

# COLOMBIA

*A Guide  
for Canadian Exporters*

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(publié également en français)

# COLOMBIA

## A Guide for Canadian Exporters

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# I. GENERAL

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Colombia covers an area of 1 141 748 km<sup>2</sup> and is situated southeast of Panama. It has a coastline on both the Pacific Ocean and the Caribbean and borders Venezuela, Brazil, Ecuador and Peru. The country is divided by mountains into the Andean region, the coastal areas, the plains (Llanos) and the Amazon region. Over 90 per cent of the population is concentrated mainly in the more temperate regions of the Andes and on the flat lands of the north coast.

## History and Government

The 300-year-old Spanish colony of Nueva Granada on the South American continent established its independence under the leadership of Simon Bolivar after a series of battles with Spain during the period 1810 to 1819. In 1819, the Republic of Gran Colombia, which included present-day Colombia, Venezuela, Ecuador and Panama, was established with Bogotá as its capital. Ecuador, Venezuela and Panama seceded by 1830.

The early part of the twentieth century was stable in Colombia compared with the turbulent decades of civil war and insurrection in the previous century. From the late 1940s to 1957, however, Colombia was wracked by la Violencia, an undeclared civil war between the Liberals and the Conservatives in which 300 000 people were killed. Finally in 1958, the two factions agreed to form a coalition government under the terms of which the presidency alternated between the two parties every four years. Key executive positions, including Cabinet posts and elected legislative seats, were by agreement divided between the two parties.

Open elections were reinstated in 1974. The Liberals won two four-year presidential terms but lost power to the Conservative administration in August 1982. However, power returned to the Liberals in 1986, and the current government is headed by President Virgilio Barco.

Colombia enjoys a relatively stable presidential democracy. Several institutional features are analogous to the governmental system of the United States, including a separation of powers among the executive, the legislative and the judicial branches; a bicameral Congress, consisting of the Senate and the House of Representatives; and a strong two-party system.

The government is in civilian control and the armed forces are specifically prohibited by the constitution from participating in political activities. Colombia has been able to achieve economic success and to maintain a civilian democratic regime in the face of many economic and political problems that have caused governments to collapse elsewhere.

## The People

The estimated population in Colombia in mid-1987 was 30.6 million with an annual growth of about 1.7 per cent. Almost 90 per cent of the population lives in the western half of the country, in the temperate valleys, the highland plateaus of the Andes and on the Caribbean seaboard. Fifty-eight per cent of the population is Mestizo of mixed Spanish-Indian blood, 20 per cent is Caucasian, 14 per cent is Mulatto, 4 per cent is Negro, 3 per cent is Negro-Indian and 1 per cent is Indian.

Bogotá is the political capital of the country and one of the most important industrial and commercial centres. The city's population of about 5 million is growing at a rate of one-quarter million persons per year.

There are 20 cities in Colombia with more than 100 000 inhabitants. The main centres, other than Bogotá, include:

<b>City</b>	<b>Population (1988 estimate)</b>
Medellín	2.2 million
Cali	1.5 million
Barranquilla	1.2 million
Bucaramanga	0.6 million
Pereira	0.4 million
Cartagena (plus industrial area of Mamonal)	0.4 million
Manizales	0.4 million

## General Economic Information

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### Basic Indicators

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Population (1987)	30.6 million
Area	1 1451 748 km <sup>2</sup>
Avg. annual growth of population 1987	1.7%
Gross domestic product (GDP) 1987	\$35 783 million
Per capita gross domestic product 1987	U.S.\$1 181
Avg. annual rate of inflation (1980-87)	2.3%
Adult literacy rate	88%
Life expectancy	67 years
Int'l reserves (December 1987)	\$3 392 million
External debt (June 1987)	\$15 031 million

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### Language

Spanish is the spoken and commercial language of Colombia. Many business people speak or understand English and, to a lesser degree, French.

### Religion

Ninety-six per cent of the population is Roman Catholic. Synagogues and Protestant churches are found in major cities.

### Climate

In Colombia, climatic conditions vary from tropical on the coasts and in the jungle areas to temperate in the mountains. Although the country is close to the equator, altitude has a marked effect on temperatures, which are cool in Bogotá at 2 600 m, and become progressively higher in Medellín at 1 600 m, Cali at 1 000 m and Barranquilla at sea level.

### Health Precautions

Visitors should take precautions against the risk of stomach upsets due to changes in diet and water. Gastrointestinal infections in tropical zones are also relatively common.

Some discomfort such as insomnia, shortness of breath and dizziness may be experienced during the first few days of a visit to high altitude areas, particularly Bogotá, which also has a growing air pollution problem. Persons with medical



histories of lung or heart conditions should consult their doctors before planning a trip to the higher altitude cities.

The standard of medical and dental care in the main centres of Colombia is fairly high. Services for visitors are often available in private clinics.

## Currency

The local currency is the peso. All foreign exchange must be purchased from, or sold to, the Banco de la República with respect to imports, exports and remittances. The exchange rate is set daily by the Banco de la República. In July 1988, the official exchange rate was U.S.\$1.00 equals 300 pesos.

Canadian visitors are advised to carry traveller's cheques in U.S. dollars and U.S. currency since not all banks are familiar with conversion rates on the Canadian dollar. It is wise to retain exchange slips in case it is necessary to convert pesos back into dollars.

The better-known credit cards are accepted at many hotels, restaurants and gift shops.

## Baggage

Reasonable quantities of personal effects accompanying passengers are admitted duty free. Unaccompanied baggage, however, is often subject to difficult and slow clearance.

## Clothing

Canadian spring-fall clothing is usually suitable, although it can be uncomfortably warm and humid at lower altitudes in Colombia, particularly on the coasts. At higher altitudes it can be quite cool at night. As Bogotá experiences rain showers during much of the year, a lightweight raincoat or umbrella is advisable.

Conservative dress in the darker shades is usual for business calls and socializing in Bogotá and Medellín, while warmer altitudes often dictate less-formal wear.

Formal men's wear is not usually required but can be rented if necessary. For women, cocktail attire is suitable for evening.

## Measures

The metric system is used in Colombia. Certain Spanish weights may be used locally.

## Electricity

The supply of electricity varies from region to region, including in Bogotá. The country is in the process of standardizing the supply to 110 to 125 volts, 60 cycles AC.

## Local Time

Colombian time coincides with Eastern Standard Time in Canada.

## Business Hours

Commercial offices are generally open from 0830 to 1200 (8:30 a.m. to 12:00 noon) and from 1400 to 1730 or 1800 (2:00 p.m. to 5:30 or 6:00 p.m.). Banks and some commercial offices have recently adopted to work through the day from 0800 (8:00 a.m.) to 1630 or 1700 (4:30 p.m. or 5:00 p.m.) with a small break for lunch. Stores are usually open until 1900 (7:00 p.m.) from Monday through Saturday although some close Saturday afternoons.

