



Colombia Agroindustry

Compiled by:

Swiss Colombian Chamber of Commerce

Bogota, October 2007

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 such as cut flowers (second after the Netherlands), bananas (third following Ecuador and Costa Rica). It is also an important producer of palm oil (third after Malaysia and Indonesia) and shrimp, with the participation of local and foreign investors such as Chiquita (bananas), Dole Corporation (flowers) and Mitsui (shrimp). There is, however, an immense potential for the further development of agro-industrial activities and fisheries as attested by the following figures of highly suitable areas: palmito/ asparagus, 10,000 hectares; forestry, 3 million hectares; palm oil, 3 million hectares; tropical fruits, 5,000 hectares; shrimp farming, 10,000 hectares.

After suffering through just 1% growth in 1998 and negative growth in 1999, Colombia's agriculture sector bounced back in 2004 to expand by 5.36%. The industry as a whole accounts for some 14% of the nation's GDP. Coffee, which accounts for well over 20% of the nation's exports and provides a living directly and indirectly to some 1.6 million people, is still the top crop.

In the 1994 – 2004 period, this sector was Colombia's second largest recipient of foreign direct investment, with a total of US\$ 1,300 million. This is largely due to the desire of food multinationals to access the Colombian domestic market of 45 million people, and to use the country as an export platform through the trade agreements entered into by Colombia. Since 2002, investments have reached excellent levels of growth.

During 2005, the agricultural, silviculture, hunting and fishing sector grew 2.78%, other agricultural products presented a growth of 3.54%, non roasted decaffeinated coffee 2.13%, alive animals and animal products, 2.19% and silviculture products and wood extraction, 2.19%.

2. General Industry Sector / Product Group Development and Policy

The growth figures for agriculture were no accident, as many in the industry had feared. Instead, they were the result of a well-organized government effort to increase production, promote exports and diversify. Indicators point to a growth in the agriculture sector of 4.99% in 2005 and 2.7% in 2006.

Funding new projects and technological improvements in the agriculture industry was a difficult endeavor during the lean recession years of 1998-99. Since 2003, however, domestic and international financing derived from Plan Colombia and other government-led programs and international assistance funds has allowed the industry to recover lost ground.

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.

3. Domestic Production

- Production developments

Harvested Surface and Production of the main Crops

	HECTARES			TONS		
	2,004	2,005	V. %	2,004	2,005	V. %
SHORT CICLE CROPS	1,752,615	1,698,578	-3.1	8,776,574	8,414,536	-4.1
CEREALS	1,242,050	1,191,865	-4.0	4,233,510	4,132,771	-2.4
Rice	515,238	460,359	-10.7	2,481,818	2,230,325	-10.1
Corn	614,509	624,653	-1.6	1,398,724	1,556,222	10.1
Sorghum	76,063	78,448	-3.0	269	278,076	3.3
Barley	2,130	3,270	34.9	3,505	6,480	45.9
Wheat	34,110	25,135	-26.3	80,570	61,668	-23.5
OLEAGINOUS	107,101	108,159	1.0	152,341	143,820	-5.6
Cotton seed	65,973	73,165	9.8	75,550	78,901	4.2
Soja	35,504	29,420	-17.1	71,796	59,606	17.0
Sesame seed	4,051	3,832	-5.4	3,161	3,293	4.0
Peanut	1,573	1,742	-10.7	1,834	2,020	9.2
OTHER CROPS	469,437	460,719	1.9	4,390,723	4,137,945	5.8
Cotton fiber	65,973	73,165	9.8	55,533	55,367	-0.3
Potato	161,873	143,729	-11.2	2,836,187	2,547,195	-10.2
Dry bean	112,262	111,672	-0.5	130,285	131,247	0.7
Blonde Tobacco	9,915	9,753	-1.6	19,906	19,581	-1.6
Vegetables	119,414	122,399	2.4	1,348,812	1,384,556	-2.6
LONG CYCLE CROPS	1,543,002	1,603,433	3.8	15,519,375	16,157,172	3.9
BANANA AND PLANTAIN	429,362	447,184	4.0	4,664,977	4,983,438	6.4
Banana Export	43,380	43,380	0.0	1,390,558	1,532,534	9.3
Plantain Export	13,200	13,200	0.0	119,531	131,962	9.4
Plantain	372,782	390,604	4.6	3,154,888	3,318,942	4.9

