

Colombia Agroindustry

Compiled by:

Swiss Colombian Chamber of Commerce

Bogota, October 2008

1. Summary of the Content

Colombia's diverse climate and topography permit the cultivation of a wide variety of crops. In addition, all regions yield forest products, ranging from tropical hardwoods in the lowlands to pine and eucalyptus in the colder areas. Cacao, sugarcane, coconuts, bananas, plantains, rice, cotton, tobacco, cassava, and most of the nation's beef cattle are produced in the hot regions from sea level to 1,000 meters elevation. The temperate regions--between 1,000 and 2,000 meters--are better suited for coffee; flowers; corn and other vegetables; and fruits such as citrus, pears, pineapples, and tomatoes. The cooler elevations--between 2,000 and 3,000 meters--produce wheat, barley, potatoes, cold-climate vegetables, flowers, dairy cattle, and poultry.

Colombia is a world leader in the export of several agricultural products. It is the world's second-largest flower-exporter, after the Netherlands; the world's third-largest producer of coffee; and the world's third-largest exporter of bananas.

2. General Industry Sector / Product Group Development and Policy

According to DANE (Statistics Department), during January and September 2007, the agricultural GDP grew 2.97%. This is due to the low performance of long cycle agriculture as well as the fall in the milk bovine activity and egg poultry.

The long cycle agriculture showed a growth of 1.4% in the production value while in the activities of short cycle the growth was of 4.3%, giving a result for the all the agricultural activities without coffee a growth of just 2.4%, with a contribution to the sector growth of 1.1 points. The coffee which is one of the most important lines within the national agricultural activity showed a good performance with a growth of 4.5% and an important contribution to the sector growth of 0.5 points.

The livestock activities showed an increase of the production value of 2.3%, contributing with 0.9 points to the sector growth, due to the decrease in the milk production (-2.8%) and egg (-5%) counteracted the important dynamism of other lines like chicken and pig which grew at a rates near 9% y 18%, respectively.

The low performance of the sector is attributed to the junction of several facts: unfavourable climatic conditions, El Niño Southern Oscillation (Fenómeno de Niño), permanent peso revaluation and high production costs.

Agricultural Activities

The lines with the best behavior within the short cycle agriculture there are potato, corn and rice, not only for the growth dynamic reached during the year, 8.5%, 7% and 5% re-

spectively; but also because of the volume produced. Other important growths are in lines like barley (28.7%), tobacco (5.5%) and vegetables (3.4%).

In long Cycle crops the best results were mainly in cacao (10%), panela (4%) and fruits (3.8%), According to the National Coffee Growers Federation, the growth dynamic has kept during last years including 2007. So, the year was closed with a production of 12.6 million sacs of 60 kilograms each, which represented a growth of 4.5% from the year before and 8% compared to 2002.

Livestock Activities

Livestock activities had an increase of 2.5%, in the production volume, in which porciculture grew at a 18%, followed by the poultry farming with a growth of 4.8%, 9% in chicken and -5% in egg. About cattle, meat grew 2.5%, while milk fell -2.8%.

One of the most important institutions in Colombia is, in fact, the National Federation of Coffee Growers (Fedecafe), which represents over 80% of the growers and over 95% of the national coffee production. It continues to play a vital role in the country's development through infrastructure funding and the modernization of farming methods.

Other significant agricultural producer associations include the Federation of Rice Growers (Federación Nacional de Arroceros-- Fedearroz), the National Federation of Oil Palm Growers (Federación de Cultivadores de Palma Africana--Fedepalma), the Colombian Association of Flower Producers (Asociación Colombiana de Productores de Flores--Ascolflores), and the Colombian Association of Seed Producers (Asociación Colombiana de Productores de Semillas--Acosemilla). These organizations individually represented between 55 and 100 percent of their respective constituencies.

On the other hand, the National Development Plan 2006-2010 contains several projects in order to protect the producers' incomes and to improve the production competitiveness through different strategies such as:

- The program "Agro Ingreso Seguro – AIS", it looks for rationalizing the costs of the agricultural production and reaching production and marketing competitive prices.
- To widen the availability and access and improve the use of basic productive factors. Availability, access and efficient usage of the soil and irrigation, soil and seeds or reproduction material, weather and environmental conditions and technological innovations that permits to use efficiently the available resources. The availability and characteristics of these resources are the basis of the comparative advantages of the national agriculture.
- To promote development and use environmental goods and services in the agriculture.
- To booth the research, innovation and technology transfer and to improve the sanitary status of agro-food production
- To open new markets and work on the international negotiations agenda and the export offer.
- To improve the sector information and to develop an appropriate environment for the investments.
- To improve the sector financing and the resources conduit of risk capital.

