

This PDF is a selection from an out-of-print volume from the National Bureau of Economic Research

Volume Title: Foreign Trade Regimes and Economic Development: Colombia

Volume Author/Editor: Carlos F. Diaz-Alejandro

Volume Publisher: NBER

Volume ISBN: 0-87014-509-6

Volume URL: <http://www.nber.org/books/diaz76-1>

Publication Date: 1976

Chapter Title: Front Matter to "Foreign Trade Regimes and Economic Development: Colombia"

Chapter Author: Carlos F. Diaz-Alejandro

Chapter URL: <http://www.nber.org/chapters/c4038>

Chapter pages in book: (p. -27 - 0)

**Foreign Trade Regimes
and Economic Development:
COLOMBIA**

Foreign Trade Regimes and Economic Development:

*A Special Conference Series
on Foreign Trade Regimes
and Economic Development*

VOLUME IX



NATIONAL BUREAU OF ECONOMIC RESEARCH
New York 1976

COLOMBIA

by **Carlos F. Díaz-Alejandro**

YALE UNIVERSITY

DISTRIBUTED BY Colombia University Press
New York and London

NATIONAL BUREAU OF ECONOMIC RESEARCH

*A Special Conference Series on Foreign Trade Regimes
and Economic Development*

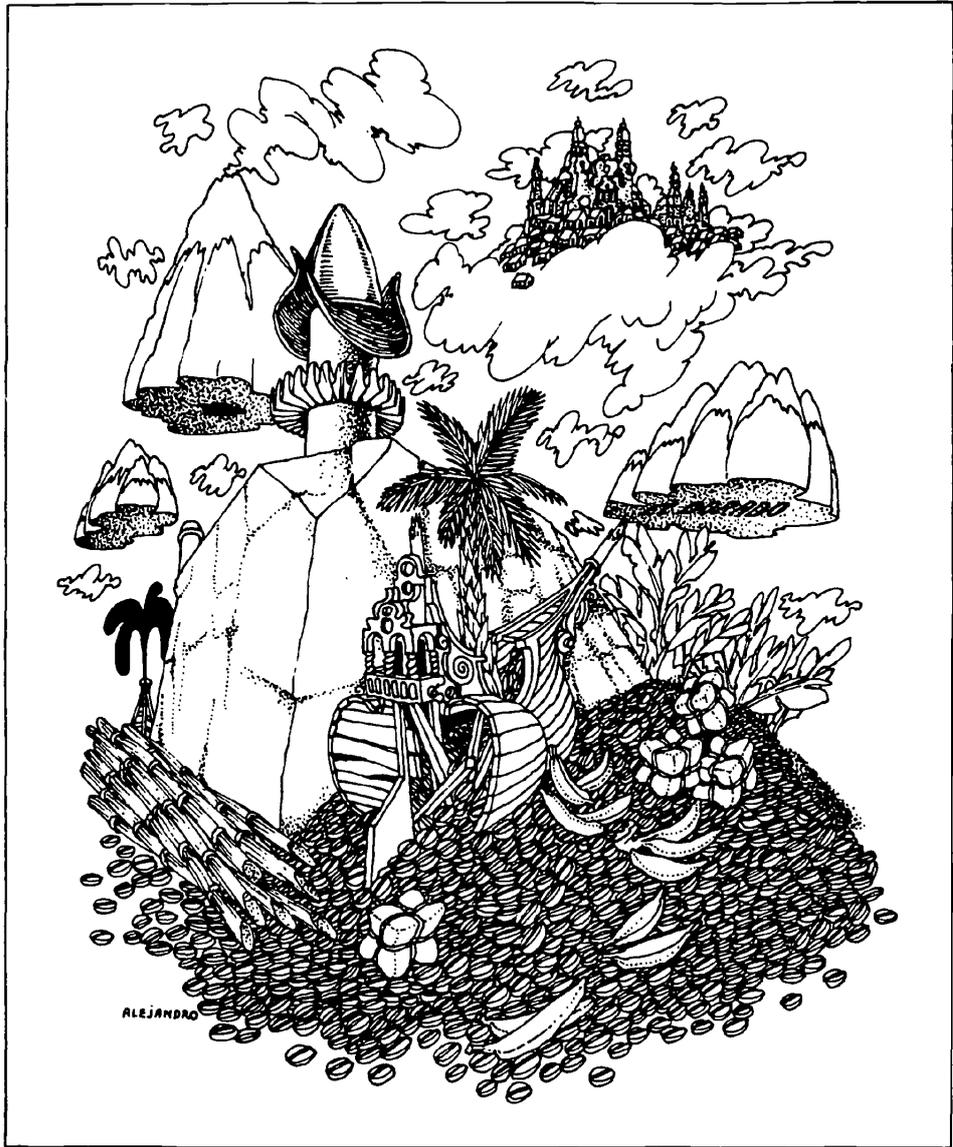
Library of Congress Card Number: 75-24035

