



USDA Foreign Agricultural Service

# GAIN Report

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## **Bolivia**

### **Exporter Guide**

### **Annual**

### **2008**

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U. S. Embassy

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**Report Highlights:**

Primarily a hydrocarbons and raw materials exporter, Bolivia is benefiting from sustained high prices in its exports and is currently experiencing dynamic economic growth. As its consumers grow more demanding they are eager to try new and more sophisticated products. The tough economic reforms of the last decade are finally bearing fruit, and Bolivia is achieving impressive growth in some sectors. However, the commitment of the Evo Morales government to the free market remains an open question.

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Includes PSD Changes: No  
Includes Trade Matrix: No  
Annual Report  
Lima [PE1]  
[BL]

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**SECTION I: MARKET OVERVIEW**

Bolivia, one of the poorest countries in Latin America, has seen changes in recent years impacting investment opportunities. In the aftermath of serious political instability and social protest between 2000 and 2006, Evo Morales – the country's first indigenous president – was elected with a clear majority of the vote and a party majority in Congress. Although serious doubts remain about the current government's commitment to protecting foreign investment, they are most founded regarding heavy infrastructure and equipment investments.

The 2004 recovery of mineral prices (gold/silver/zinc) has created more wealth and better opportunities for the export of sophisticated food products to the main urban centers. Bolivia is generally open to foreign investment and U.S. products often enjoy competitive advantages in terms of price, quality, reputation, and customer support. Except in limited circumstances, markets determine prices.

Bolivia's 2006 gross domestic product (GDP) totaled \$9.3 billion, growing at 4 percent in 2005 and 4.6 percent in 2006, boosted by high international prices for Bolivian exports. Prices and the real exchange rate have remained stable. The overall fiscal deficit was about 2 percent of GDP in 2005 – about half the 2004 fiscal deficit – and the external current account balance reached a surplus of close to 5 percent of GDP. Parallel legislative reforms during recent governments locked in place market-oriented policies that encouraged private investment.

Underemployment for Bolivia's workforce of nearly 4 million is also widespread. As a result of the lack of formal employment opportunities, nearly 65 percent of the urban workforce was self-employed in 2002.

Bolivian imports were \$2.8 billion in 2006 and the country enjoyed a \$500 million trade surplus in the first half of 2006. The Bolivian government has indicated that it may reverse some of its market-oriented reforms, but at the time of this writing future government actions remain unclear.

<b>Domestic Economy</b>	<b>2000</b>	<b>2005</b>	<b>2006</b>
Nominal GDP (U.S. \$ billions)	8.4	9.3	10.3
Real GDP Growth (%)	2.5	4.1	4.5
Central Government Spending (US millions) **			879,47
Inflation (%)	5.2	4.6	4.8
Foreign Exchange Reserves (US\$ billion)**		2.4	3.9
Minimum Wage (US)			63
Imports of goods and services (% of GDP)**	27.3	32.8	32.8
Merchandise trade (% of GDP)**	36.4	53.7	53.7
Long-term debt (DOD, current US\$ billion)	5.2	6.0	-
Present value of debt (% of GNI)	-	38.3	-

**Source: World Bank Indicators database, April 2007**

**\*\* Bolivian National Institute of Statistics (INE)**

The United States is Bolivia's largest single investor – accounting for about one-third of net inflow of \$1.4 billion between 2001 and 2005 – and its main trading partner, importing goods worth \$242 million and exporting merchandise worth \$203 million in 2006. These figures represent about 15 and 13 percent, respectively, of Bolivia's total exports and imports. Brazil, Argentina, Colombia, Peru and Venezuela are the other important trading partners. Brazil-Bolivia trade surpasses U.S. trade if hydrocarbon exports are included.

In 2006, the United States exported \$215 million of merchandise to Bolivia and imported \$362 million. Total food sales were estimated at \$21 million, up from \$17.5 million in 2005 and \$18.7 million in 2004. The import of consumer goods increased for the first time since 2002. Bolivia's major exports to the United States are tin, gold, jewelry, and wood products, with textiles playing an increasingly important role. Its major imports from the United States are electronic equipment, chemicals, vehicles, wheat, and machinery.

