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## Colombia

### Cotton and Products

#### Annual

#### 2000

Approved by:

**David G. Salmon, Agricultural Attache  
U.S. Embassy, Bogota, Colombia**

Drafted by:

Hector A. Sarmiento, Agricultural Specialist

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#### **Report Highlights:**

**Cotton production in Colombia has fallen since the early 1990s, due to low farmer returns and growing insecurity in the countryside. Cotton output in 1999/2000 fell by one-third. Cotton consumption also is declining, due to lower consumer purchasing power. Cotton imports are forecast to increase five percent in 1999. The U. S. is the dominant supplier of Colombia's cotton. Imports of yarn/fabrics have declined.**

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Includes PSD changes: Yes  
Includes Trade Matrix: Yes  
Annual Report  
Bogota [CO1], CO

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## Executive Summary

Colombia's cotton production reached a record of 158,000 tons in the early 1990s but has since trended downward. This has been due to poor fiber prices to growers and insecurity in Colombia's rural areas. Cotton output amounted to 24,239 tons in 1999/2000, 36 percent below the previous year; this cotton crop was also adversely affected by excessive rains. A modest three percent increase in output is forecast for 2000/01. Colombia's cotton production over the next 3-5 years is likely to grow at no more than 2-3 percent annually.

Domestic cotton usage fell six percent in 1999/2000 from the previous year, due to the economic recession the country has been experiencing. However, domestic consumption is projected to grow about three percent in 2000/01, as the economy improves. Declining cotton output has resulted in an increased dependence upon fiber imports, which now satisfy full 60 percent of domestic cotton requirements. Colombia is a net cotton importer, with more than half of its fiber imports being supplied by the United States. Colombia both exports and imports textile products. Cotton yarn imports decreased four percent in 1999; India was the largest supplier due to price considerations. Cotton fabric imports were valued at \$73 million in 1999, 20 percent lower than in 1998; one-third of it supplied by Brazil. The U.S. share of cotton fabric imports was 13 percent in 1999.

Colombia's textile industry continues to petition the Colombian government to request approval from the Andean Community for the elimination of the GOC's ten percent import duty on cotton. In August 1999, the Andean Community and Brazil signed an agreement, which encompassed textiles/garment and lowered duties for these products by 12 to 42 percent. Negotiations with the other Mercosur countries are underway.

## Production

### 1. Cotton Production

Colombia's cotton fiber production has trended downward since reaching a record of 157,500 tons in 1991/92. Cotton output in 1999/2000, at 24,239 tons, is down 36 percent from the previous year. The sharp decline in recent years in planted area has been the result of poor fiber prices to the grower and insecurity in the countryside because of mounting guerrilla activity. Additionally, the 1999/2000 cotton crop was adversely affected by the La Nina weather phenomenon, which resulted in excessive rains during that year. Recent figures issued by the National Cotton Growers Corporation (Conalgodon) are responsible for the 34 percent downward revision of previous cotton production estimate (CO-9015 of June 2, 1999) for 1999/2000. The modest three percent upward revision of previous estimate for 1998/99 cotton crop was also the result of final figures from Conalgodon.

Farmers are confident that weather will be more favorable in 2000/01 and they are expanding cotton plantings; a seven percent increase to 47,000 hectares is estimated for 2000/01. Larger area and better yields, due to weather improvement, are expected to result in a 22 percent growth in cotton output. The outlook for the next 3-5 years is for modest increases in area and yields that will result in cotton output increases of only 2-3 percent annually.

Some growers have switched to more profitable alternatives, such as sugarcane, rice and corn crops, and livestock production. A significant amount of land previously planted to cotton now lies idle, due to the deteriorating security situation in Colombia's rural areas. Cotton producers, especially the larger ones, face extortion, kidnaping, and death threats, if they do not meet the financial demands of the guerilla groups. Because of the guerrillas, many large commercial farmers have moved out of cotton and, as a result, most cotton growers today are relatively small. A decade ago the average cotton farm was 15 hectares, now it is only 8 hectares.

In the past four years, cotton farmers have been slowly introducing improved cultivation practices, such as new crop varieties, no-till planting, biological insect control, and higher plant density. Insect control techniques have resulted in a reduction in insecticide use from an average of 17 sprayings per season to only four.