3. Domestic Production

- Production developments

Harvested Surface and Production of the main Crops 2006

CROP	HECTARES	TONS
TRANSITIONAL	1.639.959	8.684.779
Sesame	5.885	4.699
Cotton	55.543	95.853
Rice	455.412	2.361.579
Potato	161.853	2.999.881
Blonde Tobacco	9.059	17.660
Barley	3.170	5.867
Bean	120.500	138.086
Corn	599.148	1.362.512
Sorghum	52.915	167.753
Soya	28.806	47.771
Wheat	17.132	39.782
Peanut	2.807	4.230
Vegetables	127.730	1.439.105
PERMANENT	2.418.511	16.170.519
Banana Export	44.031	1.513.854
Cacao	109.380	52.846
Sugar Cane	185.521	23.317.085
Plantain export	20.035	153.268
Black Tobacco	7.633	12.722
African Oil Palm	185.165	712.120
Arracacha	10.035	111.194
Honey cane	5.612	39.524
Brown sugar cane	242.364	16.905.515
Coconut	15.120	117.429
Vegetable fiber	18.157	21.512
Name	26.796	277.156
Plantain	366.266	3.040.457
Cassava	198.991	1.962.442
Fruits	197.870	3.256.110
Flowers		223.166
Coffee	785.535	724.738
Total	4.058.470	24.855.298

Source:

Ministerio de Agricultura y Desarrollo Rural - UMATA. CCI. AUGURA, FEDECAFE; ASOCAÑA FEDEPALMA; ASOCOLFLORES.

4. Investments, research and development expenditures

The government is working to create an investment fund for mega-projects, especially in the agriculture sector, with an aim towards exports. The industry's traditional products are coffee, flowers and bananas, all of which are well positioned in international markets. Non-

traditional products that have the most potential as foreign revenue earners include palm and palm oil, cotton, cocoa, corn, fruits and livestock.

So for both, the short and long term, the government is committed to making the agriculture business a profitable one for both domestic and foreign investors, who are more than welcome. Colombia's agriculture sector is once again a good and profitable business venture. There had been set up important instruments to help finance projects and new ones have been added. The government is also making great efforts to guarantee security and investments.

5. Export

According to the most important product types 2007

Group	Product	Tons	Thousand \$US
Alive animals and animal kingdom products	Alive Animals	63.711	125.976
	Meat and food offal	82.229	340.974
	Fishes and seafood	66.008	154.234
	Milk and dairy products, eggs, honey	23.231	56.426
	Other products of animal origin	858	77.457
	Total Alive animals and animal kingdom products	236.038	755.066
Vegetable kingdom products	Alive plants and floriculture products	233.841	1.120.432
	Vegetables, plants, roots and tubercles	94.962	102.626
	Fruits and food fruits, barks and skins	1.775.331	618.692
	Coffee, tea, herbs and species	641.377	1.740.212
	Cereals	6.676	5.511
	Milling products; malt; starch and fecula	31.277	18.818
	Seeds and oleaginous fruits	57.230	10.632
	Gums, resins and other juices and vegetable extracts	87	346
	Material to braid and other products of vegetable origin	2.829	2.513
	Total Vegetable kingdom's products	2.843.609	3.619.782
Greases and oils (animal and vegetable)	Animal or vegetable greases and oils	373.261	271.454
Food and beverage industry products	Meat, fish or seafood preparations	6.564	34.266
	Sugars and confectionery articles	903.387	494.133
	Cacao and its preparations	20.606	62.165
	Cereal based preparations, flour, starch and fecula	65.028	109.132
	Vegetables or fruits preparations	30.690	45.110
	Various food preparations	63.656	277.440
	Beverages, alcoholic liquids and Vinegar	77.018	53.125
	Food industries waste. Animal Food	34.691	19.510
	Tobacco and its succedaneous	14.563	52.419
	Total Food and beverage industry products	1.216.203	1.147.300
Cotton	Cotton	1.617	2.717
Total with Coffee		4.670.728	5.796.319
Total without Coffee		4.038.710	

Source: Agronet based on Foreign Trade statistics from DANE

- According to countries of destination with particular focus on CH, EC, other key account markets

Country or region	2006
Asociación Latinoamericana de integración	559.609
Andean Community	487.281
Bolivia	5.902
Ecuador	64.010
Peru	63.551
Venezuela	353.818
Rest ALADI	72.328
Argentina	2.863
Brazil	5.923
Chile	35.953
Mexico	27.348
Paraguay	170
Uruguay	72
United States	1.159.661
Canada	94.026
European Union	779.394
Austria	2.348
Germany	192.026
Belgium	190.346
Denmark	8.063
Spain	75.894
Finland	19.749
France	24.166
Greece	2.660
Holand	49.081
Ireland	2.176
Italy	73.503
Portugal	18.053
United Kingdom	92.629
Sweedden	28.699
China	1.661
Japan	173.969
Rest of the world	96.596
TOTAL	3.127.400

Source: DANE. Economic Department SAC (Colombian Farmers Society)

6. Import

- According to the most important product types 2007

Group	Product	Tons	Thousand \$US
Alive animals and animal kingdom products	Alive Animals	296	9.167
	Meat and food offal	20.558	31.257
	Fishes and seafood	48.854	66.401
	Milk and dairy products, eggs, honey	9.841	17.856
	Other products of animal origin	15.994	12.856
	Total Alive animals and animal kingdom products	95.543	137.538
Vegetable kingdom products	Alive plants and floriculture products	3.324	22.402
	Vegetables, plants, roots and tubercles	257.008	86.081
	Fruits and food fruits, barks and skins	232.456	118.988
	Coffee, tea, herbs and species	11.318	24.654
	Cereals	5.088.024	1.192.016
	Milling products; malt; starch and fecula	69.392	35.388
	Seeds and oleaginous fruits	349.294	167.844