Agriculture accounts for roughly 15.3 percent of Bolivia's GDP. The amount of land cultivated by modern farming techniques is increasing rapidly in the Santa Cruz area, where weather allows for two crops a year. Soybeans are the major cash crop, sold in the Andean Community of Nations (CAN) market. The extraction of minerals and hydrocarbons accounts for another 11 percent of GDP and manufacturing around 17 percent.

Bolivia signed a bilateral investment treaty (BIT) with the United States in 2001. Investors are entitled to the better of national treatment or most favored nation (MFN) treatment when they initiate investment and while they maintain that investment. Bolivia also will benefit from the Andean Trade Promotion and Drug Eradication Act (ATPDEA), extended for six months and six more months conditional. Bolivia has been a MERCOSUR associate member since 1997; a member of the Andean Community since its inception in 1969 with Colombia, Ecuador, and Peru; has a free trade agreement with Mexico since 1994; and joined the GATT in 1990 with ratification of its World Trade Organization (WTO) membership in 1995.

Corruption in the public sector and in many non-governmental institutions remains endemic. This corruption has encouraged smuggling, which in turn has resulted in 160,000 lost job positions annually. However, the last several governments have worked to overhaul the Customs Service, a major victim of corruption in the public sector. The challenge of corruption is a significant one in Bolivia, and should not be underestimated.

Bolivia's spectacular vistas and natural attractions have not been enough to transform the country into a major tourist destination because of its political instability and lack of first-class accommodations. Still, Bolivia's tourist industry has grown gradually over the past 15 years. In 2000, Bolivia attracted 306,000 tourists, compared with 254,000 in 1990. Tourist revenue peaked at US\$179 million in 1999. In 2005, 271,311 tourists came by plane compared to 241,957 in 2006, with fewer visitors from Europe, Asia and North America.

The services industry in Bolivia remains undeveloped. Inhabiting the poorest country in South America, Bolivians have weak purchasing power. The retail sector suffers from weak demand and competition with a large black market of contraband goods. U.S. companies such as McDonald's and Domino's have pulled out of Bolivia in recent years.

The main markets for American food and beverage products are Santa Cruz, La Paz and Cochabamba – the main urban centers and most dynamic economic zones – representing about 350,000 potential consumers.

In general, although the segment of consumers able to buy imported products is relatively small, American products remain their favorite. They are popular due to cable TV and Internet penetration and carry a good reputation for quality and safety. In addition, Bolivian consumers have also shown a preference for imported goods during favorable promotions.

### Advantages and Challenges Facing U.S. Products in Bolivia

Advantages	Challenges
<ul style="list-style-type: none"> <li>➤ Bolivia/U.S. bilateral investment treaty (BIT) since 2001 with most favored nation (MFN) treatment.</li> <li>➤ Low import tariffs: generally 10%, though sometimes less</li> <li>➤ American products remain popular and carry a good reputation for quality and safety.</li> <li>➤ Strong American cable TV and Internet penetration.</li> <li>➤ Growing food processing, snacks and energy drinks sector.</li> <li>➤ New EXPO GOURMET in Santa Cruz to promote international food products</li> </ul>	<ul style="list-style-type: none"> <li>➤ Bolivia is a market with minimal penetration from global and international brands.</li> <li>➤ Potential American product consumers remain relatively small.</li> <li>➤ It is recommended using a well-known local distributor familiar with sanitary and phytosanitary certificate requirements</li> <li>➤ Food products retain their original labels but must have pre-approved complementary labeling in Spanish.</li> <li>➤ Smuggling.</li> <li>➤ Significant problem of corruption.</li> <li>➤ Rewriting of the constitution may impact the investment climate.</li> </ul>

In 2007, droughts, freezes and floods severely affected the production of cereals and tubers. The need for imported cereals in 2007/2008 is estimated at 450,000 tons of wheat and a record level of 76,000 tons of rice. Also, the deficit of approximately 250,000 tons of potatoes, resulting from frost and drought in the high plains, needs to be covered partly by unregistered imports from Peru and Argentina and partly by increasing the consumption of pasta and bread from additional wheat and wheat flour imports.

