary, thread or weavings of horsehair	27-57.64%
Cotton	27-51.68%
All other vegetable textile fibers, paper thread and weaving from paper thread	22.6-57.64%
Synthetic or artificial filaments	10-57.64%
Cut up synthetic or artificial fibers	27-53.71%
Batting, felt and other non-woven cloth, special threads, lacings, string and cordage, articles made from cordage	10-51.71%
Carpets and other textile floor coverings	69.42%
Special textiles, textiles with a nap or velvets, lacework, tapestries, embroidery, handicrafts	44.99-89.88%
Impregnated, covered, lined or laminated textiles, technical articles made of textiles	10-69.02%
Knit cloth	28.38-44.55%
Knit clothing and personal accessories	27-69.24%
Clothing and personal accessories other than knit	54.5-72.19%

All other textile manufactures, sets or assortments, clothing and rags	10-72.19%
Footware, gaiters, ankle boots and similar articles, parts of these articles	38-54.50%
Hats, millinery and their parts	20-38%
Umbrellas, parasols, sunshades, canes, walkers, whips, horse whips and their parts	27-53%
Feathers and down, manufactures of feathers and down, artificial flowers, manufactures of hair	50.98-64.18%
Manufactures of rock, plaster, gypsum, concrete, asbestos, mica or similar materials.	27-38%
Ceramic products	10-53.71%
Glass and glass manufactures	6-64.18%
Natural or cultivated pearls, precious or semi-precious stones (gem stones) or similar items, precious metals, articles plated with precious metals and manufacture of these materials, costume jewelry, coins	27-103.45%
Cast iron and steel	10-32,5%
Manufactures of cast iron or steel	10-53.71%
Copper and manufactures of copper	27-38%
Nickle and manufactures of nickle	27-44.99%
Aluminum and manufactures of aluminum	10-57.64%
Lead and manufactures of lead	10-27%
Zinc and manufactures of zinc	27-50.98%
Tin and manufactures of tin	27%
The rest of the common metals, "cermets", and manufactures of these materials.	27%
Tools and utilities, cutlery and tableware, of common metals, parts of these articles of common metals	6-41.39%
Manufactures of diverse common metals	22.6-64.18%
Nuclear reactors, boilers, mechanical machines, equipment and artifacts, parts of these machines or equipment	6-70.73%
Electrical machines, equipment and material and their parts, equipment for recording or reproducing sound, equipment for recording or reproducing images and sounds in television, the parts and accessories for this equipment	6-61.56%

Vehicles and material for railroads or similar, and their parts, mechanical equipment (including electro-mechanical) for signaling on communication ways	275
Automotive vehicles, tractors, cycles and other terrestrial vehicles, their parts and accessories	10-160.1%
Equipment for aerial or space navigation	10-33%
Equipment for maritime or river navigation	22.60-64.18%
Optical, photographic or cinematographic instruments and equipment, instruments for measurement, control or precision, medical and surgical instruments and equipment, parts and accessories for these instruments or equipment.	6-51.09%
Clocks and watches	27-57.64%
Musical instruments, parts and accessories for these instruments	27-38%
Arms and munitions, their parts and accessories	23.7-136.18%
Furniture, medical and surgical furnishings, bed articles and their parts, lighting equipment not expressed nor included in other sections, billboards, signs and indicating plates, illuminated signs and similar articles, prefabricated constructions	27-57.64%
Toys, games and recreational or sports articles, their parts and accessories.	27-64.18%
Diverse manufactures	10-64.18%
Art objects, collection objects or antiques	2-27%
Imported merchandise for the government	Exonerated
Imported merchandise for foreign organizations for personnel that are accredited or registered	Exonerated
Imported merchandise by residents in Costa Rica covered by specific laws and regulations, excess baggage, defunct persons, donations and other merchandise	Exonerated
Merchandise subject to special regime of an industrial or service type	Exonerated
Other modalities	Exonerated

**INFORMATION ABOUT TRANSPORTATION
AGENCIES CANADA-COSTA RICA**

1 - AGENCIA MARITIMA DEL ISTMO, S.A.

TELEPHONE: 233-6122

FAX: 233-6330

TYPES OF EQUIPMENT: 20', 40' ST AND IIC, 45'

TYPE OF CARGO: ANY TYPE

DURATION: FROM 10 TO 15 DAYS

PORTS IN COSTA RICA: PORT LIMON, COMING FROM MIAMI

OBSERVATIONS: CARGO COMING FROM CANADA IS SHIPPED BY TRAIN TO THE PORT OF MIAMI.

2 - INVERSIONES COMERCIALES, APA, S.A.

TELEPHONE: 233-4785

FAX: 233-0571

CONTACT: MR. MAURICIO ORTIZ

3 - AMBOS MARES, LTDA.

TELEPHONE: 221-7444

FAX: 233-3667

AGENT: KENT LINE LTD. CANADA

TYPE OF CARGO: DIVERSE

PORTS IN CANADA: ST. JOHN, MONTREAL

TIME IN TRANSIT: 12, 14, 15 DAYS

PERIODS: EVERY 15 DAYS

4 - REIMA DE COSTA RICA, S.A.

TELEPHONE: 220-0886

FAX: 220-0537

PORTS IN CANADA: SAVANNAH, GA AND CAMDEN, NJ

PORT IN COSTA RICA: PORT LIMON

PERIODS: 4 DAYS FROM SAVANNAH, GA.

5 DAYS FROM CAMDEN, NJ

DEPARTURE: FROM SAVANNAH - ON THURSDAYS

FROM CAMDEN - ON WEDNESDAYS

TYPE OF CARGO: DRY AND REFRIGERATED

5 - REX INTERNACIONAL DE COSTA RICA S.A.

TELEPHONE: 232-3513

FAX: 220-1639

AGENCY: CAROTRANS INTERNATIONAL

6 - C.H.S. S.A.

TELEPHONE: 220-2332/296-4621

FAX: 220-4387

AGENT: AFFILIATE

TYPE OF CARGO: CONSOLIDATED AND AERIAL

CARGO IN CONTAINERS OF: 20 AND 40 FEET

PORTS: HALIFAX, MONTREAL, TORONTO, CALGARY AND VANCOUVER

**CORRESPONDENT BANKS
COSTA RICA - CANADA**

BANK	TELEPHONE	CORRESPONDENT BANKS
BANCO DE COSTA RICA	255-1100	BANK ROYAL OF CANADA
BANCO DE SAN JOSE	256-9911	BANK AMERICAN OF MIAMI
		BANK ROYAL OF CANADA
		NATIONAL BANK OF CANADA
BANCO DEL COMERCIO, S. A.	233-6011	CITIBANK, THE NEW YORK
BANCO INTERFIN, S. A.	287-4000	CITIBANK, THE MIAMI
BANCO INTERNACIONAL DE COSTA RICA	257-0855	BICSA MIAMI
BANCO LYON, S. A.	257-9511	BANK OF NOVA SCOTIA
BANCO NACIONAL DE COSTA RICA	223-2166	BANK DOMINION TORONTO
		CANADIEN IMPERIAL BANK OF COMMERCE

**THE COSTA RICAN ECONOMY
IN NUMBERS**

YEARS	1991	1992	1993	1994(1)	1995(2)
GDP:					
REAL GDP (PRICE INDEXED)	12,521	13,489	13,344	14,985	15,279
(In millions of Colons, 1996=100)					
ANNUAL GROWTH RATE	2.30%	7.70%	6.30%	4.50%	2.50%
GDP PER CAPITA IN US\$	1,944	2,281	2,490	2,704	2,844
ANNUAL GROWTH RATE	-3.70%	17.40%	9.20%	8.60%	5.20%
BALANCE OF PAYMENTS:					
EXPORTS (US\$MILLIONS)	1,598	1,851	2,049	2,215	2,540
ANNUAL GROWTH RATE	10.3%	15.9%	10.7%	8.1%	14.6%
IMPORTS (US\$MILLIONS)	1,877	2,440	2,885	3,025	3,218
ANNUAL GROWTH RATE	-5.70%	30.00%	18.20%	4.90%	6.40%
TRADE BALANCE (US\$MILLIONS)	-279	-589	-835	-809	-678
CURRENT ACCOUNT DEFICIT/GDP (US\$MILL.)	1.30%	5.50%	8.30%	5.60%	3.30%
IMF RESERVES (US\$MILLIONS)	903	1,096	1,041	982	972
FOREIGN DEBT:					
FOREIGN DEBT (US\$MILLIONS)	3,267	3,289	3,158	3,256	3,331
FOREIGN DEBT/GDP	64.70%	50.10%	45.00%	41.20%	40.50%
PUBLIC SECTOR DEFICIT/GDP	3.4%	2.00%	2.10%	6.90%	4.40%
OTHERS:					
ANNUAL RATE OF INFLATION*	25.30%	17.00%	9.10%	19.90%	20.00%
EXCHANGE RATE #/\$ BY YEAR END	136.8	138	152.1	165.6	197.3
ANNUAL GROWTH RATE	30.80%	0.90%	1.02%	8.90%	19.10%
POPULATION (IN THOUSANDS)	2,871	2,938	3,005	3,071	3,141
UNEMPLOYMENT RATE	5.50%	4.10%	4.10%	4.20%	4.90%

(1) Preliminary figures

(2) Estimates, August 1995

* Consumer's Index of prices is used as the country's inflation indicator.