ISBN for the series: 0-87014-500-2

ISBN for this volume: 0-87014-509-6

Printed in the United States of America

DESIGNED BY JEFFREY M. BARRIE





NATIONAL BUREAU OF ECONOMIC RESEARCH

OFFICERS

Arthur F. Burns, *Honorary Chairman*
J. Wilson Newman, *Chairman*
Moses Abramovitz, *Vice Chairman*
John R. Meyer, *President*
Thomas D. Flynn, *Treasurer*
Douglas H. Eldridge, *Executive Secretary*
Gary Fromm, *Director, NBER-Washington*
Victor R. Fuchs, *Vice President; Co-Director, NBER-West*
Edward Kuh, *Vice President and Director, Computer Research Center*

Robert E. Lipsey, *Director, International and Financial Studies*
Harvey J. McMains, *Vice President-Executive Director*
Sherman J. Maisel, *Co-Director, NBER-West*
Geoffrey H. Moore, *Director, Business Cycle Research*
Edward K. Smith, *Director, Corporate Planning and Development*

DIRECTORS AT LARGE

Atherton Bean, *International Multifoods Corporation*
Andrew F. Brimmer, *Harvard University*
Arthur F. Burns, *Board of Governors of the Federal Reserve System*
Wallace J. Campbell, *Foundation for Cooperative Housing*
Erwin D. Canham, *Christian Science Monitor*
Emilio G. Collado, *Exxon Corporation*
Solomon Fabricant, *New York University*
Frank L. Fernbach, *United Steelworkers of America*
Eugene P. Foley, *Montrose Securities, Inc.*
Edward L. Ginzton, *Varian Associates*
David L. Grove, *International Business Machines Corporation*
Walter W. Heller, *University of Minnesota*

John R. Meyer, *Harvard University*
Geoffrey H. Moore, *National Bureau of Economic Research*
J. Wilson Newman, *Dun & Bradstreet, Inc.*
James J. O'Leary, *United States Trust Company of New York*
Rudolph A. Oswald, *American Federation of Labor and Congress of Industrial Organizations*
Robert V. Roosa, *Brown Brothers Harriman & Co.*
Eli Shapiro, *The Travelers Corporation*
Arnold M. Soloway, *Jamaicaway Tower, Boston, Massachusetts*
Lazare Teper, *International Ladies' Garment Workers' Union*
Theodore O. Yntema, *Oakland University*

DIRECTORS BY UNIVERSITY APPOINTMENT

Moses Abramovitz, *Stanford*
Gardner Ackley, *Michigan*
Charles H. Berry, *Princeton*
Francis M. Boddy, *Minnesota*
Otto Eckstein, *Harvard*
Walter D. Fisher, *Northwestern*
R. A. Gordon, *California, Berkeley*
J. C. LaForce, *California, Los Angeles*

Robert J. Lampman, *Wisconsin*
Maurice W. Lee, *North Carolina*
Almarin Phillips, *Pennsylvania*
Lloyd G. Reynolds, *Yale*
Robert M. Solow, *Massachusetts Institute of Technology*
Henri Theil, *Chicago*
William S. Vickrey, *Columbia*

DIRECTORS BY APPOINTMENT OF OTHER ORGANIZATIONS

Richard M. Bird, *Canadian Economics Association*
Eugene A. Birnbaum, *American Management Associations*
Carl F. Christ, *American Economic Association*
Thomas D. Flynn, *American Institute of Certified Public Accountants*
Nathaniel Goldfinger, *American Federation of Labor and Congress of Industrial Organizations*

Harold G. Halcrow, *American Agricultural Economics Association*
Walter E. Hoadley, *American Finance Association*
Philip M. Klutznick, *Committee for Economic Development*
Paul W. McCracken, *American Statistical Association*
Roy E. Moor, *National Association of Business Economists*
Douglass C. North, *Economic History Association*

DIRECTORS EMERITI

Percival F. Brundage
Frank W. Fetter
Gottfried Haberler

Albert J. Hettinger Jr.
George B. Roberts
Murray Shields

Boris Shishkin
Willard L. Thorp
Joseph H. Willits

SENIOR RESEARCH STAFF

Gary S. Becker
Charlotte Boschan
Phillip Cagan
Stanley Diller
Solomon Fabricant
Milton Friedman
Gary Fromm
Victor R. Fuchs

J. Royce Ginn
Raymond W. Goldsmith
Michael Gort
Michael Grossman
F. Thomas Juster
John F. Kain
John W. Kendrick
Irving B. Kravis
Edwin Kuh

William M. Landes
Robert E. Lipsey
Sherman J. Maisel
Benoit B. Mandelbrot
John R. Meyer
Robert T. Michael
Jacob Mincer
Ilse Mintz
Geoffrey H. Moore

