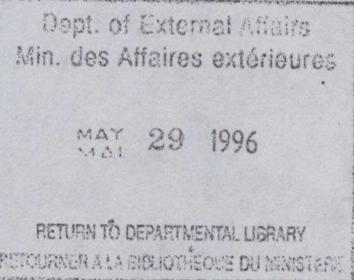


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C O L O M B I A

REPORT ON THE TRANSPORTATION SECTOR



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COLOMBIAN TRANSPORTATION SECTOR REPORT

INTRODUCTION

The transportation sector has for long been the Cinderella of the Colombian economy, deprived of investment by both the public and private sectors. However, as Colombia increasingly seeks to open up its economy to foreign trade it has come to recognize the importance of an efficient transportation infrastructure. The objective of this report is to provide a convenient reference document for Canadians interested in pursuing commercial opportunities in this sector.

The report is divided into three sections: a brief overview of Colombia and its current economic and political situation; a review of the industry itself focusing on its past, present and future; and a section dedicated to "how to do business" in this sector.

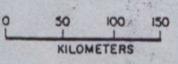
Annexes to this report contain reference information, including sectoral statistics, names and addresses of companies and organizations active in this sector, and a list of potential agents for new entrants to this market.

Similar reports are available on the oil and gas, mining, telecommunications and advanced technology, electric power, and agriculture sectors. The Commercial Division welcomes suggestions for improvement to future updates.



The boundaries shown on this map do not imply endorsement or acceptance by the World Bank and its affiliates.

- Elevations above 1400 meters
- Department, Intendencia & Comisaría boundaries
- Main rivers
- International Boundaries



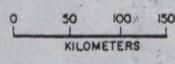
78° 76° 74° 72° 70° 68°

12° 10° 8° 6° 4° 2° 0° 2° 4°



The boundaries shown on this map do not imply endorsement or acceptance by the World Bank and its affiliates.

-  Elevations above 1400 meters
-  Department, Intendencia & Comisaría boundaries
-  Main rivers
-  International Boundaries



COLOMBIA IN A NUTSHELL

GEOGRAPHY:

Colombia is the fourth largest country in Latin America after Brazil, Argentina and Mexico and occupies a land area of 1.14 million square kms, slightly larger than Ontario. It is located at the northwestern tip of South America and thus has extensive coastlines on both the Pacific Ocean and the Caribbean Sea. Upon entering Colombia the Andes mountains break into three separate ranges running south to north. As a result of this rugged topography the climate ranges from tropical lowlands and jungle to temperate altiplanos and snow-capped mountains.

Most of Colombia's 30.6 million people live on the mountain slopes, in the fertile valleys between the ranges, and on the savannah (altiplano) of Bogotá. Life expectancy at birth averages 67 years and the adult literacy rate is 88 percent.

The major cities are the capital, Bogotá, with a population of six million; Medellín, 2.5 million; Cali, 1.6 million; and Barranquilla, one million. For administrative purposes Colombia is divided into 23 departments (provinces), three intendancies and five commissariats (commonly known as the National Territories), plus the Special District of Bogotá.

POLITICS:

The Republic of Colombia won its independence from Spain in 1810. It has a presidential form of government with a division of powers among the executive, legislative and judicial branches similar to that of the United States.

The Executive Branch is headed by a President elected by popular vote for a four-year term. Immediate reelection is constitutionally prohibited. The President appoints Cabinet Ministers and Departmental Governors. President Virgilio Barco's term of office expires in August 1990.

The Legislative Branch is made up of a bicameral Congress of 112 Senators and 199 members of the Chamber of Representatives. There are two main political parties, the Liberals and the Social Conservatives. A small third party, the leftist Patriotic Union, was formed following peace talks between the Government and guerrilla groups in 1985.

Colombia has the oldest history of continuous guerrilla activity in the western hemisphere. Nevertheless, the country seems to have adapted to levels of violence which would be considered unusual elsewhere and its democracy has been relatively stable since the last military government left office in 1956.

COLOMBIAN TRANSPORTATION SECTOR REPORT

4

ECONOMY:

After growing by 5.8 percent and 5.3 percent in 1986 and 1987 respectively, the Colombian economy expanded by 3.7 percent in 1988 and 3.5 percent in 1989, as the government tightened its fiscal and monetary policies to contain inflation, which reached an annual rate of 28.1 at the end of the year. Colombia remains the only major Latin American economy not to have rescheduled its external debt (approximately US \$16.7 billion) although access to new foreign commercial bank loans has become more difficult.

Basic Economic Indicators:

Gross Domestic Product 1987	US \$35.8 bn
Per Capita Gross Domestic Product	US \$1,181
Average Annual Inflation Rate 1980/1987	22.3%
International Reserves, December 1987	US \$3.5 bn

ORIGINS OF GDP 1987

Agriculture	17.1%
Mining	4.7
Manufacturing	23.6
Construction	6.4
Commerce	13.4
Transport/Communications	8.1
Electricity/gas/water	2.3
Housing	5.0
Total including others	100.0%

COMPONENTS OF GDP 1987

Private consumption	64.6%
Government consumption	9.6
Gross fixed investment	18.8
Change in stocks	0.2
Exports	19.2
Imports	-12.4
 GDP at market prices	 100.0%

PRINCIPAL EXPORTS 1988*

	US\$ mn fob
Coffee	1,606
Oil & derivatives	953
Coal	327
Ferronickel	180
Gold	408
 Total incl others	 5,301