Done by the Department of Foreign Commerce, CRECEX

Source: CINDE

MONETARY PROGRAM FOR 1996

	1996	
	ORIGINAL PROGRAM*	REVISED PROGRAM
INFLATION GOAL (DEC.95-DEC.96)	10.0%	12%-13%
NET INTERNATIONAL RESERVES (BAL. TO DEC. IN MILLIONS OF US DOLLARS)	1.137.6	900.0 TO 950.0
CONSOLIDATED DEFICIT SPENDING/GPD	0.8%	3.0%
GROSS DOMESTIC PRODUCT (GPD) GROWTH IN REAL TERMS	3.0%	0.5% TO 1.5%
GROWTH IN NOMINAL TERMS	18.9%	16.5% TO 19.7%
<u>BALANCE OF PAYMENTS:</u>		
DEFICIT IN CURRENT ACCOUNT/GPD	2.0%	0.8%
DEFICIT IN COMMERCIAL ACCOUNT/GPD	9.4%	8.4%
CAPITAL ACCOUNT (MILLIONS OF US DOLLARS)		
GOVERNMENT SECTOR	-87.3	-160.6
PRIVATE SECTOR	481.8	235.3
<u>MONETARY AGGREGATES:</u>		
ISSUANCE OF CURRENCY (% VAR.)	15.0%	13.0%
CIRCULATING CURRENCY (%VAR.)	14.6%	13.4%
CREDIT TO THE PRIVATE SECTOR (%VAR.)	18.9%	15.4%
FINANCIAL WEALTH OF PRIVATE SECTOR (AVERAGE/GPD	42.4%	43.2%
*REVISION OF MAY, 1996		

SOURCE: CENTRAL BANK

COSTA RICA INDICADORES ECONOMICOS

POBLACION JUL 1993	3,00 Millones
DESEMPLEO ABIERTO:	
1992	4,1
1993	4,1
PRODUCTO INTERNO BRUTO (PIB)*	
REAL 1993	6669,2
CORRIENTES 1993	92,5
CRECIMIENTO :	
1993	6,5
1992	7,3
1991	2,3
PIB PER CAPITA 1994*	2442,3
PIB PER CAPITA 1993*	2283,5
INFLACION:	
1994	15,0
1993	12,0
1992	21,8
DEVALUACION:	
1994	7,9
1993	10,7
1992	9,7
TIPO DE CAMBIO NOMINAL C/\$	
PROMEDIO:	
1994*	157,10
1993	141,75
1992	134,50
31 DICIEMBRE:	
1993	154,00
1992	137,43
1991	134,10
CUENTAS MONETARIAS*	
LIQUIDEZ :	
A JUN. 1994	3413,1
1993	3313,7
1992	3111,5
1991	2596,0
CREDITO TOTAL:	
A JUN. 1994	1910,4
1993	1733,1
1992	1613,8
1991	1320,8
BALANZA DE PAGOS: *	
EXPORTACIONES:	
A SEPT. 1994	1750,1
1993	2094,8
1992	1714,2
IMPORTACIONES:	
A SEPT. 1994	2321,1
1993	2884,6
1992	2439,9
BALANZA CTA. CORRIENTE:	
1994	450,0
1993	470,0
1992	531,8
FLUJO CAPITAL EXTERNO:	
1993	430,8
1992	394,7
RESERVAS MONET. INTERNAC:	
A SEPT. 1994	768,3
1993	945,5
1992	1063,7
DEUDA PUBLICA EXTERNA*	
1994	3210,0
1993	3158,4
1992	3288,7
TASAS INTERES BASICA	
AL 30 SET. 94	6,38%
AL 31 DIC. 93	4,13%

* Millones de dólares, 1994 estimado.

Fuente: Banco Central y CENPRO.

Elaboración: CENPRO, Estudios Económicos

COSTA RICA ECONOMIC INDICATORS

POPULATION JULY 1993	3,00 MILLION
UNEMPLOYMENT RATE:	
1992	4,1
1993	4,1
GROSS DOMESTIC PRODUCT (GDP)*	
REAL 1993	6669,2
CURRENT 1993	92,5
GROWTH :	
1993	6,5
1992	7,3
1991	2,3
GDP PER CAPITA 1994*	2442,3
GDP PER CAPITA 1993*	2283,5
INFLATION:	
1994	15,0
1993	12,0
1992	21,8
DEVALUATION:	
1994	7,9
1993	10,7
1992	9,7
NOMINAL EXCHANGE RATE C/\$	
AVERAGE:	
1994*	157,10
1993	141,75
1992	134,50
TO DECEMBER 31:	
1993	154,00
1992	137,43
1991	134,10
MONETARY ACCOUNTS*	
LIQUIDITY	
TO JUNE 1994	3413,1
1993	3313,7
1992	3111,5
1991	2596,0
TOTAL CREDIT	
TO JUNE 1994	1910,4
1993	1733,1
1992	1613,8
1991	1320,8
BALANCE OF PAYMENTS: *	
EXPORTS:	
TO SEPT. 1994	1750,1
1993	2094,8
1992	1714,2
IMPORTS:	
TO SEPT. 1994	2321,1
1993	2884,6
1992	2439,9
CURRENT ACCOUNT BALANCE:	
1994	450,0
1993	470,0
1992	531,8
FOREIGN CAPITAL FLOW:	
1993	430,8
1992	394,7
INTERNATIONAL MONETARY RESERVE:	
TO SEPT. 1994	768,3
1993	945,5
1992	1063,7
PUBLIC FOREIGN DEBT*	
1994	3210,0
1993	3158,4
1992	3288,7
INTEREST RATE	
TO 30 SEPT. 94	6,38%
TO 31 DEC. 93	4,13%

* Million US\$. Projection for 1994

Source: Central Bank and CENPRO

COSTA RICA ECONOMIC INDICATORS

(Figures in US\$ millions)

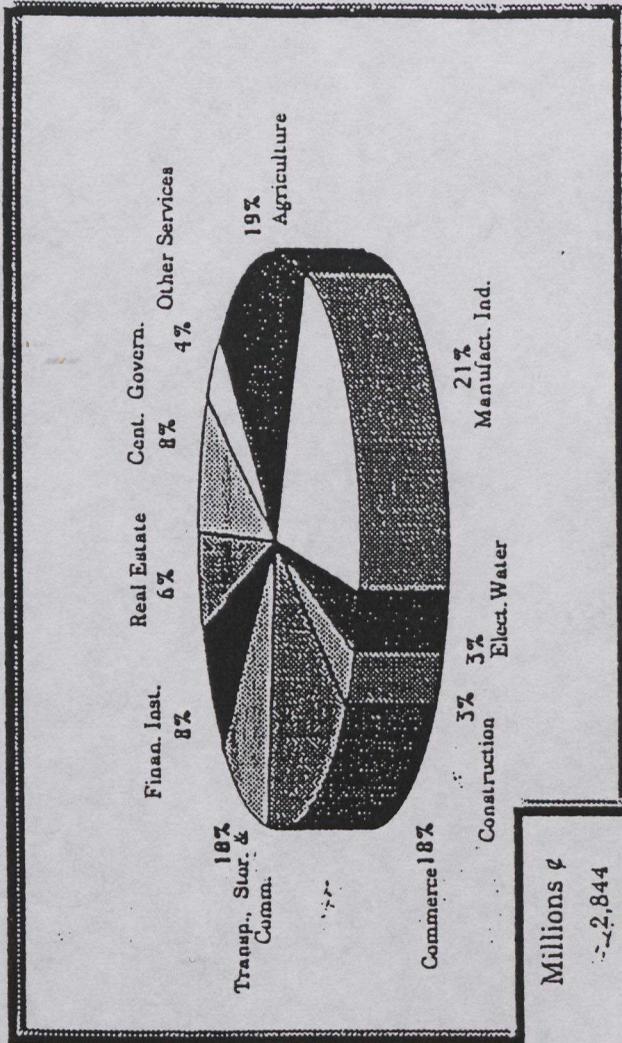
	1992	1993	1994	1995	
GDP Growth	7.4%	6.4%	4.5%	2.5%	3.0%
GDP per capita in US\$	2,281	2,490	2,704	2,844	2,736
Exports	\$1,851	\$2,049	\$2,215	\$2,577	\$2,731
% Growth	15.9%	10.7%	8.1%	14.6%	6%
Imports	\$2,440	\$2,885	\$3,025	\$3,265	\$3,277
% Of Growth	30.0%	18.2%	4.9%	8.1%	6.5%
Trade Balance	(\$589)	(\$835)	(\$809)	(\$688)	(\$746)
Trade Balance (Exc/drawback)	(\$698)	(\$950)	(\$926)	(\$819)	(\$889)
Curr. Acct. Bal.	(\$370)	(\$619)	(\$463)	(\$274)	(\$319)
Reserves (O.R.)	\$1,013	\$958	\$934	\$1,119	\$1,219
Fiscal Deficit/GDP	2.1%	1.2%	8%	4.1%	2.5%
Inflation	16.97%	9.05%	19.86%	22.6%	15.0%
Unemployment	4.1%	4.1%	4.2%	5.2%	5.5%
FX Rate (12/31)	¢138.07	¢152.17	¢165.6	¢195.4	¢220
Devaluation	0.9%	10.2%	8.9%	19.1%	