## Public Holidays

The following is a list of official public holidays in Colombia:

**New Year's Day** — *January 1*

**Epiphany** — *January 6\**

**Saint Joseph's Day** — *March 19\**

**Holy Thursday, Good Friday** — *March-April (variable)*

**Labour Day** — *May 1*

**Ascension Thursday** — *May (variable)*

**Corpus Christi** — *May-June (variable)*

**Sacred Heart** — *June (variable)*

**Saint Peter and Saint Paul** — *June 29\**

**Independence Day** — *July 20*

**Battle of Boyacá** — *August 7*

**Assumption of Our Lady** — *August 15\**

**Columbus Day** — *October 12\**

**All Saints Day** — *November 1\**

**Independence of Cartagena** — *November 11\**

**Immaculate Conception** — *December 8*

**Christmas** — *December 25*

\* Those marked with an asterisk fall on a following Monday when Saturday or Sunday.

Banks may close June 28 to 30 and December 29 to 31 (or closest working days thereto), subject to Banking Commission regulations.

The Canadian Embassy observes Canada Day on July 1.

The traditional holiday periods in Colombia are from mid-December to mid-January and to a lesser extent, the months of July or August. Business appointments may be difficult to arrange during these periods.

## Bank Facilities

## Agency Agreements

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## II. *DOING BUSINESS WITH COLOMBIA*

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### **Distribution**

Although Colombian law does not make it mandatory to have a local agent, it is customary for foreign exporters to appoint local business agents to act not only as sales promoters but also to assist customers, service accounts, undertake repairs and servicing, and to secure prompt remittance of payment. It is mandatory, however, that foreign suppliers to the Colombian public sector be locally represented.

While many leading importers and agents have head offices in Bogotá, others are located in the important cities of Barranquilla, Cali and Medellín. Depending on the product, it is often necessary to visit one or more centres outside Bogotá to see potential agents and, in particular, to call on clients.

### **Agency Agreements**

An agency agreement must be drafted in accordance with Colombian law and certified by a Colombian consulate in Canada.

Agents must be supplied with credentials in Spanish, issued by the Canadian firm and certified by a Colombian consulate.

Generally speaking, a Canadian company can terminate its agency agreement with a Colombian representative by providing three months' advance notice in writing to this effect.

### **Advertising**

Colombia has a complete range of advertising facilities. An abundance of newspapers reaches a wide audience, as Bogotá has four main papers, and every town of importance usually has two — one for supporters of each of the two main political parties. Commercial radio stations reach an even larger portion of the population. The more affluent markets can be reached through television commercials or by short film clips in movie theatres.

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

## Price Quotations

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

## Methods of Payment

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

## Bank Facilities

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

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

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

buying equity, issuing bonds, marketing bonds on a commission basis, financing the purchase of fixed assets for the account of customers, and issuing letters of credit. Loans are mostly made in the manufacturing, agriculture (including livestock), mining and electrical sectors.

In addition, other financial institutions, such as specialized savings and loan corporations and warehouse finance corporations, are found in Colombia.

## **Credit Information and Debt Collection**

Credit reports can be obtained on your behalf and at your cost by the Commercial Division, Canadian Embassy, Bogotá.

Debt collection is a difficult legal procedure and can be avoided through caution in extending credit. A good local agent can help here, as can the Canadian trade commissioner. Legal procedures are lengthy and expensive and should be undertaken only as a last resort.

## **Licensing, Joint Ventures, Patents, Trademarks and Designs**

Licensing agreements may cover such diverse items as artistic, scientific and technical services or the use in Colombia of industrial property rights such as trademarks and patents. Since royalties or other types of fees will be paid from Colombia, the exchange control laws become relevant and all agreements must be registered with the exchange control office of the Banco de la República.

In the case of licences, the Andean Pact Foreign Investment Rules must be considered. Under these rules, the licensing agreement must not require the licensee to purchase equipment, raw materials or know-how from a specific source. The licensor cannot:

- set sale or resale prices;
- limit the licensee in the use of competitive technology or in export plans;
- insist on the payment of royalties for trademarks or patents not utilized; or
- force the licensee to pay minimum annual royalties or fees.

All licence agreements in Colombia for the use of a foreign patent, trademark, know-how or technology must be registered with the Exchange Office of the Central Bank after approval by the Comité Nacional de Regalías (National Royalty Committee, a unit of the Ministry of Economic Development).

Manufacturers who intend to export their products to Colombia are advised to patent their inventions and register their trademarks in that country. The application should be made through a patent or trademark agent in Canada or Colombia.

Original patents are granted for a period of eight years, renewable for additional years, if it can be demonstrated that the patent is being or has been used during the last year of the preceding renewal period. Under the new Commercial Code, confirmation patents are no longer available. Industrial designs and model protection can be obtained for the same terms as patents.

Trademark registrations are granted for a period of ten years from date of application and may be renewed indefinitely for periods of five years. Application for renewal must be made before the expiration of the registration.

Joint ventures are not juridical entities in Colombia and, therefore, all legal responsibilities are assumed separately by each participant according to the respective business structure. Reporting responsibilities rest mainly with the participant appointed as operator in the joint venture agreement. This type of agreement is customary in Colombia almost exclusively in connection with petroleum exploration and mining activities.

## Trade Fairs

The only official international fair in Colombia is the Bogotá International Fair, held traditionally every two years in even-numbered years. The fair is managed by the government-associated enterprise "Corporación de Ferias y Exposiciones, C.A." whose board of directors is chaired by the Minister of Economic Development. The number of specialized exhibitions and fairs aimed at specific economic or industrial sectors is increasing.

## Internal Transportation

Colombia has 75 000 km of road, of which 9 160 km are paved. Most of the nation's dry cargo and passenger traffic is transported by road and the growth of traffic has been steady. Improvements in the road network have gradually eroded the share of traffic carried on Colombia's 2 600 km of railway. The domestic air service has always had an important role in view of the communication problems posed by the mountainous terrain. Colombia has seven international airports and four national airlines providing regular local and international flights.

## Addressing Correspondence

Send all correspondence by air mail. Surface mail takes several months and is not recommended. Correspondence in Spanish is a courteous gesture that is appreciated. Catalogues should be sent singly and should be marked "CATALOGOS SIN VALOR COMERCIAL." It is recommended that catalogue wrappers contain no other markings; however, if postal authorities insist, the small green customs form (Label 185) should be used.

## Documentation

Shippers must ensure that documents are forwarded to their importers by the fastest method, as soon as possible in all cases. According to Article 1 of a 1981 Colombian Customs Regulations, the importer or his/her agent must present the following documents, together with the Import Manifest, to Customs in order to clear goods:

- original of the import licence and/or registration;
- original of the bill of lading or other transport document;
- original or copy of the commercial invoice;
- original or authenticated copy of import permits (agriculture, development, national defence, etc.) as may be required due to the nature of the goods imported;
- certificate of origin and any other document which may be required by virtue of International Conventions;
- document from the Banco de la República or such entity as that bank may designate, in which it is verified that a provisional deposit has been made to cover a stipulated list of taxes, fees, etc.;



- receipt covering payment of any deposit made under terms of Resolution 45 of 1979; and
- any other documents required by law or regulation of the Colombian government.

