



# **Identification of the current status and logistical-economic potential of the port of Buenaventura Regional.**

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*To our family, thanks to their great support and momentum to move forward in difficult times, to them this achievement we have achieved.*

## **Abstract**

In Colombia is very important that business or exchange different properties, those which are exported to cover the market in the abroad, and the products to import that get to our country in order to make up for different necessities from the consumers.

This research wants to adress and get to know that Colombia must accelerate the adaptation process of their maritime terminal, national and international logistic, administrative management, operatives and omission of the overruns in the activities of the physical and international distribution. Recognizing that the regional port from Buenaventura is one of the most important maritime runners and strategic that Colombia takes into account, even though it is not only located in the 17th spot of importance in Latin America, but also support the development to the national and international economy from the country.

The Buenaventura port through it weaknesses ceases to exploit the competitive advantages that they have toward the market movement of property and no longer attractive to issues such as foreign investments that may be useful for development both locally and nationally.

After the corresponding analysis of the various weaknesses that has the port system in Colombia and more specifically in the regional Buenaventura port, as students of international business detect the difficulties being experienced by the port system from Buenaventura and with a view that they are resolved so that in this way there is a significant improvement in productivity and competitiveness for both this area and the country in general.

**Keywords:** Sea port, Logistics, Load, Merchandise, Infrastructure, Buenaventura, International Trade, Coun

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## List of Abbreviations

**SPRBUN.** Regional Port Society of Buenaventura.

# Introduction

According to the annual income of the Competitiveness Report, developed by the World Economic Forum, competent to determine critical and essential for developing nations factors agency, indicates that Colombia is a country that is located at No. 66 in the ranking of competitiveness, as can be seen in the statistical tables exposed in the performance of work, where he is in a position of almost twice below Chile and positions couples to very small countries with little development of economic development as Cyprus.

Some of the main reasons which have received such qualifications, including basically in retrospect from 2013 until this year; It is that within 12 pillars of competitiveness assessed jointly and comprehensive link, resulting in an economically stable and categorized as "developed", is that the infrastructure pillar is society. Which, being more precise and limiting ourselves to the objective of this paper, we discuss mainly the seaport of Buenaventura, this being one of the main trade corridors in the country with direct influence on economic development for the country in general, implying that a strong competitiveness for optimum performance of their processes and operations. Indicating aspects such as the road network and the number of projects that have been developed and / or are in the process of doing so, relevant to the dock of Buenaventura and Sociedad Portuaria Regional de Buenaventura corresponding to the body of public-private constitution which operates and manages said terminal.

Given that the economy is based on the production of goods and / or services, is anything but a secret that the purpose of all this is to generate profits and reduce costs without affecting the quality of the above factors; counts as essential to have a functional infrastructure and cutting-edge developed in order to optimize processes

logistics for economic development with a versatile and progressive market yield, so in Colombia on time, it is the case that the major seaports are located on the left side of the country, and in turn the most important capital cities located in the center basically presenting the largest movement of goods so central northwest and southwest; in other words from the center to the periphery, core to secondary cities.

Presenting Colombia a remarkable and continuous in time, deficiencies in infrastructure and low efficiency in their logistics processes, you can see how its unique characteristics advantage of geological position, you must establish a greater focus and impetus to increase the level of competitiveness outlines for transformation into a fully developed nation, fully and entirely functional. So in this case we will deal strongly on the current situation of the port of Buenaventura, considering all factors involved for their functionality and operability, plus other agents directly or indirectly from the same influence, as we can see in the socioeconomic situation that presents the general population of the region, the internal conflicts of this country and the general level, the comparison with other national and international issues of competitiveness, infrastructure and geostrategic position port companies. Analyzing economic data costs in services linked to the times in which it is developed and run port operations, we can conclude the current state of spring Buenaventura, based of course on the historical background and without neglecting the regulatory framework that applies and governs such as essential for growth and progress of the nation figures.

# 1. Project Formulation

## 1.1 Background

Mentioning Buenaventura is from the reference that as a city has one of the best ports in Colombia, because due to the privatization process that has been implemented since the early nineties, a period in which they have been materializing some technological advances applied to logistics in and around the port, and thanks to its geographical location, has been granted as a contribution to the country, competitiveness in international trade against other countries at least in Latin America.

Logistics Magazine mentions in one of his articles: Buenaventura, Cartagena, Santa Marta and Barranquilla, Colombia's key foreign trade ports; Garcia clearly introduces the importance Colombia generated for port operations and the progress it has made many years ago ...

"They have gone from distribution centers and storage become indispensable tools of foreign trade" (Garcia, 2013)

There are countless benefits it brings for international trade, development and enhancement of a maritime terminal that already is not only seen the end of receipt / office / storage of goods, but also as a medium that can offer different services that provide efficiency supply chain, added value directly impacting operating costs and provide alternatives and customs storage; According to Garcia:

"DANE figures show that by the year 2011 153 million tons of cargo moved with an increase of 1.3% compared with 2010" (Garcia, 2013).

"This undoubtedly is the result of constant investment and modernization in logistics processes accompanying the privatization of the Colombian ports. In 1991, the government through the Law 01 provides concession management of port terminals to public and private entities with the aim of encouraging foreign investment and better use

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of resources, at this time it is evident the favorable index operation, storage, efficiency and competitiveness with other ports in the region "(Garcia, 2013).

### **1.1.1 State of the Art**

Currently the port of Buenaventura is positioned at number 17 in Latin America level as one of the marine terminals that more cargo volume removed and enters the country, however, and after all the studies that have been done on port infrastructure is evidence needed to keep pace with the major economies of the world without even with all the advantages that has Buenaventura, have invested in logistics development and have taken a step forward.

"Buenaventura is located in a strategic position geographically, as it is the closest to the Far Eastern port, connects with the countries of South American continent and is located near the Panama Canal, allowing you to connect with caribbean sea routes and Europe "sea. (Garcia, 2013)

"After the entry into force of Law 01, 1991, where are given powers of planning the state and private sector entry to the port administration of the country is permitted, you begin to see Buenaventura as a source of global competitiveness . For this a new modernization plan increase it is necessary and when The National Council for Economic and Social Policy published the so-called CONPES, this document states reforms in the areas of expansion for maritime terminals in the country focused on port competitiveness and logistics, productivity and improvement strategies operability. There are up to date seven updates CONPES, pointing increasingly global competitiveness "(Pérez, 2007)

## **1.2 Problem**

To achieve be within the framework of the long-awaited economic integration in which the country wants to be, it is vitally important to identify gaps that comprise the port infrastructure of Buenaventura and maritime operations it performs, this identification we will result in the search for solutions that will lead to increméntenlo productivity and competitiveness of the country in social and commerce.

In the approaches that problematize the object of study and which they are reflected from an array of stakeholder analysis, where a sequence of issues for each stakeholder group was established: local government, town of Buenaventura, a port company Buenaventura , exporter and importer.

### **1 LOCAL GOVERNMENT:**

With this actor the following individual interests were found: a) promote the development of the region through its main line of business, b) Promote International Trade, c) To generate employment, d) increase GDP, d) Promotion and protection of investments and from Colombia.

tax presumptions of this actor: A) due to the entrenched corruption evidenced in the region and fortunes can be made effective again through tenders or fraudulent and paid for, a deviation of cash, generating low efficiency and effectiveness hiring.

### **2 POPULATION BUENAVENTURA:**

For this actor the following individual interests were identified: a) equitable local development because of the administration of the royalties generated by port operations in their region. B) increased employment and job opportunities. C) Increased revenue equal to more consumption, more production equal to equal to boosting the economy and the market. D) increase in the rate of education, by opening higher education programs offered needed for port operations and administrative functions.

This actor are problematic: A) lag in other local industries. B) failure in the educational preparation of potential candidates to offers and vacancies generated based on the modification and development of the spring.

### **3 PORT COMPANY:**

It concerns this actor to demonstrate the major degree of positive interests, for example: A) development of infrastructure in the wharf. B) possible foreign direct investment. C) Recognition and categorization worldwide in the quality of his port operations. D) major profitability. E) optimization of resources. F) increase in the quantity of managing container.

Nevertheless also they present factors to considering like: A) need of investment and capital injection. B) disability to materialize the strategic raised plannings. C) complex social conditions..

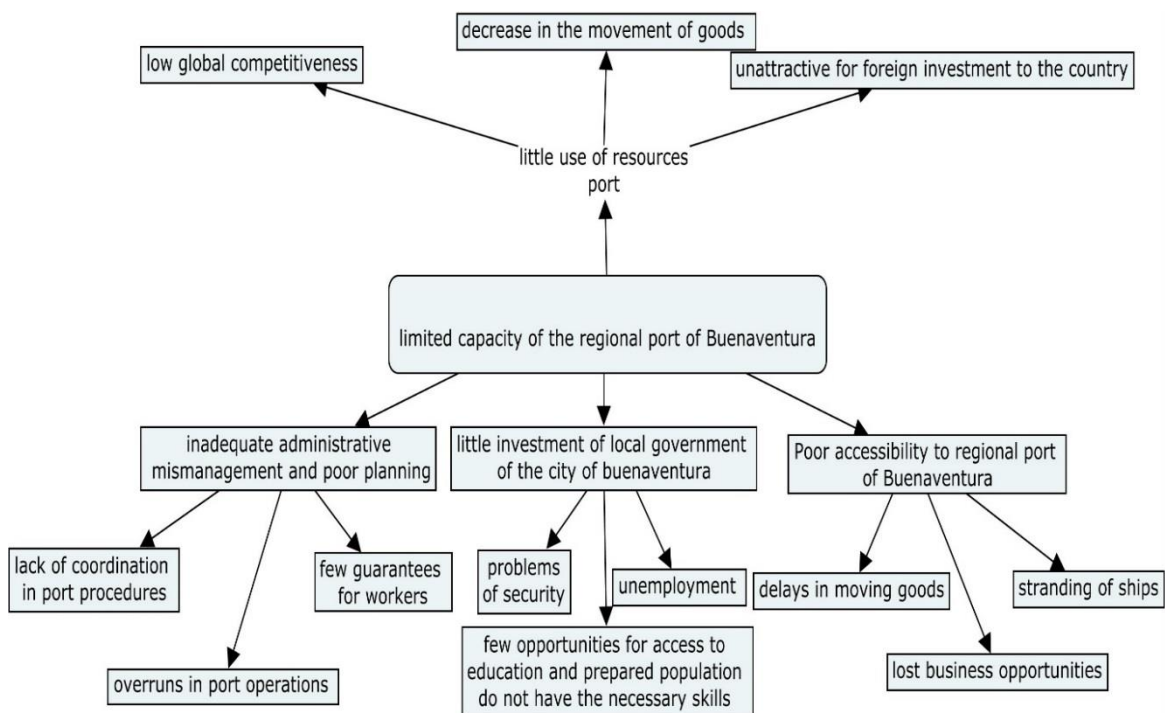
#### 4. IMPORTERS AND EXPORTERS:

Interests: A) process optimization. B) greater capacity physical supply for both input and output container. C) favorable for certain types of imports as bulk goods and raw materials specific conditions. D) increase in the projection business to the Asian continent that increasingly strengthens its influence and envisions expanding market as interesting to the Americas, especially Latin America.

Aspects against: A) cost overruns as a result of delays and possible problems generated by the reformations or constructions. B) deficiency in capacity, unexpected or unintended results not included.

Figure 1, called the problem tree illustrates the problem with a central point for starting this finding the causes and effects.

#### GRAPHIC: problem tree





## **1.3 Justification**

### **JUSTIFICATION**

On the world market, it is necessary that more and more companies dedicated to the movement of goods both private, public or mixed become more competitive with such wide demand for services that the world is asking, and to face this reality must adapt the different ways in which the ways of doing things are changing, be willing to accept that our processes may not go on the right track and that a self-evaluation to give us results in the key points to make this institution fully this is necessary adequate to meet the requirements that each customer we can find in the business environment can we ask.

#### **Theoretical Justification**

Ports in the country are vitally important as these will contribute to Colombia business development and global competitiveness; based on this and considering that 90% of transactions (imports and exports) in the country are carried by sea we appropriate the implementation of improvements that repotencien the capacity and productivity of the port of Buenaventura because it would mean not only for the region but for the country a better use of the economic and social scenarios, but also thereby be achieved that the main actors involved in international trade are eyeing Colombia as an attractive location for investment.

#### **Social justification**

The SPRBUN is an important local, regional and national economy element, although the union of interests by the state and the private sector is necessary to strengthen the social and economic development of Buenaventura, a municipality which for many years has been abandoned and in which its inhabitants used corruption to survive.

Improvements or enhancement to the port through infrastructure investment, and operation could allow a greater contribution to this part of the country towards improvement in education, economic development and quality of life.

## **Personal Reasons**

In this research, we sought to determine the competitive advantages that could have Colombia enrichment or enhancement of the port of Buenaventura, as this would not only improve their capacity to receive vessels of greater weight, but also increase their efficiency or performance management containers and thus be able to serve Panama as a transshipment port. With this study, they will present the opportunities that may be useful to improve the current situation of the economy.

## **1.4 Objectives**

### **1.4.1 General objective**

Conduct study that allows us to diagnose the current state of competitiveness in the social and economic environment of the port of Buenaventura.

### **1.4.2 Specific objectives**

- Consider the importance of the seaport of Buenaventura in economic and social development of the city.
- Knowing the current state of the port of Buenaventura to determine the capacity and operational and technological infrastructure present.
- Study the administrative infrastructure available to the port of Buenaventura in order to determine whether or not it meets standards of international competitiveness.

## **1.5 Methodological framework**

### **1.5.1 Method**

The method to be used to address the subject of studies is research, interpretation and analysis of data, graphs and news, with qualitative and quantitative approaches that allow taking the perspective of the limited capacity of the Regional Port Society

of Buenaventura and its impact actors such as local government, population, the port society, exporters and importers.

### **1.5.2 Methodology**

#### **Secondary information collection**

Since this work is purely investigative and interpretive essentially secondary sources of information will be used as bibliography and cibergrafia on Regional Port Society of Buenaventura, news, publications, books and government and international trade magazines, see sectoral statistics and national, business reports, databases, all in order to build and develop the object of study with the analysis and prioritization of the information found on these sources.

### **1.6 scopes**

This study aims to analyze the use of the capacity that has the regional port of Buenaventura and its impact on both the economic and social field within 3 years, taking as a starting point in 2013, from queries the different actors involved.

It will analyze and interpret the situation of regional port currently fortune and effects that causes little identification of the actual capacity that could count the port.

## **2. Project execution**

### **2.1. History and background of fortune port**

To look at it from a point of view in more detail the creation of fortune must remember the arrival in the land of Vasco Nunez de Balboa in the year 1515 after making his landing in the great Caribbean coast wanted to cross the so-called Dariel order reach the end of what gave the same name as the Pacific Ocean. In the history data from the beginning would be very little importance to see created in buenaventura a sustainable population and that otherwise the strategy step would

be set into the territory, thanks to this fact, Buenaventura would be marked by long are revealed with destiny now that would be a major port of entry for goods that would help the steady progress of our country.

Followed by the arrival of Juan de Ladrillero and Pascual of Andagolla between the years of 1539 and 1540 which were noticed to where they were addressed their intentions to never create a stable population in fortunes thanks to different reasons they called including the great thick jungle, the temperature increases, the resistance of the native and high humidity with which had at that time the territory of buenaventura.

With the passing of the years would have the same fate as the sixteenth century and much of the XVII century, time in what really was very difficult to create definitive settlement and durability of people these same, over the years a great barrier would be created would not allow any activity related to the entry or exit of goods or services in this area of the country, it is to recognize that numerous attempts were made to remove these barriers and return to port activities.

The city of Cali by the authorities should be recognized by this situation, the barrier limiting port activities would be a poor situation to progress and that the port would later be a beneficial point for the advancement of the city.

After the problems that were created such as the denial of some sectors that would be more than all being benefited by the various precarious situations that had ground transportation between the city of Buenaventura and Cali, citizenship of Cali opto middle of the XIX century by opening the old road that would connect the port with the city of Cali again.

### Graphic: Island gravel pit in the municipality of Buenaventura



Already for the previous period (nineteenth century) would have a population that belonged to fortune, located on the island of gravel pit, these were some natives of the region or traders who realized that this place would have the possibility of a beneficial support for their families in activities such as the cultivation of agricultural products and fisheries. An important feature is that a parochial mayor, a recorder, a governor and a notary for the territory of fortune which would also have wood buildings be named. This led to the creation of a decree to formalize the opening of what we call the port, with the proviso that it would be a free port. Cali's government in order to encourage the population to look appealingly sometimes made fortunes actions as the delivery of land and permission to build new properties. At the same time the arrival of the different and called colonizers from Europe and the United States, which were characterized and recognized by ideals construction of so-called private docks in buenaventura identified and this would result came even work consulates of different countries in the territory.

Come the end of the nineteenth century and taking into account the various efforts to make fortunes a city with development, visitors from foreign countries identified

that not be because people have a real port potential where the entrance and exit of goods is created and service this population would simply inhabited by a large number of unhappy homes.