Sugar cane	421,621	431,781	2.4	4,436,154	4,451,290	0.3
Sugar mill	172,237	172,237	0.0	22,164,707	22,275,531	0.5
Brown Sugar Cane	249,384	259,544	3.9	16,961,864	17,717,120	4.3
TUBERCLES AND ROOTS	211,571	220,399	4.0	2,348,853	2,490,256	5.7
Arracacha	8,258	8,315	0.7	95,550	97,040	1.5
Name	26,502	28,134	5.8	310,205	333,532	7.0
Cassava	176,811	183,950	3.9	1,943,098	2,059,683	5.7
OLEAGINOUS	172,178	184,900	6.9	793,850	826,946	4.0
Oil Palm	157,328	169,565	7.2	630,388	654,555	3.7
Coconut	14,850	15,335	3.2	60,400	65,128	7.3
OTHER CROPS	308,270	319,169	3.4	3,275,541	3,405,242	3.8
Cocoa	104,561	109,253	4.3	50,735	53,373	4.9
Pita fiber	16,333	17,231	5.2	18,304	19,268	5.0
Black Tobacco	6,207	6,443	3.7	12,580	12,832	2.0
Fruits	181,169	186,242	2.7	3,002,922	3,123,039	3.8
Flowers				191,000	196,730	2.9
AGRICULTURE WITHOUT COFFEE	3,295,617	3,291,011	0.1	24,295,949	24,571,708	1.1
Coffee	775,300	775,300	0.0	680,580	693,840	1.9
AGRICULTURE WITH COFFEE	4,070,917	4,066,311	-0.1	24,976,529	25,265,548	1.1

Source: Fedearroz, Fenalce, Conalgodón, BNA, Cenicaña, Fedepalma and Ministry of Agriculture Economic Department SAC (Colombian Farmers Society)

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 2005

Tariff Description	Value (FOB) m US\$
01 Live Animals	182.438
02 Meat and food offal	27.244
03 Fishes and seafood	151.658
04 Milk and dairy products, eggs	62.556
05 Other products of animal origin	5.008
06 Alive plants and floriculture products	909.159
07 Vegetables, plants, roots and tubercles	31.647
08 Fruits and food fruits, barks and skins	545.021
09 Tea, herbs and species	5.309

10 Cereals	3.362
11 Milling products; malt; starch and fecula	24.720
12 Seeds and oleaginous fruits	9.309
13 Gums, resins and other juices and vegetable extracts	189
14 Material to braid and other products of vegetable origin	1.223
15 Animal or vegetable greases and oils	130.903
16 Meat, fish or seafood p reparations	28.285
17 Sugars and confectionery articles	456.005
18 Cacao and its preparations	51.364
19 Cereal based preparations, flour, starch and fecula	7.254
20 Vegetables or fruits preparations	34.754
21 Various food p reparations	235.480
22 Bever ages, alcoholic liquids and Vin egar	51.595
23 Residues and wastes from food industry	7.254
24 Tabaco and its succedaneous	46.259
52 Cotton	2.927
Coffee	1.492.467
Total	4.569.148

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

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

FOB In US m		
Country or region	2005	2006
Asociación Latinoamericana de integración	474.517	559.609
Andean Community	427.102	487.281
Bolivia	3.859	5.902
Ecuador	59.933	64.010
Peru	60.244	63.551
Venezuela	303.066	353.818
Rest ALADI	47.415	72.328
Argentina	1.598	2.863
Brazil	1.365	5.923
Chile	24.572	35.953
Mexico	19.672	27.348
Paraguay	141	170
Uruguay	67	72
United States	1.157.857	1.159.661
Canada	88.371	94.026
European Union	820.994	779.394
Austria	1.736	2.348
Germany	202.746	192.026
Belgium	210.098	190.346
Denmark	9.618	8.063
Spain	72.501	75.894
Finland	15.595	19.749
France	26.050	24.166
Greece	2.722	2.660
Holand	38.150	49.081
Ireland	6.832	2.176
Italy	84.084	73.503
Portugal	22.821	18.053
United Kingdom	100.567	92.629
Sweedden	27.474	28.699
China	2.275	1.661
Japan	187.493	173.969
Rest of the world	392.462	96.596
TOTAL	3.123.969	3.127.400

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

6. Import

- According to the most important product types 2005

Tariff Description	Value (FOB) m US\$
01 Live Animals	7.774
02 Meat and food offal	18.250
03 Fishes and seafood	43.115
04 Milk and dairy products, eggs	11.795
05 Other products of animal origin	13.738
06 Alive plants and floriculture products	21.041
07 Vegetables, plants, roots and tubercles	73.791
08 Fruits and food fruits, barks and skins	82.492
09 Coffee, tea, herbs and species	32.051
10 Cereals	626.273
11 Milling products; malt; starch and fecula	6.616
12 Seeds and oleaginous fruits	133.660
13 Gums, resins and other juices and vegetable extracts	12.423
14 Material to braid and other products of vegetable origin	1.366
15 Animal or vegetable greases and oils	167.821
16 Meat, fish or seafood p reparations	86.073
17 Sugars and confectionery articles	41.730
18 Cacao and its preparations	24.821
19 Cereal based p reparations, flour, starch and fecula	57.806
20 Vegetables or fruits preparations	31.302
21 Various food preparations	99.887
22 Beverages, alcoholic liquids and Vin egar	82.324
23 Residues and wastes from food industry	237.015
24 Tabaco and its succedaneous	23.227
52 Cotton	47.970
Total	1.984.330