## Transportation Services to Colombia

**From Eastern Canadian Ports.** Saguenay Shipping Ltd., a Canadian shipping company, offers a fortnightly joint service with Flota Mercante Grancolombiana S.A. from Montreal and Saint John, New Brunswick, to Cartagena, Barranquilla, Buenaventura (Grancolombiana only) and Santa Marta in Colombia. Space accommodation is available for general cargo, refrigerated cargo, bulk liquids and containers. Saguenay has agency offices in Montreal, Toronto, Halifax and Saint John. Grancolombiana is represented by March Shipping Ltd., in those cities.

Great Lakes Transcaribbean (GLTC) Line, a Canadian shipping company, has a fortnightly service from Thunder Bay, Hamilton and Montreal/Valleyfield to Santa Marta, Cartagena and Buenaventura in Colombia. Accommodation is available for general cargo, refrigerated cargo, bulk liquids and containers. GLTC Line is represented in eastern Canada by Protos Shipping Ltd. in Toronto, Halifax and Montreal.

Cargos are also accepted on inducement by several lines and the two Canadian companies, Anship Ltd. and Jensen Shipping Line.

**From Canadian West Coast Ports.** Canadian Westfal-Larsen Line, a Canadian shipping company, serves the port of Buenaventura, Colombia, from Vancouver. Empire Shipping Co. Ltd. represents the line in Vancouver. Accommodation is available for general cargo, refrigerated cargo, bulk liquids and containers.

Flota Mercante Grancolombiana S.A. operates from Vancouver to the port of Buenaventura, Colombia. The general agent for Grancolombiana is Beaufort Navigation (Western) Ltd. in Vancouver. The line offers accommodation for general cargo, refrigerated cargo and containers.

Delta Line sails from Vancouver to Buenaventura and Cartagena in Colombia. Its agent is Montreal Shipping Co. Ltd. The line accepts general cargo, bulk liquids and containers.

## Air Services to Colombia

There are no direct, scheduled air services from Canada to Colombia. Daily connecting flights to Colombia are available via Miami, Los Angeles, New York, other U.S. and Caribbean points and Mexico. The originating carriers are Air Canada, Canadian Airlines International, Delta and Air Panama, Western and Aerocondor. Charter services for passengers and cargo are available on an "as required" basis.

## Import Controls

There is a prohibited import list that is altered periodically depending on economic and national considerations.

All eligible imports require an import licence which must be issued by the Import Division of INCOMEX (the Foreign Trade Institute). When a registration application is accepted, the Import Division of INCOMEX issues an "Import Registration Certificate." Both import licences and registration certificates are valid for nine months.

INCOMEX categorizes eligible imports under a "free list" and under a "prior approval list." Processing of import licences for goods under the free list tends to be only a bureaucratic formality, whereas requests for imports under the prior approval list are subjected to much more scrutiny.

## Exchange Control

Pursuant to the basic legislation, Decree Law 444 of March 22, 1967, as amended, all foreign exchange operations are subject to control. Regulations require companies to use U.S. dollar-denominated exchange certificates (*certificados de cambio*), issued by the central bank and authorized credit institutions, when buying or selling foreign currencies.

When importers apply for an exchange licence from the Exchange Office of the Banco de la República through a commercial bank they submit, inter alia, one copy of the "Import Registration Certificate." However, prior to the exchange licence being approved and foreign exchange for remittance abroad obtained, an advance import payment deposit (*depósito previo a la nacionalización de mercancías*) of 35 per cent of the registered amount must be made in Colombian currency with an authorized bank before customs clearance. Importers then receive non-negotiable,

interest-free deposit certificates for foreign payments (*títulos de depósito para pagos al exterior*). There is also an advance exchange licence deposit (*consignación*) that has to be made before applying for an exchange licence. The rate of deposit is 95 per cent of the value of the import. If the transaction is also subject to the advance import payment of 35 per cent, this is counted as part of the deposit for the advance exchange licence.

## Tariffs and Import Taxes

Colombia adheres to the NABALALC and NABANDINA tariff nomenclatures. A few tariffs are prohibitively high, but manufactured goods as a whole face average rates of about 25 per cent.

Virtually all imports are subject to two additional ad valorem taxes: the first, to support the Export Promotion Fund (5 per cent of c.i.f. value) and the other, for the Coffee Promotion Fund (1.5 per cent of c.i.f. value). All imports (except newsprint) are subject to a stamp tax of 1 per cent of the f.o.b. value. This tax replaced the consular invoice tax of 1 per cent, formerly collected by INCOMEX at the time of registration of foreign trade transactions. Special taxes are levied on such goods as cigarettes, cotton, wheat and playing cards. Finally, most imports are subject to a sales tax (none is applied to basic foods, drugs and publications) of 6 per cent for specialty foodstuffs and essentials, 15 per cent for general merchandise and 35 per cent for luxury items. This tax is levied on the duty paid value.

Colombia has instituted a special import/export system known as the "Plan Vallejo" under which raw materials, machinery, equipment and other inputs for production can be imported into Colombia exempt from advance import deposit, import licence requirements and customs duties, provided that the goods produced will be exported. Such imports must be covered by external credit and the company concerned must put up a bond valued at double the customs duties otherwise due and maintain special accounts open to inspection by government officials. Another scheme favours the import of capital goods to regions outside the large urban centres.

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### **III. YOUR BUSINESS TRIP TO COLOMBIA**

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#### **Advise and Consult the Canadian Embassy**

When planning business visits to Colombia, advise the Commercial Division of the Canadian Embassy well in advance by air mail (minimum three weeks) or telex. Provide complete details of the purpose of your visit, the products involved and what arrangements are required. With this information, the commercial staff will be pleased to arrange a tentative itinerary, appointment schedules and other pertinent details of your visit to maximize the use of available time. You may also wish to contact the South American Trade Development Division, Department of External Affairs, Ottawa.

As noted, it is often necessary to travel outside Bogotá and time should be allowed for this. An absolute minimum of three days in Bogotá is required.

#### **When to Go**

Almost any season is suitable depending on the area to be visited. Remember that the climate changes considerably with the altitude. Mid-December to mid-January and Holy Week are popular holiday periods and travel should be avoided. Bogotá does not celebrate Carnival but other cities do, particularly Barranquilla. Visitors should check the list of holidays since many business people will take a longer weekend when holidays fall on Monday-Tuesday, or Thursday-Friday.

#### **How to Get There**

There are good air connections from eastern Canada via New York and Miami, and from western Canada through Los Angeles. There are also good connections with the other major cities of Latin America through Mexico City, Panama, Caracas, Quito, Lima and Sao Paulo.

#### **Travel in Colombia**

Most business travel in Colombia is by air because of transport problems in the mountainous terrain. Air routes are well developed. Rail and road travel have traditionally been

slow and are not recommended although improvements are under way.

Taxis are inexpensive and most are metered. Radio taxis as well as tourist taxis are available, although the latter usually charge double the normal rate. It is wise to retain a taxi by the hour when on a tight schedule. The Commercial Division of the embassy can assist in this regard.