## SECTION II: EXPORTER BUSINESS TIPS

### Import Tariffs

Non-essential capital goods are subject to 5 percent tariff and most other goods are subject to 10 percent tariffs. Luxury items such as tobacco and tobacco products are subject to a specific consumption tax (ICE) and to an additional import tax of 50 percent ad valorem. Samples and advertising materials are generally subject to regular duty rates.

### Tax structure

Simple and low with: 13% Value Added Tax (VAT), 3% non-deductible Transaction Tax (IT), and Profit Taxes (IU) equivalent to 25% of the profits paid on an annual basis.

### Selling Factors/Techniques

Price and quality are important factors in all sales. To be effective, advertising and sales materials must be in Spanish.

### Direct Marketing

Direct marketing among certain institutions is fairly well established, but information databases are generally unavailable. Commercial information can be obtained through local chambers of commerce, local trade associations, and the U.S. Embassy's commercial section.

IPSOS APOYO is the leading Latin American consulting firm with ten years experience in Bolivia providing in-depth market research and analysis of the various socio-economic divisions of the Bolivian population as well as data collection, processing, analysis; diagnostic, situation, image and positioning, market segmentation, ethnography; and product validation, concept, testing, pricing, advertising, promotion audit; client loyalty, retail and branding – rewrite this b/c it makes no sense. Check out their website or pick out the most relevant activities from this list.

### Labeling and Marking Requirements

Supreme Decree 26510 (issued in 2003) established food product labeling requirements. Products normally retain their original labels, but they must have complementary labeling showing the importer or distributor's taxpayer identification number (RUC), sanitary registration number, and ingredient translations.

### Using an Agent or Distributor

Foreign firms typically hire local agents or distributors or establish local subsidiaries or branches, often in one or more of the major cities of La Paz, Santa Cruz, and Cochabamba. To register, agents must present a letter or agreement confirming their appointment as representatives. The document must clearly indicate the contract's validity period, the agent's sales area (national or regional), the agreement's financial terms, and whether the foreign firm has the right to appoint other agents in other areas of Bolivia.

## MAJOR AGENTS/DISTRIBUTORS

### **COMPANEX (Bolivia) S.A.**

Companex S.A. is one of the major national distributors for American products with representation in La Paz, Santa Cruz and Cochabamba. Companex takes charge of the distribution, market visibility, marketing and pricing of the products, specializing in processed food (soups/dressings and other), snacks, chocolate (Mars), and pet food.

***D&M Distribucion & Mercadeo Ltda***

D&M is a national distributor for liquors and energy drinks dedicated to high-end products. D&M has very successfully introduced Red Bull, an unknown and expensive drink in Bolivia. There is an interest for new/sophisticated liquors and drinks. D&M has experience in marketing and distributing products nationally.

**ASSOCIATED GROCERS**

Associated Grocers is an American exporter of American products based in Florida and specialized with the Latin American market. Many smaller Bolivian importers order directly from its catalogue.

**Franchising**

Bolivia has no specific legislation governing franchising, but clear rules regulate franchise operations. A foreign firm wishing to grant a franchise must first register the brand name with Bolivia's National Intellectual Property Service (SENAPI), after which it may grant a franchise to a local company through an appropriate contract.

**Joint Ventures/Licensing**

Foreign and domestic corporations and/or individuals may enter into joint venture agreements. While foreign companies are not required to possess local legal licenses in advance, they must be able to demonstrate legal status in their countries of origin.

