

**COMMERCIAL INFORMATION CENTERS OF NON-TRADITIONAL  
EXPORT FEDERATIONS IN CENTRAL AMERICA: AN ASSESSMENT**

Assignment Number  
ST-171

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## SECTION I INTRODUCTION

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For over six years, the PROEXAG project has provided technical assistance in the area of information systems to private sector federations promoting non-traditional agricultural exports (NTAE) throughout Central America. The project has played a key role in insuring the federations have been able to supply their members and others with the vital, highly-specialized information required to successfully compete in the NTAE sector.

Because of reduced financial support from USAID, many of these federations are redefining their goals and changing the mix of services offered to their clients. Under the new scenario, improving the information systems of the federations is receiving high priority. In June and July 1993, the assessment contained in this report was carried out. The "Terms of Reference," for the assignment, which can be found in Annex A, give further background:

The project is in a unique position to provide a regional perspective to information services and the link between the region and information opportunities in the rest of the world. While the project has always had a component for supporting the information services of its counterpart organizations, this assignment is intended to address the elevated concern and opportunity that exists in the region to improve the information services and information access of the NTAE sector of the region.

The main components of the assignment can be summarized as follows:

1. Information assessment of each of the project's counterpart organizations.
2. Assessment of existing information sources in the region, modes of acquisition, and opportunities for sharing.
3. Assessment of the extra-regional information sources regarding their usefulness and accessibility to the NTAE industry.
4. Assessment of information providing service of the project itself, and how those services might be better tailored to serve the NTAE industry.
5. Assessment of the communications options available in the region.
6. Presentation of findings at the project's 2nd annual regional meeting in Costa Rica in September 1993.

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## SECTION II AN ASSESSMENT OF CURRENT SITUATION BY COUNTRY

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### A. OVERVIEW

Nearly all of the PROEXAG counterpart organizations have established, often as a direct result of PROEXAG's efforts, what are generally called "Commercial Information Centers" (CIC's).<sup>1</sup> These are intended to provide vital information on markets and technical issues for the NTAE sector. As an indication of the types of information ideally covered by CIC's, Figure 1 provides examples of areas of information and skills required in order to successfully compete in export agriculture.

Much of the information in the CIC's is highly specialized, and by definition (i.e., "non-traditional"), often deals with new products and technologies. As a result, in most countries in Central America, it is only at the CIC's themselves where information on NTAE products can be readily found.

There are wide differences in the state of development of CIC's - ranging from the highly sophisticated to the rudimentary. These differences are largely a function of availability of financial and human resources, of the number of years of operation and of the priority given to the CIC by each institution's management.

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<sup>1</sup>For sake of convenience and clarity the term "CIC" will be used throughout this report, even though in a few cases the information centers have other names such as "Commercial Documents Center" or simply "library".

**Table 1: Examples of Areas of Information and Skills to be Balanced in Order to Successfully Compete in Export Agriculture**

### **FINANCING**

Identifying sources  
How to prepare acceptable applications  
Evaluating alternative sources  
Projecting needs  
Evaluating potential and risks  
Making appropriate contacts

### **MARKETING**

Selecting a place to sell product  
Producing for the preferences of the buying public  
Positioning product by size, color, variety, state of ripeness, etc.  
Effective packaging  
Evaluating contracts  
Selecting an agent  
Protecting rights  
Developing appropriate information contacts  
Understanding price trends  
Awareness of competition  
Awareness of volumes and market timing  
Evaluating relative position in various markets

### **PRODUCTION**

Variety selection  
Seed or planting material selection and acquisition  
Land preparation  
Identifying sources of inputs  
Water management  
Cultivation practices  
Selection, handling, and application of pesticides, herbicides, and fungicides  
Identifying sources of information  
Machinery selection  
Training of labor

### **MANAGEMENT**

Employee training  
Money management  
Land management for long term productivity  
Cost control

### **HARVEST AND POST HARVEST**

Harvest timing  
Harvest Technology  
Training of Labor  
Packaging alternatives  
Temperature management  
Atmosphere control  
Pest, fungi, and decay control  
Product evaluation, selection and preparation  
Identifying sources of information  
Packing facility plans

### **LEGAL**

Meeting local government as well as receiving countries' regulations (eg. USDA, FDA, EPA)  
Protecting rights and investments  
Developing sources of information.  
Affecting the requirements and obligations

### **TRANSPORT**

Selection of transport modes  
Timing, timeliness, and length of transport  
Management of transport interfaces (eg. truck to ship to truck)  
Selecting agents  
Developing sources of information  
Tariff schedules  
Info on port infrastructure

Source: Adapted from Update on the Market Information/ Computer Utilization Components of the PROEXAG Information System, Bruce L. Brower, November, 1988 (DRAFT).

The following section provides brief evaluations of each of the CIC's in the region. The object was to "evaluate the information services being provided, the current access to external information sources, and the capability of the organization to support additional information providing services." The evaluation was based primarily on interviews with the staff of the CIC's themselves. Guidelines used in the interviews can be found in Annex B. In most cases, time did not permit detailed discussions with users of the centers nor with the upper management of the institutions where the CIC's are located.

## **B. GUATEMALA**

CEDIME (*Centro de Documentación e Información de Mercados*) is a joint effort of the *Gremial de Exportadores de Productos No Tradicionales* and the *Cámara de Industria de Guatemala*. CEDIME is dedicated to providing detailed practical information to potential and actual exporters. CEDIME has some 5,000 volumes, including approximately 200 periodicals, most of which related to non-traditional agriculture. CEDIME's collection of documents is among the largest and most comprehensive of the CIC's in the region.

CEDIME produces several publications on a regular basis. Each month, 1,000 issues of *DATA-EXPORT*, "*The magazine of the exporter*," are distributed. *DATA-EXPORT*'s already high standards are expected to be improved in the immediate future with the assistance of a public relations firm. Other publications by CEDIME include market price bulletins, bibliographies of new acquisitions by the Center, and articles on NTAE issues for dissemination by the mass media.

CEDIME accesses the AgriData database service in the U.S. on a daily basis to obtain current market information from the U.S. and Europe. This information is then re-sold. Other information services provided by CEDIME include personalized guidance for new or potential exporters, reference checks on potential foreign trading partners, and bibliographic searches covering technical and market information. A detailed list of services offered by CEDIME is included in Annex C, as a fairly representative example of services offered by other CIC's in the region.

CEDIME staff have established working relationships with counterparts in other CIC'S in the region, and this allows for an informal sharing of information on a fairly regular basis.

Reduced funding by USAID and other donors forced cutbacks in CEDIME's staff and the services it can offer. The staff has been reduced from seven to four, with the only

professional being the Director of the Center. The use of the on-line databases mentioned above will very likely be discontinued due to inability to fully recover costs through sales of the information to the public. Overall costs of operating CEDIME in 1992 at Q417,000 in contrast income of only Q58,000. One problem CEDIME staff cited is a lack of full appreciation of the value of the information provided. Many users are reluctant to pay for CEDIME services and expect them for free. As will be seen, this is a common for nearly all the CIC's in the region as well.

### **C. BELIZE**

The Belize Export & Investment Promotion Unit (BEIPU) is a division of the Belize Chamber of Commerce and Industry. It provides a wide range of services for foreign and local investors including "information on sectors of the economy offering investment opportunity, technical assistance in developing project proposals, information on funding sources, assistance in applying for concessions and consultation on every aspect of doing business in Belize." It also provides export marketing assistance to local producers. Non-traditional agricultural exports is only one of the sectors with which BEIPU works. Fees are charged for some of the BEIPU's services.

The management of the Chamber is committed to transforming the small library which currently exists into a "One-Stop Business Information Center" which will be aggressively marketed to the public. There appears to be considerable demand for such a center, particularly given the scarcity in Belize of practical, business-related information. A detailed survey of the membership of the Chamber as well as other potential users is currently being carried out in order to better understand what information and other services should be offered. The results will be examined at a seminar to be held in November with plans for the Information Center expected to be finalized at that time.

As a result of recent training programs offered by PROEXAG, BEIPU is now making use of the Commodity Price Database (CPD) to examine historical price trends. Recent training in MicroDIS has also been put to use in better managing the library.<sup>2</sup> Also, BEIPU staff expressed keen interest in assistance from PROEXAG in establishing the planned Information Center just mentioned. Due to budget limitations, launching this Center will be a challenge.

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<sup>2</sup> The Commodity Price Database and the MicroDIS program are discussed in more detail in Section IV.

Fortunately, as already noted, there is considerable demand for business information. Also, the extensive experience of other countries in the region can be of great use, even considering the cultural, linguistic, and other distinctions between Belize and the other countries.

#### **D. EL SALVADOR**

The *Banco de Datos de Productos Agrícolas No Tradicionales* is part of the *Programa de Diversificación Agrícola (DIVAGRO)* of the *Fundación Salvadoreña para el Desarrollo Económico y Social (FUSADES)*. The *Banco de Datos* maintains a collection of some 2,600 specialized documents directly relating to NTAE issues, with subscriptions to over 80 periodicals. FUSADES's library, which is separate from the Banco de Datos, has well over 12,000 volumes, of which about one-fourth relate to agriculture. With these combined collections, FUSADES is one of the leading centers for NTAE-related information in the region.

The *Banco de Datos* regularly uses PRONET to obtain current prices for horticultural products in the U.S. and also receives market reports directly from USDA and the International Trade Center (ITC) by fax. This information is resold to FUSADES's clients. Other services offered for a fee include detailed marketing studies, brief "product profiles," cost of production estimates, time series data on prices and volumes of trade, lists of importers, grades and standards, import regulations and more. MicroDIS is regularly and successfully used, but staff expressed difficulty in operating the CPD.

Staff at the *Banco de Datos* consists of an Agro-Industrial Specialist and an information management assistant. Income from services provided by the Banco de Datos is greatly overshadowed by operating costs of many thousands of dollars. Like other information centers, a decline in donor funding is also a major concern for the CIC at FUSADES.

#### **E. HONDURAS**

The CIC of the *Federación de Productores Agropecuarios y Agroindustriales de Honduras* (also known as FPX) has been in operation for six years and is among the most dynamic in the region. Staffing consists of a senior Information Specialist, a Library Assistant, and a Database Manager. The center's collection is well-stocked with over 3,000 current documents, and nearly 200 periodicals. The CIC currently uses AgriData and PRONET, plans to connect to the ITC in order to obtain more information on ornamental crops.

The CIC offers a number of services including photocopying of publications, preparation of detailed "Product Files" on request, bibliographies, current and historic price information and more. Last year sales of these services and information products allowed the CIC to cover its basic operating costs. Plans are underway to turn the CIC in to a fully profitable operation that will generate finances for FPX now that its donor-funded budget has been reduced. The fact that several entrepreneurs are known to be attempting to establish their own CIC-type operation suggests there is considerable demand for information on NTAE issues in Honduras. This gives further confidence to the FPX staff that they will succeed in their goal of the CIC becoming fully profitable.

## **F. NICARAGUA**

The *Centro de Información Comercial* of APENN has relatively limited financial resources, but does have a dedicated, dynamic staff consisting of a Jefe del Centro, a computer specialist who also serves as editor of an informative monthly bulletin and a documentation specialist. All staff members are relatively new, with two having started work with APENN last December, and one last January.

A major portion of APENN's sources of funding comes from USAID under a five-year agreement. The CIC receives, on an ad-hoc basis, very limited funds for purchases of books and periodical subscriptions. Income from the CIC is extremely scarce as well - most clients are not in a position to pay for services. In addition, APENN's approach has been to offer technical assistance and information to its members free of charge. This contrasts with other federations in the region who are increasingly moving towards more aggressive marketing of their services for financial reasons.

## **G. COSTA RICA**

The three different counterpart organizations working with PROEXAG in Costa Rica are briefly described in this section.

### **G.1. CINDE**

CINDE, the "*Coalición Costarricense de Iniciativas de Desarrollo*" operates one of the leading CIC's in the region. A new General Manager has given information systems the

highest priority. As a result, in less than a year staffing of the CIC has gone from one person up to five, and now consists of a Chief of the Center, an Assistant, two Systems Analysts, and a Data Entry Clerk. In addition, an Information Systems Coordinator was recently hired, with responsibilities over the entire organization, including the CIC.

Because CINDE deals with a wide range of sectors of the economy, only about 40% of the information center deals with agriculture. The CIC uses a number of on-line databases, as well as several on CD-ROM, such as Dunn and Bradstreet. Several in-house databases have also been set up to track such areas as results of agronomic investigations, and records of contacts with CINDE's clients.

## **G.2. CAMARA DE AGRICULTURA**

The *Cámara de Agricultura* maintains a small library staffed on a part time basis. While small, the library is considered an important tool regularly used by the Cámara's staff, its membership and the general public. The Cámara publishes a monthly magazine "*Mundo Agropecuario*" with some 5,000 subscribers. The monthly "information packet" sent from PROEXAG is often a source of information for the magazine. MicroDis has recently been employed to help catalogue the documents, but the CPD is not being used, due to a lack of staff.

## **G.3. CADEXCO**

The membership of CADEXCO, the *Cámara de Exportadores de Costa Rica*, represents about 3/4 of the exporters of Costa Rica. It maintains a small library, originally for internal use, now open to students and the public free of charge. CADEXCO makes use of materials sent by PROEXAG, including as one source of materials for its monthly bulletin (1,000 copies) and its bimonthly magazine which is sent to over 5,000 subscribers. CADEXCO is planning to hire a part-time librarian to better organize the library with the use of MicroDIS.

## **H. PANAMA**

GREXPAN, *Gremial de Exportadores de Productos No Tradicionales de Panamá*, was formed by a group of agricultural producers and who were interested in diversifying into non-traditional exports. The need for information on NTAE products was one of the driving forces behind the creation of GREXPAN, and improved access to market and technical information remains a high priority.

GREXPAN does not have a librarian. However, GREXPAN does keep a small, well-organized library of materials sent primarily from PROEXAG. Also, since information remains a high priority, steps are being taken to hire another staff member (or possibly use a Peace Corps Volunteer) in order to strengthen the information center and publish a regular newsletter.

Communications costs are a large drain on GREXPAN's resources, with Panama's telephone (and fax) rates the highest in the region. Use of e-mail and the reduced rates for faxes offered via RACSA could substantially cut costs.

## **I. SUMMARY AND CONCLUSIONS**

Despite differences in agro-climatic conditions and the differences in the kinds of NTAE products being emphasized in the various countries, the information requirements of the CIC's are generally quite similar throughout the region. Much of the information required is highly specialized and often not readily available. It is clear that all the CICs greatly benefit from access to PROEXAG information services and that increased sharing of information among the CIC's would be highly beneficial.

Information has flowed well from the PROEXAG office and from other sources to the CIC's, but less so among the CIC's. The limited interchange of information appears to be mainly due to lack of readily available communication and contact among personnel of the CIC's. This problem was expressed by many of the staff of the CIC's, and several specifically emphasized that an informal exchange of information has increased following recent (May 1993) region-wide PROEXAG training courses which allowed the CIC staff became better acquainted. However, many staff were uncomfortable about being in the position of deciding issues of policy, such as charging for info services to other Federations.

Because of the wide range of conditions at each CIC's it is difficult to generalize, but it is

clear that in some cases access to information is limited by inexperience and limited knowledge. The staff are not entirely aware of the key sources which are regularly tapped by others in the region. All the federations have fax machines which are regularly used. Computing equipment is deficient in a few of the CIC's, but generally is adequate, and possibly excessive in one or two of the CIC's. All of the federations have modems and sufficient computing power to handle improved telecommunications links, but are in some cases the modems are not being used at all.

Access to documents within the region, for example from other CIC's or research libraries, does not appear to be particularly limited by budgetary or institutional constraints. With a few exceptions, most of CIC's have budgets to pay for copying and courier services. In many countries in the region - with several notable exceptions including Panama and Guatemala - the public mail system is sufficiently reliable and timely. Access to documents from outside the region has been up until now been almost entirely via PROEXAG.

Finally, there is unanimous agreement that all the CIC's would greatly benefit from increased interchange of information. However, some concern was expressed that in practice, there may be reluctance share information and documents, especially those that might contain proprietary information or that were acquired at great cost. The PROEXAG project could help in laying the ground rules for this, whether formal or informal in nature.

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### SECTION III

#### EXISTING INFORMATION SOURCES IN THE REGION

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As noted earlier, given the specialized information needs of the NTAE sector, in most countries it is the CIC's themselves which are perhaps the main sources of information. Still, there are many existing sources that appear under-utilized. Also, there are several information systems of potential interest which have recently began or are being developed.

The following outlines some new or possibly under-utilized information sources of potential use to the NTAE sector.

#### A. CENTRO DE INFORMACION TECNOLOGICO (CIT)

The *Centro de Información Tecnológico (CIT)* of the *Instituto Tecnológico de Costa Rica* offers a number of services which appear potentially useful to the NTAE sector, including an on-line database of bibliographic references on technical documents located in Costa Rica. This database, which is maintained by CIT on a central computer at RACSA can be accessed free of charge by subscribers to the RACSAPAQ network throughout Central America. The CIT also offers, for a fee, access to other unspecified "international databases," presumably via the Internet.

Other services offered by CIT include consulting, a data base of experts and institutions dealing with specific areas of science and technology, an international interlibrary loan and photocopying service, and several publications and bulletins relating to appropriate technology.

#### B. REDNIA

Costa Rica is in the early stages of establishing a "Red National de Información de Agricultura" (REDNIA), which will link databases of a number of key public, private, and academic institutions involved in agriculture. This effort is in its very early stages and more details were not readily available. However, the activity could have important benefits for other countries in the region and bears close monitoring.

### **C. PARTNERSHIP FOR DEMOCRACY AND DEVELOPMENT**

In 1992, the Partnership for Democracy and Development launched a major effort aimed at the "efficient, and effective improvement of regional trade and investment information systems." One goal is to improve, rationalize and link existing information systems of governments, multilateral agencies, and trade promotion groups. So far, a general "Action Plan" has been drawn up, and detailed studies of users' needs and of existing information sources are expected to be carried out within the next six months.

### **D. UNIVERSITY AND OTHER RESEARCH LIBRARIES**

Discussions with the staff of various CIC's suggests that more use might be made of the university libraries within the region. The libraries at the universities apparently are not being fully exploited by the CIC's. Due to limited time, and also due to an earth tremor which knocked over the stacks at the CATIE library in Costa Rica the day before a planned visit there, this area of investigation was not pursued. However, the project should make a systematic inventory of these potential sources of information, and increase collaboration. The wealth of information generated by the CIC's and PROEXAG would be of great value to the libraries - especially for those with limited resources.

