

Doing Business in

Colombia



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Are you a member of a UK company wishing to export overseas? Interested in entering or expanding your activity in the Colombian market? Then this guide is for you!

The main objective of this **Doing Business Guide** is to provide you with basic knowledge about Colombia; an overview of its economy, business culture, potential opportunities and an introduction to other relevant issues. Novice exporters, in particular will find it a useful starting point.

Further assistance is available from the UKTI team in Colombia. Full contact details are available at the end of this guide.

Important Information - Sanctions and Embargoes

Some countries may be subject to export restrictions due to sanctions and embargoes placed on them by the UN or EU. Exporting companies are responsible for checking that their goods can be exported and that they are using the correct licences.

Further information is available on the [Department for Business, Innovation & Skills \(BIS\)](#) website

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1. Introduction

Colombia is a large and diverse country located at the north-west tip of the South American continent. It is nearly five times the size of the UK with a population of approximately 44 million. This makes it the third most populous country in the region.

The country has enjoyed a long tradition of economic and political stability, with democratic government and prudent economic management. Colombia's economy is diverse and relatively advanced. Primary commodities remain its main exports (in particular crude oil, coal, coffee, and non-ferrous metals). But British companies operate in a wide range of sectors, including financial services, beverages and environmental services. Colombia is expanding and internationalising its economy with a number of FTAs, including with the EU, under discussion.

Foreign investment coming in to the country continues to be at or around historic highs, with US\$xbn flowing in in 2009. This reflects both the positive attitude of the government to foreign investment and the very significant improvements in the security situation.

Strengths of the market

- The best business environment in Latin America, according to the 2010 World Bank Doing Business Report with significant positive reforms in the last few years;
- High quality human resources ranked as the second most flexible in Latin America;
- A strategic location within 6 hours flight of all other Latin American capitals which enjoys duty-free access to the other Andean nations as well as Mercosur and Chile;
- Strong investment incentives in a large number of Free Trade Zones;
- A tradition of stable economic growth and prudent economic management in a region that has seen a number of economic crises;
- A significantly improved security situation.

Opportunities in Colombia

Colombia offers a large potential market with particular opportunities in the following sectors:

- Mining machinery and training in the oil & gas sector
- Environment including water treatment, Clean Development Mechanism projects, environmental consultancy and renewable energy
- Infrastructure
- Security equipment

However, UK companies operate in an increasing variety of sectors, including beverages, financial services and education.

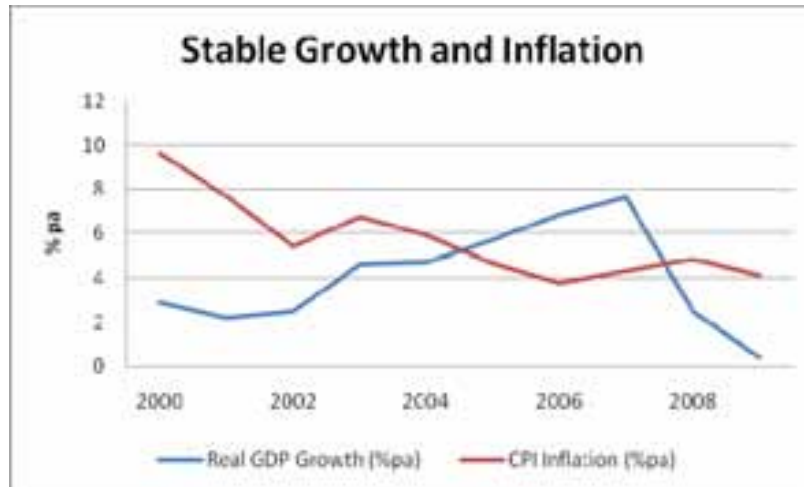
Trade between UK and Colombia

In 2009 the UK exported goods valued at £166m, with the largest volumes in pharmaceuticals, chemicals and industrial machinery. Trade in services reached £89mn in 2008. Imports to the UK totalled £532m, primarily consisting of coal, flowers and coffee.