	Gums, resins and other juices and vegetable extracts	1.665	16.022
	Material to braid and other products of vegetable origin	869	1.405
	Total Vegetable kingdom's products	6.013.351	1.664.802
Greases and oils (animal and vegetable)	Animal or vegetable greases and oils	276.427	244.823
Food and beverage industry products	Meat, fish or seafood preparations	81.972	112.000
	Sugars and confectionery articles	190.940	100.516
	Cacao and its preparations	20.105	46.174
	Cereal based preparations, flour, starch and fecula	51.679	96.317
	Vegetables or fruits preparations	37.375	49.604
	Various food preparations	28.501	128.959
	Beverages, alcoholic liquids and Vinegar	92.875	131.256
	Residuos industrias alimentarias. Alimentos para animales	1.158.662	390.774
	Tobacco and its succedaneous	8.513	30.469
		Total Food and beverage industry products	1.670.622
Cotton	Cotton	54.358	72.845
Total		8.110.301	3.206.076

Source: Agronet based on Foreign Trade statistics from DANE

- According to countries of destination with particular focus on CH, EC, other key account markets

Country or region	2006
Asociación Latinoamericana de integración	802.817
Andean Community	325.765
Bolivia	72.483
Ecuador	177.066
Peru	44.789
Venezuela	31.428
Rest Aladi	477.051
Argentina	231.224
Brazil	98.733
Chile	108.150
Mexico	30.327
Paraguay	7.534
Uruguay	1.084
USA	626.177
Canada	97.499
European Union	132.646
Austria	2.830
Germany	4.938
Belgium	3.578
Denmark	9.167
Spain	21.241
France	7.228
Greece	11
Holland	15.982
Ireland	12.206
Italy	5.749
Portugal	77
United Kingdom	16.803

Sweeden	2.478
China	24.219
Japan	318
Rest of the World	73.107
TOTAL	1.726.427

Source: DANE. Economic Department SAC (Colombian Farmers Society)

7. Trade channels

The opening of the Colombian economy to foreign competition has facilitated the importation of most products, including capital equipment, raw materials, and consumer goods. However, the cost of imported items is made higher once corresponding duties, 16 percent value-added tax (VAT), and surcharges are paid.

Marketing of most imported items, especially capital equipment requiring after-sales and parts, is still conducted through agents and distributors. Large Colombian manufacturing firms with good service and maintenance departments and their own import divisions bring in most of their equipment and raw materials directly, provided the foreign supplier is capable of after-sales service and on-time deliveries.

However, the cost of duties and the additional taxes are slowly changing the channels of distribution and sales strategies for intermediate and consumer goods. Many end-users are now buying directly from suppliers and/or manufacturers abroad, instead of from local representatives. End-users are increasingly establishing direct contact abroad for sources of new products and services, thus avoiding intermediaries in Colombia.

Consumer products from countries around the world are easily found on the shelves of Colombian stores.

Direct marketing through telephone, radio, TV, cable TV, catalogs, credit card promotions, flyers, polls, sales seminar invitations, and sales calls to either home or office sites are popular in Colombia. Many stores and large distributors are producing their own catalogs for either phone or mail orders, which can be paid for by cash, check, or credit cards. E-Commerce (electronic trade) is a marketing alternative.

8. Transport / logistics

Forwarding Agents

Airmar Cargo

Diag. 22B No. 43B-43
www.airmar-cargo.com
emora@airma-cargo.com
 Tel: (571) 405 77 77
 Fax: (571) 369 60 51
 Bogotá

ABX Logistics International agents. Logistics Service

Aviomar S.A.

Av. El Dorado No. 96-47
www.aviomar.com.co/info@aviomar.com.co
 Tel: (571) 425 55 55
 Fax: (571) 267 39 80
 Bogotá

International freight forwarded agent, specialized in the packing and shipment of household goods; it also acts as customs broker and has bounded a warehouse zone. Integrated Logistics Service.

DHL Global Forwarding (Colombia)

Av. Calle 26 No. 85B-09
www.dhl.com.co
Tel: (571) 429 29 48
Fax: (571) 429 29 73
Bogotá

Air and Sea, Road and Rail, Project forwarding, warehousing and distribution, supply chain, management, Specialties like fairs and exhibitions, perishables and food transportation, project forwarding and IT Services.

Intramar Shipping S.A.

Diag. 47 No. 77B-09 Int. 8
www.intramar.com.co
Tel: (571) 416 24 04
Fax: (571) 410 91 92
Bogotá

International freight forwarding, international removals, commercial cargo packing, and storage company.

Kuehne + Nagel S.A.

Avenida El Dorado No. 97-51. Of. 203
info.bogota@kuehne-nagel.com / www.kn-portal.com
Phone: (571) 422 76 60
Fax: (571) 413 10 10
Bogotá

Sea freight, air freight, rail freight, road transportation and logistics.

Mediterranean Shipping

Calle 100 No. 8A-49 Of. 903 T. B
<http://www.mscgra.ch/> dcundy@msc.colombia.com.co
Tel: (571) 628 88 00
Fax: (571) 628 88 01
Bogotá

International carrier that has become an effective global transportation solution for many shippers.

Panalpina

Diagonal 24C No. 96B-65
www.panalpina.com.co / colombia@panalpina.com
Tel: (571) 401 05 00
Fax: (571) 415 18 40
Bogotá

Logistics supplier working on Airfreight, Sea freight, Supply Chain Management and Panalpina's Pan Projects Division which is expert in providing Integrated Turnkey Project Forwarding Services (large-scale, logistically complex projects involving the shipment of oversized loads and heavy goods).