Colombia has two distinct cotton growing seasons. The main crop is harvested in August-September in Colombia's Atlantic coast and in an interior state (Meta) and accounts for about 70 percent of national cotton output. The remainder of Colombia's cotton is harvested January-February in the states of Tolima and Valle (Interior crop). Currently, virtually all cotton grown in Colombia is middle staple fiber. About one-fifth of all cotton grown in Colombia is irrigated.

## 2. Cotton Prices

When farmers plant their cotton they do not know what prices will be at harvest. During the growing season, grower associations and Diagonal, the national textile association, meet to negotiate fiber prices. Domestic cotton prices reflect the CIF price for imported cotton and, therefore, growers rely upon the world price outlook given to them by Conalgodon for price indications.

In 1999/2000, farm prices for the *Interior* and *Costa-Meta* cotton crops averaged 2,393,000 pesos (\$0.58/lb) and 2,181,000 pesos per ton (\$0.52/lb), respectively. The Interior crop showed a seven percent increase, but the Costa-Meta crop fell six percent. However, farmers are confident that they will receive better prices in 2000/01.

## 3. Textile Industry

Accounting for about two percent of Colombia's gross domestic product, the textile and garment industry is an important component of the Colombian economy. Textile manufacturers have been modernizing their equipment during the past six years but many facilities do not reach modern standards yet.

## Consumption

### 1. Cotton Consumption

During the 1980s, annual domestic cotton consumption grew at an average rate of about seven percent, but in the 1990s it has fallen three percent annually. With the country's population growing at nearly two percent annually, per capita usage has been declining during this decade. Per capita cotton consumption is estimated at 1.6 kilograms in 1999/2000, 40 percent below the 2.6 kilograms recorded in 1990/91. This has been due to the economic recession that the country has been experiencing and to price competition in fabrics and garments arriving from Asian suppliers, much of which enters Colombia illegally.

Recent discussions with textile industry officials are responsible for the 6 and 12 percent downward revisions of previous consumption estimates for 1998/99 and 1999/2000, respectively. Colombia's recession resulted in a six percent drop in cotton consumption in 1999/2000. However, there are economic signs suggesting that the recession is fading and, consequently, the textile industry projects that fiber use in 2000/01 will grow by three percent to 67,700 tons. Cotton consumption in the next few years is forecast to grow at a modest rate of about 1 to 2 percent annually.

### 2. Textile Industry

Cotton represents 50 percent of total fiber consumption by the textile industry. The remaining fiber usage is divided between synthetic fiber (48 percent) and wool (2 percent). The percentage of synthetics used in textiles has increased from 42 percent of total fiber usage in textiles in 1995 to current 48 percent. The growth in synthetic fiber usage has been at the expense of cotton.

Colombia's textile and garment sectors suffer from large volumes of both legal and illegal imports of cheap clothing and fabrics from Asian countries, mainly China and Taiwan. To a large extent, these imports are part of money laundering efforts by Colombia's drug industry.

## Trade

### 1. Cotton Trade

Colombia's cotton *exports* peaked at 80,015 tons in the mid-1970s but have declined since then. Export availability declined sharply, in line with the drop in domestic production. Exports from Colombia in 1999/2000 are projected at only 2,000 tons of fiber.

Colombia began to *import* significant quantities of cotton in 1991/92 when domestic output fell markedly. Since then, import dependence has grown rapidly. Imported cotton accounts for full 60 percent of total domestic cotton. Cotton imports reached a record 47,756 tons valued at \$84 million in 1996/97 but, due to a weakened domestic demand, imports declined the following two years. However, because of increased usage, cotton imports in 1999/2000 at 40,000 tons are forecast five percent higher than in the previous year. This report includes a four percent downward revision in our previous estimate of cotton imports in marketing year 1998/99. No more than ten percent of all cotton imports consists of long staple fiber and the rest is medium staple fiber.

Colombia imports over half of its cotton from the United States. Fiber imports from the United States increased from \$10 million in 1991/92 to an estimated \$24 million in 1999/2000. The quality of the U.S. cotton is well liked in Colombia. Another 30 percent of Colombia's cotton imports are purchased from Burkina Fasso.

## 2. Textile Trade

Colombia both exports and imports textile products, however, types vary from exports to imports. Cotton *yarn exports* also have been falling. In CY1999, they fell 17 percent to 462 tons, valued at \$3 million. Seventy-five percent of all yarn exports are destined for the Venezuelan market.