### **E. TECHNOLOGICAL INFORMATION PROMOTION SYSTEM**

The United Nations Development Programme (UNDP) is in the process of opening a regional center for Central America of its network known as the Technological Information Promotion System "TIPS". This network, offering "information on trade and technology for business" is global in nature, with dedicated satellite communications in 17 countries. Annex D contains more details. The TIPS representative expressed keen interest in working with PROEXAG and its collaborators, not only as potential clients of TIPS, but also in an arrangement whereby information might be regularly exchanged.

### **F. REGIONAL INFORMATION CLEARING HOUSE**

The Regional Information Clearinghouse (RIC) is a recently-started activity of USAID aimed at "collecting, analyzing, and disseminating information on regional issues including trade and investment; natural resource management; democratization and municipal development; and cooperation and integration. While the RIC primarily audience are USAID missions,

**PROEXAG and collaborators may be able to benefit from RIC as it grows and develops.**

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## SECTION IV

### INFORMATION SOURCES OUTSIDE THE REGION

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The project has had considerable experience, over a six year period, in systematically identifying information sources of particular relevance to the highly specialized needs of the NTAE sector. The main sources of both market and technical information appear to already be reasonably well tapped, in most cases directly by the CIC's.

#### A. ON-LINE INFORMATION SOURCES

Despite high communications costs, a number of the CIC's regularly access on-line services, particularly to obtain current price data. However, under the new era of belt-tightening which the CIC's face, high communications costs - sometimes amounting to several thousands of dollars - has become a major concern. Still, as discussed in detail in Section V, upcoming developments in telecommunications in Central America will likely lead to decreased costs while simultaneously opening tremendous new possibilities via the Internet.

Connection charges to points outside Central America run US\$0.75 to \$1.10 per minute, as discussed in more detail in Section V. If one is willing and able to pay such a rate, it is possible to connect to one of major information providers selling access to databases. These "one-stop providers" include Dialog, Dow Jones News/Retrieval and AT&T's Easy Link Service. Each of these providers offers access to dozens if not hundreds of specialized databases, which are typically owned maintained by companies other than the providers.

Dialog for example, provides access to more than 25 major databases relating to agriculture and the food industry, including AGROCHEMICALS HANDBOOK, CAB ABSTRACTS, LIFESCIENCES COLLECTION AND CRIS/USDA to name a few. It is important to note that in addition to paying the US\$0.75 to \$1.10/minute charges for a connection outside Central America, there are additional charges to run a search within the databases. For example, AGRIBUSINESS USA charges \$1.60/ minute, while AGRICOLA costs \$0.75.

The number of on-line commercial and public databases now ranges into the thousands. Of these, only a small portion is of direct relevance to the NTAE sector. Annex E contains a list of data

bases extracted from the International Trade Center publication "Selected On-Line Data Bases for Trade and Promotion Activities." Also included are principal international and

national (Costa Rica) databases offered via RACSA throughout the region. Perhaps the most comprehensive coverage of currently available data bases is the Gale Directory of Databases. The July 1993 version of this directory gives details of thousands of databases including those available on CD-ROM, diskette, magnetic tape, handheld, and batch access database products.

A visit was made to the central office of SICE, *Sistema de Información al Comercio Exterior* run by the Organization of American States in Washington. SICE offers up-to-date, as well as some historic information covering the U.S.: the U.S. Harmonized Tariff Schedule, monthly imports and exports statistics, directories of importers and exporters, business opportunities (trade leads), wholesale prices and other market-related information from USDA (for example, crop statistics), the U.S. Code of Federal Regulations, and the Federal Register. U.S. maritime bills of lading for imports and exports can also be accessed for an additional charge. SICE staff will also carry out special consultations.

Similar, though much less comprehensive, information is available for Canada, Mexico and Brazil. Coverage for these and other countries will expand. SICE does not translate the information received and therefore the languages include English, Spanish and Portuguese. The fact that the bulk of information currently in the data base covers the U.S., and is therefore in English, limits the value of SICE to many users in Central America. Access is via Sprintnet. On-line charges are US\$0.67/minute, excluding communications fees.

## B. INTERNET

According to Dr. Vinton Cerf, the President of the Internet Society,

The Internet is a global network of networks linked by means of the TCP/IP and other protocols. The system incorporates thousands of networks, hundreds of thousands of computers and millions of users in several dozen countries of the world. It is a grand collaboration involving private nets, public nets, government and industry sponsored nets whose operators cooperate to maintain the infrastructure.

The Internet system is now poised for a rapid expansion during the final decade of the 20th Century. As networking, personal computing, workstations, mobile communication and distributed computing become more widespread and as information in digital form becomes the norm, the utility of systems like the Internet will rise dramatically.<sup>3</sup>

The Internet is a "network of networks" which allows access to literally thousands of public and private databases, many of which can be tapped free of charge. It also provides the possibility to send e-mail to literally millions of addresses. Already with millions of users, it is growing exponentially, and is expected to be a major feature of telecommunications well into the next century.<sup>4</sup>

As of this writing, Internet is not available in the region in a cost effective, real time mode. When available Internet will allow access to literally thousands of public and private databases, many of which can be tapped free of charge. Using "telnet", it is possible to log on directly to other computers in the system. Using file transfer protocol ("ftp") it is possible to transfer files from one computer to another. This means that many public archives of files which can be down-loaded to one's own computer free of charge. It also provides

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<sup>3</sup> Quoted in Internet: Getting Started, SRI Internet Information Series, Franklin F. Kuo, Series Editor, PTR Prentice Hall, Englewood Cliffs, New Jersey.

<sup>4</sup> One observation on the Internet's phenomenal growth rate, perhaps appropriate in the context of PROEXAG, is that "if it were an eggplant we'd all be in trouble." (Quoted in The Internet Companion, by Tracey LaQuey and Jeane C. Ryer, forward by Vice President Al Gore, Addison-Wesley Publishing Co., 1993.

the possibility to send e-mail to millions of addresses around the world. Bulletin boards exist which allow discussion forums for "news groups" or people interested in a particular topic.

Steps should be taken to enable the CIC's to tap into the Internet's vast resources as soon as possible. This means PROEXAG staff should sign up with Huracán or Nicarao and then become familiar with use of the Internet. The next step is to further identify what resources might be particularly relevant for the project and the CIC's. Annex F contains lists of some of the databases and bulletin boards relating to agriculture which have been identified by the Information Specialist at Chemonic's Washington office.

Direct dial-up access to the Internet via RACSAPAQ should become available to the public in Costa Rica within a few months, and in other countries soon thereafter. As a result, other Internet tools become available (telnet and ftp), even more possibilities will open up.

### C. USDA MARKET NEWS SERVICE

USDA's Market News Service is, and will likely continue to be, the primary source of current market price reports for the CIC's. The various firms such PRONET and AgriData which collect and "re-package" USDA reports have been used by the project and its counterparts for a number of years. USDA reports can also be accessed free of charge on the Internet, typically via the State Extension Marketing programs of Land-Grant Universities. However, the coverage on these systems is often somewhat specific to markets in a particular part of the country and sometimes are not as regularly updated as the commercial providers.

Close ties between the Miami office of the Market News service and PROEXAG have yielded considerable positive results. The staff of the CIC's should be encouraged to contact the Miami office (and other USDA market news centers) if questions arise about the Market News Reports, and/or to obtain details of current market conditions. This is noteworthy since in very near future improvements in the degree of user-friendliness as well more timely access to updated CPD data, may well stimulate more demand for the CPD's outputs.

Staff at the Miami MNS office expressed considerable interest in obtaining timely, accurate information on produce shipments from CAP. Such advance information could be disseminated by the MNS and serve to reduce market volatility. Establishing the system would require cooperation by the shipping companies, which would probably not be difficult.

Also required is serious support in each country from institutions such as the export federations. People assigned in each country could collect shipments data as well as price and other market information.

Finally, the Miami MNS staff emphasized that exporters in Central America should be careful not to misinterpret reports from the Miami Produce Center. This market is relatively small and tends to serve limited segments of Miami markets.

#### **D. USE OF CD-ROM TECHNOLOGY**

In addition to on-line databases, databases available on CD-ROM represent another important relatively new technology which is already being exploited by several of the CIC's. The PROEXAG project has already carried out considerable investigations of data bases on CD-ROM of possible interest to the project. An example of the costs of key bibliographic databases covering agriculture can be found in Annex G. Also of particular potential interest is the Core Agricultural Literature Project of Cornell University. The aim is to "identify the most important current literature available for research and instruction in the agricultural sciences" and make these available in full text from on CD-ROM (see Annex H). The end result will be the availability on CD-ROM of a huge agricultural library (6,000 monographs and 400 journals of five runs) for a fee of approximately \$50,000. While clearly an investment, this represents a bargain in terms of the volume and quality of publications.

While it is recommended that PROEXAG and its counterparts make more use of information on CD-ROM, further careful consideration must be given to where the databases should be located and how they might be best accessed.

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## SECTION V INFORMATION FROM PROEXAG

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Almost without exception the staff of the CIC's mentioned the vital role which the project has played in helping establish and maintain the CIC's. Among the few criticisms, was concern that many of the CIC's have become overly-dependent on PROEXAG.

Furthermore, the efforts of the Information Specialist, in combination with the experience and contacts of other national and international specialists working on the project, appears to have resulted in a situation whereby the key information sources are well known to the staff of the CIC's and others.

### A. PROEXAG LIBRARY AND DOCUMENTS SERVICE

The project office in Guatemala operates a library which is well equipped with specialized books, magazines and publications on key NTAE issues. The two full-time staff members of the PROEXAG library in Guatemala regularly fulfill requests for information from the federations. The library in turn often relies on the project's Miami office and occasionally on Chemomic's Washington office to acquire publications unavailable in Guatemala. Annex I presents selected information resources available through the project, including periodicals received by the project and a summary of electronic databases and on-line services accessible at Chemomic's Washington office.

Current information, collected mainly by the Miami and Guatemala office, and consisting of relevant articles from various trade publications and other sources, is distributed each month to the various CIC's as "information packets." Much of this consists of articles and other materials of particular direct relevance to the project, and the information is well received. However, much of it is in English, and therefore limits its value.

Part of the project's support to the CIC's has been to introduce a specialized software library management package known as MicroDIS. Following a region-wide training course held earlier this year, nearly all the CIC's are using the program. Included in the monthly packet is a diskette of MicroDIS listings of materials recently acquired by the Guatemala office. This serves to keep the various CIC's informed of newly available information in Guatemala. The next step highly useful step planned is to interchange MicroDIS listed inventories of materials found at each of the CIC's. At present, there is relatively little exchange of

documents and information among the CIC's, partly due to limited knowledge of exactly what information is available at the various centers.

## **B. COMMODITY PRICE DATABASE**

The Commodity Price Database (CPD), is a highly useful program developed and tested by the project over several years, which allows for detailed up-to-date price histories for use in market analysis. The CPD is installed and operational at nearly all the CIC's. Its use by the CIC's, although considerable, has been limited somewhat by high staff turnover, by limited personnel for maintaining and running it. Still, even where the CIC's are not operating the CPD themselves, they rely on the full-time CPD operator at PROEXAG to meet their data/graphics requirements at critical points in time. Seasonality also is another factor - during critical export periods, or at times when management calls for time series data, the CPD becomes much more in demand.

In June 1993, USDA's Market News Service was finally able to provide price data in a form (on diskette) which can be automatically entered into the CPD. Until now, all of the daily updates have been manual. In addition, as will be discussed below, there are several options under which the project counterparts and others could have on-line access to the CPD, or at minimum, be able to easily transfer CPD data files to their own computers.

Although relatively user-friendly, the program has not always been as widely used as it could have been due to high staff turnover, and the need to have an in-depth understanding of the markets.

In addition to its work involving the CPD and the MicroDIS package, the project has, and continues to play a key role in setting up and maintaining computer systems for many of the CIC's. At present, the level of computerization ranges from adequate to relatively sophisticated. The improvement of computer-based communications will be an important area of emphasis by the project.

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**SECTION VI**  
**TELECOMMUNICATIONS OPTIONS**

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**A. RACSA (Radiográfica Costarricense, S.A.)**

RACSA has operated a public packet switching network since 1983 known as "RACSAPAC."<sup>5</sup> This has served as the data communications "backbone" in the region, with nodes established in most of Central America and Panama - the exception being Belize, which has its own highly-advanced system with links via AT&T. The state-controlled telecommunications institutions of most countries in the Region offer packet switching and e-mail services using RACSA's network. Revenues generated through the use of the network are apportioned according to agreements between RACSA and the telecommunications institutions. Although there is really only one major network in the region, the users see different facets of it as presented by the telecommunications agencies in each country. It is possible however, to deal directly with RACSA from each of the countries. Finally, it should be noted that Guatemala has recently put its own packet switching network into operation, known as "MAYAPAC", but is still closely associated with RACSA.

The main services offered through RACSA (via its associated telecommunications institutions in each country) of immediate use to the CIC's are RACSAPAQ (data transmission network), RACSAPAC (e-mail), and RACSAPAX (fax) all offered as a package, using a user-friendly software communications program called RACSACOM.<sup>6</sup> Other services include direct

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<sup>5</sup> Packet switching networks provide a more efficient means of transmitting data than regular telephone networks which use what is know as circuit switching. Hence communications costs are lowered. The distinction between the two types of circuits is not always obvious to the user since regular telephone lines are generally used to link the user's computer to the nearest connection into the packet network.

<sup>6</sup> The services offered in each country are similar, but do vary (see Annex J). The differences stem from different installation fees, and different percentage cuts received by the local telecommunications companies for providing access to RACSA.

satellite communications for high-volume users, as well as telex and telegram. Annex J contains details of communication costs using the various services for each country in the region.

RACSA's packet network has direct links to a number of major international networks such as AT&T, Tymenet, and others as shown in Figure 2. This means that there are few limitations in the region on access to on-line data bases around the world. The same holds true for e-mail. One important exception is that at present the public has no direct connection to the Internet, although it is possible to send e-mail to Internet connected addresses. A number of the major academic institutions in the region currently have Internet (nodes) and their numbers are expanding. As noted earlier, RACSA plans to offer "commercial" access to the Internet (i.e., for the general public) by September-October, for Costa Rica. Expectations are that other countries in the Region will follow suit by early to mid-1994.

RACSA personnel expressed keen interest in working with PROEXAG and its associated CIC's. Specifically, it can take steps to ensure that all hardware and software is in place in those CIC's that are not yet fully using RACSA's e-mail and packet switching services. This can be accomplished either directly by RACSA or via the national telecommunications institutions.

Also, and more importantly, RACSA is ready and willing to help establish appropriate interconnections between the various institutions. One possibility would be to build a regional data base stored on RACSA's computers which could be accessed from all the CIC's. RACSA has substantial expertise in designing, developing and operating public (and private) data bases, for example for Costa Rica's Stock Exchange, and for a number of banks.

fig 2 rasta pack??

A bibliographic data base recently designed for the *Centro de Información Tecnológico* of Costa Rica appears of interest not only as a potential source of bibliographic information, but also as a model which could easily be adopted by the federations. These data bases provide a user-friendly resource for bibliographic searches. Using the same, or a slightly modified data base structure, bibliographic listings from each of the federations could be read into it. This would form a central data base which could be easily and economically accessed by all the CIC's.

## **B. HURACAN PROJECT**

Huracán is a nonprofit project of the Fundación Nahual in San José. Huracán offers e-mail access to the Internet, as well as conferencing, and operates public databases. The costs of communicating through Huracán are quite low. There is a \$US30.00 start up fee, and a minimum monthly charge of \$2.00. There is a connection charge ranging from \$4.80 to \$6.00/hour, depending on the country. For e-mail messages sent or received from outside the system (outside Central America), there is a \$0.10 charge plus \$0.20 per kilo character. Messages sent within Huracán are not charged per kilo character, and only the connect time is paid. Huracán will also set up and operate a public database on its own system for an initial fee of \$200.00 and a monthly payment of \$100.00. More price details can be found in Annex K. While the system certainly appears economical, it has a few drawbacks. There is no direct access to on-line databases outside of Huracán itself. This is because the system makes connections into the Internet only twice daily. Also, only text files can be handled. However, Huracán does plan to offer direct on-line access to the Internet (telnet and FTP) within a few months, and will also allow for transfer of binary files.

## **C. NICARAO PROJECT**

Like Huracán, Nicarao is run as a non-profit project. It is one of ten nodes on an international network called the Association for Progressive Communications. For very economical rates, users can have e-mail service with links to Internet, Bitnet, MCI mail and others. Nicarao has prepared an interesting comparison of costs of using their system versus sending a fax (Annex L). A two-page fax sent from Guatemala to the U.S. costs \$9.00, while the same message sent by e-mail via Nicarao would cost \$1.63. The costs within Central America are also substantial - \$3.00 by fax (\$4.20 in Panama), compared with \$0.35 for the e-mail message. More details of Nicarao's tariffs can be found in Annex K.

#### **D. FRONT END MAILERS**

The combination of RACSA, Huracán and Nicarao, give several immediately available alternatives which could greatly enhance communications among the project and its counterparts, and at the same time substantially reduce communications costs. Another technology which might be considered is the use of front-end mailer software and networks. These are state of the art software which fully automates e-mail systems, which are highly user-friendly and reduce on-line time, thereby reducing costs. The mailers can be used for access to any network on the Internet. A user can "transfer private mail (and often files too) to/from users on these networks, and participate in public conferences". One possible use is to program the software to send messages and files during off-hours. For example, RACSA's rates drop from \$0.75 to 0.35/minute in the evening hours.

#### **E. COMMERCIAL INFORMATION SERVICES**

At present, Central America has several of commercial providers of electronic mail and on-line access to information services. However, the costs are high. SprintMail charges an initial \$250.00 installation fee, and connection charges of US\$1.10/minute from 6 am to 6 pm and US\$0.73 at other times. For e-mail and fax transmissions there is an additional \$0.18 per kilocharacter. An account with SprintMail allows access to many major commercial databases in the U.S. and elsewhere.

Delphi quoted a \$485.00 installation fee plus a charge of \$485.00 for what appears to be electronic mailbox, which presumably should have been part of the installation fee. After these initial charges, there is a \$0.50/minute connection fee plus whatever costs are involved in entering the more than 1,500 databases available.

A somewhat more economical arrangement is offered by RACSA. Charges are approximately \$30.00 for installation, \$12.00 per month and \$0.75/minute for connections outside of Central America. As is the case for the other carriers just mentioned, additional fees may be required for tapping in to commercial databases.

#### **F. ALTERNATIVE USES OF TELECOMMUNICATIONS BY PROEXAG**

There is keen interest in increased interchange of information among the various federations. This seems to have grown partly as a result of informal ties established among attendees at the several training sessions held earlier this year. Therefore it appears that as a first step, an e-mail messaging system tying together all the federations could have a very important impact. The technology is readily available and inexpensive for communications within Central America.