Given that always the city of Buenaventura was a great development opportunity thanks to its port potential, and that even looked like a city full of prosperity but with important and major issues or geographical limitations, Buenaventura Gartner (2005 ) recognizes that between 1960 and 1980 the first step will have to be building lot (Filling the field) Long before continuing with the creation of buildings. Thanks to this we we realize the bad conditions of geographic kind with which people had at the time of intending to possess adequate housing on the island.

With unfortunate arrival of some situations that were not the best on the island of carcajal occurred ending the nineteenth century and comendando the twentieth century, which led to the entire population thought that these events as was the arrival of diseases such as smallpox or yellow fever lead to the death of all who at that time inhabited the island, it is important to mention that not only these unfortunate events occurred, a wave of fires that were responsible for consuming the drinks buildings and house also untie they had built with much effort the people of that time and also were high an earthquake of great magnitude in 1906 near the coast of Tumaco, even with cough these facts the population still had some hope of seeing buenaventura a place worthy to live

Giving way at the beginning of the recovery of the city with different and multiple works that were carried out and the increase in what they called commercial activities, it reaches the point where the island is attractive to a large number of workers, many of they would not receive lucky enough to get a decent job for livelihood and thanks to this would lead to them having to devote himself to a life harming the peace and creating insecurity to the rest of the inhabitants. Given that by 1925 the port of Buenaventura was traffic over a fifth of the trade that foreign country and within coffee exports by 15%, this would give a clear concept of what for the territory would be beneficial one stable port.

Later in 1931 another tragic situation happened to the population which was a fire in considerable proportion which this time took place in a store that was one of the main streets of the city. The fire was considerable thanks to its surroundings the most important buildings like we were the harbourmaster, hotels and trading house theater, customs and the railway among others were located.

Focused on the recovery would have to take the city thanks to the different events that occurred and that in some way devastated the good progress for which was the island, many people concluded that there were more attempts and good intentions with that things would make it really took place, since the plane would have a series of promises that ultimately were not real and that by the end of the twentieth century fortunes would still contrasts of wealth that the territory passed and of wealth that really fortunes could be benefited from other side "April Gniset (2012) released" that wealth in and out through the port but nothing stays in the improvement of the population "

Now day Buenaventura is an established Colombian city and is perhaps the most important source of goods on the Pacific Ocean, which in a way makes Colombia has a constant and balanced progress, since cargo volume corresponding to the movement made this place is on average 60% of that moves across the country, the city of fortune gives thanks to his name as he was named that way because it created the day of the great feast of St. Bonaventure and very characteristic which has the place is that it has tranquility in the bays.

In the year 1916 it is given great start to the construction of a marine terminal fortune and then past eleven years later this was formalized the important use of the bridge named piñal. In the year 1958 would then have to be given the importance it deserved the port of Buenaventura as the main seaport, this is done with the intention of giving some independence the country to marketed products, this impulse is given in the time of administration of Mr. Lleras Camargo.

A year later will the momentum of the creation of the company which ports of Colombia gave thanks to the law 154 of December 24 taking into account that the

effective date occurs in the month of July 1961. La then called port of Colombia in 1975 with the appointed Legislative decree 521, which creates the restructuring of the company ports of Colombia as a company that would be commercial and belong to the state, 5 years later in Colombia decree 1174 of 1980 created the which main objective is to hold the so-called ports of Colombia of the entire national port system ..

In 1991 in the government of Colombia the idea of supporting the economic policy in the internationalization that was necessary at the time was created, it was necessary modernization of the structure looks that in fiscal reforms, financial, foreign, foreign exchange and foreign investment trade was issued the law 01 January 1991 then by a new status of ports maritime faculty are all entities that are public and private to have the ability to create port companies would take care of all the management ports, and by that time the company called ports of Colombia disappears.

Today the port of Buenaventura is gaining prominence in the maritime transport of different goods to and from the country, which has generated a great contribution on issues such as globalization that is taking place thanks to the movement of goods in this terminal.

## **2.2 Port infrastructure**

The maritime terminal which we know today has 14 docks and is managed by the large regional port society of Buenaventura, then has a great depth of the access channel, as well as the berths and our logistics infrastructure which allows the port receive ships up to 350 meters in length.

The zone of influence that counts the port of Buenaventura is as involved in the main cities of Colombia, which then gives this too great advantage is the ease for the respective movement of all goods .



Buenaventura port has an area of 650 thousand square meters and is recognized as the only port in Colombia multipurpose what it does best in competitive before other maritime terminal benefits.

In addition, the port has a terminal which is specialized in containers, in which more than one kilometer within the mooring line to the issues of maritime terminal operations Buenaventura has:

- Two super post panamax gantry cranes
- Four panamax gantry cranes post
- Three mobile cranes

And considering that through the important TECSA specialized container terminal operator, the port has:

- 22 RTG cranes
- 48 terminal tractors
- 48 platforms
- 15 reach stackers
- 4 elevators that handle empty containers 7 + 1
- 4 elevators which has a capacity of 16 tons.

Importantly, all these features make the maritime terminal offers customers all major standards of productivity to carry out a very good operation in the movement of goods.

**Figure 1: Port Society of Buenaventura**



Fuente: [www.sprbun.com](http://www.sprbun.com)

The port is characterized by having a static capacity which exceeds 2000 teus, in addition to also have a modern and efficient container yard which are refrigerated, a good development of activities with these types of containers is done as it has the capacity of 384 electrical outlets for pampering.

The seaport has a position traque which is multipurpose and east by 204 meters where general cargo operations are developed and called ships car carrier, in the same way the seaport has a berth in which there are 190 meters where different ships arriving at the port of buenaventura with liquid bulk products such as coal bulk and likewise other different products family of minerals are met.

The seaport has terminal bulk solid also recognized nationally and Latin America as the most modern and which has a mooring line of 525 meters, the warehouses

with a mechanized system, sheds and silos that help deliver a static have a producing capacity storage that exceeds 210 thousand tons.

The port of Buenaventura has great service to provide all necessary for storage of goods of the main products exported are doing as they are for the Colombian case sugar and coffee logistics.

All these qualities make the port of Buenaventura positions at the No 17 against other marine terminals in Latin America, where we see that the movements out of the most important for our country goods are made.

On security issues Buenaventura port has control of all operations performed in it, as it has a system called COSMOS which is a management software containers, cargo, bulk and fractioned, this allows all planning activity loading and unloading of goods and also the utilization or optimization of patios which has the port for storage.

It is vital for the seaport that all activities are regulated safely. It is noteworthy that in the port of Buenaventura has both physical security and electronic 24 hours a day, 7 days a week, which is summarized in more than 300 men, sea and land patrols, different communication equipment such as so are the 300 cameras that comprise the port of Buenaventura way fixed cameras and 69 mobile way.

At the entrance to the port, this has biometric readers for personal and different entry controls both vehicular and pedestrian, in conclusion you look seaport is to ensure as much as possible safety in all operations and this aspect is a great complement to the different services that users can find in the maritime terminal.

**Table 1: springs and characterizations**

| DOCK      | UTILIZATION                          |
|-----------|--------------------------------------|
| 2,3,4     | Multipurpose (450 meters)            |
| 5,6,7,8   | unloading of containers (600 meters) |
| 9         | download sugar (205 meters)          |
| 10,11,12, | unloading of bulk solid (527 meters) |
| 14        | liquid bulk (platform 70 meters)     |

Source: prepared based on the information society regional port of Buenaventura.

### 2.2.1 Access channel

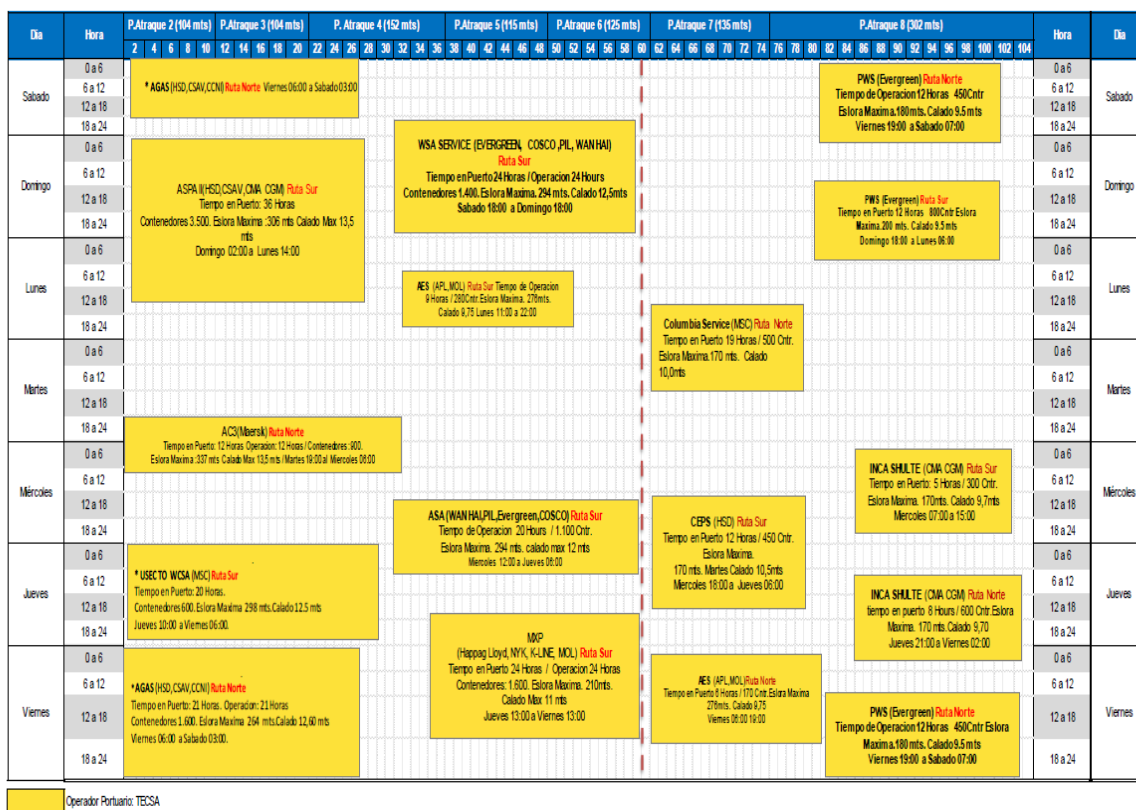
The access channel Buenaventura Marine Terminal has a length of 31.5 kilometers equivalent to 17 nautical miles. The depth is 9.1 meters at low tide (Zero Equal) on the outside (sea buoy Punta soldier) and the inner bay (-24 to buoy Buoy 23 40 corner diagonal spring No.2) depth is 12.5 meters at low tide = 0.

Access channel amplitude 200 meters on the outside (sea buoy tip soldier) and 160 meters on the inside (Buoys 23 to 24 to Buoy 40 corner diagonal spring No.2)

This allows us to identify as if the investment in broadening and deepening dredging, compared to the other most important in the world national and international ports, information will quote later, as it develops the subject is necessary.

Figure 2: Windows current motor boats berthing container ships 2015

## Motonaves Portacontenedores Año 2015



Source: Port Society of Buenaventura

This picture gives us understand the times of operation that manages the port with the various port operators, their operating times, number of unloaded containers and dredging necessary to avoid stranding of ships and motor boats.

## 2.2.2 Services.

**Table 2: services provided by the regional port company by type of cargo buenaventura**

*Tabla 5 Servicios Prestados en el SPR de Buenaventura por tipo de carga.*

| Servicios  | Contenedores | Granel Solido | Granel Liquido | Carga General<br>Fraccionada - Multiproposito | Naves |
|--|--------------|---------------|----------------|---|-------|
| Llenado  | ✓            |               |                |   |       |
| Vaciado  | ✓            |               |                |   |       |
| Reparacion de contenedores secos y refrigerados                          | ✓            |               |                |   |       |
| Almacenamiento   | ✓            | ✓             | ✓              | ✓   |       |
| Suministro de energia  | ✓            |               |                |   |       |
| Manipulacion   | ✓            |               |                |   |       |
| Porteo de Carga  | ✓            |               |                | ✓   |       |
| Inspecciones: zoonosanitarias, fitosanitarias, antinarcotico y aduanales | ✓            | ✓             |                | ✓   |       |
| Control portuario  | ✓            |               |                |   |       |
| Pesaje   | ✓            |               | ✓              |   |       |
| Diligenciamiento de comodatos  | ✓            |               |                |   |       |
| Cargue   |              | ✓             | ✓              | ✓   |       |
| Descargue  |              | ✓             | ✓              | ✓   |       |
| Empaque  |              | ✓             |                |   |       |
| Toma de muestras   |              |               | ✓              |   |       |
| Suministro de estibas  |              |               |                | ✓   |       |
| Consolidación y Desconsolidación   | ✓            |               |                |   |       |
| Control de vectores  | ✓            | ✓             |                | ✓   |       |
| Servicios logísticos   | ✓            |               |                |   |       |
| Servicios de bascula   | ✓            | ✓             |                |   |       |
| Trinca y destrinca   |              |               |                |   | ✓     |
| Pilotaje   |              |               |                |   | ✓     |
| Remolcadores   |              |               |                |   | ✓     |
| Muellaje   |              |               |                |   | ✓     |
| Tratamiento de desechos solidos y liquidos                               |              |               |                |   | ✓     |
| Suministro de agua y combustible   |              |               |                |   | ✓     |
| Lubricantes y avituallamiento  |              |               |                |   | ✓     |

*Fuente: Sociedad Portuaria Regional de Buenaventura.*

Source: Sociedad Portuaria Regional de Buenaventura

The above list taken from the official website of the SPRBUN shows the portfolio of services offered to maritime transport, consisting of the liner and tramp.

What we suggests that it is prepared to meet all the needs and contingencies that may arise during operations or users who frequent or are only passing through the facility.

### 2.2.3 Cargo Handled types..

**Table 3: Types of cargo handled**

| Carga            | Descripción  |
|------------------|--|
| Gráneles sólidos | Cuenta con 16 grúas pórtico de patios sobre neumáticos RTG'S para el traslado, almacenaje y entrega de contenedores.                                       |
| Granel líquido   | Posee 14 líneas independientes y segregadas para el bombeo simultáneo, con sistema contra incendio y una potente grúa para operar todo tipo de mercancías. |
| Multipropósito   | Dotado con tres grúas móviles multipropósito con capacidad para manipular hasta 104 toneladas.   |

Fuente: GIE- SIC con base en (Sociedad Portuaria Regional de Buenaventura - SPRBUN, 2011).

Source: Regional Port Society of Buenaventura

This table shows that the port terminal to handle more fortune tends bulk merchandise palletized by specialization in the division and suitability of different springs, which we will discuss below in more detail.

This terminal has three specialized quays No. 5, 6, 7 and 8, has a berthing length of 600 meters, where they operate gantry cranes on rails Post-Panamax, mobile cranes and a patio with 384 outlets for refrigerated containers.



Fuente: Fotografías tomadas por la SIC en la SPRBUN (2013).



Fuente: Fotografías tomadas por la SIC en la SPRBUN (2013).

It has a mooring line of 525 meters from the dock 10 to 12 and currently owns bulk cargo unloaders mechanical and pneumatic.



Fuente: Fotografías tomadas por la SIC en la SPRBUN (2013).



It is equipped with 14 independent lines and segregated for simultaneous pumping, the spring 14 is part of the modernization works of the maritime terminal of Buenaventura, this has a modern fire control system, a crane that handles all types of pipeline and platform 70 meters. It is notable mainly for handling liquid bulk.



Fuente: Fotografías tomadas por la SIC en la SPRBUN (2013).

It has three piers which are multipurpose equipped with three mobile cranes with a capacity to handle up to 104 tons each.



Fuente: Fotografías tomadas por la SIC en la SPRBUN (2013).

Based on this information we can infer that the structure houses the ability for most common processes presented in foreign trade and demonstrates its vast autonomy

within port activities, so that in a changing and voracious for new technologies world can continuously transformed infrastructure in order to acquire high levels of international competition and cost optimization.

**Table 4: Overview of achievements of regional port company Buenaventura**

| <b>Descripción</b>   | <b>Logro alcanzado</b>   |
|--|--|
| <b>División del puerto en terminales especializados (Contenedores y Gráneles)</b>                      | Permite alcanzar economías de escala y mejorar en forma sorprendente la productividad operativa.   |
| <b>Optimización de las labores de mantenimiento de la profundidad del puerto</b>                       | Por medio de técnicas de dragado eficaces y relativamente económicas se logró ahorrar recursos económicos y mejorar las características náuticas del Puerto.   |
| <b>Existencia de grúas pórtico para contenedores para el trabajo en muelles y en patios</b>            | Permite que el Terminal de Contenedores se convierta en una instalación de primer orden en el contexto nacional e internacional  |
| <b>Implementación de un sistema automatizado para la gestión del Terminal de Contenedores (COSMOS)</b> | Mejora la eficiencia de la terminal y posiciona a la empresa en un lugar privilegiado de la cadena logística frente al manejo y la disponibilidad de la información.                                       |
| <b>Mejoramiento del sistema de seguridad física</b>  | A través de inversiones en sistemas avanzados, el puerto se convierte en uno de los más seguros del país y de la región, facilitando el comercio exterior específicamente con los Estados Unidos y Europa. |

Fuente: GIE- SIC con base en datos de SPRBUN (2013).