## Hotels

There are good hotels throughout Colombia, ranging from first-class members of the international chains in principal cities, to the rather modest in smaller centres. Prices vary according to class and location and also, in some cities, according to season.

Principal hotels in the major cities are:

- Bogotá: Hilton, Tequendama, Plaza, Royal, la Fontana, Casa Medina, Cosmos 100
- Barranquilla: El Prado Intercontinental, Cadebia
- Cartagena: Del Caribe, Hilton, Capilla del Mar
- Cali: Alferez Real, Aristi, Intercontinental, New York, Adriático, Guadalajara, Monasterio
- Medellín: Nutibara, Europe, Hotel Intercontinental Medellín

## Income Tax Clearance

Income tax clearance is not required for tourists. Income earned and paid inside Colombia, such as consulting fees, is subject to tax. An income tax clearance is also required for foreign business people who visit under a business visa, whether they earned remuneration from Colombian sources or not.

## Travel Documents

Canadian tourists require, in addition to a valid passport, a tourist visa, which is available from Colombian consulates and embassies. This also applies to business people who only intend to survey the market and make contacts. Business people intending to actually write orders or to engage in other remunerative activity may require a business visa. An application for this visa should be made to a Colombian consulate or embassy well in advance of the trip. Tourists cannot change their visa status while in Colombia except

in very rare cases and then only with the approval of the Ministry of Foreign Affairs. A business visa, however, can mean unnecessary complications if you just want to visit the country without intending to obtain remuneration while there.

## Business Calls and Entertainment

Depending on circumstances, two to four calls a day, plus a lunch, is a reasonable schedule. However, you must make allowance for delays caused by traffic problems or prolonged discussions. Many Colombian business people speak English and interpreter services are available when required either through large hotels or, on advanced request, through the Commercial Division of the embassy.

Business entertainment usually includes lunch, cocktails or dinner at hotels or well-known restaurants and, to a lesser extent, private clubs if a Colombian is the host. If you are invited to a Colombian home, it is customary to send flowers in advance.

## Mail

The embassy may be used as a mailing address for letters, cables and any materials not subject to duty. Large amounts of literature are usually held at Customs and clearance time is lengthy.

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## IV. FEDERAL EXPORT ASSISTANCE

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### Market Advisory Services

As a service to Canadian business, the federal government maintains trade officers in 67 countries around the world. These representatives provide assistance to Canadian exporters and aid foreign buyers in locating Canadian sources of supply. In addition to providing the link between buyer and seller, the trade officer advises Canadian exporters on all phases of marketing, including identification of export opportunities, assessment of market competition, introduction to foreign business people and government officials, screening and recommending of agents, guidance on terms of payment and assistance with tariff or access problems. Trade officers also play an active role in looking for market opportunities and encouraging promotion efforts.

An additional source of information is the group of geographic trade divisions at the Department of External Affairs in Ottawa. Each of these offices concentrates on markets in specific geographical regions, in this case Latin America and the Caribbean. They are the central government link in Canada for the trade officers abroad. In the case of Colombia, the trade officers in Bogotá are in constant contact with their counterparts in the Latin America and Caribbean Branch in Ottawa (Address: South America Trade Development Division — Latin America and Caribbean Branch, Department of External Affairs, 125 Sussex Drive, Ottawa, Ontario K1A 0G2, Telephone: (613) 996-5546, Telex: 053-3745). This office can provide the following type of general information:

- market information, including economic outlooks for individual countries and information on the market for particular products;
- market access information on tariff rates, regulations, licensing, non-tariff barriers, product standards, required documents, etc.; and
- publications, including editions of this publication, *Guides for Canadian Exporters*, and country briefs on smaller markets.

The geographic trade divisions are also responsible for assisting and advising exporters on marketing of their products and services and on informing business people about export services provided by the Canadian government and export opportunities as they arise.

## International Trade Centres

As well, International Trade Centres are located across Canada to provide a full range of trade services for Canadian exporters. They are staffed by experienced trade commissioners under the direction of a senior trade commissioner from the Department of External Affairs.

Services, such as export counselling and the provision of market opportunity information, are combined with the ability to assist in the development of individual marketing plans. The centres also act as focal points for export awareness programs such as seminars and workshops. In addition, each centre will be linked with the WIN Exports (World Information Network for Exports) system operated by External Affairs.

The centres are located in regional offices of the Department of Industry, Science and Technology Canada (except for the Northwest Territories and the Yukon) and are often the first point of contact for potential exporters. Future centres are to be located in Calgary, Regina, London and Quebec City (see Chapter VI).

## Program for Export Market Development (PEMD)

PEMD, the Program for Export Market Development, is a trade promotion program of the Department of External Affairs. PEMD offers assistance to Canadian businesses to participate in or undertake various types of export promotion activities. PEMD covers projects initiated by both industry and government and is designed to assist companies regardless of size.

**Program Objective.** The program's main objective is to stimulate economic growth in Canada by increasing export sales. PEMD accomplishes this by sharing with Canadian businesses the costs, and therefore the risk, of export marketing activities that a business would not, or could not, normally undertake on its own. PEMD encourages Canadian businesses that have not previously been involved in exporting to become exporters. PEMD also encourages existing Canadian exporters to enter new geographic and product markets.



**Kind of Assistance Available.** PEMD focuses on certain types of trade promotion and export marketing activities. Specifically, the program aims to facilitate export sales through visits, trade missions and trade fairs, bidding on specific foreign projects, and establishing permanent sales offices in existing export markets. PEMD offers assistance for both government-initiated and industry-initiated activities. PEMD assistance is dependent upon availability of funds.

All PEMD activities must be commercially oriented; that is, they must focus on generating sales. For those activities that are initiated by industry, as opposed to government, the assistance provided is repayable if export sales result.

PEMD offers applicants the flexibility to enter into agreements with the government to undertake marketing programs made up of a combination of activities eligible under the regular program for a period of up to two years. It is aimed at medium-sized manufacturers with some experience in exporting.

More information on PEMD is available from Info Export, (800) 267-8376, or the International Trade Centres located in the regional offices of the Department of Industry, Science and Technology Canada (see Chapter VI).

## **Export Development Corporation**

The Export Development Corporation (EDC) is a Canadian Crown corporation whose purpose is to facilitate and develop Canada's export trade.

The EDC provides insurance, guarantees and export financing, which, combined with financial advice and the organization of financial packages, facilitate the sale of Canadian goods and services abroad.

The corporation offers the following services:

### **a) Export Insurance and Related Guarantees**

- global comprehensive insurance
- global political insurance
- selective political insurance
- specific transaction insurance
- specific transaction guarantees
- loan pre-disbursement insurance
- foreign investment insurance
- performance security insurance
- performance security guarantees
- consortium insurance

- surety bond insurance
- bid security guarantees

## **b) Export Financing and Related Guarantees**

- loans
- multiple disbursement agreements
- line of credit allocations
- note purchases
- forfeiting
- loan guarantees

The EDC head office is in Ottawa (Address: P.O. Box 655, 151 O'Connor Street, Ottawa, Ontario K1P 5T9, Telephone (613) 598-2500, Telex 053-4136). Regional offices are maintained in Montreal, Toronto, London, Calgary, Winnipeg, Vancouver and Halifax (see Chapter VI). General enquiries regarding other EDC services may be channelled through the regional offices. Export services are only handled by the Ottawa office. Enquiries about export financing for a specific geographical area should be addressed to the manager of the appropriate department in the Export Financing Group of the EDC in Ottawa.