PRINCIPAL IMPORTS 1988*

	US\$ mn cif
Intermediate goods	2,190
of which: fuel	139
Capital goods	1,523
Consumer goods	549
 Total including unclassified goods	 4,400

MAIN EXPORT DESTINATIONS 1987

USA	27.3%
West Germany	15.8%
Netherlands	4.7%
Japan	5.4%
Venezuela	4.7%
Total EEC	35.6%

MAIN ORIGINS OF IMPORTS 1987

USA	36.1%
Japan	8.6%
West Germany	7.9%
France	4.0%
Venezuela	4.4%
Total EEC	22.7%

SOURCE: Banco de la República

* estimate

SECTORAL OVERVIEWSHIGHWAY TRANSPORT

As approximately 90 percent of domestic freight is moved over Colombia's highways, road construction and maintenance has been a top priority of the national government. Considerable financial support has been forthcoming in recent years from the World Bank. Although most construction contracts are won by well-established Colombian companies, there exists a market for specialized road construction and maintenance equipment.

The Colombian government has until recently prohibited practically all motor vehicle imports (with the exception of taxis, heavy-duty jeeps, police vans, and other vehicles not assembled in the country) since 1984 to protect the national automobile industry. This assembly industry services about 90 percent of annual demand for vehicles through three assembly plants: Colmotores S. A. (General Motors), Sofasa S.A. (Renault) and CCA (Mazda). The finished vehicles include an average of 40 percent local content, mainly body parts, interior trim, brakes, electric parts and accessories.

The import restriction on foreign-made cars brought about considerable growth for the three local assemblers. From a total of 28,149 units in 1983 for the three companies, production reached 43,000 units in 1985, 47,000 units in 1986, 60,000 in 1988 and 53,000 in 1989. A World Bank-financed study in 1989 concluded that Colombia's protectionist vehicle assembly policy does not significantly distort the economy. More importantly from a Colombian point of view, it saves the country at least US \$1.25 billion annually in foreign exchange. Nevertheless, the economic modernization program initiated in early 1990 has permitted private imports of cars and trucks to take place again, albeit on a small scale which does not threaten local assemblers.

Colmotores S.A. the General Motors assembler, is the only assembler of commercial trucks in Colombia. It has been a substantial importer of Canadian CKD (completely knocked down) parts for both cars and trucks, but there has been a recent tendency for imports from Brazil and Japan to supplant Canadian parts.

The spare parts aftermarket is valued at US \$700 million annually, of which US \$350 million is imported. These imports are handled through a well-organized network of wholesalers and distributors, who buy mainly from the USA, Japan and Europe. Out of a total of 1.3 million vehicles in Colombia, there is still a large number of 20 to 40-year-old American and European cars that need a large number of spare parts due to their age and the general poor condition of Colombian roads. Import licenses for the aftermarket have been gradually opened up for these vehicles.

KEY PLAYERS:

MINISTRY OF PUBLIC WORKS AND TRANSPORT (MOPT)

The Ministry is responsible for sectoral planning, policies and investments in conjunction with other bodies. In addition to the agencies, the following reporting directly to the Ministry:

FONDO VIAL NACIONAL: Fund that manages national road construction and the acquisition of equipment needed for this purpose.

FONDO NACIONAL DE CAMINOS VECINALES: National entity created to plan and construct roads to facilitate national rural development.

INSTITUTO NACIONAL DE TRANSPORTE (INTRA): Created to regulate all aspects related to public highway transportation.

MUNICIPAL ENTITIES:

All large and medium-sized cities have municipal transport companies and entities responsible for traffic regulation.

COLMOTORES

Colmotores is located in Bogotá. It was founded in 1956 and dedicated itself to the assembly of Austin cars and trucks until 1965 when it was purchased by Chrysler. Since 1979 it has been a subsidiary of General Motors (84 percent ownership, the rest held by local investors) and assembles Chevrolet automobiles, buses, jeeps and trucks. In May 1990 it held a 43 percent share of the Colombian market.

SOFASA

Sofasa was founded in 1970 in Medellín and until 1988 was half-owned by the Colombian government, half by Renault of France. Renault then assumed almost total ownership until May 1990, when 17.5 percent of the shares were sold to Toyota and 7.5 percent to Mitsui. In 1991 Sofasa will begin to assemble two Toyota Land Cruiser models and three Toyota small trucks. In May 1990 it held a 18 percent share of the Colombian market.

COMPANIA COLOMBIANA AUTOMOTRIZ (CCA)

The CCA is located in Bogotá and was founded in 1960 to promote Willys jeep sales. It successively assembled Peugeot and Fiat automobiles until 1983, when production switched to Mazda models. It is currently owned 15 percent by Mazda, 15 percent by Sumitomo, and 70 percent by the Banco de Colombia. In May 1990 it held a 39 percent share of the Colombian market.

NATIONAL ASSOCIATION OF AUTOPARTS SUPPLIERS (ASONAR)

ASONAR is an association founded to promote the interests of Colombia's autoparts importers, distributors, agents of foreign companies and local manufacturers. It was founded in 1975.

COLOMBIAN AUTOPARTS MANUFACTURERS' ASSOCIATION (ACOLFA)

ACOLFA was founded in 1974 to promote the interests of auto parts manufacturers.