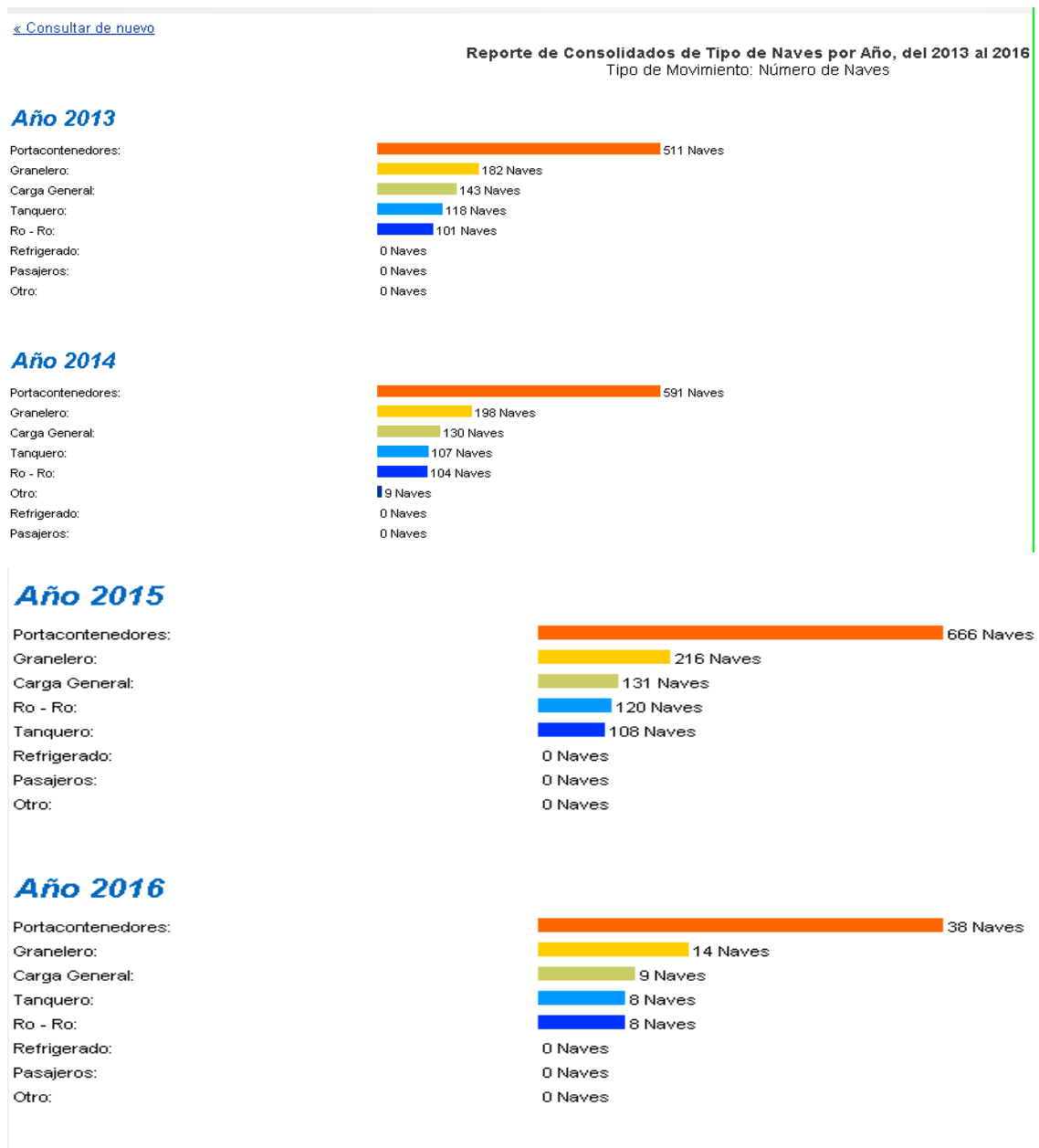
Source: Regional Port Society of Buenaventura

As seen in the above table, each change, innovation and modernization strategy has made the port of Buenaventura an increasingly detailed focus of domestic and foreign investment.

## 2.2.4 Quantity And Number Of Steam-Ships, By Type Of Container And Goods.

The following figures show us the number of steam-ships of arrivals, type of container and load, in a period from January 2013 until January 2016.

**Figure 3: Quantity of steam-ships brought to the port of Buenaventura.**

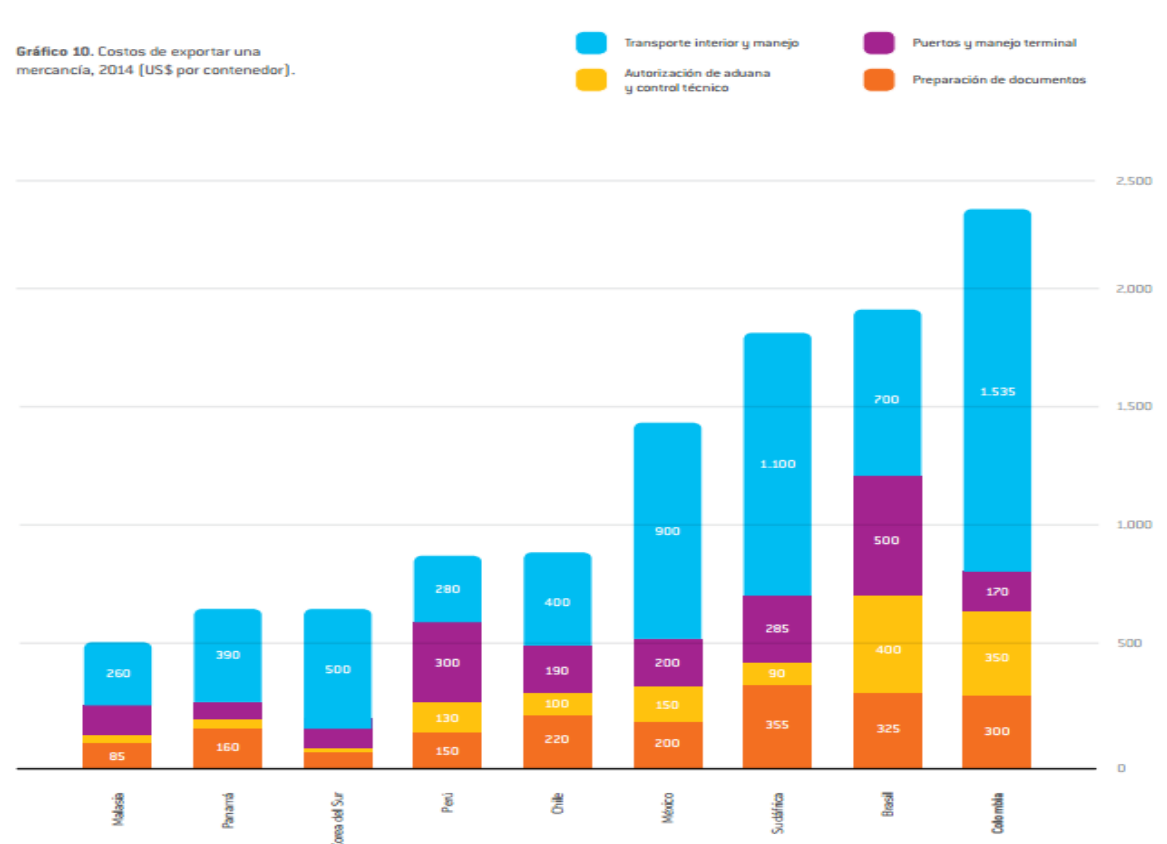


Source: regional port Society of Buenaventura

The previous graph allows us to identify as in recent years, even taking the port terminal the necessary means, exposed above; for handling containers type chilled, there has been no process concerning this type of cargo, which generates the unknown, of the reasons for this situation and at the same time the opportunity to deploy inside the spring models for its use, modification or removal if necessary, perhaps with the importation of products of this type for this port or as the case may be replaced by a more widely used and effective, taking into account the processes most exploited within the same.

## 2.2.5 Port Logistics SPRBUN

**Figure4: export costs of goods**



Source: Privy Council of competitiveness

As noted in the previous graph, given the delays in the implementation of the National Policy Logistics (Conpes 3547/2008), CPC (Privy Council of competitiveness) has been insisting on the need to expedite the process of structuring and implementation of the studies that currently exist on logistics platforms. In this regard, the NDP proposes the establishment of four logistics platforms to 2018, two in the Centro-Occidente region and two in the Pacific region. Equally, article 8 of the law the PND, enables customs operations that define the DIAN in this type of infrastructure. It is therefore expected that at the end of the four-year period, the country can count on these platforms connected with projects 4G and those identified in the Master Plan of intermodal transport. (competes, 2016)

In order to optimize the state of the regional port of Buenaventura, there is a need to strengthen the relevant authorities at the improvement of the road infrastructure and immediate and intermediate accesses to the port with the aim of giving greater agility to the processes and generate security in the transport of the load. This would also assist in promoting the establishment of logistics and distribution centers both in the port territory as in areas that are adjacent to the port, adding that could encourage a great commercial and recreational area which would generate simultaneously an economic boost based on the increase in consumption, employment generation and growth of tourism both within and outside the region.

The costs in the export process in Colombia exceed highly the average standards at the global level, what you can show in the table below, and by which we understand the difficulty that generates this problematic given at the national level, for an effective and prosperous development of both national and international trade.

### **2.2.6 improvement plans for the Regional Port of Buenaventura**

Port of Buenaventura has in mind its early modernization, so the constant improvement of its services ,and to carry out this plan which aims to mobilize 27 million tons projected to he year 2032,thanks to an idea of the government to locate buenaventura among cities that have port between the most competitive in the Pacific and in the entire world ,also thinks of a plan of short-term investments, thanks to the foreseeable increase in traffic and the movement of goods that are in the external trade, as it is to record the CONPES Document 3342 where we see Clearly what are the projects to be undertaken with the resources of the consideration.

## **2.3 Legal Framework**

### **2.3.1 Policy analysis through the story**

then for when the nineteenth century and taking into account that the city of Buenaventura had a great step forward in the topics referred potential port, and recognizing the effort to make this city a place developed which not used a lot because these efforts were in vain , all those people that they only made a step by Buenaventura as tourists or visitors recognized that if it were not for the great potential that has the city port ,the city would be only a place abounded of poverty for all the inhabitants and some bad guarantees for the good life of its inhabitants.

Then we find that in the great evolution that has occurred in Colombia in the logistics is vital to identify the era of COLPUERTO ,which took place between the years of 1959 and the year 1993 which was based on the Law 154 of 1959 who then I believe the call company ports of Colombia.

(COLPUERTOS) and giving then as main function to the same the full administration of the different ports they had and also giving the complete monopoly of the burden that had movement at that time, after a few big problems in question of the different ways of inappropriate how they handled the administrative part of the company and sumándoles the absence of competition, which led to the establishment of a few serious problems of inefficiency within the company that in turn led to the same called COLPUERTOS had a few large cost overruns of which the main affected would be users as these directly would be involved in the payment of the same .

As having a future unfortunate which was unpredictable thanks to the bad administrative decisions ,the company COLPUERTOS begins to generate negative balances and given to the creation of the Law 1 RA 1991 ,which is based on the fact that it was very important to suspend the so-called monopoly of the handling of the different ports in the country and in this way create concessions for independent to the different springs that existed in the country as they were then : santa marta ,Barranquilla ,Buenaventura and Cartagena, this leads to the liquidation of the COLPUERTOS call , the new independent companies were expected to be efficient as they were autonomous to decide that would improve its procedures , To have as a final result the search for the generation of large utilities that will bring great benefits to the country.

To look in more detail we find that Law 1 first of 1991 also creates the General Superintendency of ports and then at the same time would provide the basis for the privatization of the various ports and the early establishment of the operating companies in the country.

The maritime terminal of Buenaventura then passes to be managed by the regional port society of Buenaventura with a top of the previous activity the day 13 December of the year 1993 and with a license which would cover 40 years of concession, taking into account that the new activity would be governed

By the rules of private law, it is also important to highlight that at the beginning of the year 1993, and when starting the activity of the regional port companies are created a few different logistical inconveniences in the country, as they were then the lack of road infrastructure, airport and port, resulting in the decline in productivity, efficiency and competitiveness of the provision of the different port services which are offered to clients

### **2.3.2 Port Reform**

For then the year of 1991 in which Colombia began the call port reform, because we found that the main objective of the Government of Colombia was to make known to the Congress of the Republic a draft statute of seaports in the country, approve this then as the Law 1th of 1991. And thanks to this measure, a shift occurred in the radical fully referred to the situation of the ports that are inside the national territory and giving as conclusion that thanks to which it has given authorization to liquidate the company called Col ports, and that was later results in the creation of the very important General Superintendence of ports, Port Societies and the formation of companies of private port operators.

Returning to more background the previous law mentioned, we can observe that had as its primary objectives the elimination of the so-called monopoly of the various ports in the country followed by the delivery of these same in granting, also had as objective to give the first impulse of the great modernization of ports in Colombia and the search for the best possible efficiency that could give, in this case talking about the improvements in the different operating times that could have the port activities and trying to create the reduction of the costs, better rates for users and an improvement in the quality of the service offered.

Before the establishment of the first law of the year 1991, the port system of Colombia was divided into public port, which were managed by



A company called ports of Colombia, which would refer to COPUERTOS located in the city of Santa Marta, Cartagena, Barranquilla, Tumaco and Buenaventura.

The most important law 1ra 1991 brought a new approach to the legal framework of the great port sector in Colombia, where then played a very significant role the state in what was the regulation and the planning and then gave to the liquidation of the company Col ports, with this liquidation of the company col ports also then authorizes the establishment of a fund which is then responsible for all pensional liabilities with what had the company in liquidation process and in the same way by creating the very important General Superintendence of ports and port also those societies, giving as a next step the constitution of the important Colombian companies of port operators

Speaking Then a new form of organization of the ports that had Colombia and which was noted that sought and had very clear that they should redesign the important role that the State has at the level of the various port activities, it was also important to be clear that they wanted to eliminate the monopoly port and thus provide the ease of which it is believed the participation of the private sector and what would be called the freedom of enterprise and put an end to the call free the many goods of public utility for end then be used with the main purposes of the port.

With these changes which the country are looking for was that the private company had more involvement in what was called the port activity since what the country needed was affect to these company assist the improvement of competition and this would raise the rates of investment that would occur in the port sector.

Highlighting the role played by the State which then would be devoted to the important task of planning and followed with the to carry out a good execution of the different concessions, the State also devoted time to creation

The normal development of the different port business continued on the effective implementation of all contracts.

It was also created the great structuring and identification of four so-called actors in what would be the port thing as they were then port operators, public authorities, societies and societies port regional port

something meaningful that occurred was the differentiation and identification that was created between what were the so-called maritime purposes and what was the so-called port aims, clear is understood as end to the port activity that is developed and that facilitates all those operations that will be loaded and in the same way download of ships that carry or bring goods to the national territory, while the port activities are monitored ,Controlled and inspected by what we understand is The Superintendency of ports and transport which was governed by the Ministry of Transport and corresponding to the sea to the maritime directorate general ,which at the time was governed in the same way by the Ministry of Defense of Colombia.

The biggest difference that exists between these two activities which are the maritime purposes and the purposes of port would be based on that the figure would be port of the contributions and in addition to goals enjoyment and exclusive use and also which was temporary of all goods of which was public use in the different beaches and different areas of low tide which had as a figure of contract ,in maritime activity we can note that there is no remuneration and taking into account that the authorisations are under the figure of only the administrative authorization

## **2.4 generality of the Port of Buenaventura**

Legiscomex in recent reports spoke of Buenaventura:

"The Buenaventura port is located on the Pacific coast to the Southwest of the country in the department of Valle del Cauca. Thanks to its strategic location, allows

A direct connection with the west coast of the USA, the main trading partner of the country. The location facilitates the access to the market of Ecuador, Peru and Chile. The port of Buenaventura is of multimodal transport. The access channel has a length of 31.5 km, equivalent to 17 nautical miles. Outside the bay: the depth is 9.1 meters in low tide (Zero Equality); within the winery: The depth is 12 meters in low tide (equal to zero). Spring has a length of 2,001 meters. The depth of 12 Mt, (in minimum average tides) limits the arrival of boats that require more depth and limits the load weight of the ships. The breadth of access channel is 200 mts on the outside and 160 mts in the inner part". (Legiscomex.com portal specialized in international trade, 2014)

The Superintendency of ports reports that the port of Buenaventura improve its efficiency in average wait time for container ships in port of 10 hours. This is due to the port gained six gantry cranes on rails post-panamax ships, and 3 multipurpose mobile cranes. The most efficient of the gantry cranes, moves up to 35 containers / hour. The port has a specialised terminal of containers, 22 cranes to move, piling and deliver containers.

Since the year 2010 the port has been working on the dredging and improves the access channel, to have this year, an average depth of 15 meters and improve the time of service.

The main bottleneck is the land transport, there were delays in the collection of the nationalized property, because the cargo vehicles take longer transit from the center of the country and from the port, due to the inadequate road infrastructure. Land transportation is one of the direct business of the port with the city of Buenaventura. Unfortunately the bad structure of the routes from the port toward the interior of the country means that this is expensive and limited.