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

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

Country or region	FOB In US m	
	2005	2006
Asociación Latinoamericana de integración	658.251	802.817
Andean Community	344.761	325.765
Bolivia	135.198	72.483
Ecuador	134.273	177.066
Peru	41.405	44.789
Venezuela	33.885	31.428
Rest Aladi	313.490	477.051
Argentina	119.038	231.224
Brazil	72.297	98.733
Chile	90.255	108.150
Mexico	25.366	30.327
Paraguay	5.829	7.534
Uruguay	706	1.084
USA	517.034	626.177
Canada	83.785	97.499
European Union	94.448	132.646
Austria	2.255	2.830
Germany	4.986	4.938
Belgium	2.835	3.578
Denmark	865	9.167

Spain	15.341	21.241
France	27.149	7.228
Greece	43	11
Holland	13.594	15.982
Ireland	9.552	12.206
Italy	5.147	5.749
Portugal	200	77
United Kingdom	12.062	16.803
Sweedden	509	2.478
China	12.484	24.219
Japan	218	318
Rest of the World	61.192	73.107
TOTAL	1.427.500	1.726.427

Source: D ANE. 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@airmar-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.msgr.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 Air freight, 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 oversize 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 ant 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 Plant 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>

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 Colombiana de Investigación Agropecuaria - CORPOICA	Kilometro 14 vía Mosquera	57 1 422 73 00		www.corpoica.org.co
ICA Instituto Colombiano	Calle 37 No. 8-43 Bogotá	57 1 287 71 10 57 1 288 44 38	57 1 288 41 69	www.ica.gov.co

agropecuario - ICA		57 1 332 37 00		
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 ADECUACION 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 - CA N	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.cgiar.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. 666 Piso 6 Bogotá	57 1 283 4988	571 286 7659	www.cci.org.co
Interamerican Development Bank Comisión Económica para América Latina y el Caribe - CEPAL	Cra. 7 No. 71-21, T. B, P. 19. Bogotá Av. Dag Hammarskjold 3477 Vitacura, Santiago Chile	57 1 325 70 00 56 2 210 20 00	57 1 325 70 50 56 2 208 02 52	www.iadb.org www.eclac.cl
Centro Internacional de Mejoramiento de Maiz y Trigo - CIMMYT	Km. 45, Carretera Mexico-Veracruz El Batan, Texcoco. México	52 5 952 19 00	52 5 952 19 83	www.cimmyt.org
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	Calle 72 No. 7-82 Of. 701 Bogotá	57 1 346 51 01	57 1 210 30 64	www.fao.org

Naciones Unidas para la Agricultura y la Alimentación- FAO				
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.icanet.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. Circunvalar 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 de Hortifrutícola 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 Bogotá	57 1 636 97 71	57 1 218 66 44	www.ceniagua.com
CEGA Centro de Estudios Ganaderos	Cra 9 No. 123-90 Bogotá	57 1 637 04 53	57 1 637 25 15	www.tega.org.co
CEVIPAPA Centro Virtual de Investig. de la Cadena	Calle 108 No. 27-51 Bogotá	57 1 629 30 12	57 1 522 56 20	www.cevipapa.org.co

Agroalimentaria Papa				
FEDEARROZ Federación Nacional de Bogota Arroceros	Cra. 100 No. 47-55	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 Bogota Cafeteros de Colombia	Calle 73 No. 8-13	57 1 313 07 00 57 1 313 66 00	57 1 217 10 21	www.cafedecolombia.com
FEDECAUCHO Federación Nacional de Bogota Productores y Transformadores de Caucho Natural	Cra. 7 No. 33-49 Of. A	57 1 287 50 04	57 1 340 25 40	
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 Bogota Cultivadores de Palma de Aceite	Cra. 10A No.69-98	57 1 321 03 00	57 1 211 35 08	www.fedepalma.org
FENAVI Federación Nacional de Bogota Avicultores de Colombia	Cra. 33 No. 90-43	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. de Bogotá	57 1 241 00 29 57 1 241 00 35	57 1 241 00 31	www.sac.org.co

Date:

October 2007

Author:

Swiss Colombian Chamber of Commerce

Author's address:

Cra. 7 No. 27-40 P. 7, Bogotá, Colombia

suizacam@cable.net.co