**Import Requirements and Documentation**

Imports must have the following documentation:

- document description form (Form 135)
- invoice (unless a commercial sample under \$25 in value)
- bill of lading (when applicable)
- proof of insurance
- certificate of pre-shipment inspection (when applicable)
- port expenditures (when applicable)
- transportation invoice
- packing list
- certificate of origin (when applicable)
- other certificates (as needed)

Goods imported from the Andean Community (Colombia, Peru, and Ecuador) must have certificates of origin to qualify for tariff preferences.

**Tobacco and Tobacco Products**

Imports of tobacco and tobacco products must have import licenses issued by SENASAG and the Ministry of Health.

**Livestock**

Live animal imports must have certificates of origin indicating their state of health. Purebred livestock imported for breeding purposes must also have pedigree certificates.

**Seeds (Treated and Non-Treated) and Plants**

All products of vegetable origin must have SENASAG certificates in addition to phytosanitary certificates issued by agricultural authorities in the country of origin and certified by a Bolivian consulate. Importers must inform Bolivian customs authorities of the arrival of seeds at least one week in advance and arrange for storage in an adequate warehouse prior to inspection. All seeds must comply with the quality and phytosanitary requirements of SENASAG and the National Seed Program.

**Air Cargo**

Air cargo shipments require airway bills instead of bills of lading. Exporters should follow IATA or ICAO rules governing labeling and packaging of dangerous and restricted goods and check with air carriers for further information and appropriate forms.

**Parcel Post**

Authorized customs brokers must intervene for parcel post shipments valued at over \$100. Individuals may receive parcel post shipments of lesser values by filling out a customs form at a Bolivian post office.

**Prohibited and Restricted Imports**

- Spoiled beverages and food products, or products that contain noxious substances.
- Diseased animals
- Plants, fruits, seeds, and vegetables that contain parasites and/or germs and plants declared harmful by the Vice Ministry of Agriculture
- Merchandise with a registered trademark identical to one used in Bolivia

**Customs Regulations and Contact Information**

Bolivian import charges, including domestic taxes (most of which are creditable) and fees, range from 30 to 45 percent, making effective costs considerably higher than the stated zero to 10 percent tariffs.

Landed costs generally include the following:

- cost, insurance, and freight (CIF): the value at the border
- Import tariffs: a 10 percent flat rate is applied to CIF unless the product is classified as a capital good, which reduces the rate to zero or 5 percent.
- Warehouse fees: customs warehouses are privately owned. Rates vary according to volume.

**Internal Revenue Service Fees**

Value-added tax (IVA) is 13.3 percent. Added customs fees bring the effective rate to 14.94 percent, which is charged on an accumulated base.

- Specific Consumption Tax (ICE): the ICE is levied on luxury goods such as automobiles, perfumes, cosmetics, liquors, cigarettes, and beer.
- Customs broker fees: the following customs broker fees are applied to CIF for land shipments and to CIF airport value for air cargo:
 

From USD:	
1 to 10,000	2.00 percent
10,001 to 20,000	1.50 percent
20,001 to 30,000	1.25 percent
30,001 to 50,000	1.00 percent
50,001 to 100,000	0.75 percent
100,001 and above	0.50 percent
- Customs brokers also charge fees of 17.65 percent of the total bill to cover their own IVA tax liability.
- Trade and industry association fees: groups such as chambers of commerce, industry, and construction charge fees of between 0.03 and 0.04 percent of CIF.
- VAT paid by the importer reduces the importer's tax liability when goods are resold, ultimately reducing actual costs.

### **Entry and Warehousing**

Bolivia benefits from free transit arrangements covering Argentine, Brazilian, Chilean, Paraguayan, Peruvian, and Uruguayan ports. The Chilean port of Arica is generally considered the best port of entry. Others include Antofagasta and Iquique (Chile); Matarani and Ilo (Peru); Santos (Brazil); and Rosario (Argentina).

Bolivian customs officials maintain warehouses in each port and allow storage of incoming goods for up to 90 days, with fees levied at 0.5 percent of CIF for each 30-day period or fraction thereof. Once clearing documents are signed, goods must be removed from storage within eight days to avoid an additional charge of 2 percent of CIF.