The port of Buenaventura has an ordinance for the humanitarian aid, in the event of a national emergency declared, humanitarian cargo ships will have the priority in the terminal

## 2.4.1 Port Society Comparative Cartagena Regional Compared to the Regional Port Society Buenaventura

According to press releases made by the DANE:

"Colombia counts with nine port areas, seven of them in the Caribbean coast: La Guajira, Santa Marta, Ciénaga, Barranquilla, Cartagena, Gulf of Morrosquillo, Urabá and San Andres, and two in the Pacific: Buenaventura and Tumaco. Cartagena, Barranquilla, Santa Marta, main ports of the Colombian Caribbean, make up a diversified offer both in public and private terminals that compete among themselves and with others in the region. The port of Buenaventura has managed to consolidate its position as the main multipurpose terminal in the country and which are carried out a good part of the exports and imports of non-traditional products". ( DANE 2014)

According to the magazine America Economia Intelligence positioned terminals of Cartagena (Job 9) and Buenaventura (since 17, which has been widely criticized by the extreme poverty and generates more than 2000 million) between the best of America, by its quality port, cargo movement, private investment, port activity, infrastructure, connectivity, rotation of loads, social impact, environmental, political and economic.

### **Current Status Analysis Cartagena Regional Port Society The most effective in the country**

according to the National University of Colombia:

"The port with the best level of efficiency in operations is the of Cartagena. The factors that place the SPRC among the first ten posts is by the fact that count with a free zone, have investment plans by 1,000 million dollars in the medium term, count with a fleet of post-Panamax gantry cranes and mobile to transport and store in their warehouses, patio and vessels, containers of 20, 40 and 45 feet, with appeal of up to five high and seven to the width, services of upload, download, repesaje TEU, mobilization for filling and inspection by the customs authorities of health and port control, 8 springs, 5 wineries, 5 patios and administration buildings, the strategic position and natural conditions of Cartagena which the Have converted into a fortress for the entry of large vessels (31 ft) to its springs, mobilizes freighters multipurpose, containerships, Ro-Ro, Tourism and Granelpesquero. port infrastructure with capacity to deal with large international shipping companies of 5000 TEUS and in turn mobilize 1'200,000 TEUs although in relation to the port of Buenaventura in terms of depth and stalling this is much lower, limiting the entry of vessels of great magnitude. As additional data the port aims to be one of the 30 best Megapuertos in the world in 2017, date on which will have the capacity to move approximately five million containers. The Cartagena Port Society You bet on the construction of infrastructure to meet the needs of the FTA signed by Colombia with several countries. " (National University of Colombia 2015).

According to the World Bank:

■SPRC is the port that is less problematic, and even highlights the excellence in administrative aspects, security, hygiene, internal organization. In operational efficiency is catalogd as Class A, in Latin America. It is specialized in the handling of containers and has high income by cruises. It is well equipped for handling containers.

Its limitations are in the shortage of area because it is surrounded by the city, the shallow waters and some limitations of access by road. " (World Bank, November 2015)

Although the recommendations given by the international organization were taken into account by the National Council of Economic and Social Policy to document the Conpes, approved last 14 March, the Government is aware that the conditionality in the increase of port efficiency is derived from the fiscal constraint facing the country, which hinders the timely intervention in the improvement and attention of the needs for access to both by water as by land.

In the study conducted by the World Bank at the ports of Buenaventura, Cartagena, Barranquilla and Santa Marta, which since 15 years ago are in the hands of companies private harbor, shows and call attention to the influence that generates in most of the ports, the social problems of the cities where these terminals are located and that in particular has been affecting the productivity of Buenaventura.

## Current Status Analysis Regional Port Society of Buenaventura

### Graphical: regional port Society of Buenaventura



Source: regional port Society of Buenaventura

The newspaper THE PUBLIC TIME overview made the following aspects:

"Buenaventura is located in the southern part of the Pacific coast of Colombia and is formed by three islands: El Morro, the vicious and Tumaco, nations by bridges.

Investments: are planned 450 million dollars, of which 175 will be destined to computers, 215 million in infrastructure and 60 million dollars in logistics. In this 2015, will be 150 million dollars.

Products that are imported: corn, wheat, soy, soybean oil diesel, vehicles, steel, distillate of maize, petrol, soybean and gypsum.

Products that are exported: sugar, molasses, machinery, tubes and miscellaneous.

Mobilization of cargo: with 32% of participation in 2014, is the second with greater mobilization with 11 million tons, of which 8.4 million correspond to imports. Its main type of loading is the containerised, which represents 51% of the total. Capacity of 18.857 TEUS and mobilization at the day of 266.419 TEUS, stalling approximately 13 feet, mobilization of gráneles solids, liquids and multipurpose.

Movement of containers: reached a figure of 5.6 million tonnes, corresponding to an increase of 9% compared to 2013, which reached to mobilize 5,1 million tonnes.

The solid bulk - different to coal - is the second type of load that more be mobilized, with a 33 per cent of the total.

This is the fourth national general port society with more traffic, with a participation of 11.5% of the total to 2014 port, with a percentage change of 4 per cent with more than 11 million tonnes" (Newspaper THE TIME public on 28 August 2014)

"The SPRBUN although does not have competition in the Pacific presents problems in the administration due to the diversity of interests in conflict. Still Has the culture of public enterprise and is highly influenced by the local environment. Registers congestion due to space limitations.

The land access is one of the most severe restrictions. The investment climate is unfavorable and the social problems of the city have a high incidence in the port. There is poor internal security in regard to the operation of the port and poor hygiene. The investment commitment of the port is minimal and has only nine years of contract to the Port Society.

Among the immediate needs is the expansion of the operational area in the 50 per cent and deepening the canal, which requires investments of \$130 million, i.e. about 325,000 million pesos of private investment and 10 million dollars (23,000 million pesos) of public investment." (Newspaper THE TIME public on 28 August 2014).

## 2.5 Social problems around the Regional Port of Buenaventura



According to a publication by the country.co.co while the port is developing rapidly, the city is left behind in the social field.

80 per cent of the population live in poverty.

34% are in extreme poverty

Is recorded between 50% and 60% unemployment.

There is only one network of electrical energy for a city of half a million inhabitants

The newspaper El Espectador gives visibility to the following findings:

"The bonaverenses are trapped in a dramatic scenario of the armed conflict: while the FARC guerrilla dominates his rural area, the new forms of paramilitarism, less ideological and more Mafia, are vying for control of the urban area and its population. These bands neoparamilitares operating under the names of the Company, The Urabeños, debris and males. A face most of this appalling panorama are the forced displacement, disappearances, killings, corruption, confrontation between bands, the fear of reporting has seized the population.

The newspaper The Time publishes that restrictions on access by road, saturation of space, little depth for maritime access, lack of equipment, inadequate security and administrative disorder, are part of the list of issues that affect the port of Buenaventura"(newspaper El Espectador,2014)





According to press articles published by the newspapers *The time and the bystander*:

"It invokes the urgency of a determined attitude on the part of the National Government to alleviate the violence and misery of their inhabitants. Hopefully this time it will heed the call, because until now they were interested only Buenaventura as a point of importation and exportation by the Pacific Ocean. Have never been concerned about social aspects, despite her explosive figures: 63 per cent of poverty; unemployment borders 50 per cent; the illiteracy is 17 per cent in urban areas and 22 in rural areas; 48 per cent of the school population lacks access to education; coastal population lives in a high risk area, is vulnerable to tsunamis and there is an impressive unhealthy; 60 per cent of the population has no sewerage and 30 per cent have no aqueduct. And more than 20 thousand displaced aggravate the situation.

The emergency was extended to all regions of the Pacific coastline, which are only of concern for exploiting their natural wealth, until the devastate, as happened with the mangle. The congressmen of Valle, Cauca and Nariño should join in this emergency and require the support required for its development.

Buenaventura is the municipality with the highest economic potential of Valle del Cauca. It is a city/port located in the coast of the Pacific Ocean by the that enters and exits the 60 per cent of international trade by sea of Colombia, which leaves a tax revenue of more than \$2 billion annually. Its rural area is an immense gold mine and its natural environment places it as one of the most biodiverse locations of the country. A powerful vegetation layer that extends to the department of Chocó and hosts important rivers such as the Dagua, the Anchicayá, the Calima, the Cajambre, the Yurumanguí, a part of the Naya and another of San Juan. It is, in a few words, one of the natural treasures of the country. However, the beauty of its geography, what their strategic location and the greatness of their resources make Buenaventura a fort that are vying for the most select of the crime of this country and some of the most encopetados entrepreneurs. A situation that makes it one of the poorest municipalities, unequal and violent across Colombia.

The worsening of the conflict that you live there, the appalling typologies of their violence and the enormous social divide that separates a wealthy minority of a poor majority, miserable and unemployed inspire sad phrases, such as that of the Office of the United Nations High Commissioner for Human Rights, Todd Howland, who then to compare it with the Congo, said: "The level of poverty of the population of Buenaventura is a shame for a country which, like Colombia, has money".(Newspaper *The TIME AND THE VIEWER*,2014 )

Stratification studies show that for every 100 bonaverenses, 73 are in the lowest strata (low-low and low).

The rest of the inhabitants, the study says, is distributed among the strata three and four, because in this city, with a port of international renown, there are no residents with income than those located in the strata five and six.

In concrete figures, the largest township of Valle del Cauca has 255 thousand inhabitants with a good part of its unmet needs. And 94 thousand bonaverenses have economic solvency.

## **2.6 Analysis of competitiveness of Regional Port of Buenaventura**

The indices of overall competitiveness, demonstrate that the infrastructure is a major pillar that affects the progress of any area of the country, was described as the quality of the infrastructure of the ports, which showed that the State in which are the roads of accesses to the same and the development of the activities is not expected. Note then that this annual indicator which reveals the competitiveness on a global level, according to the World Economic Forum, leads to Colombia to be located in the slot number 66 in the competitiveness ranking and as can be noted in the following table, Chile, Panama, Costa Rica and Mexico are Latin American countries that had a higher rating or are above the country.

One of the main reasons that Colombia has been described in this way the previous year, is because within the 12 main pillars of competitiveness is the pillar of the infrastructure, something that for the world economic forum is critical, particularly if the country seeks to be competitive.

It is clearly evident that Colombia is neither very under or very above the infrastructure is a major impediment to stagger in the world rankings since destabilizes in large measure the potential growth of the country in the good development of port activities.

Table 5: Global Competitiveness Index

## The Global Competitiveness Index 2015–2016 Rankings

| Economy                 | Score <sup>1</sup> | Prev. <sup>2</sup> | Trend <sup>3</sup> | Economy                | Score <sup>1</sup> | Prev. <sup>2</sup> | Trend <sup>3</sup> | Economy                  | Score <sup>1</sup> | Prev. <sup>2</sup> | Trend <sup>3</sup> |
|-------------------------|--------------------|--------------------|--------------------|------------------------|--------------------|--------------------|--------------------|--------------------------|--------------------|--------------------|--------------------|
| 1 Switzerland           | 5.76               | 1                  |                    | 46 Malta               | 4.39               | 47                 |                    | 96 El Salvador           | 3.87               | 84                 |                    |
| 2 Singapore             | 5.68               | 2                  |                    | 48 South Africa        | 4.39               | 56                 |                    | 98 Zambia                | 3.87               | 96                 |                    |
| 3 United States         | 5.61               | 3                  |                    | 50 Panama              | 4.38               | 48                 |                    | 97 Seychelles            | 3.86               | 92                 |                    |
| 4 Germany               | 5.53               | 5                  |                    | 51 Turkey              | 4.37               | 45                 |                    | 98 Dominican Republic    | 3.86               | 101                |                    |
| 5 Netherlands           | 5.50               | 8                  |                    | 52 Costa Rica          | 4.33               | 51                 |                    | 99 Kenya                 | 3.85               | 90                 |                    |
| 6 Japan                 | 5.47               | 6                  |                    | 53 Romania             | 4.32               | 59                 |                    | 100 Nepal                | 3.85               | 102                |                    |
| 7 Hong Kong SAR         | 5.46               | 7                  |                    | 54 Bulgaria            | 4.32               | 54                 |                    | 101 Lebanon              | 3.84               | 113                |                    |
| 8 Finland               | 5.45               | 4                  |                    | 55 India               | 4.31               | 71                 |                    | 102 Kyrgyz Republic      | 3.83               | 108                |                    |
| 9 Sweden                | 5.43               | 10                 |                    | 56 Vietnam             | 4.30               | 68                 |                    | 103 Gabon                | 3.83               | 106                |                    |
| 10 United Kingdom       | 5.43               | 9                  |                    | 57 Mexico              | 4.29               | 61                 |                    | 104 Mongolia             | 3.81               | 98                 |                    |
| 11 Norway               | 5.41               | 11                 |                    | 58 Rwanda              | 4.29               | 62                 |                    | 105 Bhutan               | 3.80               | 103                |                    |
| 12 Denmark              | 5.33               | 13                 |                    | 59 Slovenia            | 4.28               | 70                 |                    | 106 Argentina            | 3.79               | 104                |                    |
| 13 Canada               | 5.31               | 15                 |                    | 60 Macedonia, FYR      | 4.28               | 63                 |                    | 107 Bangladesh           | 3.76               | 109                |                    |
| 14 Qatar                | 5.30               | 16                 |                    | 61 Colombia            | 4.28               | 66                 |                    | 108 Nicaragua            | 3.75               | 99                 |                    |
| 15 Taiwan, China        | 5.28               | 14                 |                    | 62 Oman                | 4.25               | 46                 |                    | 109 Ethiopia             | 3.75               | 118                |                    |
| 16 New Zealand          | 5.25               | 17                 |                    | 63 Hungary             | 4.25               | 60                 |                    | 110 Senegal              | 3.73               | 112                |                    |
| 17 United Arab Emirates | 5.24               | 12                 |                    | 64 Jordan              | 4.23               | 64                 |                    | 111 Bosnia & Herzegovina | 3.71               | n/a                |                    |
| 18 Malaysia             | 5.23               | 20                 |                    | 65 Cyprus              | 4.23               | 58                 |                    | 112 Cape Verde           | 3.70               | 114                |                    |
| 19 Belgium              | 5.20               | 18                 |                    | 66 Georgia             | 4.22               | 69                 |                    | 113 Lesotho              | 3.70               | 107                |                    |
| 20 Luxembourg           | 5.20               | 19                 |                    | 67 Slovak Republic     | 4.22               | 75                 |                    | 114 Cameroon             | 3.69               | 116                |                    |
| 21 Australia            | 5.15               | 22                 |                    | 68 Sri Lanka           | 4.21               | 73                 |                    | 115 Uganda               | 3.66               | 122                |                    |
| 22 France               | 5.13               | 23                 |                    | 69 Peru                | 4.21               | 65                 |                    | 116 Egypt                | 3.66               | 119                |                    |
| 23 Austria              | 5.12               | 21                 |                    | 70 Montenegro          | 4.20               | 67                 |                    | 117 Bolivia              | 3.60               | 105                |                    |
| 24 Ireland              | 5.11               | 25                 |                    | 71 Botswana            | 4.19               | 74                 |                    | 118 Paraguay             | 3.60               | 120                |                    |
| 25 Saudi Arabia         | 5.07               | 24                 |                    | 72 Morocco             | 4.17               | 72                 |                    | 119 Ghana                | 3.58               | 111                |                    |
| 26 Korea, Rep.          | 4.99               | 26                 |                    | 73 Uruguay             | 4.09               | 80                 |                    | 120 Tanzania             | 3.57               | 121                |                    |
| 27 Israel               | 4.98               | 27                 |                    | 74 Iran, Islamic Rep.  | 4.09               | 83                 |                    | 121 Guyana               | 3.56               | 117                |                    |
| 28 China                | 4.89               | 28                 |                    | 75 Brazil              | 4.08               | 57                 |                    | 122 Benin                | 3.55               | n/a                |                    |
| 29 Iceland              | 4.83               | 30                 |                    | 76 Ecuador             | 4.07               | n/a                |                    | 123 Gambia, The          | 3.48               | 125                |                    |
| 30 Estonia              | 4.74               | 29                 |                    | 77 Croatia             | 4.07               | 77                 |                    | 124 Nigeria              | 3.46               | 127                |                    |
| 31 Czech Republic       | 4.69               | 37                 |                    | 78 Guatemala           | 4.05               | 78                 |                    | 125 Zimbabwe             | 3.45               | 124                |                    |
| 32 Thailand             | 4.64               | 31                 |                    | 79 Ukraine             | 4.03               | 76                 |                    | 126 Pakistan             | 3.45               | 129                |                    |
| 33 Spain                | 4.59               | 35                 |                    | 80 Tajikistan          | 4.03               | 91                 |                    | 127 Mali                 | 3.44               | 128                |                    |
| 34 Kuwait               | 4.59               | 40                 |                    | 81 Greece              | 4.02               | 81                 |                    | 128 Swaziland            | 3.40               | 123                |                    |
| 35 Chile                | 4.58               | 33                 |                    | 82 Armenia             | 4.01               | 85                 |                    | 129 Liberia              | 3.37               | n/a                |                    |
| 36 Lithuania            | 4.55               | 41                 |                    | 83 Lao PDR             | 4.00               | 93                 |                    | 130 Madagascar           | 3.32               | 130                |                    |
| 37 Indonesia            | 4.52               | 34                 |                    | 84 Moldova             | 4.00               | 82                 |                    | 131 Myanmar              | 3.32               | 134                |                    |
| 38 Portugal             | 4.52               | 36                 |                    | 85 Namibia             | 3.99               | 88                 |                    | 132 Venezuela            | 3.30               | 131                |                    |
| 39 Bahrain              | 4.52               | 44                 |                    | 86 Jamaica             | 3.97               | 86                 |                    | 133 Mozambique           | 3.20               | 133                |                    |
| 40 Azerbaijan           | 4.50               | 38                 |                    | 87 Algeria             | 3.97               | 79                 |                    | 134 Haiti                | 3.18               | 137                |                    |
| 41 Poland               | 4.49               | 43                 |                    | 88 Honduras            | 3.95               | 100                |                    | 135 Malawi               | 3.15               | 132                |                    |
| 42 Kazakhstan           | 4.49               | 50                 |                    | 89 Trinidad and Tobago | 3.94               | 89                 |                    | 136 Burundi              | 3.11               | 139                |                    |
| 43 Italy                | 4.46               | 49                 |                    | 90 Cambodia            | 3.94               | 95                 |                    | 137 Sierra Leone         | 3.06               | 138                |                    |
| 44 Latvia               | 4.45               | 42                 |                    | 91 Côte d'Ivoire       | 3.93               | 115                |                    | 138 Mauritania           | 3.03               | 141                |                    |
| 45 Russian Federation   | 4.44               | 53                 |                    | 92 Tunisia             | 3.93               | 87                 |                    | 139 Chad                 | 2.96               | 143                |                    |
| 46 Mauritius            | 4.43               | 39                 |                    | 93 Albania             | 3.93               | 97                 |                    | 140 Guinea               | 2.84               | 144                |                    |
| 47 Philippines          | 4.39               | 52                 |                    | 94 Serbia              | 3.89               | 94                 |                    |                          |                    |                    |                    |

● Advanced Economies   
● Middle East, North Africa, and Pakistan   
● Emerging and Developing Asia   
● Latin America and the Caribbean   
● Commonwealth of Independent States   
● Emerging and Developing Europe   
● Sub-Saharan Africa

Note: The Global Competitiveness Index captures the fundamentals of an economy. Recent developments, including currency (e.g., Switzerland) and commodity price fluctuations (e.g., Azerbaijan, Qatar, Saudi Arabia), geopolitical uncertainties (e.g., Ukraine), and security issues (e.g., Turkey) must be kept in mind when interpreting the results.