## **Publicity**

*CanadExport*, a bi-weekly newsletter published in English and French editions, is designed to promote Canadian exports abroad. It features a variety of articles and reports on export opportunities, trade successes, government services to industry, international market conditions and tenders, industrial development and joint industry-government trade-promotion activities. Articles also appear regularly on fairs and missions organized abroad by the Department of External Affairs under its Fairs and Missions programs, as well as major fairs worldwide, and on multilaterally funded capital projects overseas that offer good export opportunities for Canadian suppliers of goods and services. *CanadExport* is available free of charge to Canadian manufacturers from the Department of External Affairs (BTC), Lester B. Pearson Building, 125 Sussex Drive, Ottawa, Ontario K1A 0G2. Call Info Export toll free: 1-800-267-8376.

## **Industrial Co-operation with Developing Countries**

In 1978 the Canadian International Development Agency (CIDA) established the Industrial Cooperation Program to

increase the effectiveness of the agency's social and economic development programs in the Third World.

This program, together with other existing bilateral programs, helps Canadian companies penetrate new markets in developing countries and supports them in seeking opportunities for investment, joint ventures and transfers of technology in these markets.

The Industrial Cooperation Program uses financial incentives to support Canadian private sector initiatives in long-term business co-operation arrangements and in project definition studies in developing countries. Support is also provided for making contacts and identifying opportunities through seminars, investment missions and viable business co-operation arrangements.

Most of these arrangements are defined as co-production or production-sharing agreements; assembly operations; licensing agreements; and various forms of equity participation.

Detailed information and application forms for the Industrial Cooperation Program are available from:

The Industrial Cooperation Division  
Canadian International Development Agency  
200 Promenade du Portage  
Hull, Quebec  
K1A 0G4  
Tel: (819) 997-7901  
Telex: 053-4140

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## V. FOREIGN INVESTMENT IN COLOMBIA

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An outward-oriented strategy and the incentive of domestic and foreign private investment are the basic elements of the Colombian government's policies for economic growth and social development. This purpose has guided the revision of the Colombia foreign investment regime.

On Colombia's initiative, Decision 24 of the Andean Group was revoked and a more flexible legal framework was established in its place. The new regime eliminates restrictions on the participation of foreign direct investment in the Colombian economy and guarantees the rights of foreign investors.

Colombia also has conditions that contribute to a positive climate for foreign investment. Some of these are the following:

- a) Colombia is a stable democracy based on respect for the law. Its Constitution, which dates from 1886, and other institutions protect private property. Anyone can have recourse to the judiciary, which is independent of the Executive, to ensure the protection of his or her rights.

A free press and a very active popular political participation at the base are deeply ingrained traditions.

- b) Colombia has an internal market of 30.3 million inhabitants with a per capita income of U.S.\$1 264 in 1987. During the last 25 years, total Gross Domestic Product (GDP) tripled and per capita GDP doubled.
- c) The Colombian economy is the most stable in Latin America. In the eighties, Colombia has been the only country in the region to maintain positive growth rates each year, steady and moderate inflation, and access to voluntary external credit without renegotiating its foreign debt. The government's macroeconomic policy has contributed to the internal and external equilibrium of the economy and has permitted non-traditional exports to grow at 20 per cent annually.
- d) Colombia has an area of 1 141 748 km<sup>2</sup>. It has coasts in both the Atlantic and Pacific oceans, is close to the

United States market and is accessible to all other world markets.

- e) Colombia has an extensive road network; three general cargo and three specialized ports on the Atlantic coast; and one general cargo port on the Pacific coast. There are 11 international airports and many other airports for national flights support a dynamic air travel system.
- f) Colombia has an ample supply of well-qualified labour. Most of those who enter the labour force in the main cities have some degree of secondary or post-secondary education and over half of the labour force has received technical training from the National Apprenticeship Service (SENA), which has 590 000 enrolled students, and other specialized institutions.
- g) A profound demographic transformation has occurred in recent years. Colombia's population was 70 per cent rural 40 years ago and now it is 70 per cent urban. The population was growing at 3.3 per cent yearly in 1965 but now is only growing at 1.7 per cent yearly.
- h) Colombia has an excellent urban structure, with the population well distributed in many cities. Bogotá, the largest city, has a population of about 5 million inhabitants. There are 33 cities with a population of more than 100 000, well distributed throughout the country, serving as regional development poles. Eleven cities are growing at faster rates than Bogotá. (See also Chapter I.)
- i) Colombia is an energy-rich country. It has abundant oil, gas, coal and hydroelectric resources. Its known oil reserves are nearly 2 billion barrels and gas reserves exceed 4 billion cubic feet (over 113.2 million m<sup>3</sup>). Coal production will approach 20 million tonnes per year in the near future. The country's hydroelectric potential of 93 000 MW is the world's fourth largest.

## The Legal Framework

The Andean Group's Decision 220, which replaced Decision 24, Decree 1265 of 1987, and Resolution 44 of the National Council for Economic and Social Policy (CONPES) constitute a precise and clear legal framework that defines the rights of foreign investors in Colombia. These statutes were issued during the first months of 1987 and reflect a new approach to foreign direct investment, which emphasizes promotion rather than controls.

Foreign direct investment can be made in all sectors of industry, agriculture and mining. The only activities reserved for national capital are a few non-tradeable service sectors. These are public utilities, housing construction, internal transport of passengers, and the communications media.

The legal regime for foreign direct investment is part of an integral exchange control system which has been in place in Colombia since 1967. This system, established by the Decree-Law 444, has allowed the country to avoid major balance of payments difficulties. It has also given foreign investors uninterrupted convertibility of earnings and repatriation of capital within the limits established by law. The main elements of the Colombian foreign investment regime are:

- a) Foreign investment requires previous authorization from the Department of National Planning (DNP). Investment in the exploration and development of hydrocarbons and in firms located in industrial free zones does not require this authorization and is subject to special rules. Other investments in the mining sector must be authorized by the Ministry of Mines as well as by the DNP. In the evaluation of foreign investment applications, the DNP takes into account factors such as the impact on balance of payments, the contribution to employment, production and export growth, and technology transfer. This evaluation is based on the identification of areas of common interest for the investor and the host country.
- b) Once it is authorized, foreign investment can be made in convertible currencies and/or in goods, such as industrial plants, machinery, spare parts, parts for assembly, raw materials and intermediate goods. Foreign investment can apply to new or existing firms.
- c) Foreign investments are registered with the Foreign Exchange Control Office (Oficina de Cambios) in the convertible currency chosen by the investor.