Several possibilities currently exist for the electronic transfer among the CIC's of data files. Information transferred might include price updates for the CPD, MicroDIS reference files, and documents in electronic form (either documents already in electronic form, such as reports of the project, or scanned materials).

One of the simplest and most economic means to send files would be using the combination of "front-end mailer" software and the extremely low cost transmission lines offered by Huracán.

Another possibility already discussed is to make use of a "public" data base as offered by either RACSA or Huracán. RACSA's extensive resources and expertise, willingly offered at very economical rates, probably gives it the advantage. Huracán rates are considerably cheaper, but Huracán will not likely be able to do as much service in terms of establishing and maintaining the database and offering trouble shooting to the federations.

A third possibility is to set up a central on-line database at PROEXAG which could be accessed by the CIC's and others. One simple way to implement this would be to allow users access to the central computer using commercially available software such as PC Anywhere which allows remote log in. This option would perhaps give more control and flexibility over the future of the system. For example, the system could eventually include information stored on CD-ROM, which could be transmitted to the CIC's. However, the project at present probably does not have the personnel and other resources available to design, implement and maintain such a system.

With direct dial-up access to the Internet fast approaching in the region, it is highly recommended that the project staff become familiar with this incredible (but not so user friendly) technology. The Information Specialist and/or his assistant should receive training in basic uses of the Internet. More investigation should be carried out of resources available via the Internet which might be of particular relevance to the NTAE sector. The staff in the Miami and Washington offices, who already have some experience in this area could assist.

The basic skills could be acquired and the relevant resources identified in the near future in preparation for the direct connectivity to the Internet which is expected soon in the region.

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## SECTION VII CONCLUSIONS AND RECOMMENDATIONS

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There are wide differences in the state of development of CIC's - ranging from the highly sophisticated to the rudimentary. Still, the information needs of the NTAE sector appear to be generally well served, thanks to the concerted efforts of the CIC staff members, and the support of PROEXAG. Decreased availability of funds at the export federations and the eventual winding down of PROEXAG pose serious threats to these relatively well-functioning systems. The CIC's will need to take full advantage of emerging information technologies and to collaborate much more closely as a group.

Given the highly-specialized nature of the information collected and disseminated by the various information centers in the region, there is considerable room for improved collaboration between them. The PROEXAG project has, and should continue to play a key role in facilitating this process.

Technology is currently and readily available in the region which could greatly enhance communications among the project and its counterparts, and at the same time substantially reduce communications costs. Full public access to the Internet will become available in the region in the coming months, thereby tremendously expanding availability of information to the project and the CIC's.

### RECOMMENDATIONS:

1. Management of the export federations must give much more priority to the CIC's. In a few cases, top management has recognized the importance of information and has given full support to insuring that the CIC plays a vital role in the future of the institutions. In many other cases the CIC seems to be considered a place where old documents are dumped.
  
2. Cooperation among the CIC's should be significantly and systematically strengthened:

- a. PROEXAG should take the lead in ensuring that telecommunications technologies already available in the region are used in order to provide an efficient and low cost network among the CIC's and to the rest of the world.
  - b. A regional meeting of CIC staff should be held as soon as possible to explore in detail the question of increased information interchange among the CIC's. This meeting could also examine existing and new sources of information relevant to the NTAE sector, and provide training in some of the areas noted below.
  - c. The various institutions where the CIC's are located should reach an agreement as to the basic rules for sharing of information. The coverage and level of formality of such an agreement would be worked out at the regional meeting.
  - d. The staff of some of the more experienced CIC's should visit the CIC's seeking assistance. Alternatively, staff from the "weaker" centers might well benefit from several days of a well-planned study tour to sister CIC's in the region and elsewhere.
3. The project in the past played an important role in the computerization of its counterpart institutions. Assistance in information technologies should continue, with particular emphasis on improvements in telecommunications:
- a. As a first step, a communications system tying together all the federations could have an important impact. The technology is readily available and very inexpensive for communications within Central America. Working with RACSA is recommended since it can offer a "package" of communications options - e-mail, fax, and data transmission - all presented to the user on one easy to use menu. The cost savings to PROEXAG and to those federations not already subscribing to RACSA would be substantial.
  - b. A second step would be to build a centralized data base accessible by all the various parties. This could be accomplished with the assistance of RACSA, Huracán or Nicaragua. Alternatively, the project may establish and maintain its own database. The "front end mailer" technology also merits further consideration.

c. The PROEXAG Information Specialist should immediately take necessary steps to establish access to Internet, and become familiar, with Internet resources which appear most useful to the CIC's. The staff at the CIC's will later require significant training in order to make full use of these resources.

d. The Information Specialist at Chemonic's Washington office should be called upon for assistance during this start up period with the Internet. He could also be called upon more regularly for general information requests from PROEXAG and the CIC's.

e. Daily market price data and the CPD should be made readily available in electronic form. Many of the CIC's can no longer afford to access the commercial providers of price information in the U.S.

4. One of the recommendations of the region-wide training course held by PROEXAG in May 1993 bears repeating: "The majority of staff of the Commercial Information Centers, Libraries, and Documentation Centers are relatively new and need reinforcement in the area of Library Management, as they themselves indicated. It is therefore recommended that the services of a specialist in this area be obtained in order to provide training...".

5. Areas where staff expressed interest in further training include: computer training (software manipulation, updates on telecommunications technology, on-line data base searches, etc.), training in international commerce, agricultural market analysis, and time management.

6. The project should help ensure that PROEXAG staff and others from the CIC's keep fully in touch with other libraries and information networks in the region such as REDNIA in Costa Rica.

7. Several institutions specifically requests in building up and better organizing their information centers. This could be through a combination of study tours, for example to the ITC headquarters, visits to information centers within in the region, intensive technical assistance provided by outside consultants and/or more experienced staff members of the CIC's.

8. More attention is needed to acquiring current marketing information from Europe. In addition to PROEXAG's experience and contacts in European markets, the recently-initiated

project of the Gremial in Guatemala and the EEC should also be requested to assist in this matter.

9. More attention needs to be given to making documents available in Spanish, both at the PROEXAG level and at the CIC's.

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**ANNEX A TERMS OF REFERENCE FOR THE ASSESSMENT**

## Background:

In January of 1992 the project sponsored a meeting at which all of the USAID missions and the project counterpart organizations were represented. In the course of the meeting it was observed that the non-traditional agricultural export support organizations are in transition. That transition, linked to the reduced support from USAID and other donors, includes a changing mix of services offered by these organizations to their client groups. It was universally acknowledged that one area in which these organizations should not retrench, but rather expand and improve inter-country coordination is in the area of information services. It was also suggested that project support in this area receive greater attention because of the increased need among project counterpart organizations.

The project is in a unique position to provide a regional perspective to information services and the link between the region and information opportunities in the rest of the world. While the project has always had a component for supporting the information services of its counterpart organizations, this assignment is intended to address the elevated concern and opportunity that currently exists in the region to improve and refine the information services and information access of the NTAE sector of the region.

## Scope of Work:

This assignment will consist of a number of components:

1. Information services assessment of each of the project's counterpart organizations. This component of the assignment will require a visit of the consultant to the offices of each of the project counterparts. The object is to evaluate the information services being provided, the current access to external information sources, and the capability of the organization to support additional information providing services.
2. Assessment of information sources in the region, modes of acquisition, and opportunities for sharing. This component of the assignment focuses on information options that exist here in the region, but which may not be fully utilized by the project counterparts. The opportunities will be evaluated as well as the access modes possible. This aspect of the assignment will include consideration as to what kinds of information are available at the various project counterpart organizations and describe the best options for facilitating an exchange of information among the same organizations. It will also include a census, to the extent possible, of information sources in the region, a description of the kinds of information provided, on what schedule, in what formats and accessible under what conditions.

3. Assessment of the extra-regional information sources regarding their usefulness to the NTAE industry and assessment of amounts the best modes of access. This component of the assignment will evaluate both electronically accessible information sources as well as non-electronic sources. It will include an evaluation of what mix of sources might best be adapted to the needs of each of the project counterparts. This component of the assignment will include an assessment of the growing on-line data access options and information sources.
4. Assessment of the information providing services of the project itself and how those services might be better tailored in mix and mode of conveyance, to better serve the region and better leverage the capabilities of the project counterpart organizations. This component of the assignment will include an evaluation of the relationship between the project and the support office in Miami to suggest how to most efficiently capitalize on the strengths and opportunities available at each office. It may also include reaching back to the Washington office to suggest the best mix of services among those offices.
5. Assessment of the communication options available in the region. This aspect of the assignment is targeted at identifying the most efficient mechanisms for communicating within the region and to the rest of the world. It will involve an evaluation of the electronic communication options (telephone, fax, electronic mail) and their costs, as well as suggest the best mix for lowest cost communication of information in the region and to extra-regional sources.
6. Attend the project's 2nd annual regional meeting, to be held in Costa Rica in September, to report to the USAID mission and project counterpart organizations the findings from the assignment and make suggestions as to the kinds of coordination that are suggested among the organizations to maximize the use of their resources and their access to information sources.

**Expected Results:**

It is expected that this assignment will respond to the requests of the USAID missions of the region as well as the project's counterpart organizations to improve the information available to these organizations, enhance their ability to provide them to their clientele, and do so in a way that is efficient both in its cost and timeliness.

**Deliverables:**

A final report is required. The report should make general recommendations and assessments. It should also have stand alone sections that are specific to each of the project counterpart organizations that can be distributed to them independently from the rest of the report.

- \* Computers
- \* Storage (CD ROM, HD, etc)
- \* Software
- \* Modems
- \* fax
- \* phone

#### Relationship with other departments

- \* Informática
- \* Statistics
- \* Export promotion
- \* Marketing/PR
- \* Other

#### Financing

- \* Where
- \* How much
- \* Fees charged vs. costs
- \* How determined fees
- \* Funding situation
- \* Sustainability

#### Marketing of Services?

- \* User feed back?
- \* How currently market?
- \* What are possible things could sell?

#### Greatest strengths?

#### Problem Areas?

#### Recommendations?

---

**ANNEX B GUIDELINES FOR INTERVIEWS WITH CIC's**

## Guidelines Used in Interviews with CIC's

### 1. Organizational Structure

- \* Management lines of command
- \* Staff Numbers
- \* Mission statement

### 2. Resources & Activities

- \* Describe resources
  - Books
  
  - Periodicals
    - "Gray" literature
    - Microfiche
    - Electronic/data bases
    - Audio/visual
    - other
- \* Physical plant
  
- \* Sources:
  - Local
  - Regional
  - International
  - Internal (from within)
  
- \* % Coverage Agriculture
  - % NTAE?
  
- \* Catalogue/reference system/bibliography
  
- \* Access to users
  
- \* Describe users in detail
  - Records kept?

- \* Types of info most in demand
- \* Basis for determining info products offered
- \* What is relation with PROEXAG?

#### Staff training

- \* Current
- \* Perceived needs

#### Computer/communications equipment

- \* Computers
- \* Storage (CD ROM, HD, etc)
- \* Software
- \* Modems
- \* fax
- \* phone

#### Relationship with other departments

- \* Informática
- \* Statistics
- \* Export promotion
- \* Marketing/PR
- \* Other

#### Financing

- \* Where
- \* How much
- \* Fees charged vs. costs
- \* How determined fees
- \* Funding situation
- \* Sustainability

#### Marketing of Services?

- \* User feed back?

\* How currently market?

\* What are possible things could sell?

Greatest strengths?

Problem Areas?

Recommendations?

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**ANNEX C PRICE LIST OF SERVICES OFFERED BY ONE CIC**

**CEDIME**  
**CENTRO DE DOCUMENTACION E INFORMACION DE MERCADOS**  
**GRUPO DE EXPORTADORES**  
**DE PRODUCTOS NO TRADICIONALES**

Edificio Cámara de Industria  
 Ruta 6, 9-21 zona 4, 2do. Nivel  
 Tels. 346573 al 7; Fax 347449  
 Guatemala, Ciudad  
 Junio 1993

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**LISTA DE PRECIOS**  
**DOCUMENTOS EN VENTA**  
**LOS PRECIOS NO INCLUYEN IVA**

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**SECCION AGRICOLA:**

	<b>AGREMIADOS</b>	<b>NO AGREMIADOS</b>
<u>Estudio de Producción y Exportación de FOLLAJE CORTADO en Guatemala /PRODECORP (2 Volúmenes)</u>	Q. 125.00	Q. 200.00
Cada Volumen Suelto	Q. 70.00	Q. 110.00
<u>Estudio de Producción y Exportación de PLANTAS ORNAMENTALES en Guatemala /PRODECORP(2 Volúmenes)</u>	Q. 125.00	Q. 200.00
Cada Volumen Suelto	Q. 70.00	Q. 110.00
<u>Estudio de Mercado, Técnico y Financiero de la Pimienta Negra/ MAGA-PRODAC-PRODE</u>	Q. 30.00	Q. 60.00
<u>Estudio de Prefactibilidad del Proyecto "Cultivo, Industrialización y Comercialización del Jocote Marañon" MAGA/PRODAC</u>	Q. 30.00	Q. 60.00
<u>Guías de Producción, Manejo Post-Cosecha y Mercadeo de:</u>	Q. 20.00	Q. 20.00
1) Ajo		
2) Alcachofa		
3) Frambuesa		
4) Pepino		
5) Radicchio		
<u>El Cultivo de Aguacate</u>	Q. 50.00	Q. 80.00
<u>El Cultivo del Pashte</u>	Q. 40.00	Q. 70.00
<u>El Cultivo del Jengibre</u>	Q. 50.00	Q. 80.00
<u>El Cultivo del Ajo</u>	Q. 50.00	Q. 80.00
<u>Perfil de Champinones Shiitake</u>	Q. 15.00	Q. 20.00

**SECCION AGRICOLA:**

	AGREMIADOS	NO AGREMIADOS
Perfiles de:	Q. 10.00	Q. 15.00
1) Rámbutan		
2) Lychee		
3) Mangostán		
4) Maracuyá o Fruta de la Pasión		
<u>Estudio de Factibilidad: Planta de Tratamiento Hidrotérmico de Mango. Informe de Factibilidad Económica (2 Volúmenes)</u>	Q. 80.00	Q. 140.00
Cada Volumen Suelto	Q. 50.00	Q. 75.00
<u>Guía de Nutrición del Espárrago /Exótica</u>	Q. 15.00	Q. 20.00
<u>Guía para la Comercialización del Espárrago</u>	Q. 15.00	Q. 20.00
<u>Guía Práctica para la Preparación de Frutas y Vegetales para el Mercado de Exportación/ PROEXAG</u>	Q. 5.00	Q. 7.00
<u>Transporte y Embalaje de Frutas de Exportación/ GTS</u>	Q. 3.00	Q. 5.00
<u>Manejo Racional de Plagas en Arveja China/ ARF</u>	Q. 15.00	Q. 25.00
<u>Guía Práctica para el Cultivo de Arveja China/ ARF</u>	Q. 5.00	Q. 10.00
<u>Envase y Operaciones de Embalaje de Frutas y Hortalizas</u>	Q. 7.00	Q. 10.00
<u>Enfriado de Productos Hortofrutícolas</u>	Q. 9.00	Q. 12.00
<u>Material AGRITRADE '92</u>	Q. 60.00	Q. 70.00
<u>Catálogo Oferta/Demanda AGRITRADE '92</u>	Q. 15.00	Q. 25.00
<u>Directorio de Compañías Participantes en Rueda de Negocios AGRITRADE 92</u>	Q. 15.00	Q. 25.00
<u>Folleto Promocional de Frutas, Especies y Nueces</u>	Q. 15.00	Q. 25.00
<u>Folleto Promocional de Plantas Ornamentales</u>	Q. 15.00	Q. 25.00
<u>Pesticidas Aprobados por la EPA, Actualización 4/93 (Cada Uno)</u>	Q. 20.00	Q. 25.00

**SECCION PRODUCTOS MANUFACTURADOS:**

**AGREMIADOS**

**NO**

**AGREMIADOS**

Perfiles de Mercado de Productos con Potencial para Exportación a los Estados Unidos/Ernst & Young:

- Vol. I Resumen del Proyecto
- Vol. II Análisis de Demanda
  - 1) Accesorios de Madera
  - 2) Casetas para Guardar Herramientas
  - 3) Comida Procesada Étnica y Especializada
  - 4) Envases Metálicos Decorativos
  - 5) Guardafangos
  - 6) Monturas y Guarniciones
  - 7) Recipientes Plásticos para uso en el Tren de Montaje
  - 8) Servicio de Procesamiento de Datos
  - 9) Tarjetas de Ocasión
  - 10) Muebles de Metal para Uso en el Jardín y Patio

Estudio Completo:

(Vol. I y II + 10 Perfiles)

Q. 200.00      Q. 300.00

Perfiles Sueltos

Q. 30.00      Q. 45.00

Vols. I y II Solamente

Q. 50.00      Q. 80.00

DATA ENTRY/ I.E.S.C.

Q. 30.00      Q. 60.00

ELECTRONIC ASSEMBLY/ I.E.S.C.

Q. 30.00      Q. 60.00

Manejar con Seguridad Maquinas para Trabajar la Madera

Q. 10.00      Q. 15.00

Folletos Promocionales de:

Electrónicos

Q. 10.00      Q. 15.00

Artesanías

Q. 10.00      Q. 15.00

Material APPAREL '93

Q. 20.00      Q. 30.00

Estudio de la Competitividad

Internacional de la Empresa/Mexico

Q. 50.00      Q. 70.00

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**SECCION HIDROBIOLOGICOS:**

Establecimiento de Unidad Productora de Camarón en Cautiverio.