1 Scale ranges from 1 to 7.

2 This shows the rank out of the 144 economies in the GCI 2014–2015.

3 The trend line shows the evolution in percentile rank since 2007; breaks in the trend line reflect years when the economy was not included in the GCI.

Source: World Economic Forum

**Table 6: Criteria of the pillar of infrastructure**

| INDICATOR   | VALUE       | RANK/144 |
|---|-------------|----------|
| <b>2nd pillar: Infrastructure</b>                     |             |          |
| 2.01 Quality of overall infrastructure .....          | 3.4 .....   | 108      |
| 2.02 Quality of roads.....                            | 2.6 .....   | 126      |
| 2.03 Quality of railroad infrastructure.....          | 1.6 .....   | 109      |
| 2.04 Quality of port infrastructure .....             | 3.2 .....   | 125      |
| 2.05 Quality of air transport infrastructure.....     | 3.8 .....   | 106      |
| 2.06 Available airline seat kms/week, millions* ..... | 487.1 ..... | 39       |
| 2.07 Quality of electricity supply.....               | 5.1 .....   | 62       |
| 2.08 Mobile telephone subscriptions/100 pop.* .....   | 98.5 .....  | 88       |
| 2.09 Fixed telephone lines/100 pop.* .....            | 15.2 .....  | 82       |

Source: World Economic Forum

In the preceding table we can see that which represented the different criteria that make up if the pillar of what is called the infrastructure, and in addition we also can display the qualification that obtained Colombia with respect to this:

As can be seen in the table the most important assessment criterion for us in the investigation is the 2.04 in which we will call as the quality with which account the port activity in what is infrastructure in our country. We can also see in the table that the value which gives the world economic forum to a country such as Colombia is against this criterion of port infrastructure with a 3.2 Which gives you a location to the country in the post 125 of 144 countries that were evaluated ,Colombia is below the average established of 4.3 and this gives us to think that the port infrastructure with that account Colombia and in this case in great contribution the infrastructure of the port of Buenaventura is not well trained at the global level.

### **2.6.1 Conpes, improvements that would lead to a better competitiveness**

Thanks to that it is important to identify the different problems that have been created within the ports and specifically in the port of Buenaventura, has been given to perform a series of investigations which aims to find possible solutions for the improvement for the different problems with

The account that the port of Buenaventura, of course taking into account that the rationale for such investigations is to increase the performance and productivity of the port, and through this process to improve competitiveness with that account in same, this process take of the hand to vera immediately the economic improvements at the country level.

The Conpes document which is presented by the National Council of economic and social policy and in which publicity given to a port expansion plan that will have that will be representing the intension of the national government to take a hike in which competitiveness in the port sector you are talking.

At present have created eight plans with the intension of port expansion, beginning with the adoption of the so-called port status and within which we can also find:

CONPES 2550 of the year 1991, document of port expansion plan.

Conpes 2680 of the year 1993, document of port expansion plan year 1993-1995.

Conpes 2389 the year 1996, document of port expansion plan year 1996-1997.

Conpes 2992 of the year 1998, document of port expansion plan year 1998-1999.

Conpes 3149 of the year 2001, the NAP document port expansion year 2002-2003.

Makes present the so called ports division that would be made for the twenty-first century

CONPES 3342 2005, document of port expansion plan year 2005-2006.

Conpes 3611 Year 2009, document of port expansion plan year 2009-2011.

And finally there is the CONPES 3744 2013, document of port expansion plan.

The main feature with that account each of these documents Conpes has been highlighted significantly in the need to have a port system effective with which we can count with a vision toward the internationalization of the great economy with that of the country of Colombia and that thanks to this the competitiveness of the country increases in a significant way to bring the good development of a good national economy.

Taking as a reference the document CONPES 3744 since it is the last document and thanks to the above is the most updated, it is remarkable the search for an excellent increase in the competitiveness of the system with which the country counts in the port sector.

Recognizing that there is a connection between the field of competitiveness, foreign trade, the demand for the service of maritime transport and productivity, it is important that the different port systems have the best operational capacity and also installed to cover the demand for port services to both at the national and international levels. It is also clear that port systems must be in the capacity to respond properly to the increase that has been having to include exports and imports made by the country.

To speak in terms of what it means to be a competitive port we have to be clear about the insufficient capacity that has of response the different Colombian ports and which is apparently does not take into account that are facing a national and international economy on the rise, and this above main problems which arose in the CONPES documents.

The different statistics of Colombian exports, we can show that during the month of February in the year 2016 sales toward the outside of the country went from being US\$3.133,1 million fob to the month of February of the year 2015 to be US\$2.297,4 million FOB in the same precise month of the year that is currently in progress.


Then this means for the economy of the country a reduction of 26.7%, in what refers to metric tons exports rose by 4.5%already

That went from 10.9 million in the month of February 2015 to be 11.4 million in the month of February of the current year.

Then it is important to mention that from the month of January and February of this year, the departure from the country of export goods in record a large decrease in 31.1 %, as they went to be US\$6.035,9 million FOB in question of sales toward the outside to be US\$4.156,3 million FOB in 2016.

In the following table we can observe the movement of goods and for what must be prepared in the Colombian ports in question to achieve a level of strong competitive position with that it is effective in the output of goods into the country.

Table 7: Main destinations of exports.



Colombia, destino de las exportaciones  
2000 - 2016<sup>9</sup>

Millones de dólares FOB

| Destino                          | 2000   | 2001   | 2002   | 2003   | 2004   | 2005   | 2006   | 2007   | 2008   | 2009   | 2010   | 2011   | 2012   | 2013   | 2014   | 2015   | 2016* |
|----------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|
| Total exportaciones <sup>1</sup> | 13.158 | 12.330 | 11.975 | 13.129 | 16.788 | 21.190 | 24.391 | 29.991 | 37.626 | 32.846 | 39.713 | 56.915 | 60.125 | 58.824 | 54.795 | 35.691 | 4.156 |
| Aladi                            | 3.165  | 3.709  | 3.242  | 2.809  | 4.467  | 5.614  | 6.086  | 9.084  | 11.199 | 8.387  | 8.197  | 11.815 | 13.759 | 13.404 | 12.614 | 9.267  | 1.082 |
| Comunidad Andina de              | 877    | 1.029  | 1.216  | 1.212  | 1.623  | 2.084  | 1.988  | 2.148  | 2.456  | 2.136  | 3.046  | 3.373  | 3.618  | 3.392  | 3.210  | 2.730  | 327   |
| MERCOSUR                         | 1.659  | 1.961  | 1.258  | 814    | 1.814  | 2.295  | 2.952  | 5.768  | 6.898  | 4.744  | 2.618  | 3.461  | 4.169  | 4.321  | 3.850  | 2.453  | 315   |
| <sup>a</sup> Unión Europea       | 1.826  | 1.768  | 1.654  | 1.922  | 2.364  | 2.829  | 3.361  | 4.391  | 4.816  | 4.723  | 5.063  | 8.948  | 9.129  | 9.290  | 9.406  | 6.008  | 716   |
| Principales países de destino    |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |       |
| Estados Unidos                   | 6.524  | 5.255  | 5.164  | 5.779  | 6.611  | 8.480  | 9.650  | 10.373 | 14.053 | 12.879 | 16.764 | 21.969 | 21.833 | 18.459 | 14.200 | 9.853  | 1.424 |
| Venezuela                        | 1.308  | 1.742  | 1.127  | 696    | 1.627  | 2.098  | 2.702  | 5.210  | 6.092  | 4.050  | 1.423  | 1.725  | 2.556  | 2.256  | 1.987  | 1.060  | 173   |
| Alemania                         | 434    | 428    | 332    | 265    | 265    | 339    | 360    | 553    | 638    | 365    | 250    | 420    | 395    | 780    | 634    | 496    | 73    |
| Ecuador                          | 467    | 710    | 825    | 780    | 1.015  | 1.324  | 1.237  | 1.276  | 1.500  | 1.257  | 1.807  | 1.909  | 1.910  | 1.975  | 1.884  | 1.433  | 159   |
| Bélgica                          | 224    | 210    | 241    | 228    | 290    | 368    | 369    | 389    | 460    | 409    | 450    | 621    | 488    | 495    | 462    | 481    | 71    |
| Perú                             | 373    | 277    | 353    | 396    | 548    | 710    | 692    | 806    | 855    | 788    | 1.132  | 1.323  | 1.582  | 1.274  | 1.187  | 1.148  | 150   |
| Japón                            | 230    | 165    | 194    | 202    | 263    | 330    | 324    | 395    | 372    | 336    | 511    | 528    | 360    | 388    | 421    | 520    | 38    |
| México                           | 230    | 262    | 311    | 360    | 526    | 611    | 582    | 495    | 617    | 536    | 638    | 705    | 835    | 864    | 914    | 914    | 104   |
| Resto de países                  | 3.368  | 3.281  | 3.428  | 4.422  | 5.642  | 6.930  | 8.475  | 10.493 | 13.041 | 12.226 | 16.737 | 27.716 | 30.165 | 32.334 | 33.107 | 19.785 | 1.964 |

Fuente: DIAN - DANE. Cálculos DANE

<sup>1</sup>La suma de los valores parciales no es equivalente al total de las exportaciones.

<sup>9</sup>Correspondiente hasta el mes de febrero

<sup>a</sup>Incluye los 28 países miembros actuales

\*Cifras provisionales

Source: DANE (National Administrative Department of Statistics)

Thinking then in the competitiveness that should have each port we are going now to analyze the figures for imports, for the month of January of the year 2016 various purchases that were made in the exterior as a method of entry of goods into the country fell 28.0% compared to the same month of January of the year 2015, to be then in monetary representation of decrease of US\$4.885,0 million cif in the year 2015 to go to be US\$3,519.6 million CIF at the current year 2016 in

More detail the reduction in imports that performs Colombia thanks are given to mainly to low of 29.1 % in what refers to manufacturing, a fall of 17,4 % in What to agricultural products and a 31.6 % in the various combustible products.

In the following table we can observe the movement of goods and for what must be prepared in the Colombian ports in question to achieve a level of strong competitive position with that it is effective in the entry of goods into the country.

**Table 8: Origin of Imports**



INFORMACIÓN ESTADÍSTICA

Colombia, origen de las importaciones  
2000 - 2016 (Enero)\*

Millones de dólares CIF

| Origen                           | 2000   | 2001   | 2002   | 2003   | 2004   | 2005   | 2006   | 2007   | 2008   | 2009   | 2010   | 2011   | 2012   | 2013   | 2014   | 2015   | 2016* |
|----------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|
| Total importaciones <sup>1</sup> | 11.757 | 12.821 | 12.695 | 13.882 | 16.784 | 21.204 | 26.162 | 32.897 | 39.686 | 32.891 | 40.496 | 54.233 | 59.048 | 59.381 | 64.029 | 54.058 | 3.520 |
| Grupos comerciales de origen     |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |       |
| Aladi                            | 3.128  | 3.131  | 3.389  | 3.745  | 4.790  | 6.325  | 8.245  | 9.896  | 10.278 | 8.440  | 10.941 | 14.667 | 15.782 | 13.694 | 12.996 | 9.868  | 625   |
| Comunidad Andina de Naciones     | 667    | 607    | 663    | 802    | 843    | 1.071  | 1.332  | 1.484  | 1.770  | 1.563  | 1.890  | 2.257  | 2.301  | 2.300  | 2.675  | 2.153  | 137   |
| MERCOSUR <sup>2</sup>            | 1.617  | 1.640  | 1.730  | 1.843  | 2.472  | 3.052  | 4.015  | 4.532  | 4.500  | 3.821  | 4.270  | 5.317  | 5.955  | 4.904  | 4.050  | 2.985  | 212   |
| Unión Europea                    | 1.960  | 2.214  | 1.877  | 2.346  | 2.386  | 2.938  | 3.480  | 4.066  | 5.309  | 5.104  | 5.609  | 7.473  | 7.359  | 7.949  | 8.761  | 8.278  | 476   |
| Principales países de origen     |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |       |
| Estados Unidos                   | 3.878  | 4.155  | 4.000  | 4.229  | 5.085  | 6.006  | 6.920  | 8.569  | 11.434 | 9.456  | 10.437 | 13.549 | 14.178 | 16.337 | 18.193 | 15.512 | 1.108 |
| Venezuela                        | 945    | 790    | 785    | 728    | 1.082  | 1.219  | 1.498  | 1.366  | 1.198  | 563    | 305    | 563    | 533    | 431    | 440    | 292    | 23    |
| México                           | 549    | 589    | 677    | 748    | 1.044  | 1.757  | 2.291  | 3.073  | 3.126  | 2.298  | 3.857  | 6.059  | 6.453  | 5.496  | 5.273  | 3.853  | 230   |
| Brasil                           | 510    | 580    | 641    | 768    | 973    | 1.383  | 1.885  | 2.394  | 2.328  | 2.147  | 2.370  | 2.740  | 2.851  | 2.590  | 2.466  | 2.084  | 156   |
| Alemania                         | 489    | 544    | 511    | 624    | 677    | 774    | 933    | 1.205  | 1.557  | 1.338  | 1.611  | 2.147  | 2.267  | 2.207  | 2.531  | 2.267  | 125   |
| Japón                            | 543    | 542    | 614    | 645    | 649    | 705    | 945    | 1.231  | 1.163  | 825    | 1.167  | 1.438  | 1.677  | 1.479  | 1.525  | 1.227  | 73    |
| España                           | 210    | 245    | 260    | 256    | 260    | 333    | 387    | 486    | 568    | 442    | 502    | 614    | 789    | 963    | 967    | 915    | 75    |
| China                            | 356    | 474    | 532    | 686    | 1.055  | 1.617  | 2.219  | 3.327  | 4.549  | 3.715  | 5.477  | 8.176  | 9.822  | 10.363 | 11.790 | 10.032 | 671   |
| Ecuador                          | 317    | 318    | 366    | 410    | 412    | 529    | 697    | 733    | 810    | 695    | 835    | 1.066  | 1.090  | 882    | 918    | 783    | 42    |
| Resto de países                  | 3.361  | 4.582  | 4.309  | 4.787  | 5.526  | 6.881  | 8.388  | 10.545 | 12.943 | 11.412 | 13.935 | 17.880 | 19.387 | 18.634 | 19.926 | 17.090 | 1.018 |

Cifras provisionales

\* Fuente: DIAMC-Bicollar-DANE

<sup>1</sup> El sumo de las parcelas no es equivalente al total de las importaciones

<sup>2</sup> Corresponde hasta el mes de enero

\* Se incluyen Argentina, Brasil, Paraguay, Uruguay y Venezuela

Nota: El total de la Unión Europea corresponde al sumo de las importaciones originarias de las 28 países integrantes actualmente.