Foreign investors have the right to send abroad, in freely convertible currency, their annual profits up to an amount equivalent to 25 per cent of the registered investment. This percentage is determined after taxes have been paid. For projects of special importance for the Colombian economy, a higher percentage may be authorized.

Profits exceeding this limit may be registered as foreign investment with repatriation and profit remittance rights if

the foreign investor makes a fresh investment of equal value with resources from abroad, or if the excess profits are invested in bonds issued by the Industrial Development Institute (IFI).

All sums resulting from the sale of foreign investment interests to Colombian investors may be repatriated once taxes have been paid. Foreign investors also have the option of selling their shares to other foreign investors.

There are no limits to the participation of foreign capital in Colombian enterprises, except in the case of banks. However, the Colombian Congress is reviewing the laws applicable to foreign investment in this sector. Foreign investors may increase the capital of existing firms or buy the share of other foreign or Colombian shareholders. In the latter case, the seller must first make a public offer of the shares to other local investors.

Foreign investors may buy all the land necessary for their activities without restrictions.

There are specialized offices to aid foreign investors in the Departamenta Nacional de Planeacion (Calle 26, No 13-19, Bogotá, Telephone: 282-4055, Telex: 45634) and PROEXPO (Fondo de Promoción de Exportaciones, Calle 28, No 13A-15, 35° — 42°, Apdo Aéreo 240092, Bogotá, Telephone: 282-5151, Telex: 44452). Their main purpose is to guide the foreign investor and to facilitate administrative procedures.

## Other Aspects of the Investment Climate

Companies with foreign investment receive the same protection from competing imports as do firms with Colombian capital. They also enjoy the same status with regard to purchasing procedures of the Colombian government.

Companies with foreign investment have access to all export incentive mechanisms. Among these are credits in local currency for working capital, for the financing of foreign buyers and for the financing of long-term fixed investments. The interest rates of export credits are lower than the devaluation rate, which means that in dollars the interest rate is negative. Foreign enterprises also enjoy a fiscal export incentive, known as CERT. The level of CERT for most non-traditional exports is around 9 per cent. The Colombian drawback system, the "Plan Vallejo," permits tariff-exempt imports of capital and intermediate goods for the production of exports. (See also Chapter II.)

Companies with foreign capital have full access to the tariff preferences obtained by Colombia under the General System of Preferences (GSP) and the Latin American Integration Association (ALADI).

All enterprises with foreign investment may export to the Andean Group, although preferential tariff treatment is given only to companies with at least 51 per cent local capital. However, companies that voluntarily decide to sell, within 30 years of their date of establishment, 51 per cent of their capital to local investors also receive Andean Group benefits.

There are special subsidized development credit lines available for industrial and agricultural operations that are fully available to foreign investors. Only some long-term development credit lines are outside the reach of foreign investors.

Intangible technological contributions give the right to the payment of royalties, with the authorization of the Royalties Committee, but are not considered investment. Companies with more than 49 per cent foreign capital can only pay royalties to their external shareholders for new or export-oriented technologies.

There is no special tax regime for companies with foreign investment.

Company income tax rates are 30 per cent. The repatriation of profits is subject to a withholding tax of 30 per cent, which is currently under a downward revision. Colombian tax legislation permits the deduction of interest payments on foreign credits, accelerated depreciation and the deduction of organization and preoperative expenses.

## Industrial Free Zones

For export-oriented projects, Colombia's industrial free zones offer special incentives. Industrial free zones exist in four of the main seaports (Cartagena, Barranquilla and Santa Marta on the Caribbean and Buenaventura on the Pacific coast) and in two inland cities (Cali and Cúcuta).

The basic rules for investment in industrial free zones are:

- a) Only the authorization of the management of the free zone is required for foreign investment.
- b) Enterprises in industrial free zones are exempt from income tax without time limits.
- c) Enterprises in industrial free zones can import and



export freely and are not subject to exchange controls. They are only obliged to sell to the Colombian central bank the foreign currency necessary to cover their expenditures in local currency.

- d) Purchases of intermediate goods made in Colombia by firms located in free zones are treated as exports and receive all incentives normally given to this activity.
- e) Sales of firms located in industrial free zones destined to the internal market are treated as third country imports.

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## VI. ADDRESSES OF CANADIAN OFFICES IN CANADA

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### DEPARTMENT OF EXTERNAL AFFAIRS

Manager, Info Export (BTCE)

125 Sussex Drive

Ottawa, Ontario

K1A 0G2

Tel: (800) 267-8376

(613) 993-6435

Fax: (613) 996-9288

Telex: 053-3745

(See also title page of this booklet for addresses of the trade offices responsible for Colombia.)

### International Trade Centres

If you have never marketed abroad, please contact the Department of External Affairs' International Trade Centre in your province. As noted earlier, International Trade Centres are co-located with the offices of Industry, Science and Technology Canada, except for the Northwest Territories and the Yukon.

#### **Alberta**

International Trade Centre

Industry, Science and  
Technology Canada

Cornerpoint Building

Suite 505

10179 - 105th Street

Edmonton, Alberta

T5J 3S3

Tel: (403) 495-2944

Telex: 037-2762

Fax: (403) 495-4507

#### **British Columbia**

International Trade Centre

Industry, Science and  
Technology Canada

P.O. Box 11610, Suite 900

650 West Georgia Street

Vancouver,

British Columbia

V6B 5H8

Tel: (604) 666-1437

Telex: 045-1191

Fax: (604) 666-8330

## **Manitoba**

International Trade Centre  
Industry, Science and  
Technology Canada  
330 Portage Avenue  
Room 608  
P.O. Box 981  
Winnipeg, Manitoba  
R3C 2V2  
Tel: (204) 983-4099  
Telex: 075-7624  
Fax: (204) 983-2187

## **New Brunswick**

International Trade Centre  
Industry, Science and  
Technology Canada  
Assumption Place  
770 Main Street  
P.O. Box 1210  
Moncton, New Brunswick  
E1C 8P9  
Tel: (506) 857-6440  
Telex: 014-2200  
Fax: (506) 857-6429  
Toll Free: 1-800-332-3801

## **Newfoundland and Labrador**

International Trade Centre  
Industry, Science and  
Technology Canada  
90 O'Leary Avenue  
P.O. Box 8950  
St. John's, Newfoundland  
A1B 3R9  
Tel: (709) 772-5511  
Telex: 016-4749  
Fax: (709) 772-5093

## **Nova Scotia**

International Trade Centre  
Industry, Science and  
Technology Canada  
1496 Lower Water Street  
P.O. Box 940, Station M  
Halifax, Nova Scotia  
B3J 2V9  
Tel: (902) 426-6125  
Telex: 019-22525  
Fax: (902) 426-2624

## **Ontario**

International Trade Centre  
Industry, Science and  
Technology Canada  
Dominion Public Building  
4th Floor  
1 Front Street West  
Toronto, Ontario  
M5J 1A4  
Tel: (416) 973-5052  
Telex: 065-24378  
Fax: (416) 973-8714