The UK is the second largest foreign investors in Colombia, with investments in excess of US\$18bn. UK companies are particularly active in oil and gas, mining, pharmaceuticals and insurance. UK investment income reached £294mn in 2008.

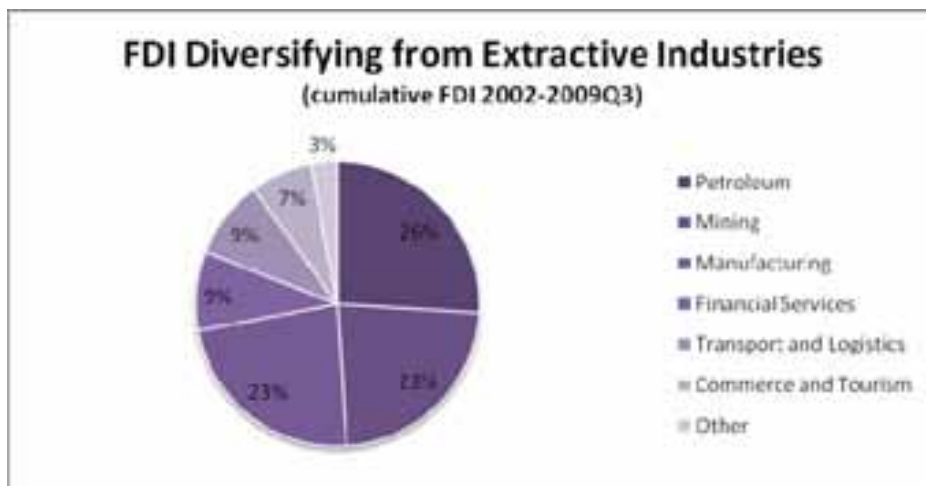
Economic Overview

Colombia's economy is diverse and relatively advanced. It has for many years enjoyed macroeconomic stability and has not experienced the major crises that are sometimes associated Latin American economies. Inflation has been low and stable for some time and is effectively controlled by an independent Central Bank.



Colombia is an upper middle-income country. There exists a developing middle class with disposable income in all the major cities. Purchasing power is concentrated in these cities, which account for 75% of the population.

Foreign Direct Investment reached record levels in 2007 with inflows of over \$10bn. This was a significant rise from the early part of the decade when flows were only around \$2bn a year. FDI dropped slightly as the impact of the global recession hit but is likely to turn out to have been around \$8.5bn in 2009. FDI is concentrated in extractive industries sectors (see below), although the percentage in non-traditional sectors has been rising in recent years.



Geographic and Political Overview

Colombia is a large country, with its population focussed in a number of cities. Bogotá, the capital, has a population of 7mn. It is the main centre of government, commerce, finance and culture; Colombia's most important distribution centre; and the biggest single market in the country. The other major cities are Medellín (popⁿ 2.2mn), the centre of the textiles industry and Cali (popⁿ 2mn), the principle city in the south-west, and the distribution centre for goods entering the country by the Pacific port of Buenaventura. On the north coast, three major ports, Cartagena, Barranquilla and Santa Marta all deal with import and export of material to the US East Coast and Europe. The distance between these commercial centres makes Colombia a highly regionalised country.

Colombia has a political system that is broadly similar to the US system, with a President elected every four years and a bicameral legislature. The Constitution was changed in 2006 to allow President's to serve two terms, rather than only one. The judiciary is [seen as largely independent, although politically sensitive cases can drag-on for years.] Colombia ranks joint 75th in the world on the Corruption Perception Index, putting it alongside Brazil and Peru and ahead of Argentina, Mexico and Venezuela.

A key feature of the country's democratic system has been its resilience and stability. Traditionally two major political parties - the Conservatives and the Liberals - have dominated the Government, largely alternating in power over the last 130 years. The only period of military rule in the 20th Century was from 1953 – 1957.

The 2002 elections saw a shift towards a more pluralistic situation with the winning candidate, Alvaro Uribe, not running for either of the main parties. Uribe was subsequently re-elected in 2006. Presidential elections will take place again in May 2010.