Imported, stored merchandise may be considered abandoned by explicit request or by failure to claim the goods within the required 90 days. By law, such goods are subject to public auction; proceeds (after expenses) go to the interested party.

If importers wish to remove their merchandise after the 90-day period but before the auction takes place, they must pay a 5 percent charge over the customs tariff plus 2 percent of CIF. Due to the expense and time involved in reshipment, U.S. exporters usually prefer to sell these goods in Bolivia.

Foreign investors generally find the labor force stable, with low turnover rates and high levels of manual dexterity. Despite international perceptions, extensive labor unrest in the private sector is currently uncommon, and most foreign firms enjoy positive labor-management relations. That said, social unrest is pervasive, and often takes the form of blockades of cities, roads, and transit points, effectively paralyzing commerce by impeding the delivery of goods to market. Bolivian labor law also restricts child labor and provides for worker safety, but enforcement is often ineffective.

### **Free Trade Zones**

The Bolivian government has created free trade zones (FTZs). The National Council on Free Trade Zones (CONZOF) oversees all industrial and commercial FTZs and authorizes operations. Free trade zones exist in the cities of El Alto, Cochabamba, Santa Cruz, Oruro, Puerto Aguirre (on the Brazilian border), and Desaguadero (on the Peruvian border).

A proposed FTZ in Guayaramerin in the Beni Department is not yet fully operational. The FTZ in Cobija, meanwhile, has proven unattractive to investors due to a lack of roads and other basic infrastructure.

### **Foreign Exchange Controls**

Bolivia places no controls on foreign exchange transactions, beyond those intended to curb money laundering. Local currency is freely convertible for all transactions. As of July 2008, the exchange rate was approximately Bs 7.1 per \$1. Traveler's checks, dollars, and major currencies may be exchanged in banks, exchange houses, and major hotels. Most automated teller machines (ATMs) in large cities offer cash withdrawals in either Bolivian currency or U.S. dollars. Citibank offers limited commercial services. No other U.S. banks operate in Bolivia. All commercial banks provide regular banking services, accepting deposits for both checking and savings accounts and offering short- and medium-term loans. Local banks are authorized to hold U.S. dollar-denominated time deposits.

**SECTION III: MARKET SECTOR**

- ❑ American product exports have recently been successful in Bolivia, especially appealing to an elite and trend-based market of teens and young adults. Growing Internet and American cable penetration is creating new needs and tastes. American products, when reasonably priced, have become highly competitive against local, Chilean, Argentinean or Brazilian products.
- ❑ La Paz market is 150,000 and Santa Cruz is home to 250,000 people. Prices for American products are competitive. Air cargo from the U.S. can be cheaper and more reliable than ground transport from neighboring countries.
- ❑ Foreign investors are accorded national treatment and foreign ownership of companies is virtually unrestricted in Bolivia with the same rights, obligations, and guaranties laws and regulations granted to national investors. Foreigners are granted property rights. *However the current government is contemplating changes regarding the treatment of foreign investors.* ← Update whether changes were made
- ❑ A free exchange system is guaranteed and there are neither capital import nor export restrictions, including on remittance of dividends, interests or royalty proceedings resulting from technology transfer or other mercantile concepts. Goods and services production, trading, import and export freedom, as well as free price determination, is guaranteed.
- ❑ Free currency convertibility and the faculty for any one economic agent to perform any form of local or foreign currency exchange is guaranteed. Goods and services exporters are refunded internal revenue taxes and liens paid when raw materials and goods are incorporated into export goods within the framework of tax neutrality.

**FOOD SERVICE SECTOR:**

In 2006, U.S.-imported total food service sales accounted for about \$21 million, a significant increase from previous years. Santa Cruz represents 70 percent of all imports nationwide.