## **Prince Edward Island**

International Trade Centre  
Industry, Science and  
Technology Canada  
Confederation Court Mall  
134 Kent Street, Suite 400  
P.O. Box 1115  
Charlottetown,  
Prince Edward Island  
C1A 7M8  
Tel: (902) 566-7443  
Telex: 014-44129  
Fax: (902) 566-7450

## **Quebec**

International Trade Centre  
Industry, Science and  
Technology Canada  
Stock Exchange Tower  
Suite 3800  
800 Place Victoria  
P.O. Box 247  
Montreal, Quebec  
H4Z 1E8  
Tel: (514) 283-6796  
Telex: 055-60768  
Fax: (514) 283-3302

## **Saskatchewan**

International Trade Centre  
Industry, Science and  
Technology Canada  
6th Floor  
105 - 21st Street East  
Saskatoon, Saskatchewan  
S7K 0B3  
Tel: (306) 975-4343;  
(306) 975-5318  
Telex: 074-2742  
Fax: (306) 975-5334

## **CANADIAN INTERNATIONAL DEVELOPMENT AGENCY**

CIDA Headquarters  
200 Promenade du Portage  
Hull, Quebec  
K1A 0G4  
Tel: (613) 997-5456  
Telex: 053-4140

## **INDUSTRY, SCIENCE AND TECHNOLOGY CANADA**

As noted above, the offices of Industry, Science and Technology Canada are co-located with the International Trade Centres, and are also situated in the following locations.

### **Business Centre**

Industry, Science and  
Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel: (613) 995-5771

### **Northwest Territories**

Industry, Science and  
Technology Canada  
10th Floor, Precambrian  
Building  
P.O. Bag 6100  
Yellowknife,  
Northwest Territories  
X1A 2R3  
Tel: (403) 920-8568  
Fax: (403) 873-6228  
AES: (403) 920-2618

## **Yukon**

Industry, Science and  
Technology Canada  
108 Lambert Street  
Suite 301  
Whitehorse, Yukon  
Y1A 1Z2  
Tel: (403) 668-4655  
Fax: (403) 668-5003

## **EXPORT DEVELOPMENT CORPORATION**

### **Head Office**

151 O'Connor Street  
Ottawa, Ontario  
Mailing Address:  
Export Development  
Corporation  
P.O. Box 655  
Ottawa, Ontario  
K1P 5T9  
Tel: (613) 598-2500  
Cable: EXCREDCORP  
Telex: 053-4136  
Fax: (613) 237-2690

### **Ottawa District Office**

(same address as head  
office)  
Tel: (613) 598-2992

### **British Columbia and Yukon Region**

Export Development  
Corporation  
Suite 1030  
One Bentall Centre  
505 Burrard Street  
Vancouver, British Columbia  
V7X 1M5  
Tel: (604) 688-8658  
Fax: (604) 688-3710

### **Prairie and Northern Region**

Export Development  
Corporation  
Bow Valley Square III  
Suite 2140  
255 - 5th Avenue S.W.  
Calgary, Alberta  
T2P 3G6  
Tel: (403) 294-0928  
Fax: (403) 294-1133

### **Manitoba/Saskatchewan District Office**

Export Development  
Corporation  
330 Portage Avenue  
Suite 707  
Winnipeg, Manitoba  
R3C 0C4  
Tel: (204) 942-0226  
Fax: (204) 983-2187  
Toll Free: 1-800-665-7871

## **Ontario Region**

Export Development  
Corporation  
Suite 810  
National Bank Building  
P.O. Box 810  
150 York Street  
Toronto, Ontario  
M5H 3S5  
Tel: (416) 364-0135  
Fax: (416) 862-1267

## **London District Office**

Export Development  
Corporation  
451 Talbot Street  
Suite 303  
London, Ontario  
N6A 5C9  
Tel: (519) 645-5828  
Fax: (519) 645-4483

## **Quebec Region**

Export Development  
Corporation  
Suite 2724  
800 Victoria Square  
P.O. Box 124  
Tour de la Bourse Postal  
Station  
Montreal, Quebec  
H4Z 1C3  
Tel: (514) 878-1881  
Fax: (514) 878-9891

## **Atlantic Region**

Export Development  
Corporation  
Toronto-Dominion Bank  
Building  
Suite 1003  
1791 Barrington Street  
Halifax, Nova Scotia  
B3J 3L1  
Tel: (902) 429-0426  
Fax: (902) 423-0881

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## VII. ADDRESSES OF COLOMBIAN OFFICES IN CANADA

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Embassy of Colombia  
150 Kent Street, Suite 404  
Ottawa, Ontario  
K1P 5P4  
Tel: (613) 230-3760/61

Commercial Officer  
401 Bay Street, Suite 2410  
Toronto, Ontario  
M5H 2Y4  
Tel: (416) 363-2618

Consul General of Colombia  
1010 Sherbrooke Street  
West, Suite 420  
Montreal, Quebec  
H3A 2R7  
Tel: (514) 849-4852

Honorary Consul of  
Colombia  
5389 Oak Street  
Vancouver, British Columbia  
V6M 2V5  
Tel: (604) 261-8211

Consul General of Colombia  
1 Dundas Street West  
Suite 2108  
Toronto, Ontario  
M5G 1Z3  
Tel: (416) 977-0098

# APPENDIX

## ECONOMIC INFORMATION

**Table 1**  
**Main Canadian Exports to Colombia**  
**(Cdn \$ thousands)**

Commodity	1986	1987
Motor vehicles, engines, parts and accessories NES	32 757	45 579
Newsprint paper	33 279	43 827
Wheat, except seed	18 120	22 889
Dried lentils, peas and beans NES	8 912	21 485
Plastic and synthetic rubber not shaped NES	10 326	14 143
Aircraft, engines, assemblies equip. and parts NES	1 528	12 305
Barley	—	10 420
Asbestos milled fibres and shorts	11 367	6 637
Corrugating container board NES	2 865	6 275
Polyethylene resins	7 729	6 160
Potassium chloride muriate	903	4 902
Coal	—	3 361
TOTAL MAIN COMMODITIES	127 786	197 983
TOTAL ALL COMMODITIES	159 052	224 331
MAIN AS % OF TOTAL	80%	88%

Source: Statistics Canada  
(NES = Not elsewhere specified)



**Table 2**  
**Main Canadian Imports from Colombia**  
**(Cdn \$ thousands)**

Commodity	1986	1987
Coffee green, roasted, instant, or ground	89 965	74 177
Bananas and plantains, fresh	16 857	22 322
Crude petroleum and condensates	—	15 490
Cut flowers	6 785	6 891
Cotton yarn	940	2 364
Towels	57	1 066
Gem and ornamental stones NES	2 443	1 060
<b>TOTAL MAIN COMMODITIES</b>	<b>117 047</b>	<b>123 370</b>
<b>TOTAL ALL COMMODITIES</b>	<b>124 050</b>	<b>132 997</b>
<b>MAIN AS % OF TOTAL</b>	<b>94%</b>	<b>93%</b>