AIR TRANSPORT

Colombia's mountainous terrain has favoured the development of air transport, and for this reason AVIANCA is the second oldest airline in the world. There are about 485 public use airports in Colombia of which 71 are owned by the central government's National Aeronautical Fund and an equal number by local governments. Some 278 are privately owned, and the rest belong to special purpose government organizations.

The principal hub airports (Bogotá, Medellín and Cali) plus the secondary hub of Barranquilla account for 65 percent of national passengers. Bogotá's El Dorado airport accounts for just over half of national air cargo and 75 percent of international air cargo. There are more than 2200 fixed-wing aircraft in use in Colombia and 173 helicopters.

Colombia has been an important market for deHavilland's Twin Otters. In addition, the national coal company CARBOCOL operates two deHavilland DASH 7s. In regard to airport equipment, the chief suppliers have generally been from the United States, France and Italy. Nevertheless, many Colombian officials travel to Canada to attend ICAO meetings in Montreal and therefore have some exposure to developments in the Canadian industry, a situation which Canadian companies could capitalize upon. As of 1989 no Canadian airlines had direct scheduled flights to Colombia, although tourist charters to Cartagena grew rapidly in the mid 1980s.

■ A major new airport maintenance and expansion plan was drawn up under a technical assistance agreement with the U.S. government in 1988-89. This plan calls for ongoing purchases of radar, navigational aids, communications systems, training and meteorological equipment, and microwave landing systems. The Civil Aeronautics Administrative Department prepares annual procurement plans for this type of equipment. Its priority purchases are strongly influenced by the availability of foreign financing.

KEY PLAYERS:

CIVIL AERONAUTICS ADMINISTRATIVE DEPARTMENT (DAAC)

DAAC is the national agency responsible for all civil aviation matters, including airport construction, procurement of aerial navigation aids and other equipment, and system planning.

CENTRE FOR AERONAUTICAL STUDIES (CEA)

The CEA is the training branch of DAAC and is located near Bogotá's El Dorado Airport. The CEA purchased training equipment worth more than \$400,000 from Canada in 1989.

AVIANCA

Aerovías Nacionales de Colombia (AVIANCA) is the national and international commercial airline of Colombia. Although for many years PanAm had a substantial share of ownership, the company is now majority-owned by Colombia's Grupo Santodomingo. In 1989-90 the company operated 28 aircraft: one 747, four 707, eleven 727-100, eleven 727-200 and two Boeing 767.

AVIANCA Subsidiaries:

SOCIEDAD AERONAUTICA DE MEDELLIN CONSOLIDADA (SAM): SAM, which began flying in 1956, is a commercial subsidiary of Avianca with Colombian feeder routes and international service to several Central American destinations. The company was operating seven 727-100s in early 1989.

HELICOPTEROS DE COLOMBIA (HELICOL): In 1989 the company owned 14 helicopters (five Bell 212, four 206L, three 206B, and two 205A) and seven aircraft (five Twin Otters and two Grumman).

AEROLINEAS CENTRALES DE COLOMBIA (ACES)

ACES, set up in 1971, is the largest of Colombia's privately-owned regional passenger airlines. Since its creation ACES has been one of the most important buyers and operators of deHavilland Twin Otter aircraft outside Canada.

SERVICIO DE AERONAVEGACION A TERRITORIOS NACIONALES (SATENA)

SATENA is a unit of the Colombian Air Force set up in 1962 to offer passenger, cargo and mail service to isolated regions of Colombia.

AIRES

AIRES is a small domestic feeder airline.

INTERCONTINENTAL DE AVIACION

Intercontinental is a regional passenger airline founded in the mid-1960s.

LINEAS AEREAS DEL CARIBE (LAC)

LAC is a cargo airline which serves Miami, Panama, Venezuela and several other points in Latin America.

TRANSPORTES AEROS MERCANTILES PANAMERICANOS (TAMPA)

TAMPA was established in 1974 as a cargo carrier between Bogotá, Miami and Medellín.

MARINE TRANSPORT

The marine sector offers continuing opportunities related to the rehabilitation of the existing port facilities of Barranquilla, Cartagena, Santa Marta and Buenaventura. The equipment of these facilities is becoming obsolete and a US \$60 million rehabilitation program (repeatedly delayed) has been under way since the early 1980s. In addition to civil works valued at US \$29 million and equipment valued at US \$21 million, the program seeks to decentralize and improve the Colombian port authority, Puertos de Colombia (Colpuertos). Studies were contracted on container facilities, bulk handling facilities, port operations, management, maintenance, and port expansion.

Under consideration is a container terminal at Barrancabermeja on the Magdalena River to facilitate container traffic to and from the interior.

Ecopetrol, the state oil company, exports its oil from special facilities at Coveñas on the Caribbean coast. A specialized coal export port was constructed in the early 1980s at Puerto Bolívar on the Caribbean coast to export coal from the El Cerrejón project.

The government of President Virgilio Barco (1986-90) sought to promote construction of an Interocean Land Bridge between the Atlantic and Pacific Oceans near the border with Panama. Initial feasibility studies were commissioned, although the multi-billion dollar cost, unfavourable climate and instability of the Urabá region have been major considerations against this project.