The niche market for U.S. exporters in this sector includes high-end hotels in La Paz such as the Ritz Hotel ([www.hotel-ritz-bolivia.com](http://www.hotel-ritz-bolivia.com)), The Radisson ([www.radisson.com/lapazbo](http://www.radisson.com/lapazbo)), and Hotel Europa ([www.hoteleuropa.com.bo](http://www.hoteleuropa.com.bo)) and in Santa Cruz such as Hotel Los Tajibos and Convention Center ([www.lostajiboshotel.com](http://www.lostajiboshotel.com)), Hotel Buganvillas, Suites and Spa ([www.hotelbuganvillas.com](http://www.hotelbuganvillas.com)) and the Hotels Camino Real ([www.caminoreal.com.bo](http://www.caminoreal.com.bo)) in both La Paz and Santa Cruz.

**FOOD RETAIL SECTOR**

One of the fastest growing sectors in Bolivia is the Food Retail Sector, which has a predominant presence in La Paz and Santa Cruz.

Hipermaxi S.A. is a chain of 8 supermarkets based in Santa Cruz de la Sierra and currently buys 5 percent or \$500,000 of all its imports from the U.S. Fifty percent of its sales come from Brazil, Peru and Chile. The demand in Santa Cruz de la Sierra for American products is very strong due to a population which has lived or visited the U.S. and with a higher buying power. Given the strong demand, Hipermaxi recommends introducing new products of quality and developing a market. Hipermaxi has three other supermarkets in La Paz, importing 4 percent of products from the U.S.

Ketal Hipermercados is a chain of five supermarkets in La Paz currently buying 4 percent, or \$300,000 per year, of all imports from the United States. Ketal imports 30 percent of its sales, mostly from Chile. Ketal has 350,000 customers per year and 14,000 per week. There is a demand for American products but prices and volume must be low (why?). Ketal sells 1200 different items from the United States and is looking for variety and low volumes, recommending using an intermediary (such as United Grocers) in order to guarantee low volumes. Best products are energy drinks, cereals, candy/chocolates confectionary and snacks.

Gava supermarket is the oldest importer of American food and beverage products in the country. Originally selling 100 percent American products, the split is now 35 percent American, 15 percent European and 50 percent products of the region. Due to political instability, inflation and reduced buying power, management had to look for cheaper products elsewhere. However GAVA understands that its reputation was built on the quality and reliability of American products and is committed to representing them.

### **The department of Santa Cruz**

The biggest of the nine departments of Bolivia, Santa Cruz is located in the eastern zone of the country. The city of Santa Cruz of the Sierra, capital of the department, has approximately 1.2 million inhabitants. It is the most industrialized region of Bolivia and has seen major development and economic growth. The commercial sector of the department is one of the biggest and most dynamic of Bolivia, with significant foreign trade, and is the principal center of consumption with the highest revenue per capita in the country. The dynamic regional economy has boosted the growth of the tertiary sector. In Santa Cruz, financial, hotel, tourist, petroleum services, and transport and communications compose the majority of this sector.

**FEXPOCRUZ** is considered the first and most important business convention center of Bolivia, recognized internationally for its fairs such as: AGROPECRUZ (Agricultural International Fair), ECOCRUZ (International Fair on Sustainable Development), CONSTRUCRUZ (Construction, Furniture and Decoration International Fair), INFOCRUZ (Computer science and Telecommunications International Fair), EXPOCRUZ (International Fair of Santa Cruz), and International Business Fair of Bolivia.

**EXPOCRUZ** is the largest annual, multi-sector, international trade fair in Bolivia and the only trade fair in Bolivia certified by the U.S. Department of Commerce. It takes place yearly in the city of Santa Cruz, Bolivia. Over 2000 exhibitors are expected to participate in this year's event. The event draws 450,000 persons every year. Businessmen, investors, government authorities, students and the general public all meet in a favorable foreign trade environment. Four thousand commercial meetings take place yearly, selling approximately \$78 million in goods and services.