Colombia has suffered from an internal conflict for a number of years. This arose when left-wing groups took to armed struggle in the mid-1960s. The most well-known of these groups is the Revolutionary Armed Forces of Colombia (FARC). Successive Presidents have had to face the consequences of internal conflict which has led to large-scale displacement in some rural areas. The conflict has become increasingly complex as paramilitary groups have emerged to defend the interests of large landowners against the rebels. Moreover, the ideological conflict has been largely overtaken by a struggle for control of the drugs-trafficking business. Uribe's key 'Democratic Security' policy, has been largely successful in reducing the influence of the rebels, in particular in urban areas.

For businesses operating in Colombian cities, the conflict is no longer a major issue. However, certain rural parts of the country are still not recommended for visitors (please see link to FCO Travel Advice below for details).

Getting here and advice about your stay

FCO Travel Advice

The FCO website has travel advice to help you prepare for your visits overseas and to stay safe and secure while you are there.

For advice [please visit the FCO Travel section](#)

Almost all international visitors fly in to Bogotá, although there are also international connections to countries in the region from the international airports at Barranquilla, Cali, Medellin, Cartagena and San Andres. There are no direct services from London to Bogotá but flights via Paris, Madrid or the United States are available.

An airport tax of US\$25 is levied if travellers have remained in the country for less than 60 days. US\$51 if travellers have remained in the country for more than 60 days.

Holders of United Kingdom passports do not require visas, if entering Colombia as tourists or short-term visitors for less than 90 days. However, travel regulations can change at short notice and visitors should check with the Colombian Consulate General (Tel: +44 (0)20 7637 9893) in London before travelling.

How to get to & from the airport

Most hotels offer transport to and from the airport. We strongly recommend that you pre-book travel from the airport to your hotel, although this likely to be slightly more expensive than conventional taxis. If needed, a taxi booth is situated just outside the arrivals hall and taxis from the airport to the area around the Embassy should cost about Col \$25,000. You should avoid touts and unregistered taxis.

It is not necessary to tip taxi drivers, although rounding up to the next Col \$1,000 is customary.

Getting around Colombia

For security reasons it is advised that you do not use the bus services. Taxis are reasonably safe; however, taxis should not be flagged down off the street. Use a third party e.g. receptionist from hotel or restaurant, to call a taxi.

Travel between major cities requires air travel.

2. Preparing to Export to Colombia

In most cases doing business in Colombia requires local representation in the form of an agent or distributor.

The appointment of a local partner/representative will only be the first step. Colombia is a market where personal relationships are important. Success will require an investment of time and personal presence. Regular visits to the market, especially during the early phase, are an important part of a successful interaction with the agent/distributor. It is extremely useful to prepare promotional literature in Spanish, if possible, to give to local contacts.

Tender processes tend to be announced at rather short notice. Those operating in sectors where tenders are an important source of business will often need to be plugged in to the local company or ministry in order to be adequately aware of requirements ahead of time.

British companies wishing to approach the market are advised to undertake as much market research and planning as possible in the UK.

UKTI's team in Colombia can provide a range of services to British-based companies wishing to grow their business in the market. Our services include the provision of market information, validated lists of agents/potential partners, key market players or potential customers; establishing the interest of such contacts in working with your company; and arranging appointments. In addition, the team can also organise events for you to meet contacts or promote a company and its products/services.

These services, which are chargeable, are operated by UK Trade & Investment (UKTI) to assist British-based companies wishing to enter or expand their business in overseas markets. Under this service, the Embassy's Trade & Investment Advisers, who have wide local experience and knowledge, can identify business partners and provide the support and advice most relevant to your company's specific needs in the market.

To find out more about commissioning work, please contact your local UKTI office. See www.ukti.gov.uk

3. How to do business in Colombia

Agents and Distributors

Firms interested in exporting to Colombia's private sector are not required by law to secure local representation. However, Colombians prefer to deal with those companies with local representation to secure after-sales servicing. Additionally, for sales to the government, whether direct or through international tenders, Colombian law requires that foreign bidders have legal representation in Colombia.