KEY PLAYERS:

EMPRESA PUERTOS DE COLOMBIA (COLPUERTOS)

Colpuertos is the Colombian port authority which manages and operates five ports (Barranquilla, Buenaventura, Cartagena, Santa Marta, and Tumaco). It has been plagued by labour problems, overstaffing, inefficiency, and high tariffs that discourage potential clients. The situation had deteriorated to such an extent that more than 40 major exporters and importers in Barranquilla and Cartagena, built their own shipping terminals. Colpuertos lost US \$10 million in 1988. Although staff has been reduced from 12,000 in 1983 to 8,400 in 1989, and will be further cut to 6,000 in 1993, the government warned publicly in late 1989 that the company might be dissolved and replaced by a new entity if reform efforts prove unsuccessful.

FLOTA MERCANTE GRANCOLOMBIANA

The Flota is a regional maritime fleet originally formed by Colombia, Ecuador and Venezuela, and from which the latter withdrew. It is 80 percent by the Colombian National Coffee Federation and 20 percent owned by the Ecuadorian state development bank, and operates services to Asia, North and South America, and Europe. In 1988 it transported 2.15 million tons of cargo, of which 71 percent was import trade. The Flota recently initiated construction of a container terminal in Cartagena.

RAILWAY TRANSPORT

Colombia's rail system is modest in scale -- a mere 3,408 km of track -- and has largely been supplanted by highways as the chief means of freight transport. The narrow gauge track in use in Colombia is poorly suited for bulk heavy cargo shipments or rapid passenger service. The only railway in Colombia that is not narrow gauge is the line which links the El Cerrejón open-pit coal mine to Puerto Bolívar on the Caribbean coast.

After decades of neglect and deterioration, the Colombian government finally decided to rescue the system by means of a thorough reorganization. A Canadian firm assisted in the preparation of the reorganization plans. In July 1989 the government issued a series of decrees to liquidate the existing National Railways Company over three years and to replace it with two new entities to be headquartered in Bogotá: the Empresa Colombiana de Vías Férreas (FERROVIAS) and the Sociedad Colombiana de Transporte Ferroviario S.A. (STF).

The rehabilitation program will be a large and long-term undertaking. At least US \$110 million will be required in 1989-1992 to attend minimal requirements of the reorganization. The government expects most of these resources to be provided by supplier credits, concessional financing and private sector investors in STF.

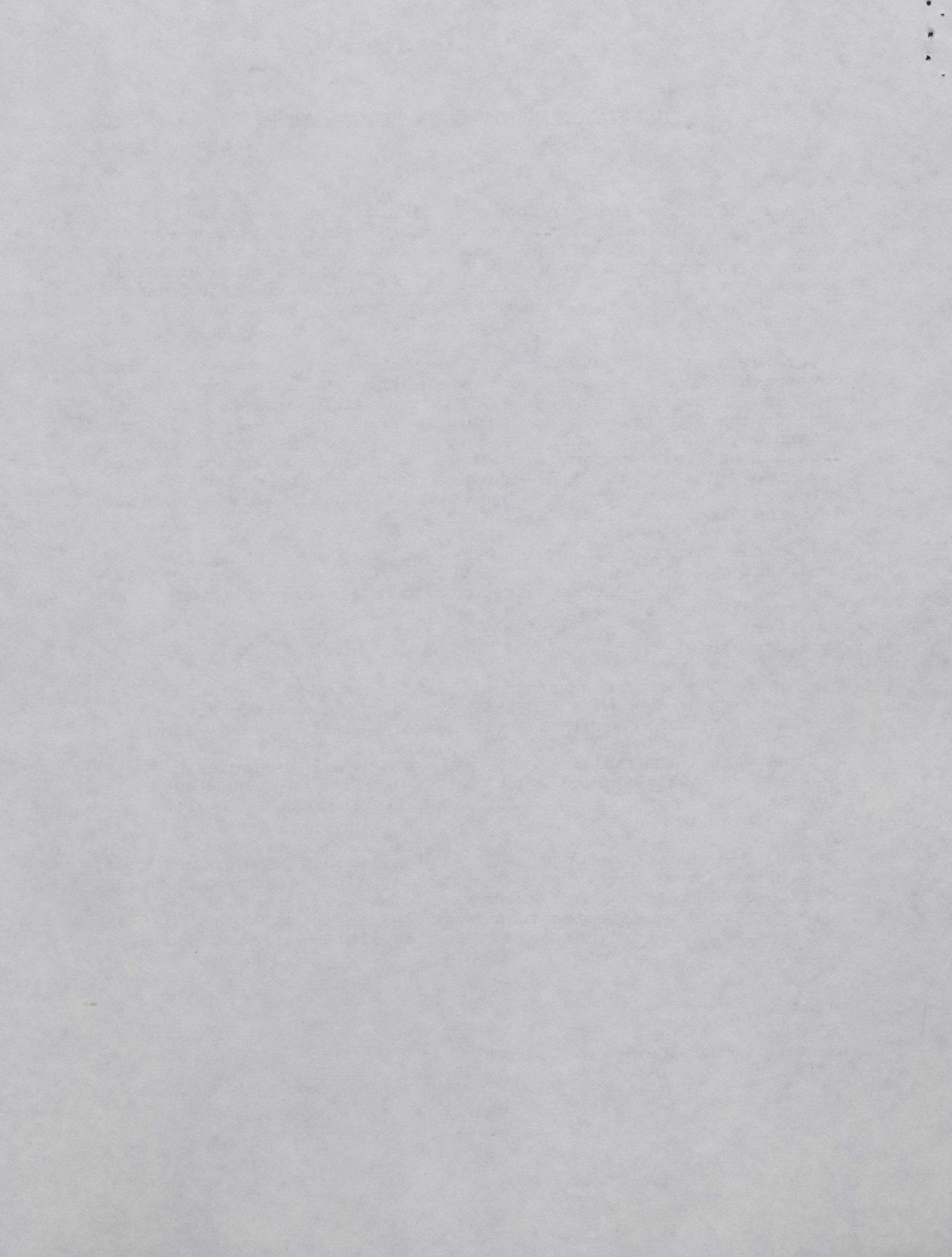
■ Phase One of the program will begin in 1991. It will require investments of US \$243 million to upgrade 2,256 km of track (the Santa Marta-Salgar-Medellín, Medellín-Puerto Berrio and Cali-Yumbo-Zarzal portions of the network). Phase Two will cover the remaining trackage and is estimated to cost US \$68 million. A US \$ 30 million communications and signalling system will also be required.