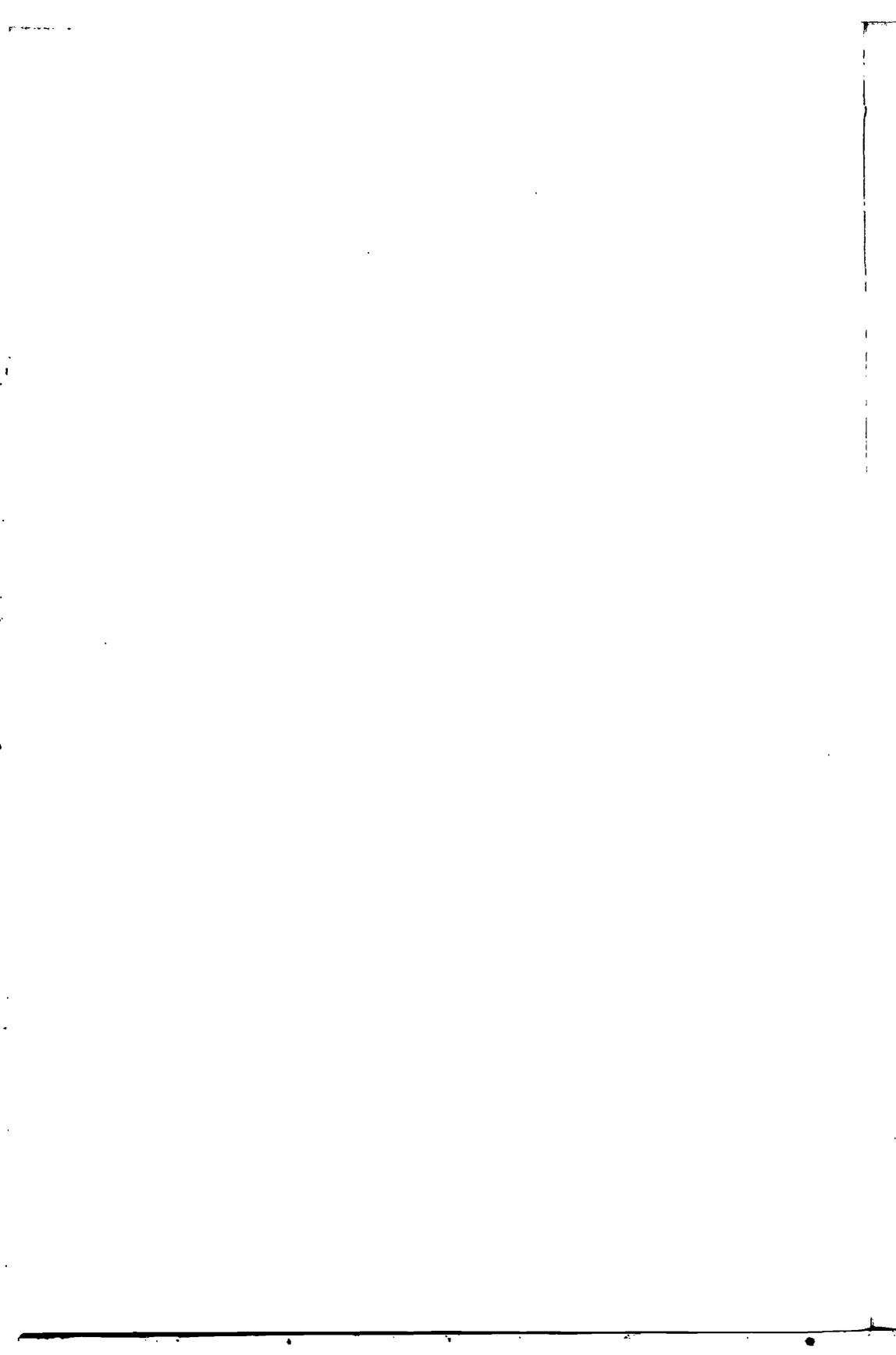
M. Ishaq Nadiri
Nancy Ruggles
Richard Ruggles
Anna J. Schwartz
Edward K. Smith
George J. Stigler
Robert J. Willis
Victor Zarnowitz

*Relation of the Directors of the National Bureau to
Publication of the Country Studies in the Series on
Foreign Trade Regimes and Economic Development*

The individual country studies have not passed through the National Bureau's normal procedures for review and approval of research reports by the Board of Directors. In view of the way in which these studies were planned and reviewed at successive working parties of authors and Co-Directors, the National Bureau's Executive Committee has approved their publication in a manner analogous to conference proceedings, which are exempted from the rules governing submission of manuscripts to, and critical review by, the Board of Directors. *It should therefore be understood that the views expressed herein are those of the authors only and do not necessarily reflect those of the National Bureau or its Board of Directors.*

The synthesis volumes in the series, prepared by the Co-Directors of the project, are subject to the normal procedures for review and approval by the Directors of the National Bureau.

Para Luisa y Rodrigo



Contents

<i>Co-Director's Foreword</i>	xix
<i>Preface</i>	xxii
Chapter 1: Trends and Phases in the Colombian Economy and Its Foreign Trade and Payments, 1950-72	1
An Over-All View: Gross Domestic Product and Its Distribution	1
An Over-All View: Foreign Trade	6
External and Internal Instability	8
Capital Formation and Foreign Trade	10
Coffee and Phases	12
Policy and Subphases	14
Notes	31
Chapter 2: Minor Merchandise Exports	33
An Over-All View	34
Types of Minor Exports	36
A Closer Look at the Customers for Colombian Exports	48
Policy Variables Influencing Minor Exports	51
The Supply Response of Colombian Minor Exports	63
LAFTA vs. Non-LAFTA Minor Exports: Some Economic Characteristics	71
Outlook for Minor Exports	74
Notes	77
	xi