*Yarn imports* decreased four percent to 10,420 tons (valued at \$29 million) in 1999, due to lower domestic production. Because of the exceptionally low prices offered, India has been able to capture almost 50 percent of the Colombian import market. Brazil accounts for another 20 percent of Colombian import purchases. The textile industry maintains that U.S. yarns are usually higher priced than comparable products offered by competing suppliers.

In 1999, Colombia *exported* 5,607 tons of cotton *fabrics* valued at \$32 million. Cotton fabric exports have been falling in the last three years and, in 1999, they fell 28 percent from the previous year. This is the result of reduced production levels and exportable supplies. Fabric exports are projected to level in CY2000.

Because of the lower production levels, cotton *fabric imports* also showed an eleven percent reduction in 1999; imports in this year amounted to 17,495 tons, valued at \$73 million. About 40 percent of all fabric imports are supplied by Brazil. The second largest supplier is the United States with about 20 percent market share. Other important suppliers are Venezuela (15 percent) and Chile (10 percent). Imports from Venezuela benefit from Colombia's membership in the Andean Community, while imports from Chile are stimulated by a bilateral trade agreement under which no import duties are paid. Fabrics also enter as contraband. Illegal imports are estimated at about 20 percent of total import volume.

The remainder of Colombia's textile trade is dominated by garments. About 60 percent of Colombia's *garment exports* are sold to the United States. Earnings from garment exports in 1999 amounted to \$471 million, down one percent from the previous year. Other important buyers are Venezuela, Costa Rica and Germany.

Colombia's *garment imports* in 1999 totaled \$86 million, six percent below 1998. Full one-third of all garment imports are supplied by the United States. The second most important supplier is Ecuador with 25 percent. Garment imports in 2000 are expected to remain at the same level as in 1999. The local textile industry emphasizes that, in addition to legal garment imports, garments are frequently smuggled into Colombia. The total volume of this illegal trade is equivalent to about 20 percent of all garment imports.

## **Stocks**

Carryover stocks at the end of 1999/2000 are projected to fall 17 percent from a year earlier. We have increased our estimates for ending stocks for 1998/99 and 1999/2000 by 23 and 3 percent, respectively. This is mainly due to downward revisions in our estimates of cotton consumption in the same years. End-of-year stocks for 1999/2000 will provide the industry with a three-and-a-half month reserve, which is almost the textile industry's target level of four months usage.

## **Policy**

### **1. Cotton Export Policy**

The Colombian government initiated a subsidy program (CERT) on cotton and textile exports in 1991. The subsidy is calculated as a percentage of the FOB export value. In 1996, the existing five percent subsidy for cotton was eliminated and the four percent subsidy for textiles was reduced to 3.6 percent (decree 955). Current export policies of the GOC call for annual reductions in subsidy levels, so that by 2005 all export subsidies will disappear.

### **2. Cotton Import Policy**

The GOC, along with the other Andean Community countries (Venezuela, Peru, Ecuador, and Bolivia), established a common external tariff rate system in 1994. As a result, Colombia's import duty for cotton increased from zero to a current ten percent. Cotton imports from Andean Community countries and from Chile, due to a bilateral trade agreement, enter Colombia duty free.

The Colombian textile industry continues to petition the GOC to obtain approval from the Andean Community Board of Directors for the elimination of the ten percent external tariff on cotton. Sometimes the Andean Community Board of Directors grants duty forgiveness for the importation of specific volumes in cases when world cotton prices are said to make domestic textiles too expensive to compete with imported textile products.

### **3. Textile Import Policy**

In an attempt to control under invoicing, which is a way of laundering drug generated dollars, the Colombian government periodically issues minimum import prices for different fabric types. The last resolution (No.

2455) was issued on March 24, 1999.

## **Marketing**

### **1. Cotton Marketing**

Price remains a very important factor in determining the source of Colombia's cotton imports. Colombian cotton purchases from countries other than the United States occur because of U.S. export unavailability at certain times of the year and lower prices offered by competing suppliers.

U.S. market servicing activities must be maintained to educate Colombian textile representatives of the advantages of buying U.S. cotton. Efforts of the Cotton Council International have been effective in maintaining a U.S. quality image. As a result, U.S. cotton is highly appreciated in Colombia. The local textile industry expresses a willingness to buy U.S. cotton, even if it is up to two cents per pound more expensive than the fiber offered by other countries. In addition to a well-developed appreciation for U.S. quality, Colombian buyers stress the importance of U.S. exporter reliability. The CCI also has been effectively promoting the licensing of the COTTON USA mark, which has resulted in an improvement of the consumer awareness for U.S. cotton. Currently, there are 38 COTTON USA licensees among Colombian textile manufacturers, including several of the largest companies.