In mid-1989 Brazil offered a US \$150 million line of credit to rehabilitate over three years the railway line between the Boyaca coalfields, the city of Bogotá and the port of Santa Marta. Colombia would be expected to put up the remaining US \$69 million required for the project, and to repay the Brazilian loan with coal.

KEY PLAYERS:

FERROCARRILES NACIONALES DE COLOMBIA (EN LIQUIDACION)

In 1988, in its last full year of operation, the National Railways Company transported only 934,000 tons of cargo, the lowest figure since 1954.



EMPRESA COLOMBIANA DE VIAS FERREAS (FERROVIAS)

This state-owned company is responsible for constructing and maintaining railways, stations, telecommunications and signalling in addition to regulating transport operations. It will be funded primarily through 10 percent of a gasoline tax channelled through the National Highways Fund and from fees it charges for the use of its facilities.

SOCIEDAD COLOMBIANA DE TRANSPORTE FERROVIARIO (STF S.A.)

STF has responsibility for providing cargo and passenger transport services. The Colombian government will retain a minimum of 51 percent ownership, while up to 49 percent will be sold to other entities, including private investors, regional or municipal governments, and parastatals. STF was to initiate operations in August 1990. It has the authority to offer services directly or through association with private companies.

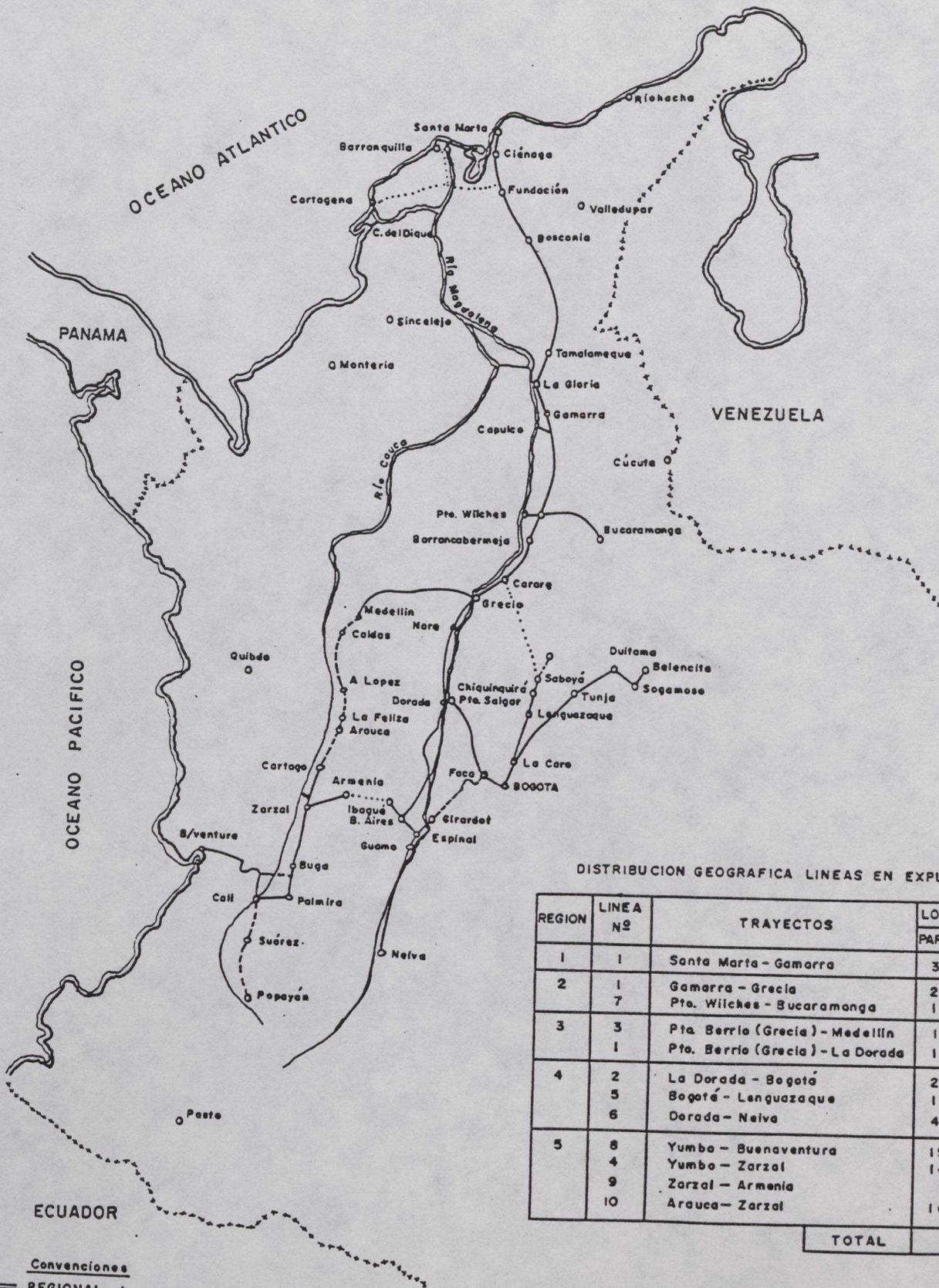
URBAN MASS TRANSIT

Characterized by growing urbanization as a result of population growth and rural migration, Colombian cities are hamstrung by their exclusive reliance on privately-owned or cooperative bus systems for public transport.

In 1986 the city of Medellín contracted the construction of a metro with a Spanish-German consortium. Its final cost, originally estimated at US \$656 million, will probably reach US \$1.45 billion. The project has been plagued by delays, cost overruns and financing problems from the outset.

Also in 1986, the newly-elected government of President Barco invited 26 countries to offer proposals to build a metro in Bogotá. Although Canada's Lavalin International was one of four finalists, an Italian consortium was selected for contract discussions in 1988. The estimated cost has soared from the original US \$250 million to more than US \$1.2 billion. However, political wrangling between the national and municipal governments clouded the project's future, and no contract had been signed as of July 1990.

■ Apart from Bogotá and Medellín, medium-sized Colombian cities unable to afford a metro, such as Cali, Barranquilla, Pereira, Manizales, Bucaramanga, Cartagena and Santa Marta, will require creative mass transit solutions to deal with growing congestion in the medium term.



DISTRIBUCION GEOGRAFICA LINEAS EN EXPLOTACION

REGION	LINEA Nº	TRAYECTOS	LONGITUD (Kms)	
			PARCIAL	TOTAL
1	1	Santa Marta - Gamarra	371	371
2	1	Gamarra - Grecia	269	386
	7	Pta. Wilches - Bucaramanga	117	
3	3	Pta. Berrio (Grecia) - Medellín	187	314
	1	Pta. Berrio (Grecia) - La Dorada	127	
4	2	La Dorada - Bogotá	202	714
	5	Bogotá - Lenguazaque	110	
	6	Dorada - Neiva	402	
5	8	Yumbo - Buenaventura	158	471
	4	Yumbo - Zarzal	146	
	9	Zarzal - Armenia	58	
	10	Arauca - Zarzal	109	