Q. 20.00      Q. 30.00

Plan Regional de Ordenación y Desarrollo de la Pesca en el istmo CentroAmericano  
PRADEPESCA

Q. 20.00      Q. 30.00

Suscripción Anual Boletín Bimensual ACUINOTICIAS/ Local

Q. 100.00      Q. 175.00

Suscripción Anual Boletín Bimensual ACUINOTICIAS/ Extranjero

Q. 20.00      Q. 40.00

Ejemplar ACUINOTICIAS

Q. 20.00      Q. 25.00

Folleto Promocional del Sector

Q. 10.00      Q. 15.00

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<b>OTROS DOCUMENTOS Y MATERIALES:</b>	<b>AGREMIADOS</b>	<b>NO AGREMIADOS</b>
<u>Trabajo de Investigación para el Establecimiento de una Comercializadora en Guatemala/R &amp; R</u> (2 Volúmenes)	Q. 125.00	Q. 200.00
Cada Volumen Suelto	Q. 70.00	Q. 110.00
<u>Guía para Establecer una Comercializadora/ R &amp; R</u>	Q. 25.00	Q. 40.00
<u>Manual del Exportador</u>	Q. 22.00	Q. 22.00
<u>Resultado de la Encuesta sobre Servicios y Políticas Bancarias en Guatemala</u>	Q. 10.00	Q. 20.00
<u>Reformas al Código de Trabajo</u>	Q. 5.00	Q. 8.00
<u>Resumen de la Ley de Aguas</u>	Q. 5.00	Q. 8.00
<b>ESTADÍSTICAS</b>		
<u>Análisis del Comportamiento de las Exportaciones de Guatemala, 1980-1989</u>	Q. 15.00	Q. 20.00
<u>Análisis del Comportamiento de las Exportaciones de Guatemala, 1982-1991</u>	Q. 30.00	Q. 40.00
<u>Estadísticas de Exportación Agrícolas de Guatemala, 1983-1991</u>	Q. 15.00	Q. 20.00
<b>DIRECTORIOS</b>		
<u>Directorio de Agremiados 1992</u>	Q. 50.00	Q. 75.00
<u>Listado de Agremiados, con dirección y teléfono</u>	Q. 70.00	Q. 80.00
<u>Listado de Agremiados, con Producto, dirección y teléfono</u>	Q. 105.00	Q. 120.00
<u>Listado de Comisión Agrícola o de la Comisión Vestex</u>	Q. 28.00	Q. 32.00
<u>Listado de Com. Manufacturas, Co. Hidrobiológicas, Co. Muebles</u>	Q. 14.00	Q. 16.00
<u>Listado de Agremiados Por Producto</u>	Q. 175.00	Q. 200.00
<u>Listado por Producto Individual</u>	Q. 7.00	Q. 8.00
<u>Listado de Agremiados en Etiqueta</u>	Q. 180.00	Q. 220.00

LISTA DE PESTICIDAS APROBADOS POR LA EPA  
A ABRIL 1993

- \*\*\*\*\*
- Arveja Fresca: Arveja Dulce y Arveja China
  - Bayas: Frambuesa, Boysenberry y Mora
  - Banano y Plátano
  - Calabaza (Squash): Winter Squash (Acorn, Butternut, Espagetti, Ayote) y Summer Squash (Zucchini, Amarillo, Patipan)
  - Espárrago
  - Ejote Fresco: Green Beans, Snap Beans, String Beans, French Beans, Pole Beans, Lima Beans.
  - Fresa
  - Limón (Limes): Limón Persa y Limón Criollo
  - Mango
  - Melón: Cantaloupe, Honeydew, Crenshaw, Persian, Casaba, Canary, Sandía.
  - Okra
  - Pepino
  - Pina
  - Productos Bulbos: Bulbo seco de Cebolla, Cebolla Verde, Puerro, Chalote y Ajo.
  - Raíces y Tubérculos: Camote (Batata), Malanga (Quisquique, Taro), Raíz de Chayote (Choncho), Yuca (Cassava, Caxcanome), Yautía (Tiquisque, Quequexque, Oto), Ñame (Tus)
  - Vegetales Brásica: Brocoli, Col de Bruselas y Coliflor
  - Vegetales de Hoja: Lechuga, Endivia y Espinaca
- \*\*\*\*\*

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**ANNEX D "TIPS" BROCHURE**

# FAST FACTS ON TIPS

*... your link to  
a world of business.*



**TIPS** TECHNOLOGICAL  
INFORMATION  
PROMOTION SYSTEM



With the cooperation of the:  
European Economic Community

## TIPS Credentials

- Over 80,000 trade and technology offers and requests in 14 sectoral bulletins have been released to date.
- 17 countries linked through dedicated satellite communication 24 hours a day, and more countries to be linked this year.
- Over 10,000 companies in the developing countries not yet part of the TIPS network send information on offers and requests.
- TIPS bulletins also reach information users in over 65 countries that are not yet part of the network.
- About 5,000 subscriptions to TIPS bulletins from some 3,000 paying subscribers.

*TIPS offers alternatives  
for your company's business  
growth...*

A United Nations Development Programme (UNDP) sponsored information network on trade and technology, its aim is to expand technology and trade transactions among developing countries. It also promotes trade requests from the industrialized countries to the developing countries in the spirit of development cooperation. TIPS started as an idea in 1982. It commenced operation in October 1986. As it expands its program in the future, TIPS aims to increasingly reach its level of self-sufficiency through sale of its products and services. With support from various donor organizations and countries, TIPS will expand its program, beginning in 1993, to more countries.

## International Support

- Since 1984, TIPS has enjoyed the support of the government of Italy and the governments of all TIPS participating countries.
- TIPS has received a special grant from the European Economic Community to support its program expansion in Latin America from 1992 to 1995.
- In 1991, TIPS received support from the government of the Netherlands and a special grant from the government of Austria in 1992.
- TIPS has signed various collaboration agreements with international agencies and organizations, such as UNIDO, UNESCO, UNCTAD, G-77 Chambers of Commerce, SEUA, AUDE, among others.

## Sectoral Areas

- agro-industries
- general business opportunities
- biotechnology
- building & construction
- chemicals
- electronics
- energy
- fisheries
- food processing
- machinery
- mining & metallurgy
- materials
- tourism
- pharmaceuticals
- packaging
- textiles

*Don't miss the opportunity ...*

*subscribe to TIPS  
services now!*

## Information Focus

- products and services
- commercial technologies
- opportunities for joint ventures
- consultancy services,
- know-how and technical services
- trade and technology events
- international tenders
- procurement needs of UN agencies
- innovations and trends
- trade and technology exhibitions
- policies and market information
- research and development
- importation needs from industrialized countries

## Information Service

- daily or weekly bulletin
- business query-response
- product promotion
- business facilitation
- direct contact with sources
- terse and decision-oriented language
- specific and timely information
- bi-lingual information service
- information straight-from-the-source
- database of offers from developing countries

• Mas de 80.000 ofertas y demandas tecnológicas y comerciales realizadas hasta la fecha, en 14 sectores.

• 17 países conectados a la red a través de comunicación vía satélite las 24 horas del día. Otros países se están integrando a la red.

• Mas de 10.000 compañías en los países en desarrollo aún no pertenecientes a la red TIPS envían información sobre ofertas y demandas.

• Los boletines TIPS llegan a los usuarios en más de 65 países aún no integrados a la red.

• Alrededor de 5.000 suscripciones a los boletines TIPS y 3000 suscriptores.

### Áreas sectoriales

- agroindustria
- oportunidades de negocios
- biotecnología
- materiales de construcción
- química
- electrónica
- energía
- pesca
- procesamiento de alimentos
- maquinaria
- minería y metalurgia
- materiales
- turismo
- farmacéutica
- empaque
- textiles

## Tips ... le da acceso al crecimiento comercial y le abre mercados y mercados...

El Programa de las Naciones Unidas para el Desarrollo (PNUD) patrocina la red de Información TIPS, cuyo objetivo es la promoción de transacciones tecnológicas y comerciales entre países en desarrollo. TIPS también difunde las demandas comerciales de los países industrializados, en los países en desarrollo, a fin de promover la cooperación para el desarrollo. TIPS inició como una idea en 1982, empezando sus operaciones en octubre de 1986. A medida que va creciendo, TIPS busca alcanzar la autosuficiencia, a través de la venta de sus productos y servicios. Con el apoyo de varias organizaciones y países donantes, TIPS está realizando desde 1993, su programa de expansión geográfica a más países.

No pierda la oportunidad...

suscribese cuanto antes

a los servicios de... **TIPS**

### Enfoque de la información

- productos y servicios
- tecnologías comerciales
- oportunidades para joint-ventures
- servicios de consultoría
- servicios técnicos y know-how
- reuniones y exposiciones comerciales y tecnológicas
- licitaciones internacionales
- difusión de demandas de agencias de las Naciones Unidas
- tendencias e innovaciones
- información sobre políticas y mercados
- investigación y desarrollo
- necesidades de importación de los países industrializados

por los internacionales

• Desde 1984, TIPS ha contado con la cooperación técnica del Gobierno de Italia y de todos los Gobiernos de los países participantes a la red TIPS.

• TIPS ha recibido un aporte especial de la Comunidad Económica Europea para apoyar sus planes de expansión en América Latina de 1992 a 1995.

• En 1991, TIPS recibió también fondos del Gobierno de Holanda y, en 1992, un aporte especial del Gobierno de Austria.

• TIPS ha suscrito varios acuerdos de colaboración con agencias y organizaciones internacionales como: ONUDI, UNESCO, Cámara de Comercio del G-77, SELA y AIDE, entre otras.

### Servicios de información

- boletines diarios y semanales
- servicio pregunta/respuesta
- promoción de productos
- facilidades de negocios
- contactos directos con las fuentes
- lenguaje conciso y orientado a la toma de decisiones
- información específica y oportuna
- información directa de las fuentes
- base de datos de ofertas de los países en desarrollo

• International Operations Center  
Via Panisperna, 203  
00184 Rome, Italy  
Tel. (39-6) 482.69.67 - 482.69.28  
Fax: (39-6) 482.88.38  
Tlx: 610574 IPSAOM I  
Cbt: DEVTIPS ROMA

• Regional Center for Asia  
3/F, DFA Building  
Roxas Boulevard  
Metro Manila, Philippines  
Tel: (63-2) 834.36.11  
Fax: (63-2) 832.22.84

• Regional Center for Latin America  
Centro Simon Bolívar  
Torre Norte - 7 p. of. 706  
Caracas, Venezuela  
Tel. (58-2) 481.71.94  
Fax: (58-2) 481.96.29

• Sub-Regional Center for Central America  
San Jose, Costa Rica  
Calle 11 y Aca. 1 y 3 - Edificio 152  
P.O. BOX 70-1002 Paseo de los Estudiantes.  
Tel. 00506 - 553860/61 - Fax 338583

# TIPS NETWORK

## National Bureaus

Asia: China, India, Pakistan, Philippines.  
Africa/Middle East: Zimbabwe, Egypt, Saudi Arabia.  
Latin America: Argentina, Cuba, Costa Rica, Colombia.  
Chile, Brazil, Mexico, Peru, Uruguay, Venezuela.

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INDEX OF DATABASES CLASSIFIED BY TYPE

Database Name	Host Name	Access	Type
HOPPENSTEDT AUSTRIA	DATA-STAR/HOAU GBI/AUST	O	C
HOPPENSTEDT GERMANY	DATA-STAR/HOPE DIALOG/529 GBI/HOPE PROFILE/HOPE ESA/104	O	C
HOPPENSTEDT NETHERLANDS	DATA-STAR/HONL	O	C
HUCO - HUNGARIAN COMPANIES	GBI/HUCO	O	C
ICC BRITISH COMPANIES DATABASE	DATA-STAR/ICUK DIALOG/561 PROFILE/ICF	O	C
IKCF CZECHOSLOVAKIA	GBI/IKCF	O	C
KOMPASS ASIA/PACIFIC	DIALOG/592	O	C
KOMPASS EUROPE (EKOD)	DIALOG/590 KOMPASS ONLINE	O C	C
MEXICAN EXPORTERS/IMPORTERS	OAS/SICE 10	O	C
PIERS IMPORTS	THE JOURNAL OF COMMERCE DIALOG/573	O C	M S C
POLU - POLISH COMPANIES	GBI/POLU	O	C
SDOE	CERVED/SDOE GBI/TALEX	O C	C
SINU SOVINFO NOVOSTI COMPANIES	GBI/SINU	O	C
SOPAD - SOVIET PUBLIC ASSOC DIR	GBI/SOPAD	O	C
THOMAS REGISTER	DIALOG/535	O C	C
TRINET US BUSINESSES	DIALOG/581	O	C
UK IMPORTERS	DATA-STAR/UKIM/UKIA	O	C
UK IMPORTERS (DECTA)	ITC/UK IMPORTERS	O D	C
US DIRECTORY OF IMPORTERS	OAS/SICE 04	O	C
US I/E MARITIME BILLS OF LADING	OAS/SICE 06	O	M C S
WORLD TRADE CENTER NETWORK	GEIS/WTC	O T B	T C
<i>Type is: F Full text of trade publications (F)</i>			
DATAMONITOR MARKET REPORTS	DATA-STAR/DMON	O	F
DOW JONES NEWS	DATA-STAR/DJNS PROFILE/DJ	O	A F
DRTE EC/EASTERN EUROPE BUSINESS	DATA-STAR/DRTE	O	Z F
EUROMONITOR MARKET DIRECTION	PROFILE/EUR GBI/EUROM	O	F
FEDNEWS	DIALCOM/FEDWIRE MEAD/NEXIS	T	F T
FIN. TIMES BUSINESS REPORT FILE	DATA-STAR/FTBR PROFILE/FTB	O	F
FINANCIAL TIMES FULL TEXT	DIALOG/622 PROFILE/FT REUTERS/TEXTLINE	O	F
FROST & SUL POLITICAL RISKS	DATA-STAR/FSRJ	O	F
GLOBEFISH	FAO	O	F S
ICC KEY NOTES	DATA-STAR/ICKN PROFILE/ICK ESA/104	O	F
INVESTEXT	DATA-STAR/INVE DIALOG/545 NEWSNET/1X01-1X55 BRS/INVE	O	F
MC CARTHY CO & IND PRESS NEWS	PROFILE/MCC	O	F B
SOLEG - SOVLEGISLINE	GBI/SOLEG	O	Z F
TEXTLINE	DATA-STAR/TXLN PROFILE/TL DIALOG/7 FILES	O	F I
TRADE & INDUSTRY ASAP	DIALOG/648	O	I F

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**ANNEX E    SELECTED DATABASE SERVICES**

## II. INDEX OF DATABASES CLASSIFIED BY TYPE

Database Name	Host Name	Access	Type
<i>Type is: A Press agency news (A)</i>			
AECO	ED/AECO PROFILE/AGORA QUESTEL/AECO	O T	A
AGRIDATA/CNS COMLINE - JAPAN NEWSWIRE DOW JONES NEWS	AGRIDATA NETWORK DATA-STAR/JPNW DATA-STAR/DJNS PROFILE/DJ	O O O	A P S A A F
INTERPRESS INTL NEWS SERVICE NIKKEI SHIMBUN NEWS DATABASE OMNINEWS REUTER MONITOR SINT - SOVINFO NOVOSTI TEXT UPI	NEWSNET/INTERPRESS NIKKEI DATA-STAR/OMNW REUTERS GBI/SINT ITT/UPI DIALOG/261 MEAD/NEXIS NEWSNET/UPI	O T O O O O O T B	A A I P A P S A P A
<i>Type is: B Trade pub.references with bibliographic keywords (B)</i>			
AGRIS	DIALOG/203 ESA/029	O	B
BIOCOMMERCE ABSTRACTS&DIRECTORY	DATA-STAR/CELL DIALOG/286	O	B C
FINDEX REPORTS/STUDIES INDEX FROST & SUL. MKT RES. REPORTS INDUSTRY DATA SOURCES (HARFAX)	DIALOG/196 DATA-STAR/FSFS DIALOG/189	O O O	B B B
MARKETING SURVEYS INDEX MC CARTHY CO & IND PRESS NEWS PAPERCHEM PTS F & S INDEXES	DATA-STAR/HARF PROFILE/MSI PROFILE/MCC DIALOG/240, 840 DATA-STAR/PTIN DIALOG/018/098	O O O O C	B R F R I R B
TRADE AND INDUSTRY INDEX	DIALOG/148	O	B
<i>Type is: C Company registers (C)</i>			
ABC BENELUX	ABC/BENELUX	O M C	C
ABC EUROPE	GBI/ABCBELABCLUXABCNL DATA-STAR/EURE (EUROPE) DATA-STAR/ABCE (GERMANY)	O M	C
ATTILA	GBI/ATTILA	O	C
BIOCOMMERCE ABSTRACTS&DIRECTORY	DATA-STAR/CELL DIALOG/286	O	B C
COMPANY INTELLIGENCE	DIALOG/479 DATA-STAR/INCO	O	C
D&B CANADIAN DUN'S MKTG IDENT. D&B DUN'S MARKET IDENTIF. (USA)	DIALOG/320 DIALOG/316	O O	C C
D&B EUROPEAN MARKETING FILE D&B INTL DUN'S MKT IDENTIFIERS DDRC - EAST GERMAN COMPANIES	DATA-STAR/DBUS DATA-STAR/DBZZ DIALOG/318 DATA-STAR/DDRC GBI/DDRU	O O O D M O	C C C C C
DUN'S ELECTRON. BUS. DIRECTORY DUN'S MARKETING FINANCIAL TIMES COMPANY ABSTR.	DIALOG/315 DUN & BRADSTREET PROFILE/FT DIALOG/360	O O T D O	C C I C
FIRMEXPORT/FIRMIMPORT	ED/TPY/FIRMEXPORT DATA-STAR/FRIE	O D C	C

INDEX OF DATABASES CLASSIFIED BY TYPE

Database Name	Host Name	Access	Type
HOPPENSTEDT AUSTRIA	DATA-STAR/HOAU GBI/AUST	O	C
HOPPENSTEDT GERMANY	DATA-STAR/HOPE DIALOG/529 GBI/HOPE PROFILE/HOPE ESA/104	O	C
HOPPENSTEDT NETHERLANDS	DATA-STAR/HONL	O	C
HUCO - HUNGARIAN COMPANIES	GBI/HUCO	O	C
ICC BRITISH COMPANIES DATABASE	DATA-STAR/ICUK DIALOG/561 PROFILE/ICF	O	C
IKCF CZECHOSLOVAKIA	GBI/IKCF	O	C
KOMPASS ASIA/PACIFIC	DIALOG/592	O	C
KOMPASS EUROPE (EKOD)	DIALOG/590 KOMPASS ONLINE	O C	C
MEXICAN EXPORTERS/IMPORTERS	OAS/SICE 10	O	C
PIERS IMPORTS	THE JOURNAL OF COMMERCE DIALOG/573	O C	M S C
POLU - POLISH COMPANIES	GBI/POLU	O	C
SDOE	CERVED/SDOE GBI/TALEX	O C	C
SINU SOVINFO NOVOSTI COMPANIES	GBI/SINU	O	C
SOPAD - SOVIET PUBLIC ASSOC DIR	GBI/SOPAD	O	C
THOMAS REGISTER	DIALOG/535	O C	C
TRINET US BUSINESSES	DIALOG/581	O	C
UK IMPORTERS	DATA-STAR/UKIM/UKIA	O	C
UK IMPORTERS (DECTA)	ITC/UK IMPORTERS	O D	C
US DIRECTORY OF IMPORTERS	OAS/SICE 04	O	C
US I/E MARITIME BILLS OF LADING	OAS/SICE 06	O	M C S
WORLD TRADE CENTER NETWORK	GEIS/WTC	O T B	T C
<i>Type is: F Full text of trade publications (F)</i>			
DATAMONITOR MARKET REPORTS	DATA-STAR/DMON	O	F
DOW JONES NEWS	DATA-STAR/DJNS PROFILE/DJ	O	A F
DRTE EC/EASTERN EUROPE BUSINESS	DATA-STAR/DRTE	O	Z F
EUROMONITOR MARKET DIRECTION	PROFILE/EUR GBI/EUROM	O	F
FEDNEWS	DIALCOM/FEDWIRE MEAD/NEXIS	T	F T
FIN. TIMES BUSINESS REPORT FILE	DATA-STAR/FTBR PROFILE/FTB	O	F
FINANCIAL TIMES FULL TEXT	DIALOG/622 PROFILE/FT REUTERS/TEXTLINE	O	F
FROST & SUL. POLITICAL RISKS	DATA-STAR/FSRI	O	F
GLOBEFISH	FAO	O	F S
ICC KEY NOTES	DATA-STAR/ICKN PROFILE/ICK ESA/104	O	F
INVESTEXT	DATA-STAR/INVE DIALOG/545 NEWSNET/IX01-IX55 BRS/INVE	O	F
MC CARTHY CO & IND PRESS NEWS	PROFILE/MCC	O	F B
SOLEG - SOVLEGISLINE	GBI/SOLEG	O	Z F
TEXTLINE	DATA-STAR/TXLN PROFILE/TL DIALOG/7 FILES	O	F I
TRADE & INDUSTRY ASAP	DIALOG/648	O	I F