Sunrise Cargo S.A. – Schenker

Calle 46 No. 82-54 Int. 8

www.sunrisecargo.com.co /schenker@sunrisecargo.com.co

Tel: (571) 416 19 11

Fax: (571) 416 29 88

Bogotá, D.C.

Provides support to trade and industry in the global exchange of goods - in land operations, in worldwide air and seafreight, and in all the associated logistics services.

9. Trade fairs and exhibitions, advertising, trade journals**Trade Fairs****EXPOUNAGA**

- Venue: Corferias / Bogotá - Colombia
- Dates: July
- Frequency: Biennial
- Type of Fair: Second more important event of the agricultural sector at national level, where the 13 affiliated Associations to UNAGA are gathered and participate with the most numerous and reputed bovine sample of the national cluster. The Equine Fair "A" Grade - Asdepasso, live transmission of horse races - Association P.S.I., Second National Competition of Fat Young bulls, Second Fight Bull's Fair - Astolco and First National Sheep and Goat - Anco.
- Organizer: National Union Of Colombian Cattle Associations – Unaga
Phone: ++57 1 616 13 87/616 13 89
Fax: ++ 57 1 616 13 90
E-mail: direjecutivo@unaga.org.co / comercial@unaga.org.co
- Goods on offer and main emphasis: different kind of cattle and everything related to this sector
- Associations / countries officially represented: none
- Target groups: general public.
- Number of exhibitors: 1.242
- Occupied (rented) net surface area in m²: 13.861,69
- Number of visitors: 149.863
- Date of next event: July 2008
- Catalogue: direjecutivo@unaga.org.co / www.unaga.org.co

AGROEXPO

- Venue: Corferias / Bogotá-Colombia
- Dates: July
- Frequency: Biennale
- Type of Fair: Specialized fair opened to the public for agriculture, livestock and related industries. International trade show. A biennale exhibition which has constituted in the most important event in its type for agricultural and livestock development through its participants' scientific and technological knowledge and services interchange.
- Organizer: Corferias / Contact: Marisol Suárez/ Teresa Muñoz
Phone: ++57 1 381 00 00/30 Ext. 2154/2155
msuarez@corferias.com / tmunoz@corferias.com
- Goods on offer and main emphasis: Agriculture and livestock machinery and supplies, Institutional Development Plans, Environment, Fishing Industry, Poultry, Orchard and fruits, Hog raising, Minor Species, Cattle and Horses, Forest and timber industry, Dairy, Meat, Animal Nutrition, Insemination and Reproduction.

- Associations / countries officially represented: Agroexpo includes the official participation of countries, national associations and private entities. In the last version, it was participation from 750 national exhibitors and the presence of 18 countries, among them, Colombia, Switzerland, Germany, Austria, Bolivia, Brazil, United States, Venezuela, Russia, Netherlands, Belgium, and Holland.
 - Target groups: National & International public interested in the area of agriculture and livestock and related industry.
 - Number of exhibitors: 1.261
 - Swiss companies present: The Swiss Colombian Chamber of Commerce, SGS, Wenger, Emcoclavos, Carcafé, Novartis and Syngenta.
 - Occupied (rented) net surface area in m²: 43.007
 - Number of visitors: 250.000 including a good part of international ones
 - Date of next event: July 2009
- Catalogue: www.agroexpo.com

PROFLORA

- Venue: Cartagena Convention Center- Colombia
- Dates: October
- Frequency: Biennale
- Type of Fair: Public fair
- Organizer: Proflora / Asocolflores
- Goods on offer and main emphasis: The most important flower exhibition in Colombia and the region. General supplies, Service companies, Growers & Distributors and Plan material suppliers
- Associations / countries officially represented: Asocolflores
- Target groups: National public interested in the area.
- Number of exhibitors: 100
- Swiss companies present: DHL Danzas, Panalpina
- Occupied (rented) net surface area in m²: 10.000
- Number of visitors: 1.000
- Date of next event: October, 2009
- Catalogue: www.proflora.org.co

Trade Journals

El Tiempo
 Avenida Eldorado No. 59-70
 Bogota, D.C., Colombia
 Tel: (571) 294 01 00/ 263 78 45
 Fax: (571) 410-5088
<http://www.eltiempo.com>.

El Espectador
 Av. El Dorado No. 69-76
 Bogota, D.C., Colombia
 Tel: (571) 423 00 00
 Fax: (571) 423 00 00
 E-mail: internet@elespectador.com
<http://www.elespectador.com>

Portafolio
 Cra. 69 No.43B-44 P. 4
 Bogota, D.C., Colombia
 Tel: (571) 423 24 20
 Fax: (571) 416 59 54

[http:// www.portafolio.com.co](http://www.portafolio.com.co)

La República
Calle 46 No. 103-59
Bogota, D.C., Colombia
Tel: (571) 413 00 53
Fax: (571) 413 00 03
E-mail: diario@larepublica.com.co
[http:// www.la-republica.com.co](http://www.la-republica.com.co)

El Pais
Cra. 2 No. 24-46
Cali, Colombia
Tel: (572) 883 11 83
Fax: (572) 882 10 82
E-mail: diario@elpais-cali.com
<http://www.elpais-cali.com>