TOTAL			2256	

A.R.M.

HOW TO DO BUSINESS IN COLOMBIA

STEP A: CHOOSING A RELIABLE LOCAL AGENT

Foreign companies are required to have a legal representative or local agent, whose name, address and telephone number must be stated when registering with state entities.

The Commercial Division of the Canadian Embassy in Bogotá maintains regular contact with a variety of agents in this sector and may assist in the selection process. A list of potential agents is appended to the end of this report.

STEP B: REGISTRATION WITH STATE ENTITIES

Any firm interested in supplying equipment and/or services to must be registered in the supplier and/or contractor index. Normally only registered companies will receive specifications and invitations to bid. The Canadian Embassy Commercial Division can advise where registration forms may be purchased.

Note the following:

The registration form should be thoroughly completed and the financial information requested must be furnished in Colombian Pesos.

The balance sheet must be signed by a certified public accountant and his signature attested by a public notary.

The legal documents requested for registration such as a Canadian Chamber of Commerce Certificate must be accompanied by a Spanish translation and visaed by a Colombian Consul in Canada, by the Colombian Ministry of External Affairs in Bogotá, and by the Colombian agent or legal representative of the Canadian company.

Bona fide certificates from existing customers are required.

A company interested in registering as a contractor must furnish a complete profile of the firm including professional and technical staff (engineers and technicians) with proof of their degrees and professional skills.

Each registration is valid only for a two-year term and must subsequently be renewed.

STEP C: FOLLOW-UP AND PERSISTENCE

The Colombian sector market cannot be penetrated overnight. Competitors, many from the United States, are deeply entrenched and difficult to displace. Patience and a long-term commitment to this market are essential prerequisites for success. Your agent should receive appropriate support to promote your products or services on your behalf. It is not unusual for a first sale to come only after several years of sustained promotion and repeated visits to potential clients. Inform yourself about financing support available from the Export Development Corporation.

You should also keep government contacts (including the Canadian Embassy Commercial Division, the local International Trade Centre, and provincial government trade development officers) informed of your interests and sales strategy so they can support you to the maximum with sectoral intelligence and through involving your firm in marketing programs such as missions, incoming visits, etc. in this sector.

All avenues to enter the market should be explored. These include joint ventures and technology transfer agreements, for which you may be eligible for support from the Canadian International Development Agency Industrial Cooperation Program.

NOTE: Companies which have a product or service other than those mentioned in this report should contact the Canadian Embassy in Bogotá for a more detailed evaluation of the market potential.