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INDEX OF DATABASES CLASSIFIED BY TYPE

Database Name	Host Name	Access	Type
<i>Type is: I Trade pub. references with informative summary (I)</i>			
ABI/INFORM	DATA-STAR/INFO DIALOG/015 ORBIT/ABI ESA/030	O C	I
ARAB INFORMATION BANK	GBI/ABI DIALOG/465	O	I S
ASIA PACIFIC	DIALOG/030	O	I
BFAM	GBI/BFAM	O	I
BIOBUSINESS	DATA-STAR/BBUS	O	I
BIS INFOMAT NEWSFILE	PERGAMON/BIS ESA/156 DIALOG/583	O	I
BLISS - BUSINESS LITTERATURE	DATA-STAR/EBUS		
CAB ABSTRACTS	GBI/EBUS GBI/BLISS DIALOG/050/053 ESA/016/124 JICST/CAB	O O	I I
CHEMICAL BUSINESS NEWSBASE	DATA-STAR/HUNU.PARA.VETS DATA-STAR/CBNB PERGAMON/CBNB	O	I P
CHEMICAL INDUSTRY NOTES	DIALOG/319 DATA-STAR/CIND DIALOG/019	O	I
CHILI - CHINESE LITTERATURE	ORBIT/CIN		
COFFEELINE	GBI/CHILI	O	I
DELPHES	DIALOG/164 ED/DELPH DATA-STAR/DELP	O O D	I I
FINANCIAL TIMES COMPANY ABSTR.	DIALOG/481 PROFILE/FT DIALOG/560	O	I C
IBISCUS	3UNIST	O	I O
INFO-SOUTH	DIALOG/466	O	I
MANAGEMENT CONTENTS	DIALOG/075 DATA-STAR/MGMT BRS/MGMT	O	I
NIKKEI SHIMBUN NEWS DATABASE	NIKKEI	O	A I P
NTIS BIBLIOGRAPHIC DATABASE	DATA-STAR/NTIS DIALOG/006 BRS/NTIS ESA/006	O C	I N
PAPERCHEM	ORBIT/NTIS		
PIRA	DIALOG/240, 840 ORBIT/PIRA	O O	I B I
PSTA	DATA-STAR/PIRA ESA/055 DIALOG/252	O	I
PTS MKTING & ADVYING REF.SERV.	DATA-STAR/PSTA DATA-STAR/PTMA	O	I
PTS PROMT	DIALOG/370 DATA-STAR/PTSP DIALOG/016	O M C	I
RAPRA ABSTRACTS	BRS/PTSL ORBIT/RAPRA	O T D	I
SOPRA - SOVIET PRESS DIGEST	DATA-STAR/RAPR		
TEXTLINE	GBI/SOPRA DATA-STAR/TXLN PROFILE/TL	O O	I F I
TRADE & INDUSTRY ASAP	DIALOG/7 FILES		
WORLD TEXTILES	DIALOG/648 DIALOG/067	O O	I F I

INDEX OF DATABASES CLASSIFIED BY TYPE

Database Name	Host Name	Access	Type
<i>Type is: M Shipping Information (M)</i>			
PIERS IMPORTS	THE JOURNAL OF COMMERCE DIALOG/573	O C	M S C
TRADSTAT WORLD TRADE STATISTICS	DATA-STAR/TRADSTAT	O	S M
US I/E MARITIME BILLS OF LADING	OAS/SICE 06	O	M C S
<i>Type is: N Norms, Standards (N)</i>			
BSI STANDARDLINE	PERGAMON/BSIH ESA/141	O	N
NORIANE/PERINORM	FIZ TECHNIK	O C	N Z
NTIS BIBLIOGRAPHIC DATABASE	QUESTEL/NORIANE DATA-STAR/NTIS DIALOG/006 BRS/NTIS ESA/006	O C	I N
STANDARDS INFODISK ILI	ORBIT/NTIS II.I/INFONORME	C	N
<i>Type is: O Others (O)</i>			
FAIRBASE	DATA-STAR/FAIR	O	O
DISCUS	GBI/FAIR SUNIST	O	I O
<i>Type is: P Price information (P)</i>			
AGRIDATA/CNS	AGRIDATA NETWORK	O	A P S
CHEMICAL BUSINESS NEWSBASE	DATA-STAR/CBNB PERGAMON/CBNB DIALOG/319	O	I P
COLEACP	COLEACP	T	P
COMMODITIES	REUTERS	O	P
MARKET NEWS SERVICE/MNS	ITC/MNS	T B	P T
NIKKEI SHIMBUN NEWS DATABASE	NIKKEI	O	A I P
REUTER MONITOR	REUTERS	O	A P S
UPI	ITT/UPI DIALOG/261 MEAD/NEXIS NEWSNET/UPI	O T B	P A
US WHOLESALE PRICES	OAS/SICE 07	O	P
<i>Type is: S Statistics (S)</i>			
AGRIDATA/CNS	AGRIDATA NETWORK	O	A P S
ARAB INFORMATION BANK	DIALOG/465	O	I S
COMEXT EUROSTAT	WEFA/COMEXT	O M D C	S
EASTERN BLOC ECO. STAT	REUTERS/WIIW	O	S
FAKT - GERMAN STATISTICS	DATA-STAR/FAKT GBI/FAKT	O	S
GLOBEFISH	FAO	O	F S
IMF DATA	REUTERS/DOTS + IFS WEFA/IMF GEIS/IMF	O	S
OECD DATA	REUTERS/OECDXXX	O D M	S
PIERS IMPORTS	THE JOURNAL OF COMMERCE DIALOG/573	O C	M S C

INDEX OF DATABASES CLASSIFIED BY TYPE

Database Name	Host Name	Access	Type
PTS FORECASTS	DATA-STAR/PTFC	O	S
PTS TIME SERIES	DIALOG/081 DATA-STAR/PTTS	O	S
REUTER MONITOR	DIALOG/082 AND 084	O	A P S
TRADE STATISTICS	REUTERS ITC/ITS (COMTRADE)	O D M	S
TRADSTAT WORLD TRADE STATISTICS	REUTERS/SITC	O	S M
US I/E MARITIME BILLS OF LADING	DATA-STAR/TRADSTAT	O	M C S
US IMPORTS FOR CONSUMPTION	OAS/SICE 06	O	S
WORLD BANK STATISTICS	OAS/SICE 02 REUTERS/WB WEFA/WB	O D	S
<i>Type is: T Trade opportunities, tenders (T)</i>			
BOW - EAST WEST COOPERATION	GBI/BOW	O	T
BUSINESS	DATA-STAR/DUSI	O	T
FEDNEWS	DIALCOM/FEDWIRE MEAD/NEXIS	T	F T
HUNTECH - HUNGARIAN TECHNIQUE	GBI/HUNTECH	O	T
MARKET NEWS SERVICE/MNS	ITC/MNS	T B	P T
SCAN-A-BID	DATA-STAR/SCAN, SOPP	O	T
TENDERS ELECTRONIC DAILY	ECHO/TEB PROFILE/TEB	O T	T
WORLD TRADE CENTER NETWORK	DATA-STAR/TEDD GEIS/WTC	O T B	T C
<i>Type is: Z Tariffs and trade barriers, trade regulations (Z)</i>			
CELEX	EUROBASES/CELEX PROFILE/CEL	O C	Z
CF21 ON LINE	DATA-STAR/CLXE	O	Z
DRTE EC/EASTERN EUROPE BUSINESS	DATA-STAR/CF21	O	Z F
EC 1992	DATA-STAR/DRTE	O	Z
ECLAS	PROFILE/EC	O	Z
ELEXINFO	EUROBASES/ECLAS	O	Z
INFO92	AFFARSDATA/ELEXINFO	O	Z
NORIANE/PERINORM	EUROBASES/INFO 92	O	Z
SCAD	QUESTEL/NORIANE	O C	Z Z
SOLEG - SOVLEGISLINE	EUROBASES/SCAD	O C	Z Z
SPEARHEAD	GBI/SOLEG PROFILE/SPEARHEAD	O	Z F
SPICERS CENTRE FOR EUROPE	DATA-STAR/SPHD	O	Z
US CODE OF FEDERAL REGULATIONS	DATA-STAR/SPCE	O	Z
US FEDERAL REGISTER	OAS/SICE 08	O	Z
	OAS/SICE 09	O	Z
US HARMONIZED TARIFF SCHEDULE	DIALOG/136, 669 OAS/SICE 01	O	Z



LA EMPRESA DE LA TELEMÁTICA  
EN COSTA RICA

# PRINCIPALES BASES DE DATOS INTERNACIONALES

## AGRI-DATA RESOURCES, INC.

Dirección: 330 East Kilbourne Avenue, Milwaukee WI 53202 USA  
Contacto: Karin Kopke  
Teléfono: 414 2787676  
Telax: 2477350  
Fax: 414 2834357  
X-121: 03110811300147

Información agrícola referente a negocios, finanzas, estadísticas de cultivo, noticias, consejos de mercado, cuotas y proyección de exportaciones, cosechas en general, ganado, servicio meteorológico y clima, épocas de cosecha, investigaciones químicas, guía de precios de equipo agrícola, datos sobre semillas, granos, fertilizantes, menor factura de productos agrícolas, toda esta información es actualizada periódicamente. Los cuotas y los precios se actualizan día a día.

## IBS INFORMATION TECHNOLOGIES

Dirección: 1200 route 7 Latham, N. Y. 12110 USA  
Contacto: Mary Ash, Consumer Service  
Teléfono: 703 4420900  
Telax: 7102444965  
Fax: 703 8934632  
X-121: 03106

Información de finanzas, ciencias sociales, negocios, business, medicina, cine, educación, ingeniería y ciencias.

## MARKET NEWS SERVICE

Dirección: Radiografía Costarricense, S.A.  
Contacto: Oficina de Ventas  
Apartado: 54-1000 San José  
Teléfono: 5061 87-0462  
Telax: 1012 COMERCIAL  
X-121: 0228468115010

Brinda información de cuotas y precios en los principales mercados de Norteamérica, Europa y Asia, de los productos perecederos como frutas, verduras, especias, cueros y pieles, flores congeladas y otros productos agrícolas.

## COMPUSEIVE

Dirección: 500 Arlington Center Boulevard, Columbus, Ohio 43220 USA  
Contacto: Sales Department  
Teléfono: 614 4570802  
Telax: 3762648  
Fax: 614 4578149  
X-121: 0311020200202

Cuotas y estudios de mercado, contratos, análisis y pronósticos, estimaciones y tipo de cambio, "Bancos Electrónicos", productos e industria, agricultura, aerolíneas guía de hoteles y tarifas, la través de Official Airline Guide OAGI, arquitectura, arte, productos y marcas, tienda de artículos electrónicos y electrónicos, software y hardware, tecnología de alimentos, noticias del Washington Post, etc.

## DATA RESOURCES, INC (DRI)

Dirección: 22 Hanwell Avenue, Lexington, Massachusetts 02173 USA  
Contacto: Jane Barron  
Teléfono: 617 8606800  
Fax: 617 8606416  
X-121: 0310690901009

Información de agricultura, automovilismo, banca, inversiones, construcción económica, energía, comercio extranjero, aceite, gas, pulpa y papel, estadísticas, análisis numérico, simulación y análisis estadístico.

## DELPHI

Dirección: Radiografía Costarricense  
Contacto: Oficina de Ventas  
Apartado: 54-1000 San José  
Teléfono: 5061 87-0462  
Telax: 1012 COMERCIAL  
X-121: 211020200

Datos económicos financieros, cuotas y proyecciones de productos, información bancaria y de banca, viajes, aerolíneas (a través de OAGI), noticias, entretenimientos, comunicación, Banda "electrónica" en la cual se puede consultar características y precios de artículos, enciclopedias como Grolier International, más de docenas de pequeñas bases de datos con temas específicos como agricultura, economía, química, turismo, etc., además, DELPHI Miami le brinda la mayoría de esta información en español.

## DIALOG INFORMATION SERVICES, INC.

Dirección: 3460 Hillview Avenue, Palo Alto, California 94304 USA  
Teléfono: 4151 8582700  
Telax: 334499  
X-121: 0311041500048

Millones de referencias, resúmenes y estadísticas de países, leyes de comercio, economía, ciencias sociales, humanidades, noticias, bellas artes, química, ciencia y tecnología, medicina, agricultura, etc., descripción de artículos publicados en revistas profesionales, informes industriales y gubernamentales, patentes y libros, información de tipo directorio sobre empresas, asociaciones, fundaciones, con nombres, direcciones, y actividades que realizan.

## DOW JONES & COMPANY, INC.

Dirección: P.O. Box 300, Princeton, New Jersey 085430300 USA  
Contacto: Joanne Kouyoumian  
Teléfono: 609 520-4000  
Fax: 609 520-4775  
X-121: 0311060900042

Información de corporaciones financieras con reportes de ingresos, ganancias, relaciones costo/ingresos, mercado de valores, balances y ganancias por compartir, noticias de The Wall Street Journal, Barron's y Dow Jones Service, educación, deportes, recreación, guía de películas, tiendas de servicios para el hogar, etc.

## LEXIS-NEXIS (MEAD DATA CENTRAL)

Dirección: 9393 Springboro Pike, post office box 933, Dayton, Ohio 45401 USA  
Contacto: James Joseph Public. Rel. Direct.  
Teléfono: 513 8656800  
Fax: 513 8656909  
Telax: 865 6909  
X-121: 03106002882

Contiene las últimas leyes federales de los Estados Unidos y sus regulaciones, estatutos e instrumentos estatutarios, localiza casos solicitados por clientes, encuentra rápidamente toda forma en la cual un caso ha sido citado en los cortes de los Estados Unidos e Inglaterra, además posee información tecnológica, datos financieros, economía y mercados.

## NEWSNET, INC.

Dirección: 945 Haverford Road, Bryn Mawr, Pa 19010 USA  
Contacto: Maria Postino  
Teléfono: 215 5278030  
Fax: 215 5270338  
X-121: 0311020100045

Información de publicidad, mercado, automovilismo, construcción, comunicaciones, educación, electrónica, energía, farmacia, metales, impuestos, telecomunicaciones, política, inversiones, etc.

## ORBIT

Dirección: 8000 Westpark Drive Ngleam, Va 22102 USA  
Contacto: Jim Teronago, David C. Mac Donald  
Teléfono: 703 442-0900 / (800) 442-0900  
Telax: 652358  
Fax: 703 8930490  
X-121: 0311070300141

Literatura relacionado con contaduría, auditoría, tasación, procesamiento de datos, inversiones, asesoría y reportes financieros, información legal relacionada con los negocios. Además posee datos sobre patentes, petróleo, biotecnología, manipulación genética, guía de literatura para todas las ingenierías, combustible, computación, agricultura, veterinaria, etc.

## SICE (SISTEMA DE INFORMACION AL COMERCIO EXTERIOR)

Departamento de información al comercio exterior, Secretario General de la OEA  
Dirección: 1889 F. Street N. W. lower level, Washington DC 20006, USA  
Contacto: Antonio C. Kesting (Director SICE)  
Teléfono: 202 458-3725  
Telax: 64128 OAS/IA  
Fax: 202 458-3907  
X-121: 03110202251002

Información de estadísticas de exportación e importación, arancel de los Estados Unidos, directorio de exportadores, precios, códigos de regulaciones federales, aviso sobre oportunidades de oferta y demanda de productos y servicios, etc.

## TELEPRO

ID 52: MHQ001 CDA Miguel Noreño.  
Dirección: Nº 10 México 03900 D. F.  
Contacto: Lic. Juan I. Ruiz Diaz  
Teléfonos: 5251 593-6170 / 5251 593-3275  
Fax: 5251 593-6121  
X-121: 0310600455152

Información política, económica, financiera, panorama internacional, panorama social, laboral, noticias, etc.

## THE COMPUTER COMPANY

Dirección: 1905 Westmoreland Street, Richmond, Virginia 23230 USA  
Contacto: Barry Mann  
Teléfono: 804 254-2421  
Fax: 804 254-2431  
X-121: 03106000482

Información de análisis de flujos de caja, presupuestación, noticias, financieras y negocios, banca, entretenimientos, juegos de computador, servicios de industria nuclear, desarrollo de software, etc.

# PRINCIPALES BASES DE DATOS NACIONALES

## INFOCOM

Dirección: Radiográfica Costarricense S.A.  
Apartado: 54-1000 San José  
Contacto: Oficina de Ventas  
Teléfono: (506) 87-0462  
Telex: 1012 COMERCIAL  
Fax: (506) 22-0534  
X-121: 211201000  
Base de datos que contiene información general de los servicios de Radiográfica Costarricense, S.A.

## PROGRAMA DE INFORMATICA EDUCATIVA (PIE)

Dirección: Frente a las oficinas de RECOPE en Barrio Tournón San José  
Contacto: Oficina Programa de Informática Educativa  
Teléfono: (506) 22-1144  
Fax: (506) 22-1654  
X-121: 211220011  
Base de datos de la Fundación Omar Dengo denominada PIE (Programa de Informática Educativa), que contiene la definición del programa, fuentes de financiamiento, puesta en marcha del programa y revista innova.

## EL EXPRESO

Dirección: Barrio Otoya, San José  
Contacto: Carlos Revilla  
Teléfono: (506) 22-4553  
Fax: (506) 21-6618  
X-121: 211220010  
Base de datos con miles de programas de dominio público, entretenimientos, toros, servicio de mensajería, accesos a otras bases de datos, noticias.