F = Forecast

Source: Banco Central de Costa Rica and CEFSA

COSTA RICA: GROSS DOMESTIC PRODUCT

1995



	Millions ₡
Agriculture	2,844
Manufacturing Industries	3,359
Electricity/Water	496
Construction	520
Commerce (wholesale & retail), Restaurants & Hotel	2,696
Transportation, Storage & Communication	1,573
Financial Institutions, Insurance & Other Services	1,170
Real Estate	893
Central Government	1,159
Other Services	657
Total	15,367

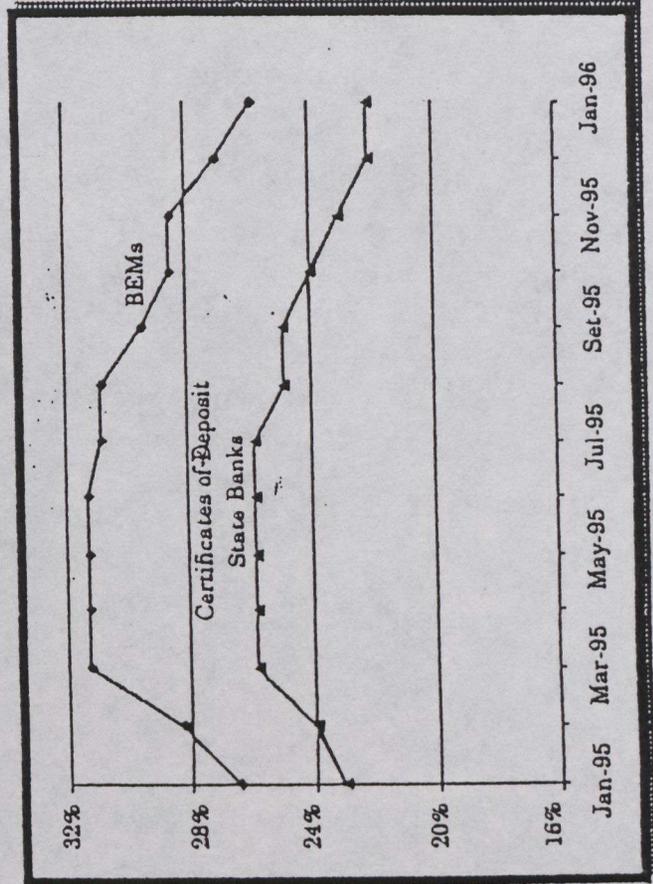
Source: Banco Central de Costa Rica

DEPOSIT RATES IN COLONES

(6 months)

January 1995-January 1996

	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Jul-95	Aug-95	Sep-95	Oct-95	Nov-95	Dec-95	Jan-96
BEMs	26.39	28.23	31.28	31.28	31.28	31.28	30.82	29.50	28.50	28.50	28.00	27.00	25.76
Certificates of Deposit State Banks	23.00	23.92	25.76	25.76	25.76	25.76	26.76	24.84	24.84	23.92	23.00	22.08	22.08



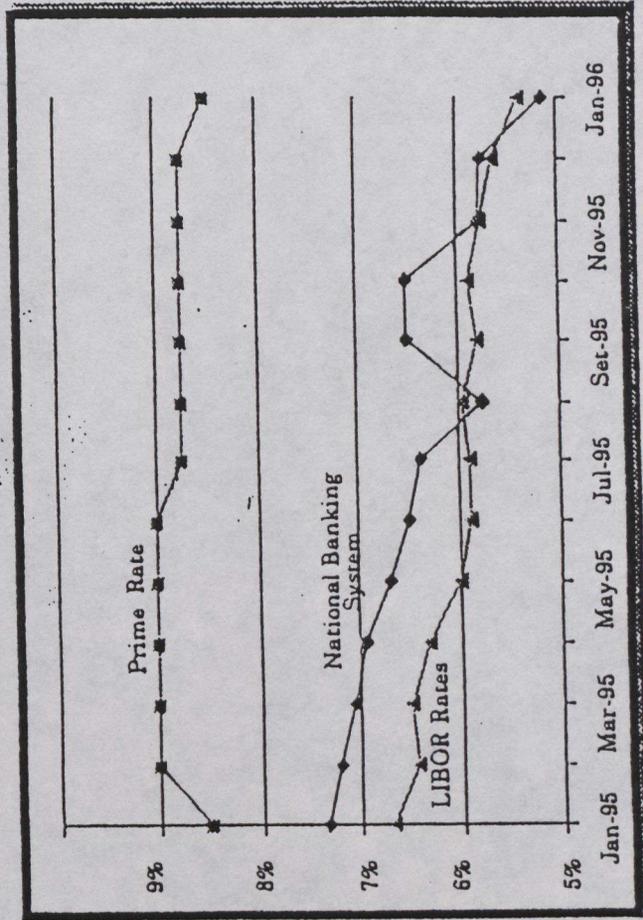
Source: Bca. Central de Costa Rica, Bca. Nacional de Costa Rica, BANEX, Bca. Interfin, Bca. Mercantil, Bca. del Comercio, Bca. de San José, Bca. Continental and CEFSa

DEPOSIT RATES IN DOLLARS

(6 months)

January 1995-January 1996

\$ %	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Jul-95	Aug-95	Sep-95	Oct-95	Nov-95	Dec-95	Jan-96
National Banking Syst.	7.74	7.22	7.05	6.94	6.69	6.50	6.28	6.75	6.50	6.50	6.78	6.75	6.14
Prime Rate	8.50	8.00	8.00	8.00	8.00	8.00	8.76	8.75	8.75	8.75	8.75	8.75	8.50
LIBOR Rates	5.69	6.44	6.50	6.31	6.00	5.88	5.94	5.94	5.81	5.88	5.76	5.88	5.38



Source: Bca. Central de Costa Rica, Bca. Nacional de Costa Rica, BANEX, Bca. Interfin, Bca. Mercantil, Bca. del Comercio, Bca. de San José, Bca. Continental and CEFSA

Principal Indicators

FOREIGN TRADE OF COSTA RICA - in thousands of dollars -

YEARS	EXPORTATION ^{1/} F O B	IMPORTATION C I F	EXCHANGE BALANCE
1959	76,678	102,664	-25,986
1960	84,337	110,388	-26,051
1961	84,155	107,161	-23,006
1962	92,970	113,346	-20,376
1963	95,023	123,847	-28,824
1964	113,399	138,601	-25,202
1965	111,824	178,226	-66,402
1966	135,509	178,453	-42,944
1967	143,780	190,698	-46,918
1968	170,821	213,942	-43,121
1969	189,707	245,138	-55,431
1970	231,163	316,687	-85,524
1971	225,363	349,743	-124,380
1972	280,877	372,775	-91,898
1973	344,464	455,326	-110,862
1974	440,344	719,663	-279,319
1975	493,305	693,969	-200,664
1976	592,941	770,412	-177,471
1977	828,164	1,021,430	-193,266
1978	864,907	1,165,730	-300,823
1979	934,391	1,396,812	-462,421
1980	1,001,742	1,523,797	-522,055
1981	1,008,103	1,208,529	-200,426
1982	870,416	893,175	-22,759
1983	872,550	987,826	-115,276
1984	1,006,390	1,093,738	-87,348
1985	975,970	1,098,178	-122,208
1986	1,120,553	1,147,517	-26,964
1987	1,158,321	1,380,169	-221,848
1988	1,245,672	1,404,671	-158,999
1989	1,414,621	1,714,605	-299,984
1990	1,448,242	1,989,741	-541,499
1991	1,597,654	1,876,584	-278,930
1992	1,851,079	2,439,957	-588,878
1993 ^{2/}	2,047,102	2,884,653	-837,551
1994 ^{2/}	2,215,231	3,087,400	-872,169

^{1/} Includes drawback value added

^{2/} Preliminary data

Source - National Office of Statistics and Census - Central Bank of Costa Rica

COSTA RICA: EXCHANGE OF GOODS WITH OTHER COUNTRIES
Per main countries / - Thousands of Dollars