SOME IMPORTANT CANADIAN GOVERNMENT CONTACTS:

South America Trade Development Division
Department of External Affairs
125 Sussex Drive
Ottawa, Ontario K1A 0G2
Phone: 613-996-5546

Machinery and Transport Equipment Division
Department of External Affairs
125 Sussex Drive
Ottawa, Ontario K1A 0G2
Phone: 613-996-0670

Aerospace, Marine & Defence Products Division
Department of External Affairs
125 Sussex Drive
Ottawa, Ontario K1A 0G2
Phone: 613-996-1750

Surface Transportation and Machinery Branch
Department of Industry Science and Technology
235 Queen Street
Ottawa, Ontario K1A 0H5
Automotive Sector Development Phone: 613-954-3440
Urban and Rail Systems Division Phone: 613-954-3427
Marine Systems Division Phone: 613-954-3752

South America Department
Export Development Corporation (EDC)
151 O'Connor Street
Ottawa, Ontario K1P 5T9
Phone: 613-598-2955

Industrial Cooperation Program
Canadian International Development Agency
200, Promenade du Portage
Hull, Québec K1A 0G4
Phone: 819-997-0541

MINISTERIO DE OBRAS PUBLICAS Y TRANSPORTE

Address Centro Administrativo Nacional
CAN Bogotá, Colombia
Telephone 222-3782
Telex 45656
Fax 222-1647

Minister Vacant

AIR TRANSPORT:CIVIL AERONAUTICS ADMINISTRATIVE DEPARTMENT (DAAC)

Address Aeropuerto Internacional
Eldorado Bogotá, Colombia
Telephone 413-9500
Telex 44844/44620

General Director Yesid Castaño G.

CENTRE FOR AERONAUTICAL STUDIES (CEA)

Address Avenida Eldorado No. 106-95
Bogotá, Colombia
Telephone 244-9910

General Director Fernando Misas Arango

AVIANCA

Address Avenida Eldorado No. 93-30
Bogotá, Colombia
Telephone 413-9511
Telex 41453
Fax 413-8716

President Fernando Castro Plaza

SOCIEDAD AERONAUTICA DE MEDELLIN CONSOLIDADA (SAM)

Address Calle 53 No. 45-112, Piso 22
Medellín, Colombia
Telephone 251-5544
Fax 251-0711

General Manager Alfonso Dávila Velandia

HELICOL S.A.

Address Avenida Eldorado No. 93-30,
Piso 4 Bogotá, Colombia
Telephone 413-9511
Telex 41225
Fax 413-8154

General Manager Próspero Carbonell Blanco

AEROLINEAS CENTRALES DE COLOMBIA (ACES)

Address Calle 49 No. 50-21, Piso 34
Medellín, Colombia
Telephone 511-4111
Fax 511-677

President Jorge Restrepo

SERVICIO DE AERONAVEGACION A TERRITORIOS NACIONALES (SATENA)

Address Carrera 10 No. 27-13
Bogotá, Colombia
Telephone 234-9929
Telex 42332 SATCO
Fax 269-2810

President Mayor General Luis Angel Díaz

AIRES

Address Aeropuerto Eldorado Entrada
No. 1 Bogotá, Colombia
Telephone 413-9024
Telex 44406
Fax 413-9610

President Héctor Moreno Reyes

INTERCONTINENTAL DE AVIACION

Address Aeropuerto Eldorado
Bogotá, Colombia
Telephone 413-8888
Telex 42241

President Capitán Luis Hernández

LINEAS AEREAS DEL CARIBE (LAC)

Address Carrera 7 No. 33-42
Piso 3 Bogotá, Colombia
Telephone 285-0990
Telex 43456
Fax 285-3001

Manager Alberto Medina

TRANSPORTES AEROS MERCANTILES PANAMERICANOS (TAMPA)

Address Aeropuerto Eldorado
Bogotá, Colombia
Telephone 268-0852
Telex 45856
Fax 413-9405

Manager Coronel Efraín Ospina

HIGHWAY TRANSPORT:

INSTITUTO NACIONAL DEL TRANSPORTE - INTRA

Address	Centro Administrativo Nacional CAN Bogotá, Colombia
Telephone	222-4100
Fax	222-0790

General Director Gloria de Mateus

FONDO NACIONAL DE CAMINOS VECINALES

Address	Carrera 14 No. 63-21 Bogotá, Colombia
Telephone	255-5666
Telex	45866
Fax	212-8843

Director Darío Mesa Latorre

COLMOTORES S.A.

Postal Address	A. A. 7329 Bogotá, Colombia
Telephone	710-1111
Telex	44773
Fax	204-0314

President Gualterio Wieland

SOFASA S.A.

Address	Calle 13 No. 35-38 Bogotá, Colombia
Postal Address	A.A. 28531
Telephone	201-2011
Telex	44499
Fax	201-1972 - 201-0802

President Sergio Restrepo Londoño

COMPAÑIA COLOMBIANA AUTOMOTRIZ S.A.