## INSTITUTO COSTARRICENSE DE TURISMO (ICT)

Dirección: Radiográfica Costarricense S.A.  
Contacto: Francisco Rojas Ch.  
Teléfono: (506) 23-1733  
Fax: (506) 23-5452  
X-121: 211201000  
Base de datos que contiene información nacional turística sobre restaurantes, hoteles, cabinas, renta car, tours, transportes de turistas y reservaciones.

## INFOTUR

Dirección: Avenida 10, Calle 3, San José  
Apartado: 93-6150 Santa Ana  
Contacto: Juan Carlos Herrera  
Teléfono: (506) 23-4481  
Fax: (506) 24-4476  
X-121: 211220012  
Base de datos que contiene información turística. (Reservaciones).

## INFORBOLSA

Dirección: Radiográfica Costarricense S.A.  
Apartado: 54-1000 San José  
Contacto: Oficina de Ventas  
Teléfono: (506) 87-0462  
Telex: 1012 Comercial  
Fax: (506) 22-0534  
X-121: 2150200095  
Base de datos que contiene información general sobre tasas de interés, tipos de cambio, emisores, puestos de bolsa, títulos valores, etc.

## ANGLOTEF

Dirección: Calle 1 y 3, Avenida 2, San José, Costa Rica  
Contacto: Jorge Borbón  
Teléfono: (506) 22-3322  
Telex: 2132 ANGLO CR  
Fax: (506) 57-1845  
X-121: 211220003 DA  
Base de datos del Banco Anglo Costarricense que permite la transferencia de fondos entre cuentas corrientes, revisar fondos transferidos a una cuenta y consulta de saldos.

## REGISTRO NACIONAL

Dirección: 400 Este de la Iglesia de Zapote  
Apartado: 199 Zapote, San José, Costa Rica  
Contacto: Departamento de Informática, Registro Nacional  
Teléfono: (506) 24-8111  
X-121: 212030025 DA  
Base de datos del Registro Nacional de la Propiedad, que permite la consulta de propiedad de bienes inmuebles y vehículos automotores, sociedades mercantiles, cédulas jurídicas y prendas.

## SICOM

Dirección: Costado Sur, ICE San Pedro, 25 Oeste y 50 Sur  
Contacto: Roberto Quirós Coronado  
Teléfono: (506) 21-2446  
Fax: (506) 24-6702  
Apartado: 4670-1000  
X-121: 212020012  
Base de datos que contiene información sobre: Legislación vigente de Costa Rica (Leyes y decretos ejecutivos, anordas y concordadas), Jurisprudencia dada por la Corte Suprema de Justicia, Acontecer legislativo (Proyectos de ley en trámite en la Asamblea Legislativa), Licitaciones del Sector Público en proceso de adjudicación o adjudicadas.

BEST AVAILABLE COPY

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**ANNEX F    EXAMPLES OF INTERNET RESOURCES RELATING TO  
AGRICULTURE**

BULLET 25

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AGRICULTURE RELATED ELECTRONIC BULLETIN BOARDS - National List  
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Last Update: 31 Mar 1993

Agricultural Library Forum (301) 504-8510  
ALF 504-5111  
8-N-1/300,1200,2400,9600 504-5496  
Help Line: 301-504-5113 504-5497

Alberta Agriculture (403) 556-4104  
Compu-Farm BBS  
8-N-1/300,1200,2400  
Help line: 403-556-4243

Alternative Treatment Technology Info Ctr  
ATTIC (301) 670-3808  
8-N-1/1200,2400 9600 on " 670-3813  
Help line: 301-570-6294 (Mary Stevanus, EPA, Sysop)

Buffalo Museum of Science (716) 896-7581  
TAXACOM (Plant Taxonomy)  
8-N-1/300,1200,2400  
Help line: 716-896-5200 (Richard H. Zander)

California State University-Fresno (209) 294-4819  
AG-BBS  
8-N-1/300,1200,2400  
Help line: 209-294-2547

California State University-Fresno (209) 294-4265  
ATI-NET  
8-N-1,300,1200  
Help line: 209-294-4872

EARTH-Net bbs (919) 932-3115  
SUSTainable AGriculture Echo (FidoNet 1:151/502)

FidoNet  
8-N-1/1200,2400 12:00am - 06:30am EST  
Electronic Technology Group

CENET  
Help line: (607) 255-8127  
(Call help line for modem phone number)  
Free to Extension and University Faculty.  
New York residents pay \$50 annual subscription fee;  
\$200 annual fee for all others.

FDA Prime Connection  
Food Protection info, reetail, milk safety, seafood safety  
\*\*\* Pre-Registration required for access.  
Telephone 202/485-0140 (voice) for information

Garden Pond BBS (503) 735-3074  
8-N-1/1200,2400,9600,16K+  
Aquatic plants and garden ponds, gardeners welcome!  
Jack Honeycutt, Sysop, member of Int'n'l Water Lily Soc.

HORTLINE (703) 836-2418  
American Horticultural Society/ Univ of MD  
8-N-1/1200,2400

Human Nutrition Information Service-USDA (301) 436-5078  
NUTRITION BBS  
8-N-1/1200,2400

Integrated Pest Management - RBBS (608) 262-3656  
University of Wisconsin  
Sustainable Agriculture  
8-N-1/300,1200,2400,9600  
Voice line: 608-262-0170

Laboratory Animal Bulletin Board System (901) 758-0401  
LABBS 758-0402  
8-N-1/1200,2400,9600  
AALAS members only

North Central Computer Institute (608) 263-6224  
NCCI BBS  
8-N-1/300,1200,2400  
Help line: 608-263-4791  
Free to faculty & staff of original NCCI member  
institutions \$25 annual subscription fee for  
others.

North Dakota State University (701) 237-8661  
HECM RBBS-PC  
8-N-1/300,1200/Enter 20 when asked for class  
Help line: 701-237-8627

Ranch and Cattle BBS  
602/242-2675  
8-N-1/1200,2400  
Help line: 602/632-7625

Rutger's University (800) 722-0335 (New Jersey only)  
(201) 383-8041  
Rutger's Cooperative Extension BBS  
8-N-1/300,1200,2400

Sierra Club, Georgia Chapter (404) 634-0304  
Georgia Chapter Sierra Club BBS  
8-N-1/300,1200,2400,4800,9600  
(Need a Sierra Club membership, or register as non-member)

South Dakota State University (605) 688-4710  
SDSU ACCESS  
8-N-1/300,1200,2400  
Help line: (605) 688-4411

University of Arizona (602) 621-2097  
Computer Applications Group BBS  
8-N-1/300,1200,2400  
Help line: 602-621-2134

University of Guelph (519) 767-5020  
Soil and Water Conservation Information Bureau  
Electronic Library and Message Centre  
Agriculture Canada, OMAF, SWEEP  
Help line: 519-767-5020  
or: 519-824-4120 ext. 2799

University of Kentucky  
Jefferson County Cooperative Extension  
Help line: (502) 425-4482, Scott Wells  
Call help line for modem phone number, baud rate, etc.

University of Missouri (314) 882-8289  
Agricultural Electronic Bulletin Board  
8-N-1/300,1200,2400  
Help line: 314-882-4827

University of Nebraska (402) 472-5412  
IANR BBS  
8-N-1/300,1200,2400  
Help line: 402-472-5236

University of Nebraska (402) 472-6615  
Weather  
8-N-1/300,1200  
Help line: 402-472-6708

University of Tennessee (615) 974-7484  
AEGIS (Agricultural Economics Global Information System)  
8-N-1,300,1200,2400  
Help line: 615-974-7485

University of Wisconsin (608) 262-3656  
Integrated Pest Management RBBS  
8-N-1/300,1200,2400,4800,9600  
Help line: 608-262-0170

Virginia Polytechnic Institute (800) 624-2723  
and State University  
The National Biological Impact Assessment Program BBS  
8-N-1/300,1200,2400  
(Cost: 1/2 hour toll free per 24 hours)

ternational Agricultural Trade Information Service (ATIS)  
.....

STEM NEWS ANNOUNCEMENT: The ATI-Net is announcing a new service  
for international exporters. Please see option [h] below!!

- ] International Trade Leads
- ] World Trade News
- ] Overseas Trade Events
- ] State Assistance: Agricultural Export Program
- ] Federal Assistance: Foreign Ag Service (USDA)
- ] Foreign Annual Marketing Plans
- ] List of Foreign Buyers of Agricultural Products
- ] THE AUTOMATED FAX SERVICE

- ] Return to the top level menu
- ] Return to the previous menu
- ] Quit and log off

search, [9] help: 1

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I-NET MAIN SYSTEM MENU  
.....

- ] Agricultural News
- ] Daily Agricultural Market Reports (AMS)
- ] Agricultural Events Schedule
- ] California Agriculture Teacher's Project
- ] California State University Agricultural Degrees
- ] ATI-Net System Information & Communications
- ] Agricultural Job Listings
- ] International Agricultural Trade Information Service (ATIS)
- ] Agricultural Weather Information
- ] Agricultural Labor Information
- ] Agricultural Safety Information

- Return to the previous menu
- Quit and log off

search, [9] help: b

COMMODITY REPORTS

- [a] Cotton (CN's)  
[b] Dairy (DA's)  
[c] Fruit and Vegetable (FV's)  
[d] Grain (GR's)  
[e] Ornamental Crops (FV's)  
[f] Livestock (LS's)  
[g] Poultry (PY's)  
[h] Statistical Reports (CB's)

- [2] Return to the top level menu  
[1] Return to the previous menu  
[0] Quit and log off

[8] search, [9] help: e

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ORNAMENTAL MARKET REPORTS

- [a] Terminal (FV201, FV202, FV203)  
[b] Terminal Trends (FV250, FV251, F  
[c] Shipping Point FOB (FV220, FV221)  
[d] Shipping Trends (FV260, FV261, FV262)  
[e] Shipments (FV270, FV271)  
[f] Import Arrivals (FV280 - FV286)

- [2] Return to the top level menu  
[1] Return to the previous menu  
[0] Quit and log off

[8] search, [9] help: f

Reporting City: MC Report Type: FV280 Report Received: Wed Aug 25 09:09:02 1993

FV280  
 ALLEN AUG 25, 1993  
 MEXICO CROSSINGS ORN CROP THRU TX PNTS IN STEMS UNLESS  
 OTHERWISE STATED FOR AUG 24

AM 32,000 BCH  
 RZ 2,800

CSN KB

Reporting City: SX Report Type: FV280 Report Received: Wed Aug 25 11:02:45 1993

FV280  
 FRAM FEDERAL-STATE AUGUST 25, 1993  
 JARD'S-WASH

REPORTING OFFICE: SAN FRANCISCO AUG 25 1993

STATUS: to continue  
 DOMESTIC SHIPMENTS AND IMPORTS OF ORNAMENTAL CROPS FOR 24-AUG-93

COMMODITY TOTALS FOLLOW ASTERISKS

STEM COUNT, UNLESS OTHERWISE DESIGNATED.

ROUGH OTAY MESA

COMMODITY	ORIGIN	PUN W/E DATE	STEMS BUNCHES OR BLOOMS	PUN OR DED STEMS BUNCHES OR BLOOMS
STATUS: to continue				
STROEMERIA	MX	*****	6,790	
			6,790	
CLAPIONS	MX	*****	37,480	
			37,480	
ATIONS, MINIATURE (BUNCHES)	MX	*****	3,616	
			3,616	
STATUS: to continue				
RIES	MX	*****	4,500	
			4,500	
ESIA	MX	*****	20	
			20	
OPHILA (BUNCHES)	MX	*****	142	
			142	
STATUS: to continue				
ES	MX	*****	11,161	
			11,161	
TICE (BUNCHES)	MX	*****	2,749	
			2,749	
ERS	MX	*****	88,651	
			88,651	
STATUS: to continue				
			88,651	

REPORTING OFFICE: CHICAGO AUG 25, 1993

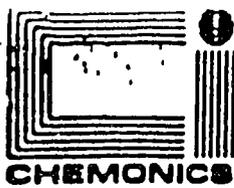
64

ARRIVALS FOR AUG 25, 1993  
 TAIL AND PIGGYBACK IN CAR/VAN COUNT  
 TRUCK AND OTHERS IN PACKAGE COUNT

CODE	COMMODITY	VARIETY	CONTAINER	ORIGIN	PACKAGE COUNT	VAN COUNT
	PIGGYBACK APPLES			WA		1
	BROCCOLI			CA		1
	CANTALOUPS			CA		7
	LETTUCE-ICEBERG			CA		
RETURN	to continue					
	ORANGE			CA		3
	MIXED-MELONS			CA		1
TRUCK	RASPBERRIES		FLY 12 1/2-PT FLMWRP CUPS	CA	64	
	APPLES		CTNS TRPK	CA	98	
			CTNS TRPK	MI	2,600	
	ARTICHOKEs		CTNS	CA	100	
	APRICOTS		CTNS 2-LYR TRPK	WA	1,771	
	ASPARAGUS		1/2 PYR CTNS/CRTS LSE	CA	160	
			1/2 PYR CTNS/CRTS LSE	MX	150	
	AVOCADOS		PLTS/CTNS 1-LYR	CA	3,618	
	BANANAS		BOXS/CTNS	ZZ	2,480	
RETURN	to continue					
	BEANS		BU HMPRS/CRTS/CTNS	CA	42	
			BU HMPRS/CRTS/CTNS	IL	200	
			BU HMPRS/CRTS/CTNS	MI	195	
			BU HMPRS/CRTS/CTNS	TX	100	
	BEETS		CTNS/CRTS BCHD 12S	IL	155	
	BLUEBERRIES		FLTS 12 1-PT FLMW CUPS	MI	843	
	BROCCOLI		CTNS/CRTS	CA	2,676	
	CABBAGE		1 3/4 BUCRTS & 50 LB CTNS	IL	1,026	
			1 3/4 BUCRTS & 50 LB CTNS	IN	395	
			1 3/4 BUCRTS & 50 LB CTNS	MI	150	
	CANTALOUPS		1/2 CTNS/CRTS	AZ	1,100	
			1/2 CTNS/CRTS	CA		
RETURN	to continue					
	6,093					
			1/2 CTNS/CRTS	IL	6	
			1/2 CTNS/CRTS	IN	1,275	
			1/2 CTNS/CRTS	MI	105	
	CARROTS		SKS 48 1-LB FLMS	CA	1,089	
			SKS 48 1-LB FLMS	MI	2,960	
	CAULIFLOWER		CTNS FLM WRPD	CA	3,615	
	CELERY		CTNS/CRTS	CA	2,384	
			CTNS/CRTS	MI	805	
	CHINESE CABBAGE	KAPPA	CEL CRTS	MI	35	
	CORN-SWEET		WBCRTS	IL	1,653	
	CUCUMBERS		1-1/9 BU CTNS/CRTS	IL	404	
RETURN	to continue					
			1-1/9 BU CTNS/CRTS	IN	70	
			1-1/9 BU CTNS/CRTS	MI	279	
	EGGPLANT		1-1/9 BU CTNS/CRTS	IL	34	
			1-1/9 BU CTNS/CRTS	IN	44	
			1-1/9 BU CTNS/CRTS	MI	42	
ES	ENDIVE	MI	CTNS	CA	214	
		200				
	ESCAROLE		CTNS	ON	120	
	FRUITS, OTHER	APPLE PEARS	CTNS	MI	180	
	GARLIC		CTNS 1-LYR	CA	640	
	GRAPEFRUIT		CTNS/CRTS	CA	324	
			CTNS	CA	1,323	
RETURN	to continue					
	GRAPES		CTNS/LUGS 23 LB	CA	6,408	
	GREENS		VAR CNTRS LSE/BCHD	CA	64	
			VAR CNTRS LSE/BCHD	IL	825	
	HONEYDEWS		2/3 CTNS/CRTS	CA	8,420	
			2/3 CTNS/CRTS	TX	1,300	
	LEMONS		4/5 CTNS BU CTNS	CA	1,184	
	LETTUCE PROCESSED	SHREDDED	CTNS CLN CRD	CA	640	
	LETTUCE-ICEBERG		CTNS	CA	7,468	
			CTNS	WA	900	
	LETTUCE-OTHER		CTN 24S	CA	406	
			CTNS	ON	40	
	LETTUCE-ROMAINE		CTNS	CA		
TURN	to continue					
	210					

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**ANNEX G MAJOR BIBLIOGRAPHIES COVERING AGRICULTURE AVAILABLE  
ON CD-ROM.**



MEMORANDUM

TO: John Lamb  
FROM: Jodean Robbins  
DATE: June 18, 1993

As requested, I phoned Silver Platter Information to explore the quotes on the data bases.

The data bases, frequency of updates, and costs are:

		single user access fee	multi-user access fee
Agricola *	- quarterly	\$825	\$1238
w/archives		\$1675	\$2513
		\$825/update	\$1238/update
Agris +	- quarterly		
(1975-present)		\$2035/825updt	\$3053/1238updt
(1986-present)		\$1350/750updt	\$2025/1125updt
(1991-present)		\$825	\$1238
Agrisearch	- annual	\$795	\$1193
Cab Hort	- annual	\$7790/	\$15,580/
		\$2510/renew	\$5020/renew
Tropag	- semi-annual	\$825	\$1238

\* The quote above for Agricola is for information from 1984 on. Agricola with archives contains information dating back to 1970. If you would like to purchase Agricola with archives the fee is \$1675 for the initial purchase (including archives and current info) and \$825 for the updates thereafter for a single user. Multiple user fee is \$2513 for initial purchase and \$1238 thereafter for updates. All of this information is on CDROM.

PRICE DISCOUNTS

Only Agricola can be purchased at a multiple year pricing discount. All three years must be paid in advance to qualify for the discount.

If you only want the Agricola information since 1984 the price is:

	Year 1	Year 2	Year 3
Single user:	\$825	\$784	\$743
Multi user:	\$1238	\$1176	\$1114

For Agricola with Archive (info from 1970), you would purchase the archives in Year 1 and then the updates in years 2 & 3:

	Year 1	Year 2	Year 3
Single user:	\$1675	\$784	\$743
Multi user:	\$2513	\$1176	\$1114

**+ AGRIS**

There are actually 3 different versions of AGRIS that one may purchase, as follows:

1975-present: Single-user fee of \$2,035 for initial archival information and update/renewal fee of \$825 after that. Multi-user fee is \$3053 for initial info and \$1238 for updates.

1986-present: Single-user fee of \$1350 for initial archival info and \$750 for updates. Multi-user fee of \$2025 for initial info and \$1125 for updates.

1991-present: Single-user fee of \$825 for each update and multi-user fee of \$1238.