Se incorporan datos de la información de 1994 con el fin de garantizar la comparabilidad de la serie estadística.

Fecha de publicación: 17 de marzo 2016

Source: DANE (National Administrative Department of Statistics)



For the topic of study, we will analyze the same way for what must be prepared in the way of competitiveness and resuming the CONPES documents that are created for the purpose of improving each time the level of service in all aspects, we will look at the movement of goods by item of unity of containers in the port of Buenaventura.

In the following table we can observe the movement of goods by container unit in question for export by the Maritime Terminal of Buenaventura.

**Table 9: Report of movement of containers for export 2010-2016**

| <b>REPORTE DE MOVIMIENTO DE CONTENEDORES PARA EXPORTACIÓN 2010-2016</b> |   |
|---|---|
| <b>PUERTO DE BUENAVENTURA</b>   |   |
| <b>AÑO</b>  | <b>CANTIDAD DE CONTENEDORES</b>                   |
| <b>2010</b>   | <b>28,006 UND</b>                                 |
| <b>2011</b>   | <b>162,639 UND</b>                                |
| <b>2012</b>   | <b>92,980 UND</b>                                 |
| <b>2013</b>   | <b>152,670 UND</b>                                |
| <b>2014</b>   | <b>199,431 UND</b>                                |
| <b>2015</b>   | <b>202,528 UND</b>                                |
| <b>2016</b>   | <b>36,099 UND a lo que lleva del presente año</b> |

Source: regional port society of Buenaventura

As we noted in the table was very significant for the port of Buenaventura the movement of goods for the year 2015 in a matter of products that came out of our country, since it is moved through the port 202.528 containerized units, which makes us think that the port of Buenaventura as one of the most important in Colombia must have in

Note that with some good pillars in a matter of quality in the service offered and guarantee the same you can achieve greater competitiveness in the international market

In the following table we can observe the movement of goods by container unit in subject of importation by the Maritime Terminal of Buenaventura.

**Table 10: Report of movement of containers for import 2010-2016**

| <b>REPORTE DE MOVIMIENTO DE CONTENEDORES DE IMPORTACIÓN 2010-2016</b> |                                     |
|---|-------------------------------------|
| <b>PUERTO DE BUENAVENTURA</b>   |                                     |
| <b>AÑO</b>  | <b>CANTIDAD DE CONTENEDORES</b>     |
| 2010  | 28,053 UND                          |
| 2011  | 154,423 UND                         |
| 2012  | 117,943 UND                         |
| 2013  | 156,598 UND                         |
| 2014  | 202,269 UND                         |
| 2015  | 198,792 UND                         |
| 2016  | 35,771 UND To which leads this year |

Source: Regional Port Society of Buenaventura

To then on the issue of entry into the country of foreign products, the crucial year taking as a reference the last 7 years for the regional port of Buenaventura was the past 2014, where we can note that it movilizó 202.269 containerized units which makes us regret that for the year 2015 was reduced the transit of goods by this same terminal.

And getting to know that according to the figure by the port of Buenaventura be mobilised more containers for the entry of foreign goods where for the year

2010, 2012 ,2013 and 2014 mobilized more import containers than of export, something not suitable for the economy of the country.

While that for the years 2011 ,2015 and what we of the year in transit 2016 the port of Buenaventura contributes more to the movement of goods in export mode of domestic products abroad.

The document Compes we then refers to the ports of our country must be more competitive year after year and this leads to the fact that the document is based on four major themes that in some way or another lead to Colombian ports to develop good performance and for which they were created.

One of them and very important is the "Effects of port activity on the environment and tourism"

since it can be referenced to the ports as businesses that must have in their hands the power to count with excellent diagnostics for quality and evaluation, and in this way will have the possibility to take in some good decisions in question of the environment , in this way improve the competitiveness in the country ,since it is to recognize that one of the products which is transported by the national ports is coal and what we look for in a certain way is the conservation of an environment worth living for each one of the inhabitants and Therefore sustainable, that is not otherwise affected by any of the port activities.

For the second theme that is basically in the Compes treaty would be the "sufficiency in the capacity of the national port infrastructure"

Where we can see clearly that it must have the necessary facilities for the good development of the port activity at the national level for this way ensure the arrival of the various ships carrying the different goods, optimize service and potentially the best way would be a key esencian within the scope of reach a great competitiveness of ports, this through the identification of which must be making investments in the technological field because you have to keep in mind that we are in a developed world and that globalization has also impacted significantly the issue

of maritime transport, as today we see that with the passage of time there are ships that day after day have the ability to carry more goods that can not be treated in national ports if the same way these ports do not advance at the same level.

As third we have "adequate methodology for calculating port consideration"

Where it shows the need for the implementation of a system to help determine all the considerations that go with time and that fits what we are experiencing at this time in the country's reality is established, what we seek is that not static values arise because what it does is discourage investment made in port activity, this characteristic activity by great dynamism, taking into account that the formula we have now set out in the document Compes 2680 1993, the year in which the country was in a totally different reality that we have today.

In the fourth and last item in which emphasizes the document Compes is the "need for public investment in port activity" at this point the government has a really important role because it must take a great responsibility to ensure the good condition of the different ways or access channels to different Colombian ports, which is important to highlight to the port of Buenaventura is limited access, something that in some way short significantly the port activity there, thanks to the lack of guarantees at the time of transport of goods, this responsibility is under INVIAS, an institution that should ensure good roads and good use of resources for investments in infrastructure and in the same way, funds for the improvement of the channels and ports they are intended to:

"Running and maintenance works for the protection of the coastal zone, maintenance dredging and / or deepening access channels, construction and / or maintenance of hydraulic structures access channels. Design, construction, rehabilitation and maintenance of earth roads, rail, water and river access. Works of environmental mitigation of impacts generated by port activity "(3744 Conpes 2013).

Given the successful implementation of the projects you plan the government done in this administration of the president Juan Manuel Santos and that the above two (2) billion pesos, the country managed to get a much greater competitiveness and improvement will be awarded in the national economy.

Already identified the main problems that exist in Colombian ports, which is intended to document Conpes is:

"Achieving a balanced and sustainable development of the Colombian ports, with the efficient operation of public infrastructure, the optimal involvement of private capital in the development of the sector and adequate protection of areas of public use and existing environmental resources, ensuring continuous improvement of efficiency levels and increasing the global competitiveness of the sector, facilitating foreign trade and generating economic growth for the country. "(Conpes 3744, 2013).

Its you are looking conpes is to have a system with very good condition and should be able to answer it satisfactorily to the great wave of freight movement called international trade, and this have the country one of the positions forward in competitiveness and productivity, given that public investment will be vital.

## **2.7 Economic analysis**

### **2.7.1 Economics Buenaventura**

Buenaventura plays a supremely important role in the national economy since it has a strong and varied production structure that allows you to access and participation in all commercial sectors of the Colombian economy, especially in the production, agriculture and services. Since the port of Buenaventura moves in total 53%, of the load in Colombia, together counting imports and exports.

It is a very attractive place for foreign investment, a fact that has been proven through history from the beginning of construction of the port quay, now adding the ambitious expansionist projects of the same, compromising from national capitals to investors from Europe, Asia, North, central and South America; in which all share a promising vision of this region and have very into account when establishing trade agreements.

It is also regarded as the most important international trade corridor of the country, locational advantages and to a lesser extent than others, also it has some coarsely applicable to most processes requiring international trade infrastructure, Because it is located on the Pacific Ocean where The Buenaventura port allows you to communicate with the nations of the Pacific Rim, and its proximity to the Panama Canal gives you easy access to markets of the Atlantic, creates a bridge of great connection for not only regional but also global markets, prevailing and leading trading platform.

"Buenaventura is located in the south west of the Republic of Colombia. Buenaventura is a city of Colombia located in the Department of Valle del Cauca. It is the most important seaport on the Pacific Ocean and the most important of Colombia by the volume of cargo that moves (more than 60% of trade in the country). It is located at coordinates 3rd 53'35 "N 77 ° 4'10" O. Is 115 km by road from Cali and is separated from it by the western Cordillera of the Andes. Apart from

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this, it is the largest in the entire Pacific region and the largest municipality in the Department of Valle del Cauca city”.

Through its port Colombia exports 80% of the coffee and 60% of all exports. To the south, Buenaventura is limited by bogs that extend to the town of Tumaco and limited by jungle lands north Chocó Department. "(Buenaventura Chamber of Commerce, 2014).

Now based on this information raised the visible and palpable need for the country concerned to increase exports and strengthen methods such as foreign investment, correcting, as it somehow; essential for continuous and faithful to the interests in benefit for the country economic development internal factors. With an excellent geo-strategic location that makes being located in a geometrically equidistant between the north and south of the continent it makes it here is much cheaper to get one or the other end thereof.

Its proximity to the Panama Canal, site in which converges much of the trade between East Asia and Europe give the possibility to occupy an important place in the chain of physical distribution between these two great regions that show their importance and potential from years ago taking into account studies by Asian companies possibilities for creating new geographic channels such as Panama, but on Colombian soil.

"It also has a vast biodiversity and 80% of fishing potential of the nation, with abundant water resources and significant mining resources located in the basement of the seabed, which has raised several studies of marine seismic off its coast to identify the existence of structures capable of storing hydrocarbons, and last but not least, the fact of being endowed by one of the best and most sheltered bays in the world "(chamber of commerce buenaventura)"Transporting a container from Buenaventura to United States and to Europe costs 40% and 13% respectively less, as required by 50% and 25% less time compared to the port of Valparaiso (Chile). Likewise, a mobilized from the port of Santos in Brazil to Japan container costs 30% more and requires a 34% longer compared to the port of Buenaventura. Moreover, through Buenaventura it is possible to connect with nearly 300 ports or other places around the world, an insurmountable condition for the country's airports because of its strategic position on the circuits of international traffic marine cargo. "(Chamber of commerce of Buenaventura, 2014).

It is undisputed its great importance for the country economy, one of the facts that reflects is that through its facilities 100% sugar, 80% of coffee and 100% of molasses is exported, all these that they may be referred to as raw materials are produced purely in Colombian territory; but in turn also it imports 83% of inorganic chemicals, 81% of the metal sheets, 72% of corn and wheat and 60% of industrial chemicals.

**Table 11: Imports by main chapters**

| <b>DANE</b>  |   | <b>INFORMACION ESTADISTICA</b> |                  |                  |                  |                  |                  |                  |                  |                  |                  |
|--|---|--------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| <b>Colombia. Importaciones según principales capítulos importados y principales países de origen (2007 - 2016)<sup>P</sup></b> |   |                                |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Miles de dólares CIF   |   |                                |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Capítulos  | Descripción principales países de origen    | 2016*                          | 2015             | 2014             | 2013             | 2012             | 2011             | 2010             | 2009             | 2008             | 2007             |
| Productos químicos orgánicos   | ESTADOS UNIDOS.                             | 58.849                         | 847.603          | 984.750          | 1.075.953        | 992.845          | 1.020.326        | 907.883          | 696.324          | 1.086.013        | 958.913          |
|  | CHINA.                                      | 25.829                         | 362.032          | 369.352          | 399.296          | 296.582          | 246.297          | 194.401          | 194.526          | 202.383          | 136.565          |
|  | BRASIL.                                     | 6.017                          | 101.019          | 195.083          | 152.207          | 139.515          | 189.869          | 201.311          | 111.993          | 43.178           | 40.273           |
|  | VENEZUELA.                                  | 12.271                         | 82.239           | 156.400          | 130.615          | 121.150          | 88.623           | 26.004           | 19.480           | 134.347          | 131.297          |
|  | MEXICO.                                     | 2.734                          | 112.928          | 120.779          | 113.619          | 138.764          | 115.167          | 111.215          | 70.587           | 161.872          | 215.885          |
|  | INDIA                                       | 5.976                          | 111.106          | 114.059          | 107.409          | 79.283           | 72.657           | 62.077           | 52.747           | 56.526           | 48.367           |
|  | ALEMANIA.                                   | 4.821                          | 114.558          | 78.607           | 91.849           | 118.955          | 90.510           | 82.638           | 81.814           | 90.552           | 77.082           |
|  | TRINIDAD Y TOBAGO.                          | 2.003                          | 30.631           | 47.805           | 46.227           | 36.805           | 32.513           | 25.240           | 10.163           | 827              | 0                |
|  | SUIZA.                                      | 4.283                          | 48.336           | 42.128           | 43.031           | 51.086           | 44.711           | 40.983           | 37.275           | 41.425           | 53.605           |
|  | TAIWAN.                                     | 1.595                          | 25.837           | 36.237           | 12.893           | 10.721           | 8.873            | 10.403           | 8.077            | 11.339           | 5.459            |
|  | Demas Países                                | 15.451                         | 236.148          | 235.203          | 213.847          | 231.041          | 275.254          | 218.008          | 197.962          | 304.236          | 218.320          |
|  | <b>Total</b>                                | <b>139.829</b>                 | <b>2.072.437</b> | <b>2.380.402</b> | <b>2.386.947</b> | <b>2.216.746</b> | <b>2.184.801</b> | <b>1.880.165</b> | <b>1.480.947</b> | <b>2.132.696</b> | <b>1.885.767</b> |
|  | Manufactura de fundición, de hierro o acero | CHINA.                         | 21.424           | 268.327          | 381.577          | 342.979          | 364.582          | 629.496          | 227.404          | 172.851          | 220.654          |
| ESTADOS UNIDOS.  |   | 9.896                          | 176.960          | 251.863          | 239.795          | 312.309          | 284.532          | 220.875          | 248.612          | 266.720          | 181.190          |
| MEXICO.  |   | 3.822                          | 87.487           | 147.749          | 139.579          | 135.543          | 213.449          | 132.300          | 62.641           | 88.967           | 53.497           |
| ESPAÑA.  |   | 1.548                          | 41.388           | 48.161           | 39.940           | 37.708           | 19.187           | 10.537           | 7.524            | 7.533            | 5.173            |
| BRASIL.  |   | 2.545                          | 32.482           | 39.010           | 53.035           | 73.333           | 54.498           | 48.422           | 84.997           | 163.800          | 64.796           |
| COREA (SUR), REP. DE   |   | 760                            | 14.134           | 38.765           | 11.347           | 15.051           | 14.748           | 6.192            | 3.189            | 6.107            | 3.636            |
| ITALIA.  |   | 2.389                          | 29.020           | 35.535           | 42.600           | 48.093           | 30.741           | 23.338           | 29.056           | 34.172           | 13.944           |
| ECUADOR.   |   | 2.115                          | 38.319           | 35.492           | 33.605           | 37.677           | 31.931           | 27.578           | 23.586           | 33.825           | 25.868           |
| JAPON.   |   | 514                            | 17.236           | 33.683           | 19.662           | 57.173           | 36.762           | 20.035           | 12.734           | 11.090           | 28.171           |
| ALEMANIA.  |   | 1.938                          | 25.625           | 33.397           | 44.827           | 51.614           | 36.773           | 35.909           | 94.267           | 19.417           | 15.453           |
| Demas Países   |   | 10.321                         | 176.134          | 219.398          | 226.310          | 270.071          | 237.708          | 161.846          | 166.053          | 160.554          | 164.463          |
| <b>Total</b>   |   | <b>57.271</b>                  | <b>907.112</b>   | <b>1.264.631</b> | <b>1.193.680</b> | <b>1.403.153</b> | <b>1.589.824</b> | <b>914.436</b>   | <b>905.509</b>   | <b>1.012.839</b> | <b>674.725</b>   |

Source: DANE

This data allow us to appreciate how they stay in the first and second place countries US and China, major allies in economic development for Colombia, which in turn share the strategic vision and potential of the port of Buenaventura as the main corridor commercial the country and highly important for central and south America.