Address	Carrera 11 No. 94-02 Bogotá, Colombia
Telephone	218-4111
Fax	218-2940
Telex	42177

President José Fernando Isaza

ACOLFA

Address Carrera 10 No. 27-27,
Of. 1010 Bogotá, Colombia
Telephone 284-2409
Telex 281-4157

President Camilo Llinás Angulo

ASONAR

Address Diagonal 45 No. 16-59
Bogotá, Colombia
Telephone 245-5157

President..... Anibal Gómez Restrepo

MARINE TRANSPORT:

PUERTOS DE COLOMBIA

Address Carrera 10 No. 15-22, Piso 10
Bogotá, Colombia
Telephone 334-3701
Telex 44770
Fax 281-1501

General Manager Rafael Pardo Mendoza

FLOTA MERCANTE GRANCOLOMBIANA

Address Carrera 13 No. 27-75, Bogotá
Telephone 286-0200
Telex 44852
Fax 286-9028

President..... Enrique Vargas Ramírez

RAILWAY TRANSPORT:

FERROCARRILES NACIONALES DE COLOMBIA EN LIQUIDACION

Address Calle 13 No. 18-24
Bogotá, Colombia
Telephone 277-5577
Telex 45468
Fax 281-1467

General Manager Teresa Sánchez de Díaz

EMPRESA COLOMBIANA DE VIAS FERREAS (FERROVIAS)

Company in formation.

SOCIEDAD COLOMBIANA DE TRANSPORTE FERROVIARIO (STF S.A.)

Company in formation



60984 81800

NOTE: PLEASE CONTACT THE EMBASSY COMMERCIAL DIVISION IN BOGOTA FOR MORE DETAILED INFORMATION ON AGENTS AND THEIR SPECIALIZATIONS.

AGENTS ARE CODED BY SUBSECTOR OF SPECIALIZATION:

- (A) AIR TRANSPORT
- (B) SURFACE TRANSPORT
- (C) MARITIME TRANSPORT
- (D) RAILWAY TRANSPORT

AEROMERCANTIL S.A. (A)

Address Carrera 3 No. 56-19
Bogotá, Colombia

Telephone 211-8100

Fax 212-8952

Telex 44581

Manager James G. Leaver

AERO-PARTEX LTDA (A)

Address Carrera 13 No. 27-00, Of. 913
Bogotá, Colombia

Postal Address A.A. 15149

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Telex 42021

Fax 282-8426

Manager Coronel (R) Carlos Hernández

ALMANGEL DE LA SABANA S.A. (B)

Address Calle 13 No. 68C-88
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Postal Address A.A. 240690

Telephone 292-2258

Manager Jaime Echeverri

ANTONIO ANGEL Y CIA. LTDA. (A)

Address Calle 64 No. 7-89
Bogotá, Colombia

Telephone 255-3300

Telex 044587

Fax 255-3367

Vicepresident Felipe Jaramillo

AVIONES DE COLOMBIA S.A. (A)

Address Aeropuerto Eldorado Entrada No. 1
Bogotá, Colombia

Telephone 413-8300

Telex 45220

Fax 413-8075

Assistant Manager Mauricio Pinzón

CODINTER LTDA. (B)

Address Carrera 31A No. 10A-129
Cali, Colombia
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Telex 055438
Manager Luis Enrique Cadena

COMAR S.A. (C)

Address Carrera 10 No. 16-39, Piso 11
Bogotá, Colombia
Postal Address A.A. 29893
Telephone 241-5628
Telex 44742
Fax 286-5128
President Gonzalo Arellano

CONASTIL S.A. (C)

Postal Address P.O. Box 1258
Cartagena, Colombia
Telephone 685295
Project Manager Roberto Gómez L.

E. MCALLISTER & CIA. LTDA. (A)

Address Calle 75 No. 11-74
Bogotá, Colombia
Postal Address A.A. 4466
Telephone 211-3237
Telex 41278 MCALL CO.
President Alvaro McAllister P.

FANALCA S.A. - FABRICA NACIONAL DE AUTOPARTES (B, D)

Address Carrera 10 No. 27-51, Of. 302
Bogotá, Colombia
Postal Address A.A. 47234
Telephone 296-8092
Development Vicepresident Fernando Reyes

G. ARANGO DISTRIBUCIONES LTDA. (B)

Address Calle 19 No. 13A-12, Of. 1501
Bogotá, Colombia
Postal Address A.A. 33059
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Fax 283-5916
Manager Gilberto Arango

GRINDES LTDA. (D)

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Telephone 281-7110

Manager Emir González

INDUSTRIAS IVOR LTDA. (B)

Address Calle 13 No. 43-33
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Postal Address A.A. 3451
Telephone 268-8823
Telex 45795
Fax 268-8646

President David Hughes

INTERTRADE LTD. (A)

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Telephone 249-0416
Telex 42330

Vicepresident Esteban Uribe

JORGE TRIANA Y CIA. LTDA. (D)

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Telephone 249-3525
Telex 45798

Manager Ricardo Triana

LINEAS AEREAS PETROLERAS - LAP S.A. (A)

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Manager Pedro Jaime Mejía Ospina

ANNEX B: POTENTIAL REPRESENTATIVES

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NAVEMAR S.A. (C)

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Telex 44734
Fax 218-7291 - 218-9986

General Manager Klaus Houbold

NIKE COLOMBIANA S.A. (B)

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Fax 260-2686

Manager Bengt Kindgren

PROVESA LTDA.

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Telex 43179
Fax 610-3123

Manager..... Luis Eduardo Vanega

SARAVIA BRAVO LTDA. (D)

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Telex 41229

Manager Oscar Mendoza D.

SIGMA INTERNACIONAL LTDA. (B)

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Telephone 212-4862
Telex 42287
Fax 550204

Manager Peter Schmidt

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