Chapter 3: Determination and Composition of Merchandise Imports and Their Link to Capital Formation	80
An Aggregate Import Function	80
Unregistered Merchandise Imports	89
The Allocation of Observed Merchandise Imports into Different Categories	91
Imports and Capital Formation	94
Policy Instruments Used to Repress Imports	96
Notes	98
Chapter 4: Tariffs, Prior Deposits, and the Import Exchange Rate	100
The Tariff	100
Prior Import Deposits	111
The Average Exchange Rate Applicable to Merchandise Imports	115
Notes	122
Chapter 5: Import Controls	124
Some Key Definitions and Classifications	124
A Historical Sketch of the Import Control System	131
The Operation of Import Controls During 1971	134
Some Evidence of the Combined Operation of the Import-repressing Mechanisms	149
Notes	150
Chapter 6: Import Controls in 1970-71: Some Quantifiable Features	153
Major Colombian Importers in 1970	154
Revealed INCOMEX Criteria for Accepting or Rejecting Import License Requests	160
Industrial Company Size and Incidence of Approval: A Closer Look	168
The Import-Export-Taxes-Wages Nexus	173
Some Conclusions	176
Appendix: Companies with Imports Worth More than \$1 Million in 1970	178
Notes	181

CONTENTS

xiii

Chapter 7: The 1965–66 Liberalization Episode	184
The Dynamics of Inflation	184
The 1962 Devaluation: Review of Some Background	188
The Impact of the 1962 Devaluation	190
The 1965–66 Liberalization Episode: Origins and Implementation	195
Blowup	202
Sisyphus and Law 444	205
Questions and Lessons from the 1965–66 Liberalization Episode and Its Aftermath	206
Appendix	209
Notes	213
 Chapter 8: Trade Policies and Colombian Development	 215
The Record for 1967–73	216
Evidence on Static Efficiency Effects of Colombian Trade Policies: Review and Outlook	225
Trade Policies, Foreign Exchange Availability, and Growth	234
Trade Policies, Income Distribution, and Employment	239
Trade and Financial Policies and National Autonomy	246
Some Final Remarks	250
Notes	251
 Appendix A: Definition of Concepts and Delineation of Phases	 259
 Appendix B: Principal Dates and Historical Events in Colombia	 262
 Appendix C: Abbreviations	 270
 <i>Index</i>	 272

Tables

1-1	Average Annual Growth Rates and Standard Errors of Key Colombian Domestic Variables, Selected Periods, 1950-72	2
1-2	Average Annual Growth Rates and Standard Errors of Key Colombian Foreign Trade Variables, Selected Periods, 1948-72	7
1-3	Major Colombian Economic Indicators, 1950-72	16
1-4	Colombian Balance of Payments, 1957-71	22
2-1	Colombian Merchandise Exports, f.o.b., 1948-72	35
2-2	Colombian Minor Exports, f.o.b., 1950-71	37
2-3	Registered Minor Colombian Merchandise Exports, f.o.b., 1957-70	39
2-4	LAFTA Share of Colombian Minor Exports by SITC Categories, 1970	40
2-5	Value, Quantity, Price, and Production Indices for Bananas, Cotton, Sugar, and Tobacco, 1950-70	42
2-6	Cotton in Postwar Colombia, 1948-52 to 1966-69	44
2-7	Geographical Distribution of Colombian Exports, 1957-58 and 1967-69	49
2-8	Geographical Distribution of the Increment in the Average Annual Dollar Value of Colombian Exports Between 1957-58 and 1967-69	50
2-9	Exchange Rate Applied to Most Registered Minor Colombian Exports, 1949-72	52
2-10	Effective Purchasing-Power-Parity Exchange Rate for Minor Exports, 1953-72	56
2-11	Exports and Imports Under the Vallejo Plan, 1960-71	58

2-12	Effective Protection Yielded by Tariffs and Export Promotion Schemes, About 1970, for 105 Products	60
2-13	Regressions for Annual Percentage Changes in Minor Exports, Based on Annual Data for 1955-70 or 1955-72	65
2-14	Regressions for Changes in Minor Exports, Based on Quarterly Data for 1955-72	68
2-15	Regressions Explaining LAFTA Share of Three-Digit SITC Minor Export Items as a Function of the Capital-Labor Ratio	72
3-1	Recorded Merchandise Imports by Geographical Source, 1957-58 to 1970-72	83
3-2	Basic Data Used in Annual Import Regressions, 1950-72	84
3-3	Basic Data Used in Quarterly Import Regressions, 1957-72	87
3-4	Ratio of Registered Colombian Imports (c.i.f.) to Exports to Columbia Registered by Other Countries, 1958-69	89
3-5	Unregistered Merchandise Imports, c.i.f., 1957-72	90
3-6	Allocation of Registered Merchandise Imports Among Major Use Categories, 1951-72	92
3-7	Regressions for Shares in the Import Bill of Major Use Categories, 1951-72	93
3-8	Links Between Capital Formation and Imports: Regression Results, 1950-72	95
4-1	Import Duties Collected as Percentages of Peso Value of Merchandise Imports and of Central Government Tax Revenues, 1943-72	102
4-2	Regressions for Import Duties Collected as Percentages of Peso Value of Merchandise Imports, 1951-72	104
4-3	Duties Collected, Dutiable Imports, and All Imports, by Use Categories, 1965-67	105
4-4	Colombian Duties and Other Restrictions on Selected Non-exempt Imports from Non-LAFTA Sources, 1962, 1971, and 1973	107
4-5	Average Ad Valorem Duties of Selected Imported Products in 1962, 1971, and 1973, Grouped by Their 1962 Duties	110
4-6	Changes in Regime and Average Duty Between 1962 and 1971 for Selected Imported Products	111
4-7	Prior Import Deposits as Percentages of Merchandise Imports and Domestic Credit, 1950-72	113
4-8	Nominal Exchange Rate on Merchandise Imports, 1948-72	116
4-9	Characteristics of the Average Import Exchange Rate, 1956-72	119
4-10	Monthly Percentage Changes in the Certificate Rate, 1967-73	121
5-1	Merchandise Imports: Registrations, Customs Values, and Exchange Disbursements, 1963-72	125