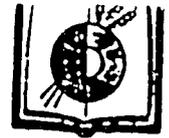
\* As with AGRICOLA, you would pay the initial fee for your first information disc (i.e. YearXX-present), and then the update/renewal fee for updates in future years.

**\*DEVELOPING COUNTRY DISCOUNT\***

Purchasers from a developing country receive a 50% discount of the prices quoted above for AGRICOLA, AGRIS, and AGRISEARCH.

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**ANNEX H DETAILS OF CORE AGRICULTURAL LITERATURE PROJECT**



PLEASE ADDRESS  
Albert R. Mann Library  
Ithaca, New York 14853-4301

## CORE AGRICULTURAL LITERATURE PROJECT

### PROGRESS REPORT

August 1992

The Project's aim is to identify the most important current literature valuable for instruction and research in the agricultural sciences. This is being accomplished for developing countries, and for developed countries. The final result will be the production of compact disks containing the full text of this most important journal and monograph literature. Determining the core agricultural literature has been underway three years.

I. Tentative agreement has now been reached for the production of the compact disk library. This immense undertaking with the full text of 6,000 monographs and 400 journals of five year runs will be a venture of the Rockefeller Foundation and University Microfilms, Inc. As soon as papers are signed within two months, production will begin on the digitizing of the core literature of agricultural economics and rural sociology. The first compact disk segment will be ready mid- or late 1993. Additional subjects will be completed every six to nine months following. Estimated price for a full set with the necessary equipment will be near \$50,000 with an annual subscription of near \$3,000 for the journal update.

The Rockefeller Foundation is interested in hearing from Third World organizations or institutions which plan or wish to obtain sets. They would like to know how you perceive this project as an aid in your educational and research efforts. Comments should be addressed before Nov. 1 to: Dr. Robert W. Herdt, Rockefeller Foundation, 1133 Avenue of the Americas, New York City, N.Y., 10036. (FAX: 212-764-3468).

II. Enclosed are notices on two of the volumes in the planned series of seven. Animal Science, Soil Science, and Food Science and Human Nutrition volumes should appear in 1993. The final two completing the set will follow the next year. Crop Improvement and Protection currently has these chapters and authors organized:

- |  |   |
|--|---|
| 1. Overview and Trends in Crop Improvement         | John M. Poehlman, University of Missouri  |
| 2. Overview and Trends in Crop Production          | Don Plucknett, CGIAR, Washington, D.C.  |
| 3. Overview and Trends in Crop Protection          | Ivan Buddenhagen, University of California, Davis   |
| 4. Crop Literature of the Third World              | Paul Teng, International Rice Research Institute, Philippines   |
| 5. Characteristics of Crop Science Literature      | Wallace C. Olsen and Peter McDonald, Cornell University   |
| 6. Twenty-Year Trends in the PHYTOMED Database     | Wolfrudolph Laux, Biologische Bundesanstalt<br>Berlin, Germany  |
| 7. Publishing Influence of the Crop Societies      | Raymond Tarleton, American Phytopathological Society<br>and Lee Campbell, North Carolina State University |
| 8. Core List of Primary Monographs in Crop Science | Wallace C. Olsen, Cornell University  |
| 9. Core List of Primary Journals in Crop Science   | Wallace C. Olsen, Cornell University  |
| 10. Reference Update                               | Phyllis Reich, University of Minnesota, St. Paul<br>and Barbara DiSalvo, Cornell University               |
| 11. Historical American Crops Literature           | Donna Herendeen, Cornell University   |

III. There has been great interest in the end results and in the prospect of having full text of this core literature on compact disks. Agricultural scientists have willingly invested time in evaluating lists and providing counsel. The final lists of literature and volumes published will probably serve as primary works in agricultural literature for a generation or more. Results of the core literature identification for six of the seven subject areas are:

	Monographs			Journals	
	Developed Countries	Third World	Common to Both	Developed Countries	Third World
Ag Economics & Rural Sociology	1,421	1,002	564	82	65
Ag Engineering	811	633	388	57	30
Animal Science & Health	953	1,030	681	47	31
Soil Science	618	671	348	53	26
Food Science & Human Nutrition	890	506	362	49	25
Crop Improvement & Protection	1,185	1,147	681	62	38

The monographic overlap between developed and Third World is 30-40% in all areas except animal science and health which has a 52% overlap. The journal overlap in all subject areas is close to 65%.

IV. Discussions have been held with some donor agencies, international organizations, and UMI concerning the implementation of the compact disk libraries in the Third World. There will be additional discussions soon concerned with donor agency financial support, educational plans, and equipment requirements and servicing. Tentative educational plans call for the introduction of the concept by demonstration to gatherings of agricultural academic administrators and librarians in various parts of the world.

  
 Wallace C. Olsen, Project Director  
 Phone: 607-255-8939  
 FAX: 607-255-0850

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**ANNEX I    SELECTED INFORMATION RESOURCES AVAILABLE THROUGH  
PROEXAG:**

- A.    LIST OF PUBLICATIONS RECEIVED BY PROEXAG**
- B.    CHEMONIC'S HOME OFFICE LIBRARY: ELECTRONIC  
DATABASES            AND ON-LINE SERVICES**

# PROEXAG II



Paulo Solis  
Information Assistant  
5a. Ave. 15-45 Zona 10  
Centro Empresarial, Torre 1, 9° Nivel  
Guatemala, Guatemala, 01010  
Tel. 502/2/33-70-82,3,4 FAX:33-70-81

Export Industry Technology Support Project - Proyecto de Apoyo Técnico a las Industrias de Exportación (EXITOS)

## MEMORANDUM

October 8, 1993

TO: Bruce Schulte

RE: Periodicals

The following are the ones we have available at our Library:

Agricultural Consultant	Fresh Produce Council
Agribusiness WorldWide	The IDB
American Fruit Grower	Greenhouse Product News
American Vegetable Grower	Produce Merchandising
California Agriculture	Supermarket News
Eurofruit	FloraCulture International
Fresh Produce Council Digest	LA/C Business Bulletin
Grower Talks	Empresa
The DESFIL Newsletter	AgroVision
HortScience	International Produce Journal
Journal of the American Society for Horticultural Science	WG&S
Mundo Agropecuario	American Journal of Alternative Agriculture
Outlook	Flower News
Produce Business	Caribbean Update
Farm Chemicals International	Exportación Cámara de Exportadores de C.R.
Science of Food and Agriculture	FUSADES Boletín Informativo.
Florida Foliage	Programa Diversificación Agrícola (El Salvador)
California Agricultural Exporter	FPX Boletín Informativo (Honduras)
Citrus and Vegetable Magazine	North American Export Directory
EPA Journal	Fresh Fruits Creativity & Vegetables
Trade Scope	This is your Future. This is PMA
Greenhouse Grower	The Packer. Produce Packaging Digest
AgConsultant	Cold Facts
Business America	Flower Seed
AgExporter	Florists Review
California Grower	Frozen Food Report
California Food	Frozen Food Pack Statistics
Agricultura de las Américas	UN/MNS Hort Products (European and U.S. F&V, Spice and Cutflowers)
Revolución Verde	Reports
Western Grower and Shipper	
Export Directory	
FrontLines	
Fresh Adventures UFFVA	

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Vegetable & Specialty Situation and Outlook  
World Food Regulation Report  
El Exportador  
Panorama Internacional  
Washington Report on Latin American and the Caribbean  
Business America  
Mississippi State Port Manifest  
South Florida Business Journal  
Productores de Hortalizas  
Check out Fresh  
Freshline/PMA  
Hortechology  
AGTA  
DAI Activities Report  
Sustain Notes  
Cadexco Exportación  
Produce Report  
Revolución Verde  
International Development  
Money Laundering Alert  
Cronica Horticultural  
Foreign Exchange  
Progressive Grocer  
UC Farm and Garden Publications  
List of Member of I.S.H.S.  
WGA/Western Growers Association  
NotiCadexco  
Fragile Lands  
Park Seed  
Seed for the World/PETOSEED

The following periodicals are the most usefully and important in PROEXAG:

Farm Chemicals  
ASHS Newsletter  
Frozen Food Report  
International Fruit World  
The Florida Shipper  
Florists Review  
Caribbean Update  
Global Producer Exchange  
Texas Produce Digest  
Agricultural Marketing  
CPM.Crop Protection Management  
The Packer  
The Food Institute Report  
Code of Federal Regulations  
Data Export - Agritrade/Guatemala  
APENN-Boletin Informativo (Nicaragua)  
High Value Crop Newsletter  
Horticulture Produce Review  
Agronomy News  
IPM Practitioner  
Florida Produce  
The Agri-Plastics Reports  
Science of Food and Agriculture  
Biological Control  
Estadisticas del Sector Agropecuario  
Supermarket Business  
Common Sense/Pest Control  
Hybrid Seeds/Abbott & Cobb, Inc.  
Plant Disease

July 1993

## CHEMONICS HOME OFFICE LIBRARY ELECTRONIC DATABASES AND ONLINE SERVICES

There are a variety of in-house and specialty databases, CD-ROM databases, and online services available for staff use on the public access PC in the library. There are no additional charges associated with the use of these databases. Training and assistance with use of these databases is available from the librarian, and documentation is available for most of the databases. These services allow staff to conduct their own research, and at their own convenience.

Currently, there are over 30 of these databases available from the library PC. For those interested in online services, connection details and protocols are provided for the research libraries and U.S. government bulletin boards, that do not have access fees or charges. This information is listed in the "Online Bulletin Board" section.

A service which is available, through the library, is information from fee-based online service suppliers. This service supports technical research for field projects, new business efforts, recruitment, and other corporate applications. Information includes citations and abstracts for published materials, fulltext journal articles, currency exchange rates, commodity price data, company financial data and contact data, and more. About 1,000 databases can be accessed through the online services. A general description of the services is in the section "Online Services" or contact the library for detailed information.

### IN-HOUSE and SPECIALTY DATABASES

#### **Chemonics Proposals.**

This is technically not a database, as none of the information is field or text searchable. Proposal files are contained in regional directories, and include the Technical (including resumes) and Cost Proposals. With a few exceptions, the BAFOs and clarifications are not included.

#### **Chemonics Home Office Library.**

This is a catalog of home-office holdings (hardcopy):

**Books:** located in the library, but also found in regional libraries and staff offices.

**Proposals:** all proposals submitted since 1976.

**Periodicals:** journal and magazine subscriptions, located in the library but also found in regional libraries and staff offices.

#### **AID Telephone Directory.**

Updated monthly, searchable by name, location, and organization of all AID employees worldwide (including Missions).

#### **World Resources 1993: Guide to the Global Environment, World Resources Institute.**

Contains world resource data for 500 variables. Data can be browsed and assembled by country, country grouping, and variable code.

#### **World Development Indicators 1991, World Bank.**

Provides information on country social and economic development. Focuses on low and middle income economies, although some data is included for high income economies. Time series are created by country, indicator, or year.

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## DATABASES on CD-ROM

**Government Contracts Library**, West Publishing Company. Updated annually. (\$1200/yr)

Contains all of the Federal Acquisitions Regulations (FAR), and selections from AID Handbook v14 procurement (AIDAR). Additional files include the FAR System on-line archive and update; Government Contracts Library Law Finder; selected United States Code Sections; Keyes, Government Contracts under FAR; Cibinic and Nash, Formation of Government Contracts; and Cibinic and Nash Administration. Citations can be copied and downloaded to a WordPerfect file.

**CD-DIS**, AID Center for Development Information and Evaluation (CDIE). Updated quarterly. (\$130/yr). Identifies 9,000 AID projects initiated since 1974. Bibliographic descriptions are given for 65,000 associated project and technical reports, and 120 full text Evaluation reports are included. Complete text and statistical tables for the Congressional Presentation are also included.

**US Code**, U.S. Government Printing Office. Updated annually. (\$30/yr)

Provides full text access to all 50 titles as well as the Table of Popular Names. Searches can be conducted by keyword or specific citation.

**College Handbook 1992**.

Provides information on all degree programs and colleges in the United States.

**World Atlas Map**.

Contains maps and basic country data on every country.

**Enterprises Computing Database**.

Abstracts and fulltext articles of computer literature.

\***CDMARC**, Library of Congress (6 discs). Updated quarterly.

Contains five million records including Library of Congress catalogued books, serials, maps, music, and audiovisual formats. Applications include bibliography development, collection development, reference, cataloging, and retrospective conversion. Uses 19 searchable indexes, including keyword searching.

\***Magazine Rack**.

Full text articles of 300 periodicals published in 1990.

\***Magazine Article Summaries**.

Summaries of published articles, January 1984 to April 1992.

\***Illustrated Encyclopedia**.

Academic American Encyclopedia, containing over 30,000 entries and several thousand color illustrations. Provides full text word searches. Articles cover science and technology, arts, geography, medicine, health, social science, religion, philosophy, contemporary life, sports, government, politics, and more.

\*National Trade Data Bank, Department of Commerce. This is a monthly release, although the library has the December 1991 and June 1993 issues only. The database contains trade and export data from 14 federal agencies and other sources:

- (1) Board of Governors of the Federal Reserve System: foreign spot exchange rates, exchange value of the dollar, stock price indices for the G-10 countries, interest rates;
- (2) Department of Agriculture: world production, supply, and distribution of agricultural commodities;
- (3) Census Bureau, Department of Commerce: merchandise trade (exports and imports), population and projections to 2050, trade and employment;
- (4) Bureau of Economic Analysis, Department of Commerce: national income and product accounts, tangible wealth estimate, annual U.S. merchandise trade, international investment position, international transactions (balance of payments, and foreign investment);
- (5) International Trade Administration, Department of Commerce: EC 1992, U.S. Industrial Outlook, U.S. foreign trade data;
- (6) National Institute of Standards and Technology, Department of Commerce: National Center for Standards and Certification Information Report and Metric Report;
- (7) U.S. and Foreign-Commercial Service, Department of Commerce: international market research, foreign traders index, Basic Guide to Exporting;
- (8) Department of Energy, Energy Information Administration: International Energy Database;
- (9) Department of Labor, Bureau of Labor Statistics: international labor statistics, international price indexes;
- (10) Export-Import Bank of the United States: quarterly report on bank programs;
- (11) International Trade Commission: trade between the U.S. and nonmarket economy countries;
- (12) Office of the U.S. Trade Representative: Trade Projections Report to Congress, National Trade Estimate Report on foreign trade barriers;
- (13) Overseas Private Investment Corporation: program summaries and annual report;
- (14) Small Business Administration: small business information;
- (15) CIA World Factbook and Handbook on Economic Statistics;
- (16) University of Massachusetts: exports by state, country, and industry.

\*Food, Agriculture, and Science, CGIAR, World Bank. 1989 prototypes. Contains 20 books, full text and illustrations, representing 20 agricultural research centers worldwide. Includes trilingual aids in English, French, and Spanish. Text and image information can be printed or saved to a file.

(Note: The first product is to be released in 1993: a database of 17 discs containing 2,000 documents, from the 20 research centers, published from 1962 to 1986. The second release will contain publications from 1987 to present. The estimated cost of the 1993 release is \$2,000.

#### \*Reference Library.

Contains the following books: Webster's New World Dictionary; Webster's New World Thesaurus; Dictionary of Quotable Definitions; New York Library Desk Reference; Dictionary of 20th History; K.J. Lasser's Legal and Corporation Forms for the Smaller Business; Guide to Concise Writing; Spelling Checker; National Directory of Address and Telephone Numbers.

#### \*PC-SIG Library.

Shareware software. Contains several thousand software programs in the public domain, and low cost range. Many of the programs are compatible with brand name programs.

---

' = belongs to RW

**ONLINE BULLETIN BOARDS**

The following includes the current online bulletin boards available through the library. These can be access by staff through the Library PC, or by anyone with a PC and a modem. Logon telephone numbers and instructions are given for certain databases. Where set-up and access information is not provided, see the Librarian. Additional bulletin boards are added to the library PC by request, and to meet corporate applications.

Modem protocols are:

Band rate: 300, 1200, 2400  
Data bits: 8  
Stop bits: 1  
Parity: none

- Economic Bulletin Board (EBB), Department of Commerce. (Subscription: \$35/yr)**  
Provides trade and procurement leads from the U.S. & Foreign Commercial Service. Includes: USAID Procurement Information System: pending procurement opportunities (including projects and evaluations) in developing countries. Searchable by technical field (i.e., environment), country, and award types. Updated quarterly.
- Eastern Europe Business Information Center: collects trade development opportunities on countries in Eastern Europe.
- U.S. Department of Agriculture: collects leads relating to agricultural products.
- US&FCS: creates a series of International Market Insight reports, containing timely analyses of marketing conditions overseas. Also provides a list of U.S. Embassies and Consulates with key officers and contact information.

**Global Land Information System**

Interactive system from the US Geological Survey providing information about the Earth's land surfaces. Contains references to regional, continental, and global land information including land use and land cover, soils, cultural, topographic, remotely sensed satellite, and aircraft data. System contains data sets of information that can be set up to list items of available data types.

**Washington Research Library Consortium**

Accesses library holdings of George Washington University; American University; Catholic University; George Mason University; George Mason Law library; Marymount University; Gallaudet University.

Logon telephone number: 202 223 4178

<b>From:</b>	<b>Type</b>
	< Enter > < Enter >
<b>Dial:</b>	05/ALADIN < Enter >
<b>Enter Terminal Type:</b>	VT100 < Enter >
<b>Follow on screen instructions</b>	

**Victor Online Catalog**

Provides access to combined union catalog of the University of Maryland Library System; library holdings outside of the University of Maryland system; Carl System, Uncover, for document delivery services.

Logon telephone number: 301 403 4333

**Prompts**

**Type**

"annex":

<Enter>, every second until annex prompt  
telnet victor.umd.edu <Enter>

Welcome to Victor

Available services: EXIT PAC

pac <Enter>

Follow on screen instructions

**Agricultural Library Forum (ALF), National Agricultural Library.**

Logon telephone number: 301 504 5496

After connection, <Enter> twice, and follow registration procedures.

**Economic Research Service (ERS), USDA.**

Logon telephone number: 202 219 0377

After connection, <Enter> twice, and follow registration procedures.

**Pollution Prevention Information Clearinghouse (PPIC), EPA.**

Provides access to 3 databases: Pollution Prevention Information Exchange System (PIES); International Cleaner Production Information Clearinghouse (ICPIC); OzonAction Information Clearinghouse (OAIC).

Logon telephone number: 703 506 1025

After connection, <Enter> twice, and follow registration procedures.