Securing an agent, representative, or distributor in Colombia requires a contract that meets the provisions of the Colombian Commercial Code. This contract must be registered with the chamber of commerce where the agent/representative is located. Agency or representation agreements do not require government approval.

An agent is legally associated with the principal and may enter into legal agreements on the principal's behalf. Most agents work on a commission basis. However, it is not uncommon for a manufacturer of industrial chemicals, machine tools, motor vehicles, construction equipment and similar capital goods to be represented by an appointed distributor importing on his own account. Distributors may purchase items from a foreign supplier and then sell them locally at their own discretion and risk.

The regionalised nature of Colombia can make it difficult to establish a sales organisation to cover the whole of Colombia. You may need to consider appointing a number of agents in different centres or authorising your agent to visit a number of centres on your behalf.

Owing to import/export regulations, it is not practicable to work on a consignment basis.

In addition to selecting a reliable agent, British firms seriously interested in exporting to Colombia should also plan the provision of an adequate after-sales service.

Establishing an Office

A branch of a foreign company must operate under the rules applicable to Colombian corporations. Companies are advised to retain the services of a Colombian Law Firm that will assist with registering the company with the appropriate Chambers of Commerce, banks and government agencies.

All branches must register themselves with a Notary Public and in the Commercial Register of the chamber of commerce in the cities where they are located. Fees based upon the level of capital apply for these registration processes.

In total, it should take no more than three weeks to incorporate a company in Colombia.

Responding to Tenders

In order to obtain contracts with Official Entities interested, companies must comply with Law 80 of 1993 (General Contracting Rules with Public Entities). This Law sets forth the requisites that local and foreign companies must comply with for awarding of contracts. If needed, this information can be supplied (only available in Spanish).

Any foreign company wishing to sell to the local public sector will need a registered Colombian distributor to represent their goods and bid for tenders through Contratos, the State's procurement website – www.contratos.gov.co. Some official entities are allowed to deal directly with foreign companies for certain types of equipment.

Projects which are considered an opportunity for UK companies will be published in the [UKTI portal](#), under the 'Business Opportunities' section.

Tenders are often issued at relatively short notice. Given the requirements to have a local representation etc, this can make it difficult for companies with no previous presence in the market to respond in time. Companies in sectors where tenders are the main form of business are likely to need to build up a relationship with the key agencies in order to be aware of likely tender requirements before they are published.

Free Trade Zones

There are a large number of Free Trade Zones in Colombia that offer a number of tax incentives, foreign exchange benefits and procedural incentives. Most of these are physical zones, although some are single-company FTZs which cover only one operation.

Colombian legislation provides the following incentives in the Free Trade Zones:

- A single 15% income tax rate;
- FTZ status valid for upto 30 years, renewable for another equal term;
- Goods imported into an FTZ (i.e. capital goods) do not accrue VAT or custom duties;
- Goods exported from an FTZ benefit from the Trade Agreements signed by Colombia (except with Peru);
- Raw materials, parts and inputs sold from the rest of Colombia to FTZs are VAT exempt;
- Exports may be made from the FTZ to the rest of the national customs territory;
- Options to carry out partial processing outside the FTZ for a period of up to six months;
- Quick and simplified customs procedures.

Customs and Regulations

Imports to Colombia are subject to customs duties ranging from 0% to 20%, with most capital and industrial goods at the either 0% or 5%. Imports are also subject to VAT (known locally as IVA) of 16%. Several regimes exist that provide incentives for imports of certain items for use in exporting sectors. Preferential treatment also exists for imports of goods in to the numerous free trade zones.

Permits are required for imports in certain areas, e.g. sanitary products, agricultural products and medicines. The exact processes vary depending on the sector.

For all goods, the importer must submit an import declaration to the customs authority. This declaration may be presented up to 15 days prior to the arrival of the merchandise to Colombia or up to two months after the shipment's arrival. Once the import declaration is presented and import duties are paid, customs will authorize the delivery of the merchandise.

Inspection rules change frequently so exporters should check the requirements either with their customer or with the relevant pre-shipment company.