5-2	Examples of Tariff Chapters with Many Prohibited Items, About 1971	129
5-3	Imported Raw Materials as Percentages of Value of Colombian Gross Manufacturing Output, Total and Selected Regions, 1967	142
5-4	Tariffs, Import Regimes, and Gaps Between Domestic and International Prices, 1969	150
6-1	Major Industrial Importers in Colombia, 1970	155
6-2	Major Commercial Importers in Colombia, 1970	156
6-3	Major Commercial and Industrial Importers in Colombia, by Value of Imports, 1970	157
6-4	Some Characteristics of Major Industrial Importers, 1970	159
6-5	INCOMEX Reasons for Rejecting Applications for Import Licenses and Tabulation of Sample of Rejected Licenses During July-December 1971	161
6-6	Average Characteristics of Approved, Rejected, and Partially Rejected Import Requests of Sample Taken During July-December 1971	163
6-7	Industrial Category: Regressions for Approval or Rejection of Import Requests in Sample	165
6-8	Commercial Category: Regressions for Approval or Rejection of Import Requests in Sample	166
6-9	Industrial Category: Approvals and Complete Rejections by Employment Size and Reimbursable or Nonreimbursable Category	169
6-10	Industrial Category: Approvals and Complete Rejections by Level of Registered Imports in 1970 and Reimbursable or Nonreimbursable Category	170
6-11	Industrial Category: Approvals and Complete Rejections by Employment Size and Geographical Location	171
6-12	Industrial Category: Approvals and Complete Rejections by Registered Minor Exports in 1970 and Geographical Location	172
6-13	Industrial Category: Percentage of Approvals According to Two Key Characteristics	173
6-14	Multiple Regressions for Imports, Exports, Wages, and Taxes per Employee of Industrial Companies	174
6-15	Multiple Regressions for Imports, Wages, and Taxes per Employee of Commercial Companies	175
7-1	Regressions for Quarterly Percentage Increases in Colombian Price Levels, 1958-69	186
7-2	Actual and Predicted Quarterly Changes in Colombian Price Level, 1960-64	192

7-3	Share of Actual Increases in Price Level During First and Second Quarters of 1963 "Explained" by Variables in Regressions of Table 7-1	193
7-4	Actual and Predicted Quarterly Changes in Colombian Price Level, 1965-69	200
7-5	Share of Actual Increases in Price Level During Last Quarter of 1965 and First Half of 1966 "Explained" by Variables in Regressions of Table 7-1	201
7-6	Selected Colombian Annual Growth Rates, 1964-70	207
7-7	Quarterly Percentage Changes in Dependent Variables Used in Regressions Shown in Table 7-1, 1958I-1969IV	210
7-8	Percentage Changes in Independent Variables Used in Regressions Shown in Table 7-1, 1957I-1969IV	212
8-1	Agriculture and Livestock: Average Annual Percentage Growth Rates of Output for 1950-72 and Growth Rate Deviations During 1967-72	218
8-2	Manufacturing: Average Annual Percentage Growth Rates of Output for 1950-72 and Growth Rate Deviations During 1967-72	220
8-3	Colombian Manufacturing Activities Ranked by Value Added per Employed Person in 1967	222
8-4	Effective Rates of Protection by Groups of Traded Sectors, 1969	227
8-5	Share of Imports in Gross Investment in Machinery and Equipment Including Transport, 1950-54 to 1971-72	234
8-6	Gross Capital Formation, 1950-54 to 1971-72	235
8-7	Financing of Gross Capital Formation, 1950-54 to 1971-72	235
8-8	Implicit Price Deflators for Gross Investment, 1950-54 to 1971-72	236
8-9	Value Added per Employed Person in Colombian Manufacturing, 1967	243
8-10	Labor Share in GDP, 1950-54 to 1971-72	245
8-11	Structure of Accumulated Direct Foreign Investment in Colombia	249

Figure

1-1 Topographical Map of Colombia	11
-----------------------------------	----

Charts

1-1 Rates of Growth of Colombian Gross Domestic Product and Gross Fixed Capital Formation, 1952-71	3
1-2 Merchandise Imports, Exports, and Coffee Prices, 1948-72.	4

Co-Directors' Foreword

This volume is one of a series resulting from the research project on Exchange Control, Liberalization, and Economic Development sponsored by the National Bureau of Economic Research, the name of the project having been subsequently broadened to Foreign Trade Regimes and Economic Development. Underlying the project was the belief by all participants that the phenomena of exchange control and liberalization in less developed countries require careful and detailed analysis within a sound theoretical framework, and that the effects of individual policies and restrictions cannot be analyzed without consideration of both the nature of their administration and the economic environment within which they are adopted as determined by the domestic economic policy and structure of the particular country.