COUNTRIES	1990			1989		
	Exportation FOB	Importation CIF	Exchange Balance	Exportation FOB	Importation CIF	Exchange Balance
CENTRAL AMERICA	134,601	148,917	-14,316	144,123	136,829	7,294
Guatemala	52,287	79,491	-27,204	60,139	72,171	-12,032
El Salvador	35,868	50,230	-14,362	46,578	42,881	3,697
Honduras	18,317	5,992	12,325	15,167	5,106	10,061
Nicaragua	28,129	13,204	14,925	22,239	16,671	5,568
REST OF THE WORLD	1,313,641	1,840,824	-527,183	1,270,498	1,577,776	-307,278
Panama	19,965	27,911	22,054	42,037	28,228	13,809
United States	606,389	825,362	-218,964	592,267	696,990	-104,723
Canada	56,338	28,814	27,524	53,999	22,817	31,182
Mexico	14,539	63,818	-49,279	5,093	95,188	-90,095
Colombia	2,893	17,196	-14,303	7,457	17,786	-10,329
Venezuela	2,342	168,951	-166,609	6,244	136,240	-129,996
Brazil	2,605	55,150	-52,545	1,573	58,639	-57,066
Western Germany	172,475	88,436	84,039	177,048	68,376	166,398
Belgium, Luxembourg	66,020	13,350	52,670	26,967	10,650	7,759
France	15,011	24,034	-9,023	15,112	19,208	11,322
Finland	12,753	4,312	8,441	15,184	3,790	-9,157
Great Britain	28,540	29,612	-1,072	31,779	24,341	-4,611
Italy	62,517	33,757	28,760	62,394	36,390	47,173
Netherlands	43,555	18,974	24,581	33,400	15,221	23,783
Sweden	9,839	11,984	-2,145	9,970	9,617	-5,553
Switzerland	6,236	20,569	-14,333	3,048	15,523	-110,482
Japan	15,261	154,735	-139,474	8,727	113,530	-23,218
South Korea	5,366	36,420	-31,054	3,241	31,945	-28,704
China-Taiwan	6,383	46,677	-40,294	4,512	40,236	-35,724
Hong Kong	1,522	10,406	-8,884	639	11,075	-10,436
Other Countries	133,083	160,356	-27,273	169,807	121,986	47,821
TOTAL	1,448,242	1,989,741	-541,499	1,414,621	1,714,605	-299,984

COUNTRIES	1990			1989		
	Exportation FOB	Importation CIF	Exchange Balance	Exportation FOB	Importation CIF	Exchange Balance
CENTRAL AMERICA	248,323	180,803	67,520	177,633	151,015	26,618
Guatemala	75,163	95,827	-20,664	58,593	82,653	-24,060
El Salvador	55,480	60,642	-5,162	43,766	51,489	-7,723
Honduras	43,215	7,760	35,455	18,696	5,899	12,797
Nicaragua	74,165	16,574	57,891	56,578	10,974	45,604
REST OF THE WORLD	1,602,756	2,259,154	-656,398	1,420,021	1,725,569	-305,548
Panama	58,658	36,908	21,750	53,613	27,955	25,658
United States	824,415	1,087,617	-263,202	663,008	838,938	-175,930
Canada	29,570	24,868	4,702	78,248	25,882	52,366
Mexico	17,590	122,363	-104,773	15,228	85,216	-69,988
Colombia	6,804	55,595	-48,791	3,531	35,205	-31,674
Venezuela	7,632	114,842	-107,210	4,219	115,837	-111,618
Brazil	2,733	98,690	-95,957	761	66,956	-66,195
Western Germany	191,520	82,319	109,201	173,406	59,138	114,268
Belgium, Luxembourg	87,828	18,157	69,671	74,905	15,212	59,693
France	19,056	36,326	-17,270	20,689	18,836	1,853
Finland	8,654	5,011	3,643	7,448	2,850	4,598
Great Britain	23,878	27,802	-3,924	29,938	21,814	8,124
Italy	94,700	35,766	58,934	76,097	26,963	49,134
Netherlands	35,257	25,002	10,255	42,211	19,440	22,771
Sweden	6,677	10,983	-4,306	6,209	8,590	-2,381
Switzerland	8,314	28,053	-19,739	7,501	24,116	-16,615
Japan	13,574	162,551	-148,977	20,359	110,106	-89,747
South Korea	1,262	45,106	-43,844	2,032	27,490	-25,458
China-Taiwan	8,043	51,260	-43,217	6,615	38,932	-32,317
Hong Kong	2,564	23,791	-21,227	1,557	17,665	-16,108
Other Countries	154,027	166,144	-12,117	132,446	138,428	-5,982
TOTAL	1,851,079	2,439,957	-588,878	1,597,654	1,876,584	-278,930

Source: General Office of Statistics and Census

COSTA RICA
CIF IMPORTATION OF GOODS

According to Economic Categories
Thousands of Dollars

ECONOMIC CATEGORIES	1989	1990	1991	1992	1993 1/	1994 2/
Raw materials for Industry and Mining	758,146	745,634	710,748	861,342	941,724	933,581
Raw Materials for Agriculture	75,587	86,667	97,581	110,867	117,087	44,553
Non-durable Consumer Goods	274,073	328,930	330,023	407,837	492,928	460,728
Durable Consumer Goods	105,532	132,315	109,338	248,957	329,357	256,238
Capital Assets for Industry and Mining	252,611	337,486	285,094	393,935	511,903	361,925
Capital Goods for Agriculture	9,103	10,578	8,542	12,281	15,851	24,565
Capital Goods for Transportation	96,369	119,417	100,762	148,813	193,621	131,245
Construction Material	53,159	63,495	72,319	85,669	93,026	97,090
Fuels and Lubricants	78,231	149,508	153,130	159,688	174,070	169,949
Other	11,794	15,711	9,047	10,569	15,086	7,061
TOTAL	1,714,605	1,989,741	1,876,584	2,439,957	2,884,653	2,486,935

1/ Preliminary numbers

2/ Information accumulated to October 1994

Source: General Statistics and Census

Central Bank of Costa Rica

**COSTA RICA: COMPOSITION
OF THE CIF IMPORTATION OF GOODS**
According to Uniform Tariff Nomenclature - NAUCA II
Thousand of Dollars

SECTION	1989	1990	1991	1992	1993
Live animals and animal products	22.627	26.384	23,367	34,660	59,536
Plant products	109.544	98.069	102.661	125,485	145,164
Fats and oils	3.377	3,642	3,328	4,231	4,646
Products of the food industry	47.704	57,693	59,337	56,334	94,231
Mineral products	172.818	219.764	219,400	255,749	258,771
Products of the chemical industry	263.577	279.175	310,519	365,466	409,399
Artificial plastic materials	135.123	148,550	143,046	162,588	194,713
Skins, leather, furs and their manufactures	7.301	8,473	4,935	7,866	7,943
Wood, charcoal and wooden manufactures	2.421	3,992	3,915	7,193	8,156
Materials used in paper manufacture	154.049	190.885	176,668	192,483	208,177
Textile materials and their manufacture	99,951	108,218	102,599	124,395	125,618
Footwear, parasols, umbrellas and sunshades	9,301	11,490	8,769	13,036	18,559
Stone, glass and ceramic manufactures	24,013	29,462	28,542	40,444	50,198
Natural pearls, precious stones and metals	9,484	11,972	4,279	6,441	17,867
Common metals and their manufactures	188,618	183,525	176,971	237,781	244,609
Machines and devices, electrical material	278.148	369,860	315,147	450,259	596,361
Transportation equipment	123,979	156,522	118,136	263,043	314,351
Optical, precision and medical equipment	35,370	43,413	44,810	57,971	77,743
Arms and munitions	351	489	463	533	801
Products not included in other sections	25.820	38,025	27,966	33,926	47,638
Art objects, collections and antiquities	1,029	138	1,726	72	170
Total	1,714,605	1,989,741	1,876,584	2,439,957	2,884,653

Source: General Office of Statistics and Census

**EXCHANGE OF GOODS BETWEEN COSTA RICA
AND CENTRAL AMERICA, BY COUNTRIES**

- Thousands of Dollars -

COUNTRIES	1988			1989		
	Exportation FOB	Importation CIF	Exchange balance	Exportation FOB	Importation CIF	Exchange balance
El Salvador	43,541	36,144	7,397	46,578	42,881	3,697
Guatemala	55,316	65,493	-10,177	60,139	72,171	-12,032
Honduras	14,323	5,385	8,938	15,167	5,106	10,061
Nicaragua	16,690	11,297	5,393	22,239	16,671	5,568
TOTAL	129,870	118,319	11,551	144,123	136,829	7,294
COUNTRIES	1990			1991		
	Exportation FOB	Importation CIF	Exchange balance	Exportation FOB	Importation CIF	Exchange balance
El Salvador	35,868	50,230	-14,362	43,767	51,489	-7,722
Guatemala	52,287	79,491	-27,204	58,588	82,653	-24,065
Honduras	18,317	5,992	12,325	18,696	5,900	12,796
Nicaragua	28,129	13,204	14,925	56,732	10,973	45,759
TOTAL	134,601	148,917	-14,316	177,783	151,015	26,768
COUNTRIES	1992			1993 ^{1/}		
	Exportation FOB	Importation CIF	Exchange balance	Exportation FOB	Importation CIF	Exchange balance
El Salvador	55,480	60,714	-5,234	n.d.	69,038	n.d.
Guatemala	75,162	96,002	-20,840	n.d.	104,220	n.d.
Honduras	43,215	7,930	35,285	n.d.	11,079	n.d.
Nicaragua	74,465	16,705	57,760	n.d.	21,800	n.d.
TOTAL	248,323	181,352	66,971	n.d.	206,137	n.d.