El Colombiano
Cra. 48 No. 30-Sur-119 (Avenida Las Vegas)
Medellin, Colombia
Tel: (574) 331 52 52
Fax: (574) 331 48 49
E-mail: elcolombiano@elcolombiano.com.co
<http://www.elcolombiano.com>

El Heraldo
Calle 53B No. 46-25
Barranquilla, Colombia
Tel: (575) 341 70 77
Fax: (575) 341 03 42
E-mail: elheraldo@elheraldo.com.co
<http://www.elheraldo.com.co>

Vanguardia Liberal
Calle 34 No. 13-42
Bucaramanga, Colombia
Tel: (576) 633 40 00
Fax: (576) 642 6749
E-mail: produccion@vanguardia.com
<http://www.vanguardia.com>

10. Tariff rates, other import duties / accompanying documents

Tariffs

Import duties are ad valorem and are assessed on the CIF value of shipments. Colombia's tariffs conform to the 5-20 percent Common External Tariff (CET) in effect for the Andean Community. Government entities are no longer exempt from import duties.

Agricultural products, which fall under a variable "price-band" import duty system
Other non-tariff barriers in Colombia include discretionary import licensing, which is used to ban imports of milk powder and poultry parts. Colombia removed the "absorption" requirements for all remaining agricultural products at the end of 2003, when the WTO waiver allowing them to link imports to local purchases expired. The Colombian government replaced this system with tariff-rate quotas for rice, yellow corn, white corn

and cotton, with a requirement to purchase local production in order to import under the tariff-rate quota.

11. Import regulations, licences / documents / formalities

Import Procedures Into Colombia

In general, persons or companies importing goods to Colombia must comply with the following procedures:

Step 1: Registering the Import

The first step is to fill out the import registry (*Registro de Importación*) that can be obtained at any of the regional offices of the Ministry of Trade, Industry and Tourism - MINCOMERCIO. *The import registry is only required for a limited set of goods which are subject to special certifications and approval processes by various state agencies.*

More specifically, the import registry is required in instances where imports are subject to: licenses under the prior licensing regime, safeguards or special import-export systems. An import registry is also required for certain goods that be subject to different kind of certifications by state agencies (such as the Ministries of Agriculture, Social Protection, Environment, Defense, etc.) such as fishing products, oil products, sanitary and phytosanitary certification and certification of conformity with technical standards.

Recently, the Colombian Government has established a new system, known as VUCE (Ventanilla Única de Comercio Exterior), which allows obtaining approvals (authorizations), permits or certificates using Internet technology. Through VUCE, the importer can sign, pay, and review the status of a process involved with any of the 18 government entities (Ministries & Agencies) that are engaged with import activities. The importer is required to register in the VUCE system using his RUT - Registro Único Tributario (Unique Tax Registry) and a certificate authorizing the electronic use of his signature. Throughout VUCE, the importer can pay and file the import registry procedure, as well as to obtain the previous approvals or certificates required in order to import from the appropriate entities.

For more information and support in determining whether an import registry and other certifications are required, contact one of the certified customs brokers (SIAS) in Colombia. Their contact information can be found on <http://www.proexport.gov.co/VBeContent/NewsDetail.asp?ID=1376&IDCompany=16>.

In addition, if the importer is a company, a *fiscal identification number* (Número de Identificación Tributaria), known as NIT, must be submitted.

Once filled out, the import registry form must be filed at a MINCOMERCIO regional office, along with other required documents. www.mincomercio.gov.co.

Step 2: Value Declaration

Filing of a Customs Value Declaration (*Declaración de Valor en Aduanas*) is mandatory for goods valued at US\$ 5000 or more and for partial shipments that make up a total shipment valued at or above US\$ 5000. The form must be requested at one of the regional offices of the Dirección de Impuestos y Aduanas Nacionales (DIAN) - National Tax and Customs Administration.

Colombia has adopted the Valuation Code of the General Agreement on Tariffs and Trade. This means that in most cases the declared value of the imported goods will be based on the transaction method. In other words, the declared value of the goods will be the price actually paid or to be paid for them with certain adjustments.

Step 3: Import Declaration and Payment of Customs Duties

This step must be completed either a maximum of 15 days prior to the goods' arrival to the country or, alternatively, once the goods have arrived at a customs warehouse. First, an Import Declaration (*Declaración de Importación*) form must be requested at a DIAN regional office.

Once filled out, the importer must bring the import declaration form to an authorized financial entity in the city where the goods have been landed. At the authorized financial entity, the importer should proceed to pay the applicable customs duties.

Step 4: Withdrawal From Customs

Upon payment of the applicable duties, the importer must present at the warehouse where the goods have been landed, the original and the third copy of the import declaration form and the following additional documents: transport documents, original copy of the value declaration, as well as original copy of the Certificate of Origin and Certificate of Conformity, if required.

The customs officer will then authorize withdrawal of the goods unless an inspection is deemed to be necessary.

Exceptions

The procedures described above are those that need to be followed in most transactions. However, a small number of goods may still require a license before their importation is authorized. Other import modalities that may have different procedures include: Re-importing for passive reconditioning, Unaltered re-importing, Imports covered by a warranty, Temporary importation for re-export, Temporary importation for active reconditioning, Imports to be transformed or assembled, and postal traffic and urgent deliveries.

For more information on the procedures that apply under the above import modalities: www.mincomercio.gov.co.