The research has thus had three aspects: (1) development of an analytical framework for handling exchange control and liberalization; (2) within that framework, research on individual countries, undertaken independently by senior scholars; and (3) analysis of the results of these independent efforts with a view to identifying those empirical generalizations that appear to emerge from the experience of the countries studied.

The analytical framework developed in the first stage was extensively commented upon by those responsible for the research on individual countries, and was then revised to the satisfaction of all participants. That framework, serving as the common basis upon which the country studies were undertaken, is further reflected in the syntheses reporting on the third aspect of the research.

The analytical framework pinpointed these three principal areas of research which all participants undertook to analyze for their own countries. Subject to a common focus on these three areas, each participant enjoyed maximum latitude to develop the analysis of his country's experience in the way he deemed appropriate. Comparison of the country volumes will indicate that this freedom was indeed utilized, and we believe that it has paid handsome dividends. The three areas singled out for in-depth analysis in the country studies are:

1. *The anatomy of exchange control*: The economic efficiency and distributional implications of alternative methods of exchange control in each country were to be examined and analyzed. Every method of exchange control differs analytically in its effects from every other. In each country study care has been taken to bring out the implications of the particular methods of control used. We consider it to be one of the major results of the project that these effects have been brought out systematically and clearly in analysis of the individual countries' experience.

2. *The liberalization episode*: Another major area for research was to be a detailed analysis of attempts to liberalize the payments regime. In the analytical framework, devaluation and liberalization were carefully distinguished, and concepts for quantifying the extent of devaluation and of liberalization were developed. It was hoped that careful analysis of individual devaluation and liberalization attempts, both successful and unsuccessful, would permit identification of the political and economic ingredients of an effective effort in that direction.

3. *Growth relationships*: Finally, the relationship of the exchange control regime to growth via static-efficiency and other factors was to be investigated. In this regard, the possible effects on savings, investment allocation, research and development, and entrepreneurship were to be highlighted.

In addition to identifying the three principal areas to be investigated, the analytical framework provided a common set of concepts to be used in the studies and distinguished various phases regarded as useful in tracing the experience of the individual countries and in assuring comparability of the analyses. The concepts are defined and the phases delineated in Appendix F.

The country studies undertaken within this project and their authors are as follows:

Brazil	Albert Fishlow, University of California, Berkeley
Chile	Jere R. Behrman, University of Pennsylvania
Colombia	Carlos F. Díaz-Alejandro, Yale University
Egypt	Bent Hansen, University of California, Berkeley, and Karim Nashashibi, International Monetary Fund
Ghana	J. Clark Leith, University of Western Ontario

India	Jagdish N. Bhagwati, Massachusetts Institute of Technology, and T. N. Srinivasan, Indian Statistical Institute
Israel	Michael Michaely, The Hebrew University of Jerusalem
Philippines	Robert E. Baldwin, University of Wisconsin
South Korea	Charles R. Frank, Jr., Princeton University and The Brookings Institution; Kwang Suk Kim, Korea Development Institute, Republic of Korea; and Larry E. Westphal, Northwestern University
Turkey	Anne O. Krueger, University of Minnesota

The principal results of the different country studies are brought together in our overall syntheses. Each of the country studies, however, has been made self-contained, so that readers interested in only certain of these studies will not be handicapped.

In undertaking this project and bringing it to successful completion, the authors of the individual country studies have contributed substantially to the progress of the whole endeavor, over and above their individual research. Each has commented upon the research findings of other participants, and has made numerous suggestions which have improved the overall design and execution of the project. The country authors who have collaborated with us constitute an exceptionally able group of development economists, and we wish to thank all of them for their cooperation and participation in the project.

We must also thank the National Bureau of Economic Research for its sponsorship of the project and its assistance with many of the arrangements necessary in an undertaking of this magnitude. Hal B. Lary, Vice President-Research (retired), most energetically and efficiently provided both intellectual and administrative input into the project over a three-year period. We would also like to express our gratitude to the Agency for International Development for having financed the National Bureau in undertaking this project. Michael Roemer and Constantine Michalopoulos particularly deserve our sincere thanks.

JAGDISH N. BHAGWATI
Massachusetts Institute of Technology

ANNE O. KRUEGER
University of Minnesota

Preface

Much has been written during the last few years on the international trade and financial policies of developing countries. As Colombia has received a good share of this attention, and as most authors in the field are eager to protest that trade policies are only part (and perhaps not the most important part) of a well-balanced development plan, the reader may wonder why I seek to lure him or her into looking at yet one more book on Colombian trade and development.