^{1/} Preliminary figures

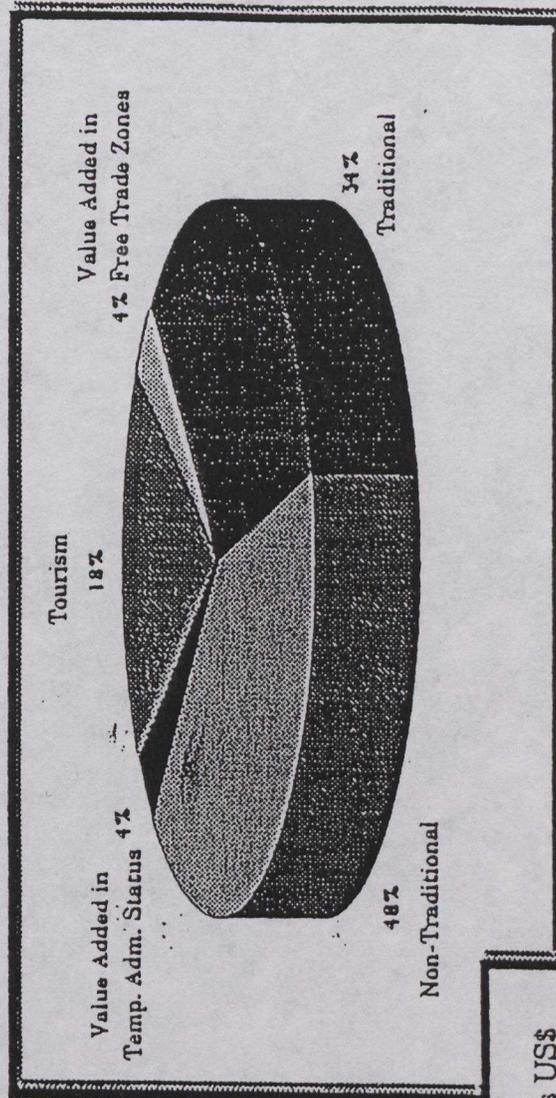
Source- National Office of Statistics and Census

EXPORT OF VARIOUS PRODUCTS
(Including value added in the country by drawback industries)
- Thousands of dollars -

	1990	1991	1992
MANUFACTURES (Except for fertilizers)	564.804	587,865	736,549
Lard, fats and cocoa butter	2.876	2,665	2,577
Prepared or canned vegetable greens and fruits	5.403	6,642	8,082
Fruit, pastes and purees, jellies and marmalades	8.374	12,285	18,089
Non-alcoholic prepared mixtures for the elaboration of drinks	8,225	9,964	12,157
Ethyl alcohol	0	0	0
Medicines for human and veterinarian use	26.734	34,087	37,321
Perfume products and essential oils	4,161	6,543	5,394
Disinfectants, insecticides, fungicides and herbicides	5,063	5,563	9,686
Artificial plastic materials, synthetic resins and their manufactures	28.199	30,918	35,895
Rubber tires and inner tubes	11,626	13,627	13,267
Prepared, varnished or metallicized leathers and skins	8,769	12,974	23,877
Logs, sewn lumber, plywood or chipwood and wooden manufactures	13,855	11,914	15,921
Paper for hygienic use	6,683	8,351	7,605
Synthetic and artificial textiles	20,142	12,057	20,056
Knit goods	11,979	11,617	8,121
Exterior clothing for women and girls	26,157	22,121	38,188
Exterior clothing for men and boys	10,687	12,058	11,061
Footwear and its components	8,516	7,520	7,628
Glass and its manufactures	12,402	11,820	11,949
Gold and its alloys	0	0	9,681
Ash from precious metal working	0	0	0
Articles casted in precious metal	7,287	2,157	4,856
Galvanized or enamel sheets	5,725	5,239	5,881
Galvanized piping	3,439	4,493	4,398
Aluminum sheets, powder, structures packaging and parts	13,866	14,081	17,609
Diverse manufactures in common metals	2,159	2,366	3,258
Refrigerators, freezers and coolers	1,429	2,084	4,377
Boilers, machinery, devices and mechanical artifacts	7,021	6,926	12,902
Machinery and electrical devices for electro-technical uses	36,931	40,185	45,439
Surgical and medical furniture and similar items	11,779	9,055	7,658
Value added to foreign goods processed in the country (drawback)	86,866	94,544	109,701
Others	168,451	174,010	223,918
AGRICULTURAL, LIVESTOCK, MARINE, OTHER PRODUCTS (*)	247,853	255,093	316,078
Fresh, refrigerated or frozen fish	40,538	29,450	27,264
Fresh, refrigerated or frozen shrimp	5,919	9,365	42,015
Fresh, refrigerated or frozen lobster	3,079	3,988	4,351
Living plants and roots	27,361	25,037	28,856
Fresh or dry flowers and buds	11,865	12,973	13,787
Foliage and other plant parts	19,235	20,582	23,380
Vegetables and tubers	20,505	26,251	31,468
Pineapples	38,438	38,943	44,646
Melons	8,679	13,879	23,132
Seed for planting	5,961	5,426	5,866
Other	66,273	69,199	72,214
TOTAL	812,657	842,958	1,053,527
(*) Including living livestock Source- General Office of Statistics and Census			

COSTA RICA: TOTAL EXPORTS

JANUARY - OCTOBER 1995

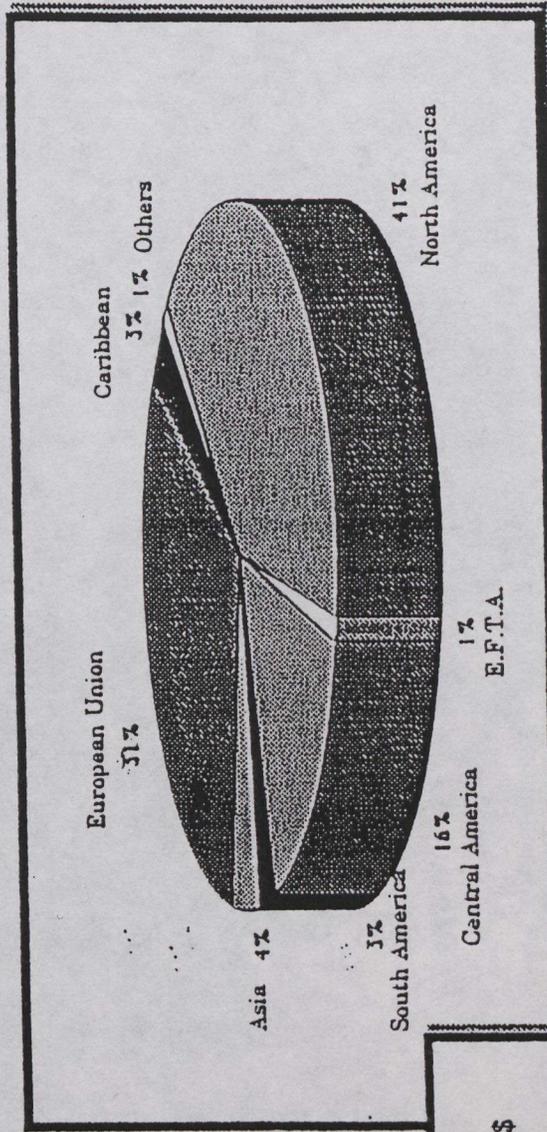


	Millions US\$
Traditional	950,93
Non-Traditional	1,150,03
Value Added in Temp. Adm. Status	108,93
Tourism	506,75
Value Added in Free Trade Zones	110,55
Total	2,827,19

Source: CENPRO, Dept. of Economic Studies and CEPSA

COSTA RICA: TOTAL EXPORTS BY DESTINATION

JANUARY - OCTOBER 1995



	Millions US\$
North America	890,99
E.F.T.A.	20,87
Central America	359,07
South America	62,78
Asia	95,90
European Union	685,62
Caribbean	69,73
Others	24,93
Total	2,209,89

Source: CENPRO, Dept. of Economic Studies and CEFSA

EXPORT INCENTIVES BY SYSTEM

INCENTIVES	FREE ZONE	EXPORT CONTRACT	TEMPORARY ADMISSION
Duties on raw materials, components, machinery and equipment.	100% exemption	Exemption in proportion to sales to third markets	Suspension of duties
Export taxes	100% exemption	100% exemption	100% exemption
Management of foreign exchange (\$)	Independent	By means of entities which submit to fiscal supervision by SUPEN	By means of entities which submit to fiscal supervision of SUPEN
Customshouse services.	Processed in the plant.	Normal processing	Normal processing
Sales in the local market	Up to 40%	With previous payment of the corresponding taxes	Not permitted
Time limitations	Indefinite	All contracts expired in 1996 except those which signed an addendum until 1999.	5 year permit automatically renewable.
Market	Foreign, local	Third markets, local markets.	Third markets
Exemption of vehicle duties	100% exemption	Proportional to sales exported to third markets. Only trucks greater than two tons.	Not applicable.
Income Tax	100% exemption	Not applicable	Not applicable
Rebate on payrolls	To companies in less developed zones during five years	Not applicable	Not applicable
Subsidized training	New workers can be trained and paid by the government the first three months (in less developed areas).	Not applicable	Not applicable
Repatriation of capital	100% exemption	Payment of full legal taxes	Payment of full legal taxes
Tax exemption on capital, assets, land, property transfer as well as municipal taxes and licenses.	100% during 10 years	Not applicable	Not applicable
Local sales and consumption taxes.	100% exemption during 10 years	Exemption proportional to sales exported to third markets.	100% exemption as stipulated by the General Law of Sales Tax.
Legal basis.	7210, Nov. 23, 1990 7293, Mar. 4, 1992	7092, Apr. 21, 1988 7257, Oct. 7, 1991 7293, Mar. 4, 1992	7092, Apr. 21, 1988 7257, Oct. 7, 1991 7293, Mar. 4, 1992