### **2. Credit**

Colombia purchased 6,000 tons of U.S. cotton in 1992 through the GSM-102 program, but since then local textile manufacturers have not been able to use this program because of their inability to open letters of credit with approved banks. However, FAS/Bogota has been successful in encouraging a few small manufacturers to utilize the GSM-102 program in 1999 and 2000. Colombia's textile firms tend to access credit lines offered by third-country banks or by conducting their import purchases from exporters willing to sell using promissory notes with payment terms ranging from 30 to 120 days following shipment.

Cotton sales to Colombia are eligible for participation under the Supplier Credit Guarantee Program. Local cotton importers are anxious to take advantage of this new credit guarantee program but they indicate that U.S. exporters are reluctant to utilize the program, as they are not willing to run the risk for 50 percent of the loan.

### **3. Mercosur**

The Andean Community (Colombia, Venezuela, Ecuador, Peru and Bolivia) has been negotiating with Mercosur (Argentina, Brazil, Uruguay, and Paraguay) since the mid-1990s to merge these two trade blocks. Negotiations have proven to be problematic and, consequently, the Andean Community (AC), although continuing its interest in the whole group, decided to negotiate bilateral agreements with the

individual Mercosur countries.

Argentina and Paraguay are the only Mercosur countries which are net cotton fiber exporters. Both Brazil and Colombia are net cotton importers and, consequently, are not currently interested in exporting. Instead, Brazil seeks to emphasize its exports of value-added textile products.

In 1999, the AC signed a two-year trade agreement with Brazil, effective until August 2001. This merger supersedes a previous bilateral agreement that Colombia had with Brazil since 1983. The AC expects that when this agreement expires, negotiations for the complete merger with the Mercosur block will be completed. Under this agreement, Colombia's import duty for cotton fabrics/yarn and for garment from Brazil decreases from current 20 percent to 17.6 percent; cotton fiber duties fall from present ten to five percent. Colombia feels that its garment industry is competitive in terms of both quality and price with those products produced in Brazil or Argentina. Consequently, Colombia obtained for its exports of garments to Brazil a tariff reduction from 20 to 11.5 percent. Duties for garment imports from Brazil into the AC were reduced from 20 to 14-16 percent.

The AC has already finished negotiations with Argentina and the agreement is expected to be signed during June 2000. For textiles/yarn/garments and cotton, the terms of the agreement are similar to those with Brazil.

#### **4. Textile/Garment Duties for Exports to the United States**

The Colombian textile industry is concerned about the fact that the Caribbean Basin Initiative will allow textiles/garment to enter the United States duty free, while the same products from Colombia will continue being assessed an import duty of between 15 and 20 percent. The Colombian government is asking the U.S. government to consider the possibility of eliminating or reducing the import duties for textiles and garment sold to the United States. Currently, Colombia is asking the USG to consider three options:

- to include textiles/garment in the Plan Colombia (a plan the United States is considering for helping Colombia in its drug fighting);
- to include textiles/garment in the Andean Trade Preference Act (ATPA). ATPA is scheduled to end on December 1, 2001, but Colombia is asking for an extension of another ten years; and
- to create a special exemption.

## Tables

### Colombia: Cotton PSD, 1998/99-2000/01 (Hectares and Metric Tons)

| PSD Table              |          |         |       |         |       |         |
|------------------------|----------|---------|-------|---------|-------|---------|
| Country:               | Colombia |         |       |         |       |         |
| Commodity:             | Cotton   |         |       |         |       |         |
|                        |          | 1998    |       | 1999    |       | 2000    |
|                        | Old      | New     | Old   | New     | Old   | New     |
| Market Year Begin      |          | 08/1998 |       | 08/1999 |       | 08/2000 |
| Area Planted           | 56000    | 55471   | 57000 | 42471   | 0     | 47000   |
| Area Harvested         | 55116    | 54916   | 56000 | 41732   | 0     | 46000   |
| Beginning Stocks       | 18503    | 18503   | 18321 | 22447   | 18021 | 18586   |
| Production             | 36618    | 37732   | 37000 | 24239   | 0     | 29600   |
| Imports                | 40000    | 38210   | 40000 | 40000   | 0     | 40000   |
| TOTAL SUPPLY           | 95121    | 94445   | 95321 | 86686   | 18021 | 88186   |
| Exports                | 2000     | 1898    | 2500  | 2000    | 0     | 2200    |
| USE Dom. Consumption   | 74400    | 69700   | 74400 | 65700   | 0     | 67700   |
| Loss Dom. Consumption  | 400      | 400     | 400   | 400     | 0     | 400     |
| TOTAL Dom. Consumption | 74800    | 70100   | 74800 | 66100   | 0     | 68100   |
| Ending Stocks          | 18321    | 22447   | 18021 | 18586   | 18021 | 17886   |
| TOTAL DISTRIBUTION     | 95121    | 94445   | 95321 | 86686   | 18021 | 88186   |