#### SECTION IV: BEST HIGH-VALUE PRODUCTS PROSPECTS

Best High-Value Product Prospects are: energy drinks, snacks, chips, Mexican/Chinese prepared food, prepared processed food, pasta sauce, soup, cheese and dressing mix, canned food, cereals and chocolate bars. These products are widely sold in universities and supermarkets. They are sold as impulse buys and require good visibility and marketing.

#### U.S. Exports to Bolivia from 2002 to 2007 (In thousands of dollars)

Products	Value 2002	Value 2003	Value 2004	Value 2005	Value 2006	Value 2007
Wheat	11,406	14,835	7,977	6,083	5,078	0
Rice	12	1,494	26	106	123	45
Soybeans	34	90	71	32	38	0
Oilseeds, food oils	99	6	93	11	43	0
Corn	342	370	417	206	239	0
Sorghum, barley, oats	476	0	0	0	0	0
Animal feeds, n.e.c.	113	156	209	460	557	226
Meat, poultry, etc.	33	28	294	30	134	0
Dairy products and eggs	752	342	150	31	108	118
Fruits, frozen juices	277	959	1,410	1,860	2,487	
Vegetables	1,096	1,270	1,012	986	499	654
Nuts	67	104	0	0	0	0
Bakery products	339	1,027	1,406	952	1,049	610
Other foods	2,268	6,186	5,072	5,666	10,249	13112
Wine and related products	16	20	25	23	18	34
Fish and shellfish	0	0	335	526	179	196
Alcoholic beverages, except wine	211	371	106	197	227	129
Tobacco, un-manufactured	136	0	0	221	0	16

Source: FTDWebMaster, Foreign Trade Division, U.S. Census Bureau, Washington, D.C.  
World Trade Atlas (2007)

All products are subject to a 10 percent tariff except for tobacco products, which are subject to a specific consumption tax (ICE) with an additional import tax of 50 percent ad valorem, and benefit from a 2001 bilateral investment treaty (BIT) with the United States granting better national treatment or most favored nation (MFN) treatment. Wheat is the main

American import, followed by processed and confectionary foods, frozen juices, fruits, bakery products and animal feeds.

## SECTION V: KEY CONTACTS AND FURTHER INFORMATION

If you have any questions or comments regarding this report or need assistance exporting to Bolivia, please contact the Commercial Section of the American Embassy of La Paz at the following address:

### **U.S. Embassy La Paz, Commercial Section**

Mailing address:

U.S. Embassy in La Paz, Bolivia

Address: Avenida Arce 2780, Casilla 425

La Paz, Bolivia

Telephone: (591) 2-216-8000

FAX: (591) 2-216-8111

<http://bolivia.usembassy.gov/>

### **U.S. Embassy Lima, Foreign Agricultural Service (FAS)**

Mailing Address: Office of Agricultural Affairs, Unit 3785, APO AA 34031

Address: Av. La Encalada cdra. 17, Monterrico, Lima 33

Phone: (511) 434-3042

Fax: (511) 434-3043

E-mail: [Aglima@usda.gov](mailto:Aglima@usda.gov)

<http://lima.usembassy.gov/>

### **Useful Contacts:**

#### **American Chamber of Commerce of Bolivia**

<http://www.amchambolivia.com>

#### **Bolivian-American Chamber of Commerce**

<http://www.bolivia-us.org>

#### **Camara Nacional de Comercio**

**(Bolivian National Chamber of Commerce)**

<http://www.boliviacomercio.org.bo/>

#### **Confederacion de Empresarios Privados de Bolivia**

**(Bolivian Private Businessmen's Confederation)**

<http://www.cepb.org.bo>

#### **Bolivian Business Associations**

<http://www.boliviaweb.com/asoc.htm>

#### **National Association of Banks (ASOBAN)**

Asociación de Bancos Privados de Bolivia (ASOBAN)

Edificio Cámara Nacional de Comercio, Piso 15

La Paz, Bolivia

Phone: (591-2) 236-1308

Fax: (591-2) 239-1093

E-mail: [info@asoban.bo](mailto:info@asoban.bo)  
[www.asoban.bo](http://www.asoban.bo)