My basic motivation in writing this volume has been straightforward: since 1962, when I became acquainted at firsthand with Colombia, which contains the strengths as well as the problems and contradictions of Latin America, I have wanted to study its import and exchange control system, and more generally, its trade and payments policies. My pre-1959 Caribbean background had not prepared me for exposure to large numbers of public figures who, whether wise or misguided in their economic policymaking, made decisions on the basis of considerations excluding personal monetary gain. Surely this species of ruling group deserved a closer look.

Since the difficult mid-1960s, particularly since 1967, the Colombian economy has expanded at an impressive although characteristically unspectacular rate. We thus have the opportunity to begin studying the extent to which a return to export-led growth can help or hinder the achievement of the several Colombian development targets, an opportunity not available to those writing in the 1960s.

This new stage in Colombian development is still in its infancy. There is some reason to wonder whether it will have a chance to reach adulthood. I

began this study in about July 1971, shortly before the world boom of 1972-73. As I write these lines, in the first week of 1975, each new forecast about the world economy is gloomier than the preceding one.

Yet, whatever happens in the nonsocialist part of the world economy, Colombia, and most of the rest of Latin America as well, have considerable grounds for optimism. The country and the region have second lines of defense against a world depression not available in the 1930s, when their performance was far from catastrophic. The forces searching for growth, national affirmation, and social justice cannot be stopped for very long, not even by a world depression. Indeed, Albert O. Hirschman has taught us that the optimal mix of external circumstances for a Latin American type of developing country may involve a spasmodic sequence of positive and negative stimuli. The historical challenge of Latin American integration and the bountiful natural resources of the region constitute key reserves against turbulence emanating from outside the area.

My book is focused on the 1950-72 period. Inevitably I also make some incursions into earlier economic history (but not enough) and spotty references to post-1972 policy changes. I do not attempt to be completely up-to-date even though many interesting changes in the trade and payments system have occurred during the last few years. Casual references, but no more, are made to economic policies not included under the trade and payments label. For these and other limitations it is up to the reader, particularly the Colombian reader, to decide whether or not to absolve me.

Two omissions should be highlighted. I hardly discuss coffee, and I can imagine a reviewer making references to Hamlet without the Prince. But all I need here is the Coffee Ghost; the Prince of this story is the nontraditional export sector. Excellent and up-to-date studies of Colombian coffee policy are available, the most recent one by Roberto Junguito, director of FEDESARROLLO. The special characteristics of the Colombian oil industry have also been neglected, an omission which has become more obvious since October 1973, shortly before Colombia became an oil importer. But FEDESARROLLO has also published a recent study on that subject.

During the preparation of this volume I received much help from many individuals and institutions. My greatest debt is to Rodrigo and Luisa Botero; without their support and fraternal aid my work would have suffered grievously. This book is dedicated to them.

The following persons have contributed to the preparation of one or several chapters or have commented on earlier drafts: Lillian Barros, Jere Behrman, Albert Berry, Guillermo Calvo, César Cardozo, Benjamin I. Cohen, Richard N. Cooper, Mary K. Downey, Jonathan Eaton, Albert Fishlow, Hernando Gomez Otálora, Gerald K. Helleiner, Eduardo del Hierro, Juan Carlos Jaramillo, Stephen Kadish, Robert E. Lipsey, Herminia Martinez

Neufeld, José Antonio Ocampo, Francisco Ortega, Gustav Ranis, Carlos Sansón, Eduardo Sarmiento, Francisco Thoumi, and Miguel Urrutia. They all have my gratitude.

Intrepid and cheerful assistance was provided by José Francisco Escandón in Bogotá and by Van Whiting in New Haven. Christina Lanfer was in this project from beginning to end, in New Haven and in Bogotá, always the helpful queen of Colombian sources and the resourceful intermediary with the computer.

The detailed and massive comments by Hal Lary on earlier drafts of this study frequently, and at first sight, threatened to push me into the abyss of insanity. Calmer reflection has shown me how very useful his comments have been in improving those drafts. The co-directors of this project, Anne O. Krueger and Jagdish N. Bhagwati, also deserve special thanks for their many good comments and suggestions. Together with other colleagues in the project, they made our occasional seminars fruitful events from which this work benefited greatly. Masterful editing by Ester Moskowitz is gratefully acknowledged. I also thank H. Irving Forman for his expert drawing of the charts and figure.

FEDESARROLLO in Bogotá provided a congenial and stimulating base, first during July and August of 1971, and many times since then. Fellow research workers there contributed their good advice and many ideas; in addition to those already mentioned I wish to express my gratitude to Haroldo Calvo, Roberto Junguito, Guillermo Perry, and Daniel Vargas.

INCOMEX officials in Bogotá, who had good reason to suspect my a priori hostility to the import control system they were running, were remarkably open and cooperative. Without their generous help I could not have produced Chapter 6, which is my favorite in this book. Criticisms in this volume directed toward the import control system must be clearly separated from judgments regarding how this group of unusually hardworking, dedicated, and public spirited officials carry out their tasks.