**Colombia: Cotton PSD, 1998/99-2000/01**  
(Hectares and Bales)

| PSD Table              |          |         |       |         |            |          |
|------------------------|----------|---------|-------|---------|------------|----------|
| Country:               | Colombia |         |       |         | Conversion | 0.004593 |
| Commodity:             | Cotton   |         |       |         |            |          |
|                        |          | 1998    |       | 1999    |            | 2000     |
|                        | Old      | New     | Old   | New     | Old        | New      |
| Market Year Begin      |          | 08/1998 |       | 08/1999 |            | 08/2000  |
| Area Planted           | 56000    | 55471   | 57000 | 42471   |            | 47000    |
| Area Harvested         | 55116    | 54916   | 5600  | 41732   |            | 46000    |
| Beginning Stocks       | 85       | 85      | 84    | 103     | 83         | 85       |
| Production             | 168      | 173     | 170   | 111     | 0          | 138      |
| Imports                | 184      | 175     | 184   | 184     | 0          | 184      |
| TOTAL SUPPLY           | 437      | 434     | 438   | 398     | 83         | 407      |
| Exports                | 9        | 9       | 11    | 9       | 0          | 10       |
| USE Dom. Consumption   | 342      | 320     | 342   | 302     | 0          | 311      |
| Loss Dom. Consumption  | 2        | 2       | 2     | 2       | 0          | 2        |
| TOTAL Dom. Consumption | 344      | 322     | 344   | 304     | 0          | 313      |
| Ending Stocks          | 84       | 103     | 83    | 85      | 83         | 84       |
| TOTAL DISTRIBUTION     | 437      | 434     | 438   | 398     | 83         | 407      |

**Colombia: Cotton Exports, 1998-1999**  
(Metric Tons)

| Export Trade Matrix |          |           |             |
|---------------------|----------|-----------|-------------|
| Country:            | Colombia | Units:    | Metric Tons |
| Commodity:          | Cotton   |           |             |
| Time period:        | 1- 12    |           |             |
| Exports for         | 1998     |           | 1999        |
| U.S.                |          | U.S.      |             |
| Others              |          | Others    |             |
| Germany             | 647      | Germany   | 987         |
| Japan               | 417      | Venezuela | 431         |
| Venezuela           | 277      | Japan     | 300         |
| Portugal            | 52       | France    | 83          |
| France              | 43       | Ecuador   | 66          |
| Ecuador             | 12       | Portugal  | 31          |
|                     |          |           |             |
|                     |          |           |             |
|                     |          |           |             |
|                     |          |           |             |
| Total for Others    | 1448     |           | 1898        |
| Others not listed   |          |           |             |
| Grand Total         | 1448     |           | 1898        |

Source: DANE (National Statistics Bureau).

**Colombia: Cotton Imports, 1998-1999**  
(Metric Tons)

| Import Trade Matrix |          |               |             |
|---------------------|----------|---------------|-------------|
| Country:            | Colombia | Units:        | Metric Tons |
| Commodity:          | Cotton   |               |             |
| Time period:        | 1 - 12   |               |             |
| Imports for         | 1998     |               | 1999        |
| U.S.                | 22468    | U.S.          | 17194       |
| Others              |          | Others        |             |
| Burkina Fasso       | 18018    | Burkina Fasso | 10894       |
| Argentina           | 2045     | Turkey        | 5152        |
| Ecuador             | 407      | Australia     | 1035        |
| Peru                | 190      | Mexico        | 986         |
| Venezuela           | 23       | Israel        | 946         |
| Mexico              | 20       | Bolivia       | 833         |
|                     |          | Cameroon      | 520         |
|                     |          | Venezuela     | 55          |
|                     |          | Peru          | 40          |
|                     |          |               |             |
| Total for Others    | 20703    |               | 20461       |
| Others not listed   | 7        |               | 555         |
| Grand Total         | 43178    |               | 38210       |

Source: DIAN (Revenue & Customs Agency).