Table 12: Colombia's total exports by sector

| SECTOR - SUBSECTOR                                     | FOB US\$             |                      | DIFERENCIA<br>\$US   | CONTENIDO<br>VARIACION<br>2014-2015 |
|--|----------------------|----------------------|----------------------|-------------------------------------|
|  | 2014                 | 2015                 |                      |                                     |
| <b>Acuicola y pesquero</b>                             | <b>138.183.876</b>   | <b>113.614.061</b>   | <b>- 24.569.815</b>  | <b>↓ -17,8%</b>                     |
| Atunes frescos, congelados o refrigerados              | 79.666.329           | 53.300.054           | (26.366.275)         | ↓ -33,1%                            |
| Crustaceos y moluscos                                  | 19.057.575           | 17.437.972           | (1.619.603)          | ↓ -8,5%                             |
| Filetes de pescado                                     | 32.571.943           | 36.471.830           | 3.899.887            | ↑ 12,0%                             |
| Los demas pescados frescos, congelados o refrigerados  | 5.745.704            | 4.982.055            | (763.649)            | ↓ -13,3%                            |
| Pescados y subproductos de pescado secos, salados, ahu | 1.142.325            | 1.422.150            | 279.825              | ↑ 24,5%                             |
| <b>Agricola</b>  | <b>2.885.230.152</b> | <b>3.019.453.398</b> | <b>134.223.245</b>   | <b>↑ 4,7%</b>                       |
| Algodon y demas fibras vegetales de uso textil         | 3.450.890            | 193.353              | (3.257.537)          | ↓ -94,4%                            |
| Banano   | 728.339.564          | 694.090.527          | (34.249.037)         | ↓ -4,7%                             |
| Cacao  | 20.153.676           | 33.988.657           | 13.834.981           | ↑ 68,6%                             |
| <b>Cafe</b>  | <b>1.972.559.117</b> | <b>2.130.085.390</b> | <b>157.526.274</b>   | <b>↑ 8,0%</b>                       |
| Cereales   | 59.780               | 427.671              | 367.891              | ↑ 615,4%                            |
| Espicias   | 4.407.229            | 4.229.662            | (177.567)            | ↓ -4,0%                             |
| Frutas excepto banano                                  | 63.708.892           | 68.214.472           | 4.505.580            | ↑ 7,1%                              |
| Legumbres y hortalizas frescas                         | 13.324.382           | 12.670.112           | (654.270)            | ↓ -4,9%                             |
| Los demas (agricola)                                   | 747.410              | 399.681              | (347.728)            | ↓ -46,5%                            |
| Semillas y frutos oleaginosos                          | 42.928.617           | 36.554.782           | (6.373.835)          | ↓ -14,8%                            |
| Tabaco   | 35.550.594           | 38.599.088           | 3.048.494            | ↑ 8,6%                              |
| <b>Agroindustrial</b>                                  | <b>1.731.847.373</b> | <b>1.492.931.691</b> | <b>- 238.915.682</b> | <b>↓ -13,8%</b>                     |
| Aceites y grasas                                       | 313.037.613          | 313.469.480          | 431.867              | ↑ 0,1%                              |
| Alimentos para animales                                | 29.982.904           | 27.482.112           | (2.500.792)          | ↓ -8,3%                             |
| <b>Azucares y mieles</b>                               | <b>335.982.025</b>   | <b>305.284.331</b>   | <b>(30.697.694)</b>  | <b>↓ -9,1%</b>                      |
| Bebidas alcoholicas y no alcoholicas                   | 23.154.955           | 25.246.815           | 2.091.860            | ↑ 9,0%                              |
| Carnicos   | 394.813              | 191.481              | (203.332)            | ↓ -51,5%                            |
| Derivados del cacao                                    | 31.066.715           | 27.037.426           | (4.029.289)          | ↓ -13,0%                            |
| <b>Derivados del cafe</b>                              | <b>218.910.404</b>   | <b>237.997.971</b>   | <b>19.087.567</b>    | <b>↑ 8,7%</b>                       |
| Frutas y hortalizas procesadas                         | 46.293.708           | 50.368.412           | 4.074.704            | ↑ 8,8%                              |
| Industria del tabaco                                   | 6.011.245            | 3.844.406            | (2.166.839)          | ↓ -36,0%                            |
| Lacteos  | 10.072.165           | 22.712.053           | 12.639.887           | ↑ 125,5%                            |

Source: ProColombia

As can be analyzed in the table, we see coffee and its derivatives have a positive variation increase in the amount of exports in the indicated period 2014-2015; while sugars and honeys had a negative variation of 9.1% in the same period, as happens in all economies and more with this type of perishables and so strongly subject to unpredictable and uncontrollable often variable weather conditions, certain types product offset within the trade balance to the other; which for the port of Buenaventura it means roughly the same movement of good show ever no much to take into account or at least put into consideration possible fact that

reduces both actors and therefore affected their effectiveness in the chain logistics, which could in turn generate if prevention measures such as specialization and / or adequacy of other quays for categories of products that can be exported to and equidistant from the nearest port of Buenaventura destinations.

Membership include the so-called "golden triangle" formed by the departments of Antioquia, Cundinamarca and Valle del Cauca; in which 70% of the national GDP, 77% of industrial GDP, and results in 60% of exports, inhabited by a total of 60% of the Colombian population occurs. Leading and opportunity to the formation of new and active clusters for the development of the national economy from western Colombia and the promotion of port, industrial, bio diverse eco tourist district of Buenaventura.

**Table 13: Colombian non-mineral exports department**

| DEPARTAMENTO    | FOB US\$      |               | DIFERENCIA<br>\$US | CONTENIDO<br>VARIACION<br>2014-2015 |
|-----------------|---------------|---------------|--------------------|-------------------------------------|
|                 | 2014          | 2015          |                    |                                     |
| Antioquia       | 2.725.819.266 | 2.639.153.878 | (86.665.388) ↓     | -3,2%                               |
| Bogota          | 2.507.424.118 | 2.262.677.681 | (244.746.437) ↓    | -9,8%                               |
| Valle del cauca | 1.793.897.183 | 1.501.711.252 | (292.185.931) ↓    | -16,3%                              |
| Bolivar         | 1.385.036.112 | 1.131.169.069 | (253.867.043) ↓    | -18,3%                              |
| Atlantico       | 1.073.878.756 | 1.130.943.952 | 57.065.196 ↑       | 5,3%                                |
| Cundinamarca    | 1.109.917.225 | 1.083.834.141 | (26.083.084) ↓     | -2,4%                               |

Source: ProColombia

As shown in the table, confirms the movement and the radical importance of the "Golden Triangle" and the port of Buenaventura as a means of execution in the economic and commercial development.

This being so significant and strategic international trade corridor, so role as relevant hierarchical structure of the country, Buenaventura has become an area of convergence for major road development projects and infrastructure, bringing up

that are currently being built double Buga road - Loboguerrero, Loboguerrero - Buenaventura, which aims in the future to join the logistics corridor of the Colombian Pacific with the neighboring country of Venezuela. In addition to the efforts, proposals and projects conducted by the municipality in conjunction with the nation and other public, private and public-private entities so that in the coming years doubling the capacity of power supply is given, including also the increase 15% of the water supply, and other points as 40% of telephone service, connectivity and Internet browsing and of course the 60% enhancement of wastewater management throughout the municipality.

Given these data can be analyzed and understood as its geostrategic location, it is determining the position of Colombia as a fully open to the Pacific Rim, therefore door; if not most, if arguably counts as one of the most taxativas geoeconomic and commercial areas of greater dynamism and potential in and for the world.

## 2.7.2 Costs

**Table 14: Costs of services offered by the Sociedad Portuaria Regional Buenaventura**

### A) wharfage

| SOCIEDAD PORTUARIA REGIONAL DE BUENAVENTURA S.A.       |                           |
|--|---------------------------|
| TARIFAS PORTUARIAS                                     |                           |
| Hoja uno (1)   |                           |
| 1 MUELLEJE   |                           |
| HORA O FRACCION, COBRO MINIMO DE SEIS (6) HORAS        |                           |
| 1.1 NAVES DE TRAFICO INTERNACIONAL                     |                           |
| NAVES DE LINEA REGULAR O SERVICIOS CONJUNTOS           |                           |
| RECALADAS / AÑO  | USD / METRO ESLORA / HORA |
| DE 1 A 60  | 0,55                      |
| MAS DE 60  | 0,44                      |
| 1.2 NAVES DE CABOTAJE Y NAVES FLETADAS                 |                           |
| METRO ESLORA/HORA                                      | 0,60                      |
| 1.2.1 NAVES FLETADAS CON GRANEL SOLIDO (CEREALES)      |                           |
| RENDIMIENTO<br>TONELADA / BUQUE / DIA                  | USD / METRO ESLORA / HORA |
| HASTA 5,000  | 0,60                      |
| DE 5,001 A 5,700                                       | 0,58                      |
| DE 5,701 A 6,300                                       | 0,55                      |
| DE 6,301 A 7,000                                       | 0,53                      |
| MAS DE 7,000   | 0,50                      |
| 1.2.2 NAVES FLETADAS CON GRANEL SOLIDO (FERTILIZANTES) |                           |
| RENDIMIENTO<br>TONELADA / BUQUE / DIA                  | USD/METRO ESLORA / HORA   |
| HASTA 3,500  | 0,60                      |
| DE 3,501 A 4,000                                       | 0,58                      |
| DE 4,001 A 4,500                                       | 0,55                      |
| DE 4,501 A 5,000                                       | 0,53                      |
| MAS DE 5,000   | 0,50                      |
| 1.2.3 NAVES FLETADAS CON GRANEL SOLIDO (MINERALES)     |                           |
| RENDIMIENTO<br>TONELADA / BUQUE / DIA                  | USD/METRO ESLORA / HORA   |
| HASTA 4,500  | 0,60                      |
| DE 4,501 A 5,000                                       | 0,58                      |
| DE 5,001 A 5,500                                       | 0,55                      |
| DE 5,501 A 6,000                                       | 0,53                      |
| MAS DE 6,000   | 0,50                      |
| 1.2.4 NAVES FLETADAS CON GRANEL SOLIDO (CARBON)        |                           |
| RENDIMIENTO<br>TONELADA / BUQUE / DIA                  | USD / METRO ESLORA / HORA |
| HASTA 8,000  | 0,60                      |
| DE 8,001 A 9,000                                       | 0,58                      |
| DE 9,001 A 10,000                                      | 0,55                      |
| DE 10,001 A 11,000                                     | 0,53                      |
| MAS DE 11,000  | 0,50                      |
| 1.3.- REMOLCADORES                                     |                           |
| REMOLCADORES POR UNIDAD / MES                          | 700,00                    |

Source: Regional Port Society of Buenaventura costs  
costs are presented in the table above for each of the services offered by it in force  
by 2016

**A) Use port facilities to load I**

Explaining each of the concepts by which SPRBUN charges its customers:

**Table 15: Concepts collection of Buenaventura regional port authority to I load:**

| CONCEPT   | DEFINITION   |
|---|--|
| <b>Use of facilities for cargo</b>                          | Cargo attached to each metric ton (ton / weight load, use of port infrastructure for the transfer, transfer, mobilization, etc.) regardless if it is stored or not within port facilities. |
| <b>Use of facilities for filling or emptying containers</b> | It is the charge that is effected by the use of space at the Maritime Terminal, for the introduction or removal of goods to or from a container  |

Source: Regional Port Society of Buenaventura.

Table 16: Port installations load I

| SOCIEDAD PORTUARIA REGIONAL DE BUENAVENTURA S.A. TARIFAS PORTUARIAS Hoja dos (2)                 |                       |
|--|-----------------------|
| <b>2 USO DE INSTALACIONES PORTUARIAS A LA CARGA COBRO POR UNA SOLA VEZ EN DOLARES AMERICANOS</b> |                       |
| <b>2.1 CARGA GENERAL IMPORTACION / EXPORTACION / REESTIBA</b>                                    |                       |
| <b>TONELAJE / AÑO</b>  | <b>USD / TONELADA</b> |
| 1 A 10,000   | 5,00                  |
| 10,000 A 15,000  | 4,90                  |
| 15,000 A 25,000  | 4,70                  |
| 25,000 A 50,000  | 4,60                  |
| 50,000 A 100,000   | 4,00                  |
| MAS DE 100,000   | 2,95                  |
| <b>2.2 CARGA GENERAL DE TRANSBORDO</b>   |                       |
| <b>TONELADA</b>  | <b>USD / TONELADA</b> |
| CARGA GENERAL POR TONELADA   | 5,00                  |
| <b>2.3 GRANELES SOLIDOS / LIQUIDOS POR TONELADA IMPORTACION / EXPORTACION</b>                    |                       |
| <b>TONELAJE / AÑO</b>  | <b>USD / TONELADA</b> |
| 1 A 10,000   | 4,50                  |
| 10,000 A 15,000  | 4,42                  |
| 15,000 A 25,000  | 4,30                  |
| 25,000 A 50,000  | 4,20                  |
| 50,000 A 100,000   | 3,80                  |
| 100,000 A 150,000  | 3,30                  |
| MAS DE 150,000   | 3,00                  |
| <b>2.3.3 GRANEL SOLIDO (MINERALES)</b>   |                       |
| <b>RENDIMIENTO TONELADA / BUQUE / DIA</b>  | <b>USD / TONELADA</b> |
| HASTA 4,500  | 4,50                  |
| DE 4,501 A 5,000   | 4,30                  |
| DE 5,001 A 5,500   | 4,00                  |
| DE 5,501 A 6,000   | 3,60                  |
| MAS DE 6,000   | 3,00                  |
| <b>2.3.4 GRANEL SOLIDO (CARBON)</b>  |                       |
| <b>RENDIMIENTO TONELADA / BUQUE / DIA</b>  | <b>USD / TONELADA</b> |
| HASTA 8,000  | 4,50                  |
| DE 8,001 A 9,000   | 4,30                  |
| DE 9,001 A 10,000  | 4,00                  |
| DE 10,001 A 11,000   | 3,60                  |
| MAS DE 11,000  | 3,00                  |
| <b>2.3.1 GRANEL SOLIDO (CEREALES)</b>  |                       |
| <b>RENDIMIENTO TONELADA / BUQUE / DIA</b>  | <b>USD / TONELADA</b> |
| HASTA 5,000  | 4,50                  |
| DE 4,501 A 5,700   | 4,30                  |
| DE 5,701 A 6,300   | 4,00                  |
| DE 6,301 A 7,000   | 3,60                  |
| MAS DE 7,000   | 3,00                  |
| <b>2.3.2 GRANEL SOLIDO (FERTILIZANTES)</b>   |                       |
| <b>RENDIMIENTO TONELADA / BUQUE / DIA</b>  | <b>USD / TONELADA</b> |
| HASTA 3,500  | 4,50                  |
| DE 3,501 A 4,000   | 4,30                  |
| HASTA 4,001 A 4,500  | 4,00                  |
| DE 4,501 A 5,000   | 3,60                  |
| MAS DE 5,000   | 3,00                  |

Source: Regional Port Society of Buenaventura

## C) Use port facilities to load II

**Table 17: Port facilities to load II**

| SOCIEDAD PORTUARIA REGIONAL DE BUENAVENTURA S.A.   |                    |                  |
|--|--------------------|------------------|
| TARIFAS PORTUARIAS   |                    |                  |
| Hoja tres (3)  |                    |                  |
| 2 USO DE INSTALACIONES PORTUARIAS A LA CARGACOBRO POR UNA SOLA VEZ EN DOLARES AMERICANOS |                    |                  |
| 2.4 CONTENEDORES DE 20' Y 40' LLENOS IMPORTACION / EXPORTACION / REESTIBA / CABOTAJE     |                    |                  |
| CONTENEDORES / AÑO   | USD / CONTENEDORES |                  |
|  | CONTENEDORES 20'   | CONTENEDORES 40' |
| 1 A 825  | 94,00              | 115,00           |
| 826 A 938  | 86,00              | 110,00           |
| 939 A 1,563  | 85,00              | 107,00           |
| 1,564 A 3,125  | 83,00              | 105,00           |
| 3,126 A 6,250  | 79,00              | 102,00           |
| 6,251 A 9,375  | 75,00              | 97,00            |
| MAS DE 9,376   | 70,00              | 90,00            |

NOTA: La reestiba se considera cuando la carga pasa buque/muelle/buque y se cobra por una sola vez. Para la reestiba se cobra la tarifa MINIMA dentro de cada escala.

| 2.4.1 CONTENEDORES NO ESTANDAR  |                    |                  |        |
|---|--------------------|------------------|--------|
| DESCRIPCION   | CONTENEDORES 20'   | CONTENEDORES 40' |        |
| Flat Rack   | 101,00             | 142,00           |        |
| Open Top  | 89,00              | 115,00           |        |
| Isotanques  |                    | 120,00           |        |
| Extradimensionados 45'  |                    | 158,00           |        |
| 2.5 CONTENEDORES VACIOS DE 20' Y 40' CARGADOS / DESCARGADOS / REESTIBA / CABOTAJE           |                    |                  |        |
| CONTENEDORES  | USD / CONTENEDORES |                  |        |
| CONTENEDOR DE 20' POR UNIDAD  | 18,00              |                  |        |
| CONTENEDOR DE 40' POR UNIDAD  | 22,00              |                  |        |
| 2.6 CONTENEDORES DE 20' Y 40' LLENOS Y VACIOS TRANSITO INTERNACIONAL Y TRANSBORDO           |                    |                  |        |
| CONTENEDORES / AÑO  | USD / CONTENEDORES |                  | VACIOS |
|   | LLENOS             |                  |        |
| 1 A 4,500   | 38,00              | 11,00            |        |
| DE 4,500 A 7,000  | 32,50              | 10,00            |        |
| MAS DE 7,000  | 30,00              | 9,00             |        |
| 2.7 LLENADO/VACIADO DE CONTENEDORES (IMPORTACION) VACIADO DE CONTENEDORES EXPORTACION       |                    |                  |        |
| CONTENEDORES  | USD / CONTENEDORES |                  |        |
| CONTENEDOR DE 20' POR UNIDAD  | 11,00              |                  |        |
| CONTENEDOR DE 40' POR UNIDAD  | 15,00              |                  |        |
| 2.8 VEHICULOS POR UNIDAD (MT3) IMPORTACION / EXPORTACION / REESTIBA / TRANSBORDO / CABOTAJE |                    |                  |        |
| MT <sup>3</sup> / VEHICULO  | USD / VEHICULO     |                  |        |
| VEHICULO DE 1 A 10 m3/und   | 35,00              |                  |        |
| VEHICULO 10.1 A 19.9 m3/und   | 45,00              |                  |        |
| VEHICULO ENTRE 20 & 40 m3/und   | 83,00              |                  |        |
| MAS DE 40 m3/und  | 152,00             |                  |        |