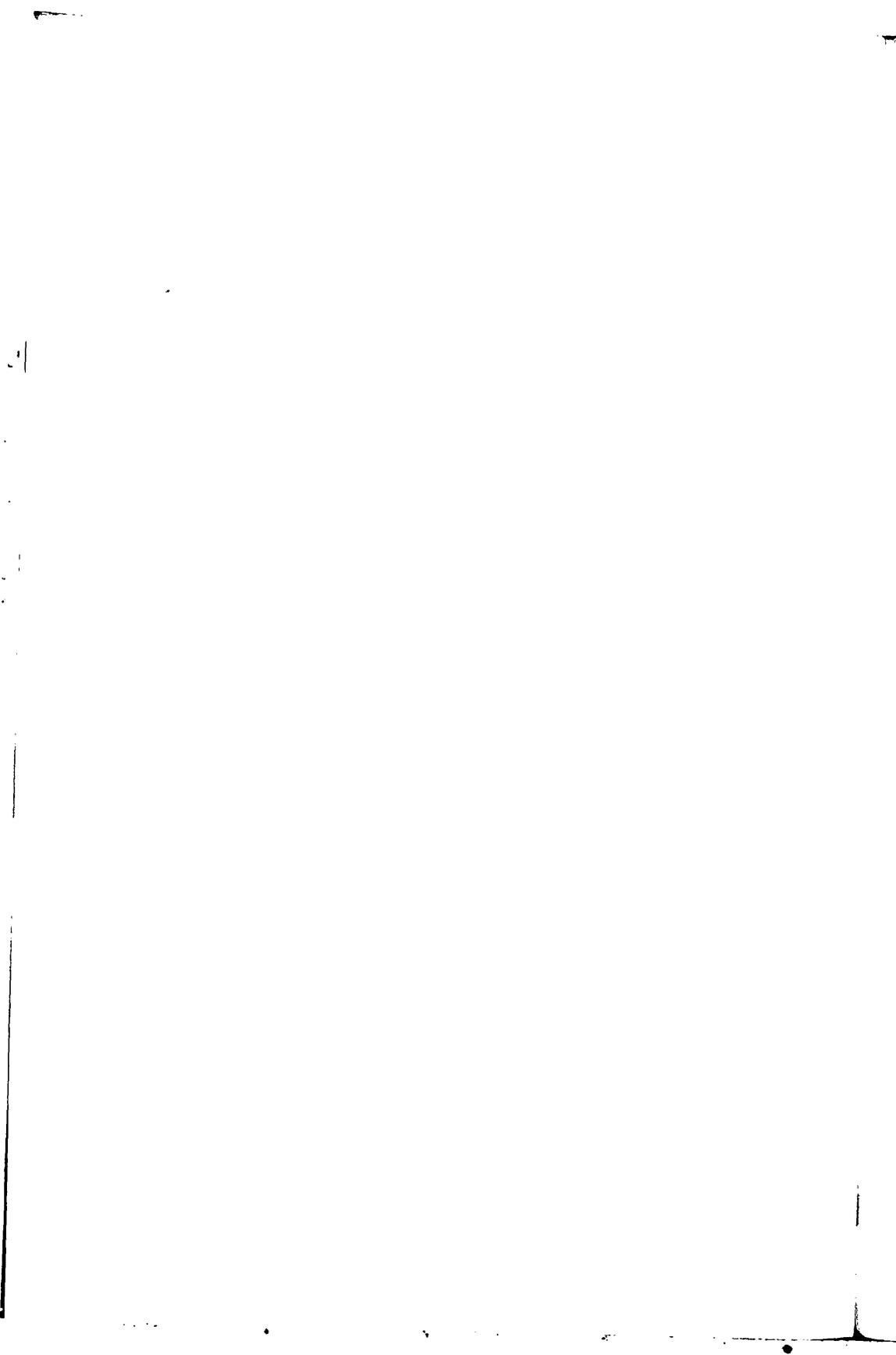
Seminars at CEDE, at the Universidad de los Andes, and conversations with many Colombian businessmen and public officials outside INCOMEX also provided many valuable insights.

Impersonal but sincere thanks are due to three other institutions which provided the material base for this project: the National Bureau of Economic Research, the National Science Foundation, and the Yale Economic Growth Center.

Finally, my brother and closest companion-in-arms, José Ramón Díaz-Alejandro, has kindly provided the frontispiece.

Ever since the railroad had been officially inaugurated and had begun to arrive with regularity on Wednesdays at eleven o'clock and the primitive wooden station with a desk, a telephone, and a ticket window had been built, on the streets of Macondo men and women were seen who had adopted everyday and normal customs and manners but who really looked like people out of a circus. In a town that had chafed under the tricks of the gypsies there was no future for those ambulatory acrobats of commerce who with equal effrontery offered a whistling kettle and a daily regime that would assure the salvation of the soul on the seventh day; but from those who let themselves be convinced out of fatigue and the ones who were always unwary, they reaped stupendous benefits. Among those theatrical creatures, wearing riding breeches and leggings, a pith helmet and steel-rimmed glasses, with topaz eyes and the skin of a thin rooster, there arrived in Macondo on one of so many Wednesdays the chubby and smiling Mr. Herbert, who ate at the house.

Gabriel García Márquez,
One Hundred Years of Solitude



**Foreign Trade Regimes
and Economic Development:
COLOMBIA**