**Colombia: Cotton Yarn Exports, 1998-1999**  
(Metric Tons)

| Export Trade Matrix |             |            |             |
|---------------------|-------------|------------|-------------|
| Country:            | Colombia    | Units:     | Metric Tons |
| Commodity:          | Cotton Yarn |            |             |
| Time period:        | CY1997-98   |            |             |
| Exports for         | 1998        |            | 1999        |
| U.S.                |             | U.S.       |             |
| Others              |             | Others     |             |
| Venezuela           | 461         | Venezuela  | 323         |
| Costa Rica          | 25          | Costa Rica | 32          |
| Guatemala           | 12          | Guatemala  | 18          |
|                     |             |            |             |
|                     |             |            |             |
|                     |             |            |             |
|                     |             |            |             |
|                     |             |            |             |
|                     |             |            |             |
|                     |             |            |             |
| Total for Others    | 498         |            | 373         |
| Others not listed   | 58          |            | 89          |
| Grand Total         | 556         |            | 462         |

Source: DANE (National Statistics Bureau).

**Colombia: Cotton Yarn Imports, 1998-1999**  
(Metric Tons)

| Import Trade Matrix |             |           |             |
|---------------------|-------------|-----------|-------------|
| Country:            | Colombia    | Units:    | Metric Tons |
| Commodity:          | Cotton Yarn |           |             |
| Time period:        | CY1997-98   |           |             |
| Imports for         | 1998        |           | 1999        |
| U.S.                | 106         | U.S.      | 622         |
| Others              |             | Others    |             |
| India               | 5401        | India     | 4241        |
| Brazil              | 2352        | Brazil    | 1932        |
| Ecuador             | 1245        | Bolivia   | 1742        |
| Venezuela           | 409         | Ecuador   | 700         |
| Peru                | 365         | Peru      | 269         |
|                     |             | Venezuela | 18          |
|                     |             |           |             |
|                     |             |           |             |
|                     |             |           |             |
|                     |             |           |             |
| Total for Others    | 9772        |           | 8902        |
| Others not listed   | 953         |           | 896         |
| Grand Total         | 10831       |           | 10420       |

Source: DIAN (Revenue & Customs Agency).

**Colombia: Cotton Fabric Exports, 1998-1999**  
(Metric Tons)

| Export Trade Matrix |               |           |             |
|---------------------|---------------|-----------|-------------|
| Country:            | Colombia      | Units:    | Metric Tons |
| Commodity:          | Cotton Fabric |           |             |
| Time period:        | CY1997-98     |           |             |
| Exports for         | 1998          |           | 1999        |
| U.S.                | 101           | U.S.      | 114         |
| Others              |               | Others    |             |
| Ecuador             | 2675          | Venezuela | 2402        |
| Venezuela           | 1908          | Ecuador   | 1767        |
| Mexico              | 319           | Mexico    | 431         |
| Spain               | 292           | Italy     | 264         |
| Chile               | 279           | Chile     | 230         |
| Italy               | 207           | Spain     | 179         |
|                     |               |           |             |
|                     |               |           |             |
|                     |               |           |             |
|                     |               |           |             |
| Total for Others    | 5680          |           | 5273        |
| Others not listed   | 2040          |           | 220         |
| Grand Total         | 7821          |           | 5607        |

Source: DANE (National Statistics Bureau).

**Colombia: Cotton Fabric Imports, 1998-1999**  
(Metric Tons)

| Import Trade Matrix |               |           |             |
|---------------------|---------------|-----------|-------------|
| Country:            | Colombia      | Units:    | Metric Tons |
| Commodity:          | Cotton Fabric |           |             |
| Time period:        | '1-12         |           |             |
| Imports for         | 1998          |           | 1999        |
| U.S.                | 2316          | U.S.      | 2344        |
| Others              |               | Others    |             |
| Brazil              | 8030          | Brazil    | 9011        |
| Chile               | 3895          | Chile     | 1713        |
| Venezuela           | 1288          | Ecuador   | 1297        |
| Peru                | 998           | Venezuela | 1262        |
| Ecuador             | 995           | Mexico    | 774         |
| Mexico              | 629           | Peru      | 219         |
| Taiwan              | 359           | India     | 203         |
| Germany             | 276           | Taiwan    | 163         |
| Italy               | 145           | Germany   | 124         |
| India               | 77            | Italy     | 62          |
| Total for Others    | 16692         |           | 14828       |
| Others not listed   | 630           |           | 323         |
| Grand Total         | 19638         |           | 17495       |

Source: DIAN (Revenue & Customs Agency).