Pre-shipment Inspection is required for imports of goods valued over US\$2,000. The request for inspection will be initiated in Colombia by the importer and the inspection company then contacts the exporter to arrange inspection.

Commercial invoices are required for parcel post imports. The original copies of the invoices should be sent direct to the consignee and a copy enclosed in the parcel, which should be marked "*contiene la factura comercial*". If a commercial invoice covers several packages, the wrapper of each parcel should be numbered and bear a note of the number of the parcel in which the invoice is enclosed. All incoming parcels are held by the Customs and the attendance of the recipients is required for their clearance and for payment of the customs duties.

Temporary imports for specific purposes are allowed for periods of up to six months with one three-month extension. Short-term imports are not subject to import duties, but a guarantee equivalent to ten percent of the corresponding import duties must be presented to obtain approval.

Companies importing demonstration equipment (for short-term promotional campaigns or trade shows) must fill out a special form provided upon arrival at an international airport. The equipment may stay in the country up to 90 days. There is no deposit requirement.

Recruiting and Retaining Staffing

Colombia boasts a high quality labour force. Unemployment and underemployment are issues in all of the major cities, making it relatively easy to attract good quality applicants for job opportunities.

Colombian labour law affords minimum rights and guarantees to all workers. These rights and guarantees may not be modified by a work contract in detriment of the minimum rights, nor waived by the employee.

The minimum wage depends on the average wage level and is fixed annually by the National Government. Apart from the minimum wage, Colombian legislation does not establish salary levels per occupations or professions. A surcharge over the minimum wage is established for overtime, nighttime (between 10pm and 6am) and Sunday working. Certain benefits are required by law, including payment of an amount equivalent to one month of salary into a severance fund.

If the worker earns more than 10 times the minimum wage, the salary is called an Integral Salary which pre-includes payments in lieu of overtime and other benefits by adding certain percentage over the basic wage into the salary.

Rules on payments required on dismissal of staff depend on the length of service and the wage level. Companies should seek advice from local lawyers.

Labelling and Packaging Regulations

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 amount, name and address of manufacturer and importer, country-of-origin, number of units, instructions for storage and usage (when required), expiration date, and other instructions as required by the Ministry of Social Protection 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 products having limited shelf life, the date of expiration should be included. Insecticides and other toxic products should 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.

[Read Businesslink's guide on labelling and packaging your goods for export](#)

Product Certification

Manufacturers and importers of products regulated by official mandatory technical standards or technical regulations need to register themselves with the Superintendent of Industry and Commerce

www.sic.gov.co prior to the sale of such product. Products can be tested in accredited laboratories to obtain the certificate of conformity and SIC accepts certificates issued by accredited certification entities, such as members of the International Accreditation Forum (IAF) multilateral agreement.

Intellectual Property Rights

Patent and trademark law is subject to change. Manufacturers and traders are strongly advised to patent their inventions and register their trademarks in Colombia, and to do so through a patent or trademark agent.

Any person resident in the United Kingdom, and wishing to apply abroad for a patent, must first obtain permission from the United Kingdom Patent Office, unless they have already applied for a patent for the same invention in the United Kingdom. In the latter case, no application abroad should be made until at least six weeks after the United Kingdom filing.

Patent processes in Colombia can be long and a backlog of applications exists. Applications for patents must be made before the invention becomes known in Colombia, or in another member state of the Andean Pact. Application for patents of overseas inventions must be made within one year of filing the first foreign application. Patents are granted for twenty years from the date of filing the application.

Compulsory licences may be granted if, after three years, the patent has not been worked, the working has been suspended for more than one year, national market demands have not been met, or if the patentee has not granted licences under reasonable conditions. The responsibility for notifications of working within three years is the responsibility of the patentee.

The first user of a trademark is entitled to its registration and its exclusive use, but opposition to the registration may be filed within 30 days of publication of the application. Marks may be registered for goods and services. Registration lasts for 10 years and is renewable for like periods, provided that the applicant can demonstrate that the trade mark is being used.

Getting Paid - Terms of Payment

Most products are imported through letters of credit and/or time drafts. Soft and long-term financing is an important sales tool, especially for government imports or public tenders. Imports may be financed by foreign suppliers, financial intermediaries in Colombia, and/or foreign financial institutions.