12. Technical regulations / labelling/ consumer protection / standards / inspection authorities

Technical regulations

Sanitary Registration

Foreign exporters should be aware that sanitary registration must be obtained for pharmaceuticals, cosmetics, processed food products, and household insecticides and similar products. The registration must be obtained before exporting the products to Colombia. It is issued by the Instituto Nacional de Vigilancia de Medicamentos y Alimentos - INVIMA (National Institute for Control of Medicines and Food Products). The fee varies depending on the product, and the procedure usually takes between six months and one year. Sanitary registration is required for both locally manufactured and imported products. For more information please contact: INVIMA: www.invima.gov.co.

Regulation and Control of Chemical Plaguicides

The importation of the following products has been specifically prohibited: dieldrin, aldrin, chlordan, endosulfan, heptachlor, lindane, DDD, DDT, isobenzan, Melipax and Toxaphene, Endrin, Canfecloro, Fonofos, Terbuconazol, Maneb, Zineb, Herbicides 2, 4, 5-T y 2, 4, 5-TP based, and any preparations containing these products; gasoline containing lead tetra ethylene.

Standards

In Colombia, certain products whether imported or produced locally are required to conform to technical standards established by Decree 300 of 1995 which implements the provisions of Decree 2269 of 1993 which made mandatory Colombian technical standards for some goods sold in the Colombian market (both imported and produced locally). Decree 300 of 1995 establishes that the Industry and Commerce Superintendency (SIC) (under the Foreign Trade, Industry and Commerce Ministry), compile the list of products requiring the Certificate of Conformity and issues this certificate for import purposes. To assure compliance with these regulations, some imports require a special certificate of conformity with the appropriate Colombian technical standard. The Foreign Trade, Industry and Tourism Ministry does not approve import registrations for products on this list if the Certificate of Conformity does not accompany the requests.

The manufacturers and importers of products regulated by official mandatory technical standards and technical regulations register with SIC by providing the organization's contact information and the products requiring compliance with a specific mandatory technical standard or regulation. The Colombian government has notified the World Trade Organization (WTO) about this requirement. It is required product testing laboratories and accreditation entities to sign a mutual recognition agreement with SIC in order for their certificates of conformity to be accepted. The Resolution requires product testing for those producers or importers that lack a valid certificate of conformity or are about to expire.

ICONTEC (Colombian Institute of Technical Standards and Certification), a private nonprofit organization is a certification entity responsible for the development of technical standards. ICONTEC is a member of the International Standards Organization (ISO) and of the International Electrotechnical Commission (IEC). It provides quality certification services, training and technical support services, as well as inspection services, recognized by Underwriter's Laboratories (UL).

Other recognized Colombian certification entities include Corporacion Colombia Internacional (fruits, vegetables, and other food products) and S.G.S. Colombia (quality assurance systems). There are 37 testing and 15 metrology (calibration) laboratories accredited by the Industry and Commerce Superintendency operating in public and private institutions, and one accredited inspection entity to evaluate organic agricultural products, Centro Internacional de Agricultura Organica - CIAO.

Labeling

Specific marks or labels are not required, except for food, pharmaceutical products and textiles. Labels on processed food products must indicate the specific name of the product, ingredients in order of predominance, name and address of manufacturer and importer, number of units, instructions for storage and usage (when required), expiration date, and other instructions as required by the Ministry of Health or the Industry and Commerce Superintendency. Labels and illustrations cannot be inaccurate or misleading.

Labels on pharmaceutical products must indicate in Spanish: "for sale under medical, dental or veterinary prescription," with the generic name, commercial name, net weight or volume, weight or quantity of active ingredients, license number and the lot control number. For those products having limited shelf life, the date of expiration should be included.

Insecticides and other toxic products should prominently display the skull and crossbones, the word "poison" in Spanish and information regarding usage and antidotes. Products for which there are no antidotes cannot be licensed and can only be used in programs under the direct control of public health authorities.

Inspection authorities

Instituto Colombiano Agropecuario (ICA)
Calle 37 No. 8-43 Piso 5
Bogota
Phone: (+571) 332 37 00 / 29 / 285 55 20
e-mail: lcapres@impsat.net.co
http: www.ica.gov.co

Advises the Agriculture Ministry to design policies and agricultural research plans, plans and performs actions to protect agricultural and pertaining to farming and animal husbandry production, controls technically production and trading (imports-exports) and origin as well as sanitary quality of agricultural and pertaining to farming and animal husbandry products.

Invima

Cra. 15 No. 58A-59
Bogota
Phone: (+571) 222 05 77/ 211 59 51/ 348 30 20
http: www.invima.gov.co

Controls and looks after the quality and safety of medical products, cosmetics and food, in everything related to production, import, trading and consumption.

Makes studies to establish policies and standards for quality control and sanitary vigilance.

Ministerio de Agricultura y Desarrollo Rural

Avenida Jiménez No. 7- 65
Bogota
Phone: (+571) 334 11 99
http: www.minagricultura.gov.co

Makes pertaining to farming and animal husbandry, fishing and rural development plans and programs.

Coordinates, promotes, looks after and assess the performance of the governmental policies related to the pertaining to farming and animal husbandry, fishing and rural development rural sector.