**Colombia: Cotton Prices to the Grower, 1999-2000 <sup>1/</sup>**  
 (1,000 Pesos per Metric Ton)

|                      |            |                              |            |
|----------------------|------------|------------------------------|------------|
| Prices Table         |            |                              |            |
| Country:             | Colombia   |                              |            |
| Commodity:           | Cotton     |                              |            |
| Year:                | 2000       |                              |            |
|                      |            |                              |            |
| Prices in (currency) | 1000 Pesos | per (uom)                    | Metric Ton |
|                      |            |                              |            |
| Year                 | 1999       | 2000                         | % Change   |
| Jan                  | 2330       | 2181                         | -6.4%      |
| Feb                  | 2330       | 2181                         | -6.4%      |
| Mar                  | 2330       | 2181                         | -6.4%      |
| Apr                  | 2330       | 2181                         | -6.4%      |
| May                  | 2330       | 2181                         | -6.4%      |
| Jun                  | 2330       | 2181                         | -6.4%      |
| Jul                  | 2393       |                              | -100.0%    |
| Aug                  | 2393       |                              | -100.0%    |
| Sep                  | 2393       |                              | -100.0%    |
| Oct                  | 2393       |                              | -100.0%    |
| Nov                  | 2393       |                              | -100.0%    |
| Dec                  | 2393       |                              | -100.0%    |
|                      |            |                              |            |
| Exchange Rate        | 2,140      | (Local<br>currency/US<br>\$) |            |
| Date of Quote        | 01-Jun-00  | (MM/DD/Y<br>Y)               |            |

<sup>1/</sup> Price to grower for SLM cotton grade.

Source: Conalgodon (Cotton Growers Corporation).

**COLOMBIA: Cotton Importers and/or Textile Manufacturers****FABRICATO, S.A.**

Calle 51, No. 49-11  
Medellín, Colombia  
Tel: 57-4- 231-5666  
Fax: 57-4-251-5905

**HILANDERIAS UNIVERSAL S.A.**

Calle 11, No. 68-42, Apdo. 22301  
Bogotá, Colombia  
Tel: 57-1-261-9883/262-3697  
Fax: 57-1-290-7966

**COLTEJER**

Calle 52, No. 47-42  
Edificio Coltejer, Apdo. 1530  
Medellín, Colombia  
Tel: 57-4-375-8941/373-0370  
Fax: 57-4-251-1815

**TEXPINAL**

Km 2 vía Espinal-Girardot  
Espinal (Tolima), Colombia  
Tel: 57-98-248-4225  
Fax: 57-98-248-4221

**ASCOLTEX**

Asociación Colombiana Productores Textiles  
Calle 72, No. 9-55, Oficina 903  
Bogotá, Colombia  
Tel: 57-1-211-5887/212-6234  
Fax: 57-1-210-3894  
E-mail: ascoltex@impsat.net.co

**DIAGONAL**

Distribuidora de Algodón Nacional  
Calle 52 No. 47-42, Piso 7  
Edificio Coltejer  
Apdo. 1530  
Medellín, Colombia  
Tel: 57-94-251-9191/241-8128  
Fax: 57-94-251-1878

**TEXTILES MIRATEX**

Calle 12B, No. 37-31  
Apdo. 4234  
Bogotá, Colombia  
Tel: 57-1-351-3711  
Fax: 57-1-277-0302  
E-mail: miratex@colomsat.net.co

**HILANDERIA PEISACH**

Carrera 95, No. 24-49  
Bogotá, Colombia  
Tel: 57-1-267-7811/298-5511  
Fax: 57-1-267-7629/298-8009

**AGRINSA**

Avenida del Idema, Zona Industrial  
Espinal (Tolima), Colombia  
Tel: 57-98-248-3008/3009  
Fax: 57-98-248-3009

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