Colombian importers may freely negotiate payment terms with their suppliers, but importers must list the agreed-upon payment terms on the import documents and may not subsequently change them. These are generally between one and six months for imported products for immediate consumption, including raw materials, intermediate goods, and consumer goods, with almost no term limitations for capital goods, which are payable within the timetables set on the import documentation, plus a grace period of three additional months. Foreign payments may be authorized in installments, but in no case can the original terms listed on the import documents be changed. Often changes on monetary measures may limit amounts, advance deposits, and payback timetables for direct external loans.

UK exporters should be alert to financial market competition and be prepared to offer soft and long-term financing after verifying the customer's credit status and the guarantees offered. Local importers usually obtain trade financing from commercial banks or credit agencies. Colombian exporters have access to credit offered by the Colombian Foreign Trade Bank (Banco de Comercio Exterior - BANCOLDEX). This credit is granted at competitive commercial rates and may be requested at any stage of a foreign trade transaction (including raw material purchase, technical assistance, marketing and promotion, shipment, etc.).

4. Business Etiquette, Language and Culture

Language

Spanish is the principal language of Colombia. English is spoken reasonably widely amongst the business community, but by no means universally. Colombian business people are polite and helpful. They are appreciative when foreign business people can correspond and converse with them in Spanish.

Meetings and Presentations

Formality is important to Colombians. You should shake hands with everyone when entering or leaving a room. When you have made a good friendship, Colombians may exchange a formal kiss on one cheek with you (among members of the opposite sex). The use and observation of titles is important, as they are very conscious of social status. Anyone holding a university degree should be addressed as "doctor". (This does not necessarily imply a PhD degree).

Colombians want to know you personally before they do business with you. You must develop a relationship with your counterparts before they will consider you trustworthy. Be ready to talk about different topics before talking about business. Colombians are very warm people and smiling is very important.

Negotiations

You should always allow your Colombian counterparts to bring up the subject of business. Be aware that this may take a while. Meetings may be slow, with quiet, deliberate discussions.

Do not expect to schedule meetings well in advance, Colombians do not arrange meetings with more than one week in advance. Moreover, give yourself two or three hours between each meeting. Follow up a meeting by sending a letter summarising the main points and what was agreed upon.

Colombians often conduct business through working breakfasts, lunches or cocktails. Colombian business executives are increasingly using these alternatives to obtain contacts and finalise business details in an informal environment. Most of the Colombian events organise different kind of social activities, try to attend.

5. What are the challenges?

Security

The security situation in Colombia has improved significantly in the last 10 years. In the major cities, in particular, the on-going conflict between the government and armed rebels is not an issue that touches daily lives. However, in certain rural areas, it remains real and businesses operating in these areas (primary in extractive industries) will need to take specialist advice.

As in most major cities in the world, the primary security concern is street crime. Visitors should take sensible precautions to reduce the risk of attack, avoiding using ATMs in exposed places and carrying only a minimum of money and possessions. Most taxis are safe but you are advised not to flag down taxis on the street. Instead you should ask a third party (hotel receptionist or restaurant staff) to call a taxi for you.

Infrastructure

Colombia is a large country with a topography that has always made internal travel difficult. Road and rail infrastructure are not of a high standard and internal travel general requires air transport. Air links between all of the major cities and a number of more minor ones are good.

The infrastructure situation can make transport of goods within the country a problem. The cost of internal transport is often relatively high.