13. Addresses of important public authorities, industry associations, other relevant organisations

Public Authorities

ENTITY	ADDRESS	PHONE	FAX	WEB
Agriculture Ministry	Av. Jiménez No. 7-65. Bogotá	57 1 243 79 17 57 1 341 90 05	57 1 283 39 82	www.minagricultura.gov.co
Almacén de Depósito General de la Caja Agraria y Banco Ganadero	Cra. 7 No. 71-52 T. A P.9. Bogotá	57 1 326 76 00	57 1 312 05 21	www.almagrario.com
Agrocadenas	Cra. 30 Calle 45, Ed. IICA. Bogotá	57 1 220 70 00		www.agrocadenas.gov.co
Banco Agrario de Colombia	Calle 15 No.8-32 Bogotá	57 1 284 08 10 57 1 282 49 21		www.bancoagrario.gov.co
Corporación	Kilometro 14 vía	57 1 422 73 00		www.corpoica.org.co

Colombiana de Investigación Agropecuaria - CORPOICA	Mosquera			
ICA Instituto Colombiano agropecuario - ICA	Calle 37 No. 8-43 Bogotá	57 1 287 71 10 57 1 288 44 38 57 1 332 37 00	57 1 288 41 69	www.ica.gov.co
IDEAM Instituto de Hidrología y Meteorología y Estudios Ambientales	Cra. 10 No. 20-30 Bogotá	57 1 352 71 60		www.ideam.gov.co
INCODER Instituto Colombiano de Desarrollo Rural -	Av. El Dorado- CAN Bogotá	57 1 383 04 44 Ext. 1100	57 1 383 04 44 Ext. 1401	www.incoder.gov.co
INAT Instituto Nacional de Adecuación de Tierras	Cra. 5 No. 15-80 Bogotá	57 1 283 69 27 57 1 282 79 20	57 1 284 24 02 57 1 283 77 87	www.inat.gov.co
INCORA	CAN Bogotá	57 1 222 40 88	57 1 222 39 21	www.incora.gov.co
Instituto Alexander Von Humbolt	Cra. 7 No. 35-20 Bogotá	57 1 608 69 00	57 1 608 69 00	www.humboldt.org.co
Instituto Geográfico Agustín Codazzi	Cra. 30 No. 48-51 Bogotá	57 1 369 40 00	57 1 369 41 00	www.igac.gov.co
INVIMA	Av. 68D No. 17-11 Bogotá	57 1 294 87 00	57 1 294 87 00 Ext. 3896	www.invima.gov.co
Proexport	Calle 28 No. 13A-15 Bogotá	571 560 01 00	57 1 560 01 18	www.proexport.com.co
SENA	Calle 57 No. 8-69 Bogotá	57 1 546 15 00 Ext. 2090	57 1 212 46 88	www.sena.edu.co

Other relevant organisations

ENTITY	ADDRESS	PHONE	FAX	WEB
Bolsa Nacional Agropecuaria	Calle 114 No. 9-01 P. 15 T. A Bogotá	57 1 629 25 29	57 1 629 26 57	www.bna.com.co
Comunidad Andina de Naciones - CAN	Paseo de la Rep. 3895, esq. Aramburú, San Isidro, Lima 27 - Peru	51 1 411 14 00	51 1 221 33 29	www.comunidadandina.org
Colciencias	Tv. 9 No. 133-28 Bogotá	57 1 216 98 00 57 1 258 21 70	57 1 625 05 53 57 1 625 17 88	www.colciencias.gov.co
Corporación Red País Rural	Av. 39 No. 14 - 66 P. 2 Bogotá	57 1 327 23 90	57 1 327 23 90	www.paisrural.org
Consultative Group on International Agricultural research (Grupo Consultivo Internacional)	MSN G6-601 1818 H Street NW Washington, DC 20433. USA	20 2 473 89 51	20 2 473 81 10	www.cgjar.org
Corporación Nacional de Investigación y Fomento Forestal - CONIF	Av. Circunvalar No.16-20 Bogotá	57 1 341 70 00	57 1 337 69 70	www.conif.org.co
Corporación Colombia Internacional	Calle 16 No. 6-66 Piso 6 Bogotá	57 1 283 4988	571 286 7659	www.cci.org.co
Interamerican Development Bank	Cra. 7 No. 71-21, T. B, P. 19. Bogotá	57 1 325 70 00	57 1 325 70 50	www.iadb.org
Comisión Económica para América Latina y el Caribe - CEPAL	Av. Dag Hammarskjold 3477 Vitacura, Santiago Chile	56 2 210 20 00	56 2 208 02 52	www.eclac.cl
Centro Internacional de Mejoramiento de	Km. 45, Carretera Mexico-Veracruz El	52 5 952 19 00	52 5 952 19 83	www.cimmyt.org

Maiz y Trigo - CIMMYT	Batan, Texcoco. México			
Centro Internacional de Agricultura Tropical	Recta Cali-Palmira, km 17. Colombia	57 2 445 00 00	57 2 445 00 73	www.ciat.cgiar.org
Centro Internacional de la Papa -CIP	PO Box 1558, Lima 12, Peru	51 1 349 6017	51 1 317 5326	www.cipotato.org
FAO Organización de las Naciones Unidas para la Agricultura y la Alimentación- FAO	Calle 72 No. 7-82 Of. 701 Bogotá	57 1 346 51 01	57 1 210 30 64	www.fao.org
Finagro	Cra. 13 No. 28-17 P. 2-4 Bogotá	57 1 320 33 77	57 1 338 01 97	www.finagro.com.co
Interamerican Institute for Cooperation on agriculture-IICA	IICA Ciudad Universitaria Calle 45 Cra. 30. Bogotá	57 1 220 70 05 57 1 220 70 00 Ext. 7005	57 1 220 70 01 57 1 220 70 02	www.iicanet.org
Red de Solidaridad	Calle 7 No. 6-54. Bogotá	57 1 336 09 79 57 1 336 22 14	57 1 336 46 18	www.red.gov.co
Red Nacional de Biotecnología Forestal REBIOFOR	Av. Circunvarar No. 16-20. Bogotá	57 1 341 70 00	57 1 337 69 70	www.rebiofor.org
World Bank	Cra. 7 No. 71-21 T. A P. 16 Bogotá	57 1 326 36 00	57 1 326 34 80	www.worldbank.org