Source: Statistics Canada

**Table 3**  
**External Trade — Origin and Destination**  
**1986**  
**(U.S. \$ millions)**

	Exports	Imports
United States (except Puerto Rico)	1 530	1 389
European Economic Community	2 017	894
Rest of Europe	576	241
Andean Group	281	261
Rest of America	376	653
Asia	266	378
Orient	10	19
Africa	11	2
Oceania	3	11
Undeclared	39	4
<b>TOTAL</b>	<b>5 108</b>	<b>3 852</b>

Source: Departamento Administrativo Nacional de Estadística, Colombia, 1988

**Table 4**  
**Imports 1987 (CIF)\***  
**(U.S. \$ millions)**

Cereals	99
Fossil fuels	111
Organic chemical products	380
Edible oils and fats	44
Plastic resins	170
Paper and cardboard	107
Iron and steel	250
Machinery and equipment	684
Electric machinery	263
Transportation equipment	426
<b>TOTAL</b>	<b>3 965</b>

\* January to November

Source: Departamento Administrativo Nacional de Estadística, Colombia, 1988

**Table 5**  
**Imports and Exports as**  
**Percentage of GDP**

Year	Imports	Exports
1970	17.4	15.0
1975	14.0	15.8
1980	19.2	16.1
1986	14.7	17.0
1987	14.7	17.0

Source: Departamento Administrativo Nacional de Estadística, Colombia, 1988

# Notes

Notes

# Notes

Notes

(in millions of U.S. dollars)

1975

1976

1977

1978

1979

1980

1981

1982

1983

1984

1985

1986

1987

1988

1989

1990

1991

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2029

2030

Table 5  
Imports and Exports as  
Percentage of GDP

Year	Imports	Exports
1975	17.3	14.1
1976	17.5	14.2
1977	17.6	14.3
1978	17.7	14.4
1979	17.8	14.5
1980	17.9	14.6
1981	18.0	14.7
1982	18.1	14.8
1983	18.2	14.9
1984	18.3	15.0
1985	18.4	15.1
1986	18.5	15.2
1987	18.6	15.3
1988	18.7	15.4
1989	18.8	15.5
1990	18.9	15.6
1991	19.0	15.7
1992	19.1	15.8
1993	19.2	15.9
1994	19.3	16.0
1995	19.4	16.1
1996	19.5	16.2
1997	19.6	16.3
1998	19.7	16.4
1999	19.8	16.5
2000	19.9	16.6
2001	20.0	16.7
2002	20.1	16.8
2003	20.2	16.9
2004	20.3	17.0
2005	20.4	17.1
2006	20.5	17.2
2007	20.6	17.3
2008	20.7	17.4
2009	20.8	17.5
2010	20.9	17.6
2011	21.0	17.7
2012	21.1	17.8
2013	21.2	17.9
2014	21.3	18.0
2015	21.4	18.1
2016	21.5	18.2
2017	21.6	18.3
2018	21.7	18.4
2019	21.8	18.5
2020	21.9	18.6
2021	22.0	18.7
2022	22.1	18.8
2023	22.2	18.9
2024	22.3	19.0
2025	22.4	19.1
2026	22.5	19.2
2027	22.6	19.3
2028	22.7	19.4
2029	22.8	19.5
2030	22.9	19.6



Notes

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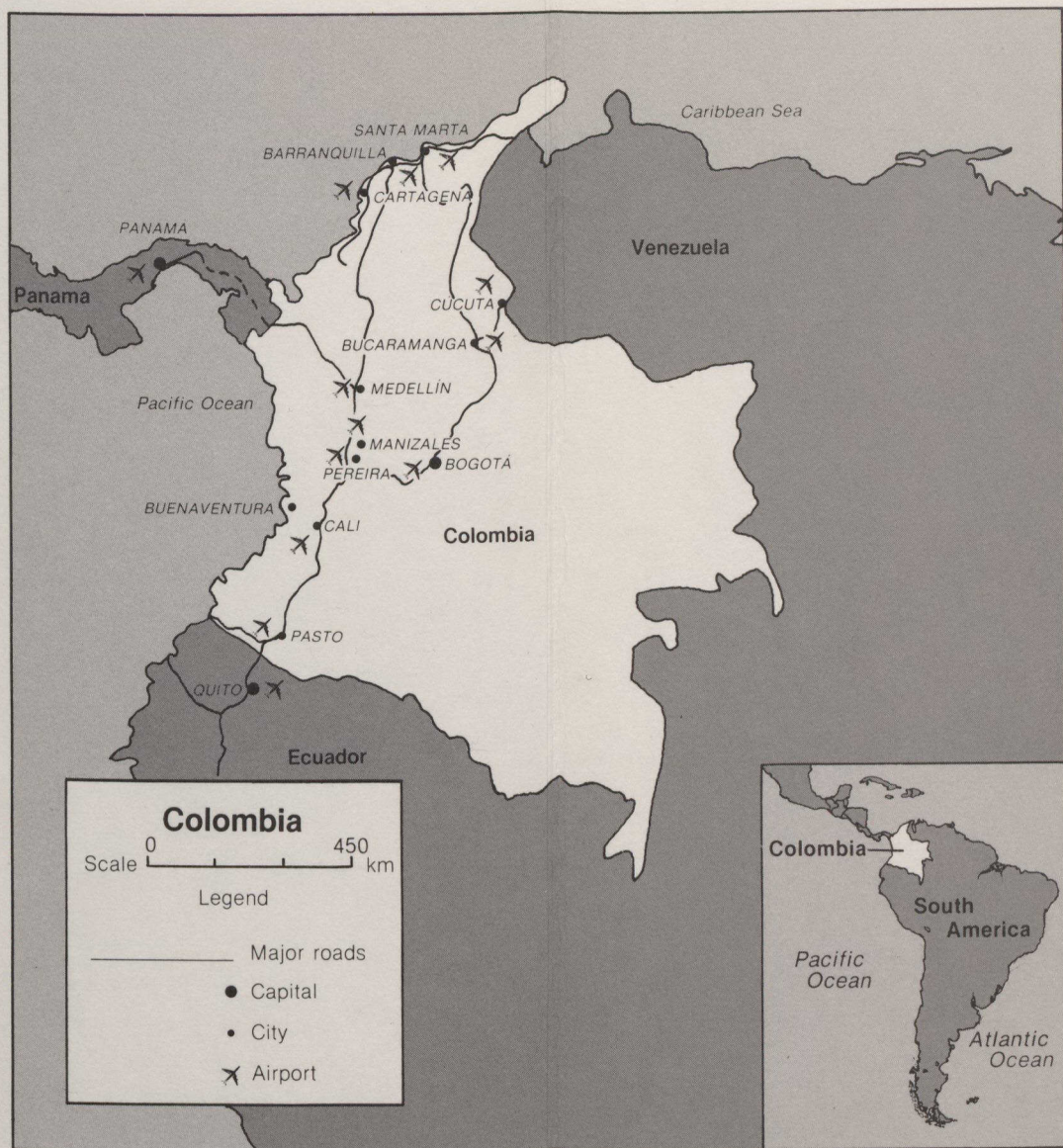
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