COMPARISON OF IMMIGRATION STATUS

Ministry of Tourism		Ministry of Foreign Commerce	Ministry of the Interior		Ministry of Foreign Affairs and Cult
		CENPRO	General Office of Immigration and Foreigners		
Retired Residents	Income Resident	Investing Resident	Company visa	Others	
<p>\$600/month of foreign income.</p> <p>Must remain in the country 4 months of each year. (Not consecutive)</p> <p>Can not earn a salary.</p> <p>Can be the owner of a business and receive an income.</p> <p>Must change his dollars with the National Banking System and save the receipts.</p>	<p>\$1,000/month of foreign or local income. (Bank CD minimum of 5 years.</p> <p>Must remain in the country 4 months of each year. (Not consecutive)</p> <p>Can not earn a salary.</p> <p>Can be the owner of a business and receive an income.</p> <p>Must change his dollars with the National Banking System and save the receipts.</p>	<p>A single investment of \$200,000 or of \$50,000*</p> <p>Can earn a salary</p> <p>Can be the owner of a business and receive an income</p> <p>The project should generate employment, hard currency, technology, and benefits for the country within the priority classifications.</p> <p>The investment must be audited each year</p>	<p>For exporting companies with more than 30 perm. employees</p> <p>In order to bring executives and top technicians for up to one year (renewable)</p> <p>Can earn a salary in the company</p>	<p>Family ties</p> <p>Refugees</p> <p>Students</p> <p>Political exiles</p>	<p>Diplomats</p> <p>International missions</p>

* In accordance with Article 51 of the Regulations of the General Law for Immigration and Foreign Residents, Decree No. 19010-G, published in La Gaceta on the 31st of May, 1990. "The minimum amount of investment will be \$200,000.00, in legal currency of the United States of America, or its equivalent in another international currency accepted by the Central Bank of the Republic of Costa Rica. Nevertheless, in the case of projects declared as priorities by the Executive Power, this investment can be \$50,000.00 in legal currency of the United States of America".

NOTE: The status guarantees residence to the immediate family as dependents.

The following may be combined within the same family:

- Investor - Investor
- Retiree - Investor
- Retired Investor - Investor
- Company Vista - with any other modality

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GET TO KNOW COSTA RICA

QUETZAL TOUR (one day)

Have the opportunity of visiting one of our virgin forests. 1 hour from San Jose on the Pan American Highway. We will go all the way to the Cerro de la Muerte at an altitude of 2,700 meters, up to Quetzal Lookout. During the tour of the forest, we will see century old trees such as oaks and cedars. The fauna of this zone has animals such as the tapir (*Tapirus bairdii*) and further inside the forest we will be surprised by the magnificent Quetzal, of an emerald and ruby colors, called the most beautiful bird on earth. Accompanying the Quetzal there are 400 species of birds of all types within the forest. The tour will take approximately 2-1/2 hours of easy walking among the roads of oaks. We will see the natural legacy of fossils, more than 15 million years old originating in a seabed, a phenomena that will be commented on by your specialized guide, who will teach about the geological formation of that zone. We will enjoy a delicious Costa Rican lunch and you will be able to catch your own trout.

Includes: transportation, bilingual guide, breakfast, lunch and entrance fees.

Recommendations: walking shoes, raincoat, insect repellent.

AERIAL TOUR OVER THE VOLCANOS

ARENAL VOLCANO (one day)

After picking up the clients in their hotels, we leave San Jose about 8:00 am, going toward the north-east. On the way we will stop in the small city of Zarcero, to observe the church yard and its curious topiary garden. Further to the north, we will reach the plains of San Carlos and will begin the colossus between the clouds.

At approximately 12:30 we will arrive in Los Cartagos Farm, where we will have a delicious Costa Rican lunch, of tilapia, a fish raised in the same farm. We will then take a horseback ride all the way to a magnificent and majestic kapok tree of over 100 years old, pride of the farm. Or if you wish, you can walk the different trails on the farm, and take a short trip by boat to fish. At 3:00 pm we will go on to Arenal Volcano arriving at the hot springs in Tabacon where we may enjoy the gardens and the pools of hot and sulphurous water coming directly from within the volcano. This is the most active volcano in the country, erupting often, and we may well see an unforgettable spectacle; light, sound, lava, ash and thundering. After this, we will return to San Jose, but not until we have had supper in Tabacon.

Our clients will be left in their hotels around 10:00 pm.

Included: transportation, bilingual guide, lunch, supper and entrance fees.

Recommendations: walking shoes, insect repellent, bathing suit, towel, sun tan lotion.

Costa Rica, the Switzerland of Central America, the perfect place for observing volcanic colossi has made it possible for AEROVIAJES, S.A. to offer a spectacular tour, unique in its class. We will be able to enjoy the observation, photography or filming of these volcanos from the air. The aerial tour will begin in San Jose where we will receive a talk about vulcanology given by our specialized guide who will describe the characteristics of each of the volcanos we are to visit, the route we will follow and recommendations. Afterwards we will fly up to 3,600 meters above sea level to observe the four principal volcanos of the country, their craters, peaks, nearby lakes, extinct craters and forests. The flight plan will begin when we go towards Turrialba volcano, of relative inactivity for more than 300 years. We will continue towards the Irazu volcano, the highest of Costa Rica and we will observe its principal crater. Following the route west along the mountain chain, we will fly above the Barva Volcano and its great beauty because of its forest and the circular lake on its peak. Following we will see the majestic Poas Volcano, relatively active with its fumaroles and emissions of acid gas and the enormous diameter of its crater, its neighboring lake, the density of its forests and its river of cold lava. Afterwards, we will continue our flight towards the Pacific Coast, landing in Quepos. From there we will head to Manuel Antonino, where we will enjoy the sun, we will be able to swim and lunch. Our return trip to San Jose will take about 35 minutes, the whole tour lasting about 5 hours.

Included: aerial and terrestrial transportation, bilingual guide and scientific pamphlet, lunch and all non-alcoholic drinks. Recommendations: sun tan lotion, bathing suit, have breakfast before leaving. Note: The itinerary of the tour can vary according to meteorological conditions.

T A R I F A S

CODIGO	TOUR	INCL.	PRECIO
AV-01	TOUR DE LA CIUDAD	N/A	\$ 24.00
AV-02	VOLCÁN IRAZÚ	N/A	\$ 38.00
AV-03	OROSI / LANKESTER	N/A	\$ 38.00
AV-04	VOLCÁN IRAZÚ / OROSI / LANKESTER	A	\$ 62.00
AV-05	TOUR DE LOS QUETZALES	D/A	\$ 75.00
AV-06	VOLCÁN POÁS	N/A	\$ 38.00
AV-07	FABRICA DE CARRETAS DE SARCHÍ	A	\$ 30.00
AV-08	VOLCÁN POÁS / SARCHÍ	D/A o C	\$ 60.00
AV-09	VOLCÁN ARENAL / TABACÓN	D/A	\$ 75.00
AV-10	V. ARENAL / TABACÓN / LOS CARTAGOS	A/C	\$ 95.00
AV-11	CAMINATA POR BOSQUES V. BARVA	D/A	\$ 77.00
AV-12	PARQUE NAL. BRAULIO CARRILLO	D/A	\$ 74.00
AV-13	CARARA / JACÓ	D/A	\$ 79.00
AV-14	TOUR AÉREO DE VOLCANES	A	\$220.00
AV-15	TRASLADO A/C/MI	O.W.	\$ 10.00

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DISCOVER COSTA RICA WITH

San Jose City Tour

This will be the perfect introduction to our country. There'll be a tour through residential areas of San Jose, including the University of Costa Rica. Later we will have the opportunity of seeing the National Museum and its archeological and historical exhibition halls. Farther along we will visit an artisan market where we will have the opportunity of observing and buying handicrafts from our country.

Duration: Approximately 3 hours

US\$24.00

Poas Volcano

The cloud forest, the active crater and the tranquil lake of Poas National Park is only a short distance from San Jose. We will pass through unforgettable landscapes and see a spectacular view of the central valley. This half day tour, includes information about the turbulent history of the volcano, the ecology of its forests and stop in the city of San Pedro de Poas. It is recommended that you take a jacket, sneakers or walking shoes and a raincoat.