Non-Payment

There is no evidence to suggest that non-payment is any more of a problem here than in any other market. However, it always a risk. If payment terms are not met, the UKTI team in Bogotá can supply details of a commercial debt collection agency which offers services to non-Colombian companies and a list of lawyers who can be consulted on the procedures for debt collection. **Please note, the Embassy cannot intervene directly in commercial disputes on behalf of UK companies.**

6. How to Invest in Colombia

The Government of Colombia actively encourages foreign direct investment. In the early 1990s the country began an economic liberalization reform, which provided for national treatment of foreign investors, lifted controls on remittance of profits and capital, and allowed foreign investment in every sector except for defence, national security, and the processing and disposal of toxic, radioactive, or hazardous waste products. Foreign investment in certain sectors is limited to minority stakes. Portfolio investment, financial, hydrocarbon, and mining sectors are subject to special regimes, such as investment registration and concession agreements with the Colombian government, but are not restricted in the amount of foreign capital permitted. Investment screening has been eliminated, and the registration requirements that still exist are generally just formalities. Investors can take out tax stability contracts with the government.

The Invest Promotions Agency of Colombia is [Proexport](#). The contact details for their office in London are:

Juan Guillermo Pérez
Director Proexport London
2 Conduit Street, 6th floor
London W1S 2XB
Tel: +44 207 491 3535
Fax: +44 207 491 4295

The UKTI Team in Colombia can also help explore possible investment options.

7. Contacts

If you have a specific export enquiry about Colombia which is not answered by the information on this report, you may contact:

UK Trade & Investment Enquiry Service

Tel: +44 (0)20 7215 8000

Fax: +44 (0)141 228 3693

Email: enquiries@ukti.gsi.gov.uk

If you prefer to contact the team in Colombia direct, contact:

UK Trade & Investment in Colombia

British Embassy, Bogotá, D.C.

Carrera 9 # 76-49 Piso 9

Telephone : +57 1 326 8300

Email address: bogota.UKTImail@fco.gov.uk

[UK Trade & Investment](#) can help you make the most of these opportunities and help you plan your approach to the market. You may find out more about the range of services available to UK companies trading internationally through your local International Trade Team.

We hope that you have found this guide useful. For further information, please contact your International Trade Adviser or one of the UKTI team in Colombia.

8. Resources/Useful Links

Business Link: International Trade

Business Link's International Trade pages provide an overview of export basics including licensing, customs procedures, classifying and movement of goods, other regulatory information and export paperwork issues. It also introduces exporters to the UK Trade Tariff.

Essential reading for exporters!

Find out more at:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.s=tl&r.lc=en&topicId=1079717544>

Country Information:

BBC Website:

http://news.bbc.co.uk/1/hi/country_profiles/default.stm

FCO Country Profile:

<http://www.fco.gov.uk/en/travel-and-living-abroad/travel-advice-by-country/country-profile/>

Culture and communications:

CILT – National Centre for Languages - Regional Language Network in your area:

http://www.cilt.org.uk/workplace/employer_support/in_your_area.aspx

Kwintessential culture guides:

<http://www.kwintessential.co.uk/>

Customs & Regulations:

HM Revenue & Customs: www.hmrc.gov.uk

Import Controls and documentation (SITPRO): <http://www.sitpro.org.uk>

Economic Information:

Economist:

<http://www.economist.com/countries/>

Export Control

Export Control Organisation:

<http://www.businesslink.gov.uk/exportcontrol>

Export Finance and Insurance:

ECGD: <http://www.ecgd.gov.uk/>

Intellectual Property

Intellectual Property Office:

www.ipo.gov.uk

Market Access

Market Access Database for Tariffs (for non-EU markets only):

<http://mkaccdb.eu.int/mkaccdb2/indexPubli.htm>

SOLVIT – Overcoming Trade Barriers (EU Markets only)

www.bis.gov.uk/EUMarketAccessUnit

Standard and Technical Regulations:

British Standards Institution (BSI):

<http://www.bsigroup.com/en/sectorsandservices/Disciplines/ImportExport/>

National Physical Laboratory: <http://www.npl.co.uk/>

Intellectual Property - <http://www.ipo.gov.uk/>

Trade Statistics:

National Statistics Information: <http://www.statistics.gov.uk/hub/index.html>

UK Trade Info: <https://www.uktradeinfo.co.uk/>

Travel Advice:

FCO Travel: <http://www.fco.gov.uk/en/travel-and-living-abroad/>

NHS: <http://www.nhs.uk/nhsengland/Healthcareabroad/>

Travel health: <http://www.travelhealth.co.uk/>