Industry Associations

ENTITY	ADDRESS	PHONE	FAX	WEB
ANDI Asociación Nacional de Industriales	Calle 73 No. 8-13 P. 8	57 1 326 85 00	57 1 347 31 98	www.andi.com.co
ASOCAÑA Asociación de Cultivadores de Caña	Cra. 7 No. 24-89 O. 4203 Bogotá	57 1 241 05 56 57 1 241 05 57	57 1 241 05 54	www.asocana.com.co
ASOCOLFLORES Asociación Colombiana de Exportadores de Flores	Cra. 9 No. 90-53 Bogotá	57 1 257 93 11 57 1 218 36 93	57 1 218 36 93	www.asocolflores.org
ASOHOFrucol Asociación Hortifrutícola de Colombia	Cra. 19 No. 33- 04 Bogotá	57 1 288 12 79 57 1 245 78 75	57 1 288 06 80	www.frutasyhortalizas.com.co
ASOTABACO Asociación Colombiana de Exportadores de Tabaco	Calle 95 No. 11- 51 Of. 404. Bogotá	57 1 616 08 90 57 1 218 74 22	57 1 218 87 07	
AUGURA Asociación de Bananeros	Calle 3 No. 41-65 Ed. Banco Occidente Piso 9 Medellín	57 4 321 13 33	57 4 321 41 90	www.augura.com.co
Colciencias	Tv. 9 No. 133-28 Bogotá	57 1 216 98 00 57 1 258 21 70	57 1 625 05 53 57 1 625 17 88	www.colciencias.gov.co
CONALGODON Confederación Colombiana del Algodón	Calle 87 No. 20-27 Of. 502. Bogotá	57 1 616 42 43 57 1 622 88 46 57 1 622 48 12	57 1 621 12 09	www.conalgodon.com
CENIPALMA Corporación Centro de Investigación en Palma de Aceite	Calle 21 No 42- 47 Bogotá	57 1 208 86 60	57 1 368 11 52	www.cenipalma.org
CENICAÑA	Calle 58 N No. 3BN-110 Cali	57 2 664 80 25	57 2 664 19 36	www.cenicana.org

CENIACUA Corporación Centro de Investigación de la Acuicultura de Colombia	Cra. 8 No. 96-60 Bogota	57 1 636 97 71	57 1 218 66 44	www.ceniacua.com
CEGA Centro de Estudios Ganaderos	Cra 9 No. 123-90 Bogota	57 1 637 04 53	57 1 637 25 15	www.cega.org.co
CEVIPAPA Centro Virtual de Investig. de la Cadena Agroalimentaria Papa	Calle 108 No. 27- 51 Bogota	57 1 629 30 12	57 1 522 56 20	www.cevipapa.org.co
FEDEARROZ Federación Nacional de Arroceros	Cra. 100 No. 47-55 Bogota	57 1 425 20 00 57 1 425 11 50	57 1 425 20 02	www.fedearroz.com.co
FEDERAL Federación de Fabricantes de Alimentos para Animales	Cra. 22 No. 85-94 O. 602 Bogota	57 1 636 13 33	57 1 530 80 13	
FECOLGRASAS	Calle 81 No. 12-44 Of. 502. Bogotá	57 1 212 02 05 57 1 212 07 74	57 1 249 04 84	
FEDECAFE Federación Nacional de Cafeteros de Colombia	Calle 73 No. 8-13 Bogota	57 1 313 07 00 57 1 313 66 00	57 1 217 10 21	www.cafedecolombia.com
FEDECAUCHO Federación Nacional de Productores y Transformadores de Caucho Natural	Cra. 7 No. 33-49 Of. A Bogota	57 1 287 50 04	57 1 340 25 40	www.fomentocauchero.com
FEDEGAN Federación Colombiana de Ganaderos	Calle 37 No. 14-31 Bogota	57 1 245 40 10 57 1 232 27 34 57 1 570 10 71	57 1 570 10 74	www.fedegan.org.co
FEDEPALMA Federación Nacional de Cultivadores de Palma de Aceite	Cra. 10A No.69-98 Bogota	57 1 321 03 00	57 1 211 35 08	www.fedepalma.org
FENAVI Federación Nacional de Avicultores de Colombia	Cra. 33 No. 90-43 Bogota	57 1 621 36 13 57 1 236 08 56 57 1 621 36 17	57 1 611 53 04	www.fenavi.org
SAC Sociedad de Agricultores de Colombia	Cra. 7 No. 24-89. P. 44. Bogota	57 1 241 00 29 57 1 241 00 35	57 1 241 00 31	www.sac.org.co

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