Duration: Approximately 3-1/2 hours

US\$38.00

Poas Volcano - Sarchi - the Ox-cart Factory

The cloud forest, the active crater and the tranquil lake of Poas National Park is only a short distance from San Jose. We will pass through unforgettable landscapes and see a spectacular view of the central valley. We will have lunch in a Costa Rican style restaurant and later continue on our way, passing in front of plantations of coffee and sugar, a tropical aviary located in the historic city of Alajuela, the church in Grecia, an ox-cart factory in Sarchi, where visitors can see the construction and decoration of these carts, and can purchase articles of wood and handicrafts.

Duration: Approximately 6 hours.

With Lunch included

US\$58.00

Without Lunch

US\$51.00

Irazu Volcano - Orosi Valley

This tour combines a trip to Irazu Volcano and one to the Orosi Valley. From the lookout of Orosi, one can observe a fascinating landscape, surrounded by coffee farms, the hydroelectric dam in Cachi and picturesque villages. During our visit to Orosi, we will stop to lunch in a restaurant of that area. The return to San Jose, takes place in the afternoon.

Duration: 6 hours

US\$56.00

Arenal Volcano

Our trip will begin in the afternoon in San Jose. We will take the highway to Ciudad Quesada and later on to La Fortuna de San Carlos. Its perfect cone, framed by the majestic plains of San Carlos, announces our arrival to our destination: Arenal Volcano. We will take a walk around the base of the volcano and, if weather permits, we will observe the volcano in all its splendor with its little lava explosions descending its sides. After observing Arenal in the evening we will enjoy a relaxing bath in Tabacon's thermal waters. Later we will dine in a local restaurant. We will return to San Jose in the night.

Duration: Approximately 10 hours.

US\$75.00

The Café Britt Coffee Tour

The adventure starts in San Isidro: we travel through the colonial cities of Barva and Heredia during 20 minutes until

reaching a coffee farm of 4.5 acres, found near the slopes of Barva Volcano. It is in this farm that gourmet coffee from Costa Rica is produced, roasted and exported. Upon arriving we begin the adventure that lasts one hour, by means of a multi-media bilingual presentation (English-Spanish) on the "history of coffee"; later we visit the plant, see it in operation and visit the tasting room situated in the house of a native coffee collector. Here you will have the opportunity of learning to be a coffee taster, like the experts and to learn about the importance of coffee in Costa Rican history.

US\$19.00

The cable car in the Rain Forest

Enjoy 90 minutes in a cable car over a rain forest, enjoying the immense garden of epiphytes and animals hiding among the tree tops. Home of 2/3 of the species of the rain forest, this world of beauty and biodiversity is situated in the northern border of Braulio Carrillo National Park where one can observe a spectacular view.

Without transport

US\$48.00

With transport

US\$74.50

White water rafting on the Pacuare River

(CLASS III-IV) The gorge of the Pacuare with rapids from Class III to IV is one of the best rivers on a worldwide level for white water rafting. Passing through a wet tropical forest, these waters of white foam pour voluptuously and with the impetuosity of the tropics, with crystalline waterfalls adding their waters to the principal streams and rapids, like those of Huacas Arriba and Huacas Abajo, Terciopelo and Cimarrona, are awaiting you filled with life. Transport, breakfast and lunch are included.

US\$90.00

Horseback tour in Sacramento

We leave the noise of the city to find ourselves in the quiet and harmony of the country in a little town of Barva. Our climb towards Sacramento is accompanied by a beautiful panorama of the central valley. Upon our arrival, we enjoy a cup of coffee, afterward mounting horses and, together with our nature guide, we will ride the trails that take us to the Sacramento Inn. Weather permitting, will include a visit to the Barva Volcano lake found in the cloud forests of Braulio Carrillo National Park. Later we will enjoy a native lunch. We return to San Jose in the afternoon.

US\$70.00

Tortuga Island

This tour offers a trip by yacht in the Nicoya Gulf and a tropical buffet served on the beach of Tortuga Island. The trip begins very early: upon the arrival of the bus in the port of Puntarenas, the tourist will go aboard the catamaran "Manta Raya" and set sail for the Nicoya Gulf. The trip to the island lasts two hours and passes by some protected islands where one can observe pelicans. Once on the island you can sun bathe, play valley ball or simply rest. The trip includes a continental breakfast, lunch, fruits and aperitifs. We will arrive back in San Jose, between 7 and 8:00 pm.

US\$99.00

Call us at 234-0607 Monday through Friday, from 8:00 am to 5:00 pm.

We are in Barrio Dent, 600 meters west of Taco Bell

NT-HD-01 CITY TOUR:

The best way to appreciate the life style in Costa Rica's capital, San Jose. This tour consists in a trip to the principal streets of the city such as Central Avenue, Second Avenue and Paseo Colon, a visit to the National Theater, the National Museum, the Metropolitan Park La Sabana, boulevards, residential areas on the East and West of the city, the University of Costa Rica and other interesting sites.

Duration: 4 hours, approximately.
Includes: Guide, snacks, entry fees.
PRICE PER PERSON: \$18.00

NT-HD-02 IRAZU VOLCANO

You will arrive at the surprising, gigantic, Irazu Volcano found about an hour from San Jose, 3,432 meters high. When you arrive at the peak of the volcano, you will be able to walk around the three principal craters. You will observe in this zone some large cultivation s of potatoes. We will visit the Church of Los Angeles, Patron Saint of Costa Rica, being very venerated and respected by the Cosa Ricans. There will be a brief stop in the Ruins of the old Church of Cartago, which was obviously affected by earthquakes.

Duration: 5, hours, approximately.
Includes: Guide, and entrance to the park
PRICE PER PERSON: \$29.00

NT-HD-03 POAS VOLCANO

You will travel toward the northeast from San Jose, passing through the city of Alajuela, famous for its Central Park, called Park of the Mangos. On the road towards the volcano we will see coffee plantations, and flowers of different colors and diversity. Once you have reached the volcano, you will be able to see this marvelous colossus which has one of the widest active craters in the world, and every once in a while you may be surprised by a small eruption of steam and ash. You will also stroll on the trails of the park to see the intense green color of the landscape usually compared to those of Switzerland.

Duration: 5 hours, approximately
Includes: Guide and entrance to the park.
PRICE PER PERSON: \$29.00

NT-OD-04 ARENAL VOLCANO (Night)

This volcano is the most active in our country. We leave to go to the town of La Fortuna de San Carlos. As we tour the town, you will begin to appreciate the almost perfect conical form of Arenal Volcano. We will also see Lake Arenal, the largest source of hydroelectric energy of Central America and on which many aquatic sports are practiced. Our supper will be in one of the most visited of restaurants, because of its large number of thermal water pools and from which one can see a marvelous view of the volcano.

Besides you will be able to relax enjoying a period in the thermal waters. At night, Arenal Volcano may offer a marvelous spectacle with its lava sparks falling from the crater and the thunder of its eruption.

Duration: 11 hours, approximately
Includes: Guide, snacks, supper
PRICE PER PERSON: \$61.00

NT-CS-05

ADVENTURE IN THE RAPIDS

Early in the morning you will enjoy and experience one of the most exciting of trips.

We go through the city of Cartago where the visitor can enjoy the colonial beauty of this city, such as the ruins of the Church of Cartago and the Basilica of Los Angeles, Patron saint of Costa Rica. We continue our way through great coffee plantations until we arrive at a restaurant where we will be served a succulent Costa Rican breakfast.

Arriving at the river we will then enjoy the adventure of the turbulent waters along the untamed and feared Pacuare and Reventazon Rivers and as well you will witness the tropical jungle.

Duration: 11 hours, approximately
Includes: Guide, breakfast, lunch, use of equipment.
PRICE PER PERSON: ON THE REVENTAZON: \$65.00

NT-SV-06

CRUISE TO THE TORTUGA ISLAND

This is a day long cruise which is very attractive and you will be able to relax on a comfortable boat with delicious snacks, you will be able to dance and listen to tropical music at the same time you are seeing a beautiful view of the Pacific Coast.

Duration: 11 hours, approximately,
Includes: Guide, snacks, drinks, lunch, tropical fruit and music.
PRICE PER PERSON: \$63.00

NT-ET-07

CARARA-JACO

As we go down towards Carara we will be traveling on the old Spanish Route from the times of the colony, towards the Pacific Ocean.

The Carara Reserve is found in a climatological zone of transition, from the North Pacific dry zone to the very humid South Pacific. Here we can find a great variety of birds, as well as reptiles and amphibians, such as crocodiles, iguanas and small colored frogs. Once we have finished the trip along the trails of this marvelous reserve, we will be taken to Jaco Beach to enjoy a succulent native lunch, enjoying a moment on the beach and of the village.

Duration: 10 hours, approximately
Includes: Snacks, lunch and park entrance fees.
PRICE PER PERSON: \$70.00

NT-JL-08

TORTUGUERO NATIONAL PARK

This is a great opportunity to explore a well known park of Costa Rica, famous for its natural canals in the tropical rainforest. You can travel the canals and may observe the laying of the giant Green Turtle.