Source: Regional Port Society of Buenaventura

## D) Use port facilities to load III

**Table 18: Port installations load III**

| SOCIEDAD PORTUARIA REGIONAL DE BUENAVENTURA S.A.  |                       |
|---|-----------------------|
| TARIFAS PORTUARIAS  |                       |
| Hoja cuatro (4)   |                       |
| <b>2 USO DE INSTALACIONES PORTUARIAS A LA CARGACOBRO POR UNA SOLA VEZ EN DOLARES AMERICANOS</b> |                       |
| <b>2.9 CABOTAJE CARGA GENERAL, GRANEL SOLIDO Y LIQUIDO</b>                                      |                       |
| <b>TONELADA</b>   | <b>USD / TONELADA</b> |
| CARGA GENERAL Y GRANEL POR TONELADA   | 3,00                  |
| NOTA: TEU's transbordados se cuentan para cargue / descargue como un solo movimiento.           |                       |
| <b>2.10 AZUCAR EN SACOS IMPORTACION / EXPORTACION</b>   |                       |
| <b>TONELAJE / AÑO</b>   | <b>USD / TONELADA</b> |
| 1 A 100,000   | 3,00                  |
| 100,000 A 200,000   | 2,05                  |
| 200,000 A 300,000   | 1,70                  |
| MAS DE 300,000  | 1,50                  |
| <b>2.11 AZUCAR A GRANEL IMPORTACION / EXPORTACION</b>   |                       |
| <b>TONELAJE / AÑO</b>   | <b>USD / TONELADA</b> |
| 1 A 100,000   | 3,00                  |
| 100,000 A 200,000   | 2,60                  |
| 200,000 A 300,000   | 2,40                  |
| 300,000 A 400,000   | 2,15                  |
| MAS DE 400,000  | 2,00                  |
| <b>2.12 MELAZA IMPORTACION / EXPORTACION</b>  |                       |
| <b>TONELAJE / AÑO</b>   | <b>USD / TONELADA</b> |
| 1 A 25,000  | 1,30                  |
| 25,000 A 50,000   | 1,15                  |
| 50,000 A 75,000   | 1,05                  |
| 75,000 A 100,000  | 0,95                  |
| MAS DE 100,000  | 0,80                  |

Source: Regional Port Society of Buenaventura

## E) Use port facilities operator I

**Table 19: Concepts operator I**

| CONCEPT   | DEFINITION   |
|---|--|
| <b>maritime services to ships in port</b>               | It is the charge incurred by a ship or vessel, by using a spring, by tying or acoderarse to another docked ship. |
| <b>Use of facilities for the maritime port operator</b> | It is the charge attached to each metric ton (ton / weight), which is loaded or unloaded to or from              |



|  |   |
|--|---|
|  | the ship, or from the dock, by the use of port infrastructure that allows the execution of this work. |
|--|---|

Source: Regional Port Society of Buenaventura

**Table 20: Port fees marine operator**

| SOCIEDAD PORTUARIA REGIONAL DE BUENAVENTURA S.A.   |                       |
|--|-----------------------|
| TARIFAS PORTUARIAS   |                       |
| Hoja cinco (5)   |                       |
| <b>3 USO DE INSTALACIONES PORTUARIASAL OPERADOR PORTUARIO MARITIMO</b>                           |                       |
| <b>3.1 CARGA GENERAL IMPORTACION / EXPORTACION / REESTIBA / TRANSITO Y TRANSBORDO / CABOTAJE</b> |                       |
| <b>TONELADA</b>  | <b>USD / TONELADA</b> |
| CARGA GENERAL POR TONELADA   | 1,00                  |
| <b>3.2 GRANEL IMPORTACION / EXPORTACION</b>  |                       |
| <b>3.2.1 CEREALES A GRANEL</b>   |                       |
| <b>RENDIMIENTO TONELADA / BUQUE / DIA</b>  | <b>USD / TONELADA</b> |
| HASTA 5,000  | 1,00                  |
| DE 5,001 A 5,700   | 0,85                  |
| DE 5,701 A 6,300   | 0,65                  |
| DE 6,301 A 7,000   | 0,36                  |
| MAS DE 7,000   | 0,30                  |
| <b>3.2 GRANEL IMPORTACION / EXPORTACION</b>  |                       |
| <b>3.2.1 CEREALES A GRANEL</b>   |                       |
| <b>RENDIMIENTO TONELADA / BUQUE / DIA</b>  | <b>USD / TONELADA</b> |
| HASTA 5,000  | 1,00                  |
| DE 5,001 A 5,700   | 0,85                  |
| DE 5,701 A 6,300   | 0,65                  |
| DE 6,301 A 7,000   | 0,36                  |
| MAS DE 7,000   | 0,30                  |
| <b>3.2.2 FERTILIZANTES A GRANEL</b>  |                       |
| <b>RENDIMIENTO TONELADA / BUQUE / DIA</b>  | <b>USD / TONELADA</b> |
| HASTA 3,500  | 1,00                  |
| DE 3,501 A 4000  | 0,85                  |
| DE 4,001 A 4,500   | 0,65                  |
| DE 4,501 A 5,000   | 0,36                  |
| MAS DE 5,000   | 0,30                  |
| <b>3.2.3 MINERAL A GRANEL</b>  |                       |
| <b>RENDIMIENTO TONELADA / BUQUE / DIA</b>  | <b>USD / TONELADA</b> |
| HASTA 4,500  | 1,00                  |
| DE 4,501 A 5,000   | 0,85                  |
| DE 5,001 A 5,500   | 0,65                  |
| DE 5,501 A 6,000   | 0,36                  |
| MAS DE 6,000   | 0,30                  |

| 3.2.4 AZUCAR A GRANEL                                  |                |
|--|----------------|
| RENDIMIENTO TONELADA / BUQUE / DIA                     | USD / TONELADA |
| HASTA 3,000  | 1,00           |
| 3,001 A 3,500  | 0,44           |
| 3,501 A 4,000  | 0,36           |
| MAS DE 4,000   | 0,30           |
| 3.2.5 CARBON A GRANEL                                  |                |
| RENDIMIENTO TONELADA / BUQUE / DIA                     | USD / TONELADA |
| HASTA 8,000  | 1,00           |
| 8,001 A 9,000  | 0,85           |
| 9,001 A 10,000   | 0,65           |
| 10,001 A 11,000  | 0,36           |
| MAS DE 11,000  | 0,30           |
| 3.3 GRANEL LIQUIDO IMPORTACION, EXPORTACION Y CABOTAJE |                |
| USD/TONELADA   | 1,00           |
| 3.4 OTROS GRANELES SOLIDOS IMPORT., EXPORT. Y CABOTAJE |                |
| USD/TONELADA   | 1,00           |

Source: Regional Port Society of Buenaventura

### F) Use port facilities operator II

**Table 21: Use of port facilities operator II**

| SOCIEDAD PORTUARIA REGIONAL DE BUENAVENTURA S.A.  |                    |                  |
|---|--------------------|------------------|
| TARIFAS PORTUARIAS  |                    |                  |
| Hoja seis (6)   |                    |                  |
| 3 USO DE INSTALACIONES PORTUARIAS AL OPERADOR PORTUARIO MARITIMO  |                    |                  |
| 3.5 CONTENEDORES DE 20' Y 40' LLENOS POR UNIDAD IMPORTACION / EXPORTACION / REESTIBA                            |                    |                  |
| CONTENEDORES  | USD / CONTENEDORES |                  |
|   | CONTENEDORES 20'   | CONTENEDORES 40' |
| UNIDAD  | 18,50              | 24,00            |
| 3.6 CONTENEDORES DE 20' Y 40' VACIOS POR UNIDAD CARGUE / DESCARGUE / REESTIBA TRANSITO Y TRANSBORDO             |                    |                  |
| CONTENEDORES  | USD / CONTENEDORES |                  |
| UNIDAD  | 3,30               |                  |
| 3.7 CONTENEDORES DE 20' Y 40' LLENOS DE TRANSITO Y TRANSBORDO   |                    |                  |
| CONTENEDORES  | USD / CONTENEDORES |                  |
| UNIDAD  | 5,50               |                  |
| NOTA: La reestiba, el transito internacional y el transbordo se cobra al descargue y al cargue (por operación). |                    |                  |

Source: Regional Port Society of Buenaventura

### G) Use port facilities operator III

**Table 22: Use of port facilities operator III**

| SOCIEDAD PORTUARIA REGIONAL DE BUENAVENTURA S.A.  |                           |
|---|---------------------------|
| TARIFAS PORTUARIAS  |                           |
| Hoja siete (7)  |                           |
| <b>4 USO DE INSTALACIONES PORTUARIAS AL OPERADOR PORTUARIO TERRESTRE</b>  |                           |
| <b>4.1 CONTENEDORES DE 20' Y DE 40' IMPORTACION / EXPORTACION LLENOS Y VACÍOS</b>                                   |                           |
| <b>CONTENEDORES</b>   | <b>USD / CONTENEDORES</b> |
| CONTENEDORES LLENOS DE 20' Y 40'  | 2,00                      |
| CONTENEDORES VACÍOS DE 20' Y 40'  | 1,00                      |
| <b>4.2 CARGA GENERAL IMPORTACION / EXPORTACION</b>  |                           |
| <b>TONELADAS</b>  | <b>USD / TONELADAS</b>    |
| TONELADA DE CARGA GENERAL   | 0,20                      |
| <b>5 USO DE INSTALACIONES PORTUARIAS AL OPERADOR PORTUARIO DE REMOLCADORES POR MANIOBRA DE ATRAQUE O DESATRAQUE</b> |                           |
| <b>MANIOBRA</b>   | <b>USD / MANIOBRA</b>     |
| COBRO POR MANIOBRA  | 35,00                     |
| <b>6 USO DE INSTALACIONES PORTUARIAS A LOS PILOTOS PRACTICOS POR MANIOBRA DE ATRAQUE O DESATRAQUE</b>               |                           |
| <b>MANIOBRA</b>   | <b>USD / MANIOBRA</b>     |
| COBRO POR MANIOBRA  | 12,00                     |

Source: Regional Port Society of Buenaventura

Usually in different ports waiting times vary because they can be between 11 and 12 hours, this clearly generates overruns as far as goods are concerned up to 12.1% with a clear example in the case of the route between Bogotá-Buenaventura, an additional cost of up to \$ 22,778 per ton notary's office.

### 3. Findings

Maritime port terminals are vital for the development of domestic and foreign trade in Colombia gear, and much more if we talk, about the regional port of Buenaventura, for this reason that in recent years have been proposed and implemented projects to increase the quality of services provided in order to enhance and position more positively competitive standards worldwide. However, the regional port of Buenaventura still requires various and significant improvements that will increase the operating performance thereof. Among these we note that priority is security in the implementation and monitoring of operations, the capacity of the facilities, service reliability and timely and quick rotation of the load.

All areas of infrastructure improvement in the regional port of Buenaventura become increasingly essential, largely due to the entry in to force of the various free trade agreements that Colombia is making part. Buenaventura port counts as one of the most important not only in the country, but in Latin America, for its equidistant proximity to the American continent and of course taking forward the so-called "Asian Tigers". So in order to promote all these actions are aimed at generating higher levels of competitiveness in the country, it is to have effective logistics activities and excellent levels of communication, facilitating the promotion of foreign trade and encourage the provision of service with high quality logistics and transport throughout the national territory.

Known to be an obvious change, it becomes essential to strengthen the foundations of the entire system of maritime terminal of Buenaventura, starting because all those acting in lesser or greater extent in the process, should be clear and in turn is the duty; ensure the proper conduct of port processes, focusing, and is basically move as much cargo in the shortest possible time and safely, diminishing in the least the level of costs. For this to be given the use of technological tools focused on optimizing the loading and transport, thus generating optimal and comprehensive result in a system composed of many gears that inter depend each other is

necessary. Also, in order to improve reliability, efficiency of service and rotation of the load, it is necessary to create strategies addressed to reducing waiting times and service at the terminal of Buenaventura and the efficient use of facilities. It is essential to convert the competent Colombian ports and maritime terminals vanguard on the issue of navigation, environment and physical security equitably among the variables mentioned above.

All improvements made in the maritime terminal of Buenaventura will have a direct impact on all actors involved in these logistic processes. These have not only direct customers (importers and exporters); but also to third parties such as shipping lines, port operators, shipping companies and multimodal transport operators; institutions and control agencies and government authorities, customs, police and others.

On the other hand, given the delays in the implementation of the National Logistics Policy (CONPES 3547/2008), the CPC has stressed the need to expedite the process of structuring and implementation of studies that currently exist on logistics platforms, In this regard, the PND proposes the establishment of four logistics platforms 2018, two in the Central-West and two in the Pacific region. Similarly, the eighth article of the Law of PND, enable customs operations defining the DIAN in this type of infrastructure. Therefore, it is expected that on completion of the four years, the country has these platforms connected with 4G and projects identified in the Master Plan Intermodal Transportation.

The current states can be optimized without renewed completely, being accurate, but cautious not to fall into wasteful purposes, the strengthening of the safe in the region and greater social investment by the port society well-intentions a private entity, as a matter corporate social responsibility and hand with the relevant authorities, promote the improvement of road infrastructure and immediate and intermediate port in order to give greater agility to processes and generate safe transport of cargo access. This would also help in promoting the establishment of logistics centers and distribution in the port territory and in areas this is adjacent to the port, adding that it could encourage a large shopping and leisure center which

would generate simultaneously an economic boost based on consumption growth, job creation and tourism growth both within and outside the region.

Costs in the export process in Colombia highly exceed the average standards worldwide, and so we understand the difficulty that creates this problem given at the national level for effective and successful development of both domestic and international trade.

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## 4. Conclusions and recommendations

### 4.1 conclusions

The present study is noticed the need to carry out structural and operational changes within the port of Buenaventura so that these will accelerate and achieve better global positioning.

One of the major disadvantages of this part of the country, is the inadequate road infrastructure limits access and exit of goods from the port, which is linked to the lack of investment and improper use of resources offered by the sector. Investment in roads would ensure greater efficiency and from the port areas.

The port deficiency that occurs in the SPRBUN hits every day and more frequently trade flows of the marine terminal, generating significant increases in runtimes port processes and customs clearance of goods and inevitably negatively It causes increases in the costs inherent to this type of process.

One of the critical factors affecting the optimal development of port operation in the port of Buenaventura is the social aspect, because the lack of training of its people, armed conflict, extreme poverty, crime, unemployment result in the logistical and economic stagnation of this important maritime corridor, which precludes the use of such an important resource for the country.

For Colombia one of the most important challenges it is the technological and operational adequacy, not only the port of Buenaventura but of all those acting agents in domestic and international supply chain, to correspond or assimilate the changes brought about by globalization. The repowering of the port that the date is not a reality because there are more limitations and difficulties linger and hamper the competitiveness that is so vital to an increasingly globalized model in which the capitalist world; Based on the rapid and excessive consumption, which competes against fierce monsters equipped with the latest technology and with clear intentions

to gain greater market power; It makes a dramatic and forceful transformation in all aspects already mentioned during the course of this study to achieve an active part in the intense game of international logistics necessary. Which would result in more efficient processes, cost optimization, consolidation and generation of new business ties, union with neighboring countries, approach certain planned and defined, motivation to the commercial sector, opening with benefits and guarantees to private investment , preferably national, clean and sustainable technologies, innovation in processes, application of new and / or improved methods from consulting and support of the academy, which can be quite useful and needy for the identification and implementation of global trends partner and avant-garde, creating a whole integral, solid and stable among interdependent links.

## **4.2 Recommendations**

Redirecting the approach has the projection of the port of Buenaventura, leaning now not competition within national competitiveness, but rather encouraging unions and inclusive projects with other terminals in the country with which they can generate interesting symbiosis, to aim for stronger national profile competitive global.

Way is the need to generate noticeable changes in both internal operations at the port of Buenaventura and actions related to the administration of the resources it has. Urgently be access roads to the port, which greatly help the decrease in transportation time and costs, and of course the safety of the goods.

An advanced technology implementation of hardware and software, generate drastic changes in the efficiency and operation of the port, optimizing time, cost and machinery, with the aim of providing a more reliable and higher quality service. We cite as an example the service of SPRCOOnline the port of Cartagena, which reduces port, customs and logistics procedures, and generates greater reliability to customers of the port. Although the implementation of these applications is not as



perceived as physical changes in port platforms, these generate added value in the market and creates a safer around the activities of the sector system.

Deepening dredging, ensure the good condition and maintenance of cranes, plus development wineries projecting future traffic to handle, for not go that far, at least with loads more transit and make use of facilities, because of structural physical port terminal management, making it more efficient in the course of their processes, also this avoiding bottlenecks by failure in machinery, which over time is decaying and becoming obsolete, aspects involved that if not properly and timely, end up hindering and hampering the logistics companies.

The configuration of maritime traffic is a significant to give rise to structural changes point because to do so it is necessary to invest in works of increasing the depth of the terminal to ensure the seaworthiness of post-Panamax ships and convert the port of Buenaventura in a modern terminal in order to be prepared to face the challenges of international trade.

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