**National Customs Service**

Calle Av. 20 de Octubre No. 2038  
Phone: (591-2) 2152901 or 215-2904  
Fax: (591-2) 215-2904

**Trade Associations/Chambers of Commerce****Private Businessmen's Confederation  
(Confederación de Empresarios Privados de Bolivia)**

Calle Mendez Arcos No. 117  
Casilla 4239  
Phone : (591-2) 242-0999  
Fax : (591-2) 242-1272  
E-mail : [cepbol@ceibo.entelnet.bo](mailto:cepbol@ceibo.entelnet.bo)

**National Chamber of Commerce (Cámara Nacional de Comercio)**

Av. Mariscal Santa Cruz No. 1392 Edificio Cámara Nacional de Comercio  
Piso 1  
Casilla 7  
Phone: (591-2) 237-8606  
Fax: (591-2) 239-1004  
E-mail: [cnc@boliviacomercio.org.bo](mailto:cnc@boliviacomercio.org.bo)  
[www.boliviacomercio.org.bo](http://www.boliviacomercio.org.bo)

**National Chamber of Industry (Cámara Nacional de Industria)**

Av. Mariscal Santa Cruz 1392  
Edificio Cámara Nacional de Comercio  
Piso 14 – Casilla 611  
Phone: (591-2) 237-4476  
Fax: (591-2) 236-2766  
E-mail: [cni@entelnet.bo](mailto:cni@entelnet.bo)  
<http://www.bolivia-industry.com>

**Trade Assistance and Promotion Office**

Foreign Agricultural Service  
U.S. Department of Agriculture  
Phone: (202) 720-7420

**Bolivian Chamber of Hotels**

Jorge Fernandez  
President  
Ed, Mariscal de Ayacucho, Piso 13  
La Paz – Bolivia  
(591-2) 220-1279

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***U.S. Trade Representative***

<http://www.ustr.gov/><sup>5</sup>

**U.S. Export-Import Bank**<http://www.exim.gov/><sup>6</sup>**Overseas Private Investment Corporation**<http://www.opic.gov/><sup>7</sup>**U.S. Trade and Development Agency**<http://www.tda.gov/><sup>8</sup>**U.S. Customs and Border Protection**<http://www.customs.gov/><sup>9</sup>**U.S. Department of State Office of Commercial and Business Affairs**<http://www.state.gov/e/eb/cba/><sup>10</sup>**U.S. Agency for International Development**<http://www.usaid.gov/><sup>11</sup>**Government of Bolivia**<http://www.bolivia.gov.bo/><sup>12</sup>**Bolivian Ministry of Economic Development**<http://www.desarrollo.gov.bo/><sup>13</sup>**Central Bank of Bolivia**<http://www.bcb.gov.bo/><sup>14</sup>

## Appendix 1. Statistics

TABLE A. Key Trade &amp; Demographic Information

Indicators	2000	2005	2006	2007e
GDP (current US\$ billion)	8.4	9.3	10.3	13.2
GDP growth (annual %)	2.5	4.1	4.5	4.6
Per capita income (\$)			1,030	
Inflation, GDP deflator (annual %)	5.2	4.6	4.8*	11.7
Agriculture, value added (% of GDP)	5.2	4.6	-	6.2
Population, total (millions)	8.3	9.2	9.3	9.5
Urban population (%)	-	64	-	68
Number of Major Metropolitan Areas	2	2	2	3
Labor Force (millions)	4	4		5
Percent of Females of Working Age (%)	5.6	7		8.2
Unemployment (% of total labor force)	4.4	5.5	8.7	9.1
Exchange Rate (\$1 = xx local currency)*	\$1= Bs. 7.8	\$1=Bs. 8.08	\$1= Bs.8.03	\$1=Bs.7.89

Source: *World Bank Indicators database, April 2007*

\**National Institute of Statistics*