Duration: 11 hours, approximately,
Includes: Guide, snacks and lunch
PRICE PER PERSON: \$80.00

NOTE: THIS TOUR CAN BE EXPANDED TO TWO OR THREE NIGHTS IN ONE PACKAGE WITH EVERYTHING INCLUDED. PLEASE CONSULT PRICES

NT-ET-09 SARCHI

The colorful town of Sarchi, the mountains and the coffee and sugar cane plantations, are some of the attractions that have made Costa Rica world famous.

Sarchi is the cradle of a great variety of colorful handicrafts made of wood, specially the famous carts with its distinctive geometric designs and colors.

Besides you will be able to observe the process of painting one of our carts by hand and to see the great number of articles that are manufactured in this zone.

Duration: 4 hours, approximately,
Includes: Guide and snack
PRICE PER PERSON: \$25.00

NT-AT-10 CABLE CAR

In a natural private reserve, besides Braulio Carrillo National Park, you can enjoy 90 minutes in the high canopy of the forest with its gardens of epiphytes, discovering plants and animals that are usually hidden up in the top of great trees.

When you arrive at the cable car you will receive a short introduction about the exploration of the canopy and the construction of the cable car. From that point you will begin a 45 to 50 minutes walk along one of the trails, accompanied by a nature guide. Following this, you will enjoy a marvelous trip on the cable car which has a total run of 2,600 meters whose highest point is 30 meters above the ground.

Duration: 7 hours, approximately
Includes: Transportation, guide, snacks, lunch, use of the installations.
Recommendations: Use light clothing, tennis shoes, raincoat, insect repellent, camera and binoculars.

PRICE PER PERSON: \$70.00

DAILY EXCURSIONS

ASV: 1 SAN JOSE CITY TOUR PER PERSON \$17.50 DURATION : 3 HOURS

This tour includes a visit to the National Theater, constructed in 1897 following the design of the Paris Opera House. The theater is considered to be one of our most precious jewels. The tour will continue to the National Museum, before known as the Bellavista Fortress, being the general headquarters of the old army, then to some residential areas and on to the University of Costa Rica with its more than forty thousand students. The tour will end with a visit to Moravia where we will be able to find handicrafts and souvenirs at very attractive prices.

Included: Transportation, bilingual guide and tickets to the attractions.

ASV: 3 IRAZU VOLCANO AND OROSI PER PERSON \$44.00 DURATION: 8 HOURS

The spectacular Irazu Volcano is just an hour from San Jose and is the highest point in the central mountain chain of Costa Rica, close to 11,000 feet. During the clear days in the dry season, one can see both the Atlantic and Pacific Oceans. The National Park has three craters close to each other, in a almost moonscape. The tour then descends to the Orosi Valley with a stop in colonial Cartago, and the famous Basilica de Los Angeles, sanctuary of Costa Rica's patron saint. We recommend that you use long pants, sweater and comfortable shoes.

Included: Transportation, bilingual guide, entrance fees and lunch.

ASV: 4 COFFEE TOUR PER PERSON \$18.00 DURATION: 3 HOURS

Come and enjoy the real history of coffee! Located between Poas and Barva volcanos, Cafe Britt's farm will be open "su casa". The tour begins in a coffee planting, continues through the roasting factory and ends with a tasting of delicious Cafe Britt. The tour shows the incredible process of transforming a red bean of coffee into a perfect cup of "cafe".

Includes: Transportation, bilingual guide and the entrance fee.

ASV: 5 ARENAL AT NIGHT TOUR PER PERSON \$65.00 DURATION: 8 HOURS

Due to the frequency and intensity of its eruptions, Arenal is considered one of the most active volcanos on earth. These can be seen from the comfortable Tabacon Restaurant while we enjoy their five pools of thermal waters. The tour includes a succulent supper. We recommend warm clothing for the afternoon, bathing suits for the pools and a towel.

Includes: Transportation, bilingual guide, supper and entrance to the thermal waters springs.

ASV: 7 TORTUGA ISLAND PER PERSON \$58.00 DURATION: 8 HOURS

The tour begins early in a luxurious bus which will take you to Puntarenas where you will board a 96' yacht in order to enjoy a magnificent cruise across the Gulf of Nicoya. During this yacht trip you can relax with a drink in your hand and a sparkling sea behind. The yacht will pass among the gulfs, tropical isles until we arrive at Tortuga. This is a beautiful island, covered with trees, with crystalline water and a white sand beach with exuberant natural beauty. The island has the best natural environment for tanning, swimming, skin diving and relaxing. This includes a delicious buffet lunch served on the beach. We recommend that you use short pants, t-shirts, suntan lotion, sun glasses and bathing suit.

Includes: Transportation, a bilingual guide, a light breakfast, soft drinks and a buffet style lunch

ASV TOURS - Agencia Super Viajes

Oficentro Ejecutivo La Sabana, Building Number 1, Sabana Sur, San Jose, Costa Rica
Box 3985, 1000 San Jose, Costa Rica - Telephone (506) 220-0400 - Fax (506) 220-0800

ASV: 2 POAS VOLCANO AND SARCHI PER PERSON \$42.00 DURATION: 8 HOURS

Poas Volcano, one of the largest active craters in the world, is 400 meters in diameter. After visiting the main crater and enjoying the vegetation of the zone, you will be able to enjoy a delicious local style lunch. The tour will continue after that, through some of the most colorful landscape of our country. Dairy farms and coffee plantations can be seen along the entire route until we arrive in Grecia, a town famous for its ancient metal church. The tour will then continue to Sarchi, home of a factory that makes our famous hand painted Costa Rican style ox-carts, as well as stores with full lines of handicrafts. We recommend you use long pants, a sweater and comfortable shoes. Includes: Transportation, bilingual guide, entrance fees and lunch.

ASV: 8 SARAPIQUI ADVENTURE PER PERSON \$ 65.00 DURATION: 8 HOURS

We leave in the morning towards the northern plains of Costa Rica, going pass the La Paz and San Fernando waterfalls. The guide will give us a detailed explanation of the ecological importance of the region. We will also receive breakfast and fruit juice in route to the rainforest of Sarapiquí. Halfway through the morning, we will arrive at Puerto Viejo de Sarapiquí, where we will board the boat that will take us on our adventure. We will explore the channels and ponds during our trip down the tropical Sarapiquí river as we navigate through the jungle to the sounds of monkeys and parrots, seeing exotic and abundant variety of animals, all along the river, such as crocodiles, iguanas, sloth and toucans. We recommend comfortable shoes and a sweater. Includes: Transportation, guide, breakfast and lunch.

ASV: 9 WHITE WATER ADVENTURES DURATION: 8 HOURS

PER PERSON: Reventazón, \$63.00 Pacuare, \$81.00 Sarapiquí, \$60.00

Some Costa Rican rivers are marvelous for the sport of rafting, giving an opportunity to the beginner as well as the most experienced. This is a chance that should not be lost. Four different types of rapids on three different rivers, combine adventure with an opportunity to see exotic wildlife in the tropical forest. One can choose the Class IV Pacuare River, Class I, II or III on the Reventazon or Class III and IV on the Sarapiquí. An experienced guide will be with you throughout the day. The trip will include a local style picnic lunch, served on the river bank or in a restaurant at the end of the run. We recommend that you use wetable shoes, t-shirts, short or long pants, towel, bathing suit and suntan lotion.

Includes: Transportation, expert bilingual guide, breakfast and lunch.

ASV: 10 COFFEE TOUR & BUTTERFLY FARM PER PERSON \$43.00 DURATION: 8 HOURS

Come and enjoy the real history of coffee! Located between Poas and Barva volcanos, Café Britt's farm will be open "su casa". The tour begins in a coffee planting, continues through the roasting factory and ends with a tasting of delicious Café Britt. The tour shows the incredible process of transforming a red bean of coffee into a perfect cup of "café". The demonstration includes coffee traditions, songs and colorful costumes. The tour then continues in a live butterfly farm. In this 2 hours tour, the guide will show you incredible details of the complete life cycle of some of the most beautiful butterfly on earth. We recommend that you use long pants, a light jacket, comfortable shoes and sport type clothing.

Includes: Transportation, bilingual guide and lunch

ASV: 6 CARARA BIOLOGICAL RESERVE PER PERSON \$72.00 DURATION: 8 HOURS

Carara is an interesting forest in transition between tropical dry and humid. Carara is found on the Pacific Coast. In the reserve, one can observe excellent examples of wildlife of our country, crocodiles, scarlet macaws, monkeys, parrots, and other animals which inhabit this area. This is an unforgettable walk for nature lovers. We recommend long pants, t-shirts, bathing suits, towels and insect repellent. Includes: Transportation, bilingual guide entrance fees and lunch.

ASV TOURS - Agencia Super Viajes

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*LUNCH INCLUDED

Reservations 24 hours in advanced



VIAJES MARAVILLOSOS S.A.

WHOLESALE & TOUR OPERATOR

V. M. Tours

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