**FedWorld, NTIS.**

Serves as a gateway to information available from diverse U.S. government sources, including electronic bulletin boards. A complete list of databases that can be accessed is available on-line, and in the FedWorld section of the documentation notebook. The EBB, ALF, ERS, and PPIC services reviewed above, for example, can also be accessed through FedWorld. Other services include: NDB-BBS (USDA) Human Nutrition Information Service; USCS-BBS (Customs) Customs and Exchange Rate Data & Info; USGS-BBS (USGS) Geological Survey BBS/CD-ROM Info; Gulfline (EPA&NOAA) Gulf Coast Pollution Information; STIS (NSF) Science & Technology Information System; DRIPSS (EPA) Drinking Water Information Processing Support; PIM-BBS (EPA) Pesticide Information Network; SWICH-BBS (EPA&SWANA) Solid Waste Management; and NPS-BBS (EPA) Nonpoint Source Program BBS.

Logon telephone number: 703 321 8020

## ONLINE SERVICES

The following online database services are available. Requests for information are given to the Librarian. A search request form will be completed to ensure delivery of appropriate information.

### Dialog

Contains over 500 databases, with a system content in excess of 330 million records. Records include full text journal articles; bibliographic citations and journal abstracts referencing journals, original sources, patent, conference paper; directory listings of companies, associations, or people; and company financial statements. Covers news and current events; agriculture; technology; business; science; economics; currency exchange rates; law; engineering; medicine; and more.

### Dun & Bradstreet

Provides detailed company financial data. Types of reports that can be obtained:

Business Information Report: financial profile, and unanalyzed background on a company's history, payments, finances, and operations.

Payment Analysis Report: in-depth analysis of current and past payment habits. Illustrates how a company pays certain industries, certain credit amounts, and how its payment record compares to similar firms of same industry.

Credit Advisory Report: credit check assessment, and analysis of a company's credit risk.

Credit Scoring Report: level of payment risk associated with a company. Includes a consistent benchmark for evaluating the probability that a company will become delinquent in payments during the next 12 months.

Interest Report: details on the personal credit history of individuals who are principals of sole proprietorships or general partnerships.

### Data Star

Contains over 200 databases. The service is similar to Dialog, although there are databases which are unique to Data Star. The focus of this service is European business and political affairs. Data Star is also the "gateway" (or, point of entry) to Tradstat.

### Tradstat

Provides world trade statistics from official government import/export information on all reported commodities traded by Europe, USA, Canada, South America, and the Far East. Estimated to cover 90% of world trade. Data is generally on-line within 4 to 10 weeks of the trading month. The data covers over 60,000 traded commodities.

### SICE, Organization of American States (OAS)

Provides information on the import/export markets of all OAS member countries and country tariffs and regulations. Each record provides the U.S. Harmonized Tariff Schedule classification number. Also includes U.S. Import and Export Statistics; U.S. Directory of Importers and Exporters; U.S. Markets Primary Wholesale Selling Prices; and Business Opportunities of Supply and Demand.

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**ANNEX J TELECOMMUNICATIONS COSTS BY COUNTRY**

COSTA RICA

SERVICIO	PRECIO
10 - 9600 bos	€ 10.000.00
9600 bos	€ 20.000.00
30 - 9600 bos	€ 10.000.00
9600 bos	€ 20.000.00
Cualidad Consumible en trafico	

SERVICIO	PRECIO
) 300 - 2400 bos	€ 2.500.00
) 300 - 2400 bos	€ 2.000.00
Cualidad Consumible en trafico	

LS

	€ 4.00 / minuto
	€ 1.80 / hora
	€ 45.00 / hora
	€ 45.00 / hora
	€ 45.00 / hora
	€ 45.00 / hora

RACSAMAIL

SERVICIO	PRECIO
a	€ 2.000.00
	-----
Cotas por transmision de mensaje	
ro dentro de RACSAMAIL	€ 20.00
rrreo via X.400	€ 0.90
Cotas de RACSAMAIL a TELEX	

Norteamérica	\$ 2.70
Sur América	\$ 2.70
África, Asia y Oceanía	\$ 3.60
Europa	\$ 3.00
Japón	\$ 3.00
Guatemala, El Salvador	\$1.30
Honduras	\$1.20
Nicaragua, Panamá	\$1.10
Cuotas de RACSMAIL a FAX	
Centroamérica	\$ 0.60
Norteamérica	\$ 2.00
Sur América	\$ 2.25
África, Asia y Oceanía	\$ 4.00
Europa	\$ 3.00

OTROS

Alquiler e instalacion de modems		PRECIO
Alquiler modem	BELL 212A + V.22BIS	\$ 55.00
Alquiler modem	V.29	\$ 120.00
Alquiler modem	V.32	\$ 170.00
Alquiler modem	BANDA BASE 19200 BPS	\$ 35.00
Alquiler modem	BANDA BASE 64000 BPS	\$ 55.00
Instalacion modem	BELL 212A + V.22BIS	\$ 30.00
Instalacion modem	V.29	\$ 100.00
Instalacion modem	V.32	\$ 120.00
Instalacion modem	BANDA BASE 19200 BPS	\$ 30.00
Instalacion modem	BANDA BASE 64000 BPS	\$ 30.00

Arrendamiento de lineas

DESCRIPCION	COSTO
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Mensualidad linea 1 par para datos	€ 1.000.00
Mensualidad linea 2 pares para datos	€ 2.000.00
DEPOSITO DE GARANTIA	
UN PAR	€ 2.000.00
DOS PARES	€ 4.000.00

Fecha: 18/03/92 Guatemala

PACKET DEDICADO

SERVICIO	PRECIO
Instalacion terminal 1200 - 2400 bps	\$ 350.00
Instalacion terminal 4800 - 9600 bps	\$ 400.00
Instalacion HOST 1200 - 2400 bps	\$ 350.00
Instalacion HOST 4800 - 9600 bps	\$ 400.00
Mensualidad terminal 1200 - 2400 bps	\$ 50.00
Mensualidad terminal 4800 - 9600 bps	\$ 100.00
Mensualidad HOST 1200 - 2400 bps	\$ 50.00
Mensualidad HOST 4800 - 9600 bps	\$ 100.00
Mensualidad Consumible en trafico	

PACKET CONMUTADO

SERVICIO	PRECIO
Instalacion (X.26, X.32) 300 - 2400 bps	\$ 10.00
Mensualidad (X.26, X.32) 300 - 2400 bps	\$ 10.00
Mensualidad Consumible en trafico	

TRAFICO

Centroamerica	\$ 0.50 / hora + \$ 0.50 / kseg
Norteamerica	\$ 8.00 / hora + \$ 10.00 / kseg
Sur America	\$ 8.00 / hora + \$ 10.00 / kseg

CORREO ELECTRONICO

SERVICIO	PRECIO
Programacion de casilla	\$ 25.00
Aldouler de casillero	\$ 15.00
Cuotas por transmision de mensaje	
De casillero a casillero dentro de RACSMAIL	\$ 0.25
De RACSMAIL a otro correo via X.400	\$ 0.90
Cuotas de RACSMAIL a TELEX	
Norteamerica	\$ 2.00
Sur America	\$ 2.70
Africa, Asia y Oceania	\$ 3.60
Europa	\$ 2.00
Guatemala, El Salvador	\$1.30
Honouras	\$1.20
Nicaragua, Panama	\$1.10
Cuotas de RACSMAIL a FAX	
Centroamerica	\$ 0.80
Norteamerica	\$ 2.00
Sur America	\$ 2.25
Africa, Asia y Oceania	\$ 4.00
Europa	\$ 2.25-\$ 3.00

OTROS

Arrendamiento de lineas

DESCRIPCION	COSTO
Instalacion linea 1 par para datos	\$ 300.00
Instalacion linea 2 pares para datos	\$ 600.00

Fecha: 23/03/93

Honduras

SERVICIO	PRECIO
Mensualidad terminal 1200 - 9600 bps	L 400.00
Deposito de Garantia	L 300.00

PACKET CONMUTADO

SERVICIO	PRECIO
Instalacion (X.28, X.32) 300 - 2400 bps	L 25.00
Mensualidad (X.28, X.32) 300 - 2400 bps	L 15.00
Deposito de Garantia	L 300.00

TRAFICO

Centroamerica	L 1.00 / hora + L 0.0156 / kcara
Norteamerica	L 16.20 / hora + L 0.80 / kcara
Sur America	L 18.00 / hora + L 0.85 / kcara
Africa, Asia y Oceania	L 18.00 / hora + L 0.85 / kcara
Europa	L 18.00 / hora + L 0.85 / kcara
Nacional	L 1.00 / hora + L 0.01666 / kcara

CORREO ELECTRONICO

SERVICIO	PRECIO
Programacion de casilla	90.00
Alouiler de casillero	90.00
Cuotas por transmision de mensaje	
De casillero a casillero dentro de RACSAMAIL	1.20
De RACSAMAIL a otro correo via X.400	5.40
Cuotas de RACSAMAIL a TELEX	
Centroamerica	8.00
Norteamerica	12.00
Sur America	17.00

Cuotas de RACSMAIL & FAX

Centroamérica	5.00
Norteamérica	12.00
Sur América	13.50
Africa, Asia v Oceanía	24.00
Europa	16.00
Caribe	18.00
Belize	12.00

OTROS

Alquiler e instalacion de modems		PRECIO
Alquiler modem	RMD-3222F	700.00
Alquiler modem	SPORTSTEER 1200	100.00
Alquiler modem	HAYES 2400	250.00
Instalacion modem	RMD-3222F	500.00
Instalacion modem	SPORTSTEER 1200	150.00
Instalacion modem	HAYES 2400	150.00

Fecha: 24/02/93 Nicaragua

PACKET DEDICADO

SERVICIO	PRECIO
Instalacion terminal/HOST 1200 - 9600 bps	C\$ 600.00
Mensualidad terminal 1200 - 9600 bps	C\$ 900.00
Mensualidad HOST 1200 - 9600 bps	C\$ 1.500.00
Mensualidad Consumible en trafico	C\$ 100.00

PACKET CONMUTADO

SERVICIO	PRECIO
instalacion (X.26, X.32) 300 - 2400 bps	C\$ 300.00

TRAFICG

Centroamerica	C\$ 15.00 / hora
Norteamerica	C\$ 270.00 / hora
Sur America	C\$ 270.00 / hora
Africa, Asia v Oceania	C\$ 270.00 / hora
Europa	C\$ 270.00 / hora

CORREO ELECTRONICO

SERVICIO	PRECIO
Programacion de casilla	
Alquiler de casillero	C\$ 90.00
Cuotas por transmision de mensaje	
De casillero a casillero dentro de RACSAMAIL	C\$ 1.50
De RACSAMAIL a otro correo via X.400	C\$ 6.00
Cuotas de RACSAMAIL a TELEX	
Centroamerica	C\$ 6.60
Norteamerica	C\$ 18.00
Sur America	C\$ 18.00
Africa, Asia v Oceania	C\$ 30.00
Europa	C\$ 13.50

OTROS

Alquiler e instalacion de modems	PRECIO
Alquiler modem V.22BIS	C\$ 210.00
Alquiler modem V.32BIS	C\$ 450.00

Arrendamiento de lineas

DESCRIPCION	COSTO

Mensualidad línea 1 par para datos	C\$ 100.00
Mensualidad línea 2 pares para datos	C\$ 500.00
Mensualidad por pareja de enlaces	C\$ 500.00
Fecha: 18/02/90 <i>Panamá</i>	

PACKET DEDICADO

SERVICIO	PRECIO
Instalacion Terminal 4800 - 9600 bps	\$ 200.00
Instalacion HOST (X.25, X.26, SDLC v BSC) 4800 - 9600 bps	\$ 200.00
Mensualidad Terminal 4800 bps	\$ 565.00
Mensualidad Terminal 9600 bps	\$ 635.00
Mensualidad HOST 4800 bps	\$ 565.00
Mensualidad HOST 9600 bps	\$ 635.00
A la mensualidad debe sumársele el trafico generado.	

PACKET CONMUTADO

SERVICIO	PRECIO
Instalacion (X.25, X.32) 300 - 2400 bps	\$ 25.00
Mensualidad (X.25, X.32) 300 - 2400 bps	\$ 25.00

TRAFICO

Centroamerica	\$ 12.00 / hora + \$ 12.00 / kseg Carga Mínimo por llamada: \$ 1.50
Norteamerica	\$ 12.00 / hora + \$ 12.00 / kseg
Sur America	\$ 12.00 / hora + \$ 12.00 / kseg
Africa, Asia v Oceanía	\$ 12.00 / hora + \$ 12.00 / kseg
Europa	\$ 12.00 / hora + \$ 12.00 / kseg

CORREO ELECTRONICO

Modem, 1200 - 2400 BPS

\$ 75.00

Modem, 4500 BPS

Modem, 9600 BPS

Modem, DEU/DSU 19200/24000 BPS

PRECIOS

PRECIOS E INSTALACION DE MODEMS

PRECIO

Modem 1200-2400 BPS	\$ 75.00
Modem 4500 BPS	\$ 75.00
Modem 9600 BPS	\$ 200.00
Modem DEU/DSU 19200/24000 BPS	\$ 50.00
Instalacion modem 1200, 2400 BPS	\$ 25.00
Instalacion modem 4500 BPS	\$ 25.00
Instalacion modem 9600 BPS	\$ 35.00
Instalacion modem DEU/DSU 19200/24000 BPS	\$ 38.00

PRECIOS DE LINEAS

DESCRIPCION	COSTO
Instalacion linea 1 par para datos	\$ 30.00
Instalacion linea 2 pares para datos	\$ 30.00
mensualidad linea 1 par para datos	\$ 24.00
mensualidad linea 2 pares para datos	\$ 48.00

Fecha: 05/03/93

El Solicitante

PRECIOS DEDICADO

SERVICIO	PRECIO
Instalacion terminal 1200 - 9600 bps	\$ 500.00
Instalacion HOST 1200 - 9600 bps	\$ 1.000.00
mensualidad terminal 1200 - 9600 bps	\$ 500.00

PACKET CONMUTADO

SERVICIO	PRECIO
Instalacion (X.25, X.32) 300 - 2400 bps	\$ 275.00

RAFICC

Centroamerica	\$ 0.50 / hora + \$ 0.50 / kseq
Norteamerica	\$ 8.00 / hora + \$ 16.00 / kseq
Sur America	\$ 8.00 / hora + \$ 16.00 / kseq
Africa, Asia v Oceania	\$ 8.00 / hora + \$ 16.00 / kseq
Europa	\$ 6.00 / hora + \$ 16.00 / kseq

CORREO ELECTRONICO

SERVICIO	PRECIO
Programacion de casilla	<del>ACCESION</del>
Alquiler de casillero	\$ 25.00
Cuotas por transmision de mensaje	
de casillero a casillero dentro de RACSAMAIL	\$ 0.20
de RACSAMAIL a otro correo via X.400	\$ 0.90
Cuotas de RACSAMAIL a TELEX	
Centroamerica	\$ 1.50
Norteamerica	\$ 3.60
Sur America	\$ 3.60
Africa, Asia v Oceania	\$ 6.00
Europa	\$ 4.80
Cuba, Guayanas, Hawaii	\$ 4.80
Cuotas de RACSAMAIL a FAX	
Centroamerica	\$ 1.50
Norteamerica	\$ 1.50
Sur America	\$ 2.25

Costa Rica	\$ 0.75
Me ICC	\$ 2.25

OTROS

Arrendamiento de lineas

DESCRIPCION	COSTO
Instalacion linea 2 pares para datos	€ 3.000-3.500
Mensualidad linea 2 pares para datos	€ 2.000-4.800

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**ANNEX K HURACAN PROJECT**

La apertura de una cuenta, o casillero, en el Sistema Huracan tiene un costo de US\$ 30.

El cobro de servicios del Sistema Huracan se calcula de la siguiente manera:

a) Cuota basica mensual:  
US\$ 2.00

b) Por tiempo de conexion al sistema:  
US\$ 0.10 por minuto (desde Guatemala)  
US\$ 0.08 por minuto (desde El Salvador, Honduras, Nicaragua,  
Costa Rica, y Panama)

c) Por mensajes enviados a, o recibidos de, otros sistemas:

Por mensajes: US\$ 0.10  
mas US\$ 0.20 por cada 1000 caracteres o fraccion.

Ejemplos:

Mensaje enviado a la direccion "personafacs.ohio.edu" cuyo tamaño es de 1730 caracteres:  $US\$ 0.10 + (0.20 \times 2) = US\$ 0.50$

Mensaje recibido de un usuario en Argentina, cuyo tamaño es de 5168 caracteres:  $US\$ 0.10 + (0.20 \times 6) = US\$ 1.30$

No hay cobro adicional por mensajes enviados a otros usuarios del Sistema Huracan.

El tiempo de conexion es independiente de la cantidad de mensajes que Usted envíe o reciba. Es decir, si permanece conectado a Huracan durante 5 minutos enviando un mensaje a otro usuario de Huracan, y luego se desconecta, el costo seria:  $US\$ (0.10 \times 5) = US\$ 0.50$ . Si durante ese tiempo enviara un mensaje a un usuario de otro sistema del Internet, el costo seria de US\$ 0.50 mas el costo del mensaje enviado (calculado segun el inciso (c)).

Al final de cada mes, recibira en su casillero un mensaje detallando el tiempo de conexion y los mensajes enviados y recibidos de otros sistemas, así como el cobro por ese mes.

os pagos pueden hacerse de dos maneras:

- 1) Enviando, por correo certificado, un cheque en dolares a nombre de  
"Fundacion Nahual - Proyecto Huracan"  
a la siguiente direccion:

Fundacion Nahual  
Apdo 1121-1011  
COSTA RICA

- 2) Puede tambien hacer un deposito a la cuenta de la Fundacion Nahual por medio de los servicios de CEDELSA (Edificio Etisa, 7a Avenida 12-23 Zona 9, Nivel 7; Tel. 340247; comunicarse con Johanna Estrada) de la siguiente manera:

- ⌘ Hacer el cheque en dolares EE.UU. a nombre de "Fundacion Nahual", y escribir en el dorso lo siguiente:

"Para depositar unicamente en cuenta No. 5130018 0207 de Fundacion Nahual en Lombard Bank/American Express."

- ⌘ Puede comprar el cheque en dolares ahi mismo, con quetzales.
- ⌘ Indicar que la cuenta de la Fundacion Nahual en el Lombard Bank fue abierta en CEDELSA Costa Rica.
- ⌘ SOLICITAR UN RECIBO COMO COMPROBANTE, Y AVISARNOS POR HURACAN QUE SE HIZO EL DEPOSITO. (SI HUBIERA ALGUN PROBLEMA, EL RECIBO EMITIDO POR CEDELSA SERA SU COMPROBANTE.)

## INFORMACIÓN SOBRE INSTALACION DE BASES DE DATOS EN HURACAN

Los costos de instalar y mantener bases de datos en línea en Huracan:

- \* Instalacion: \$200 por base de datos. Esto incluye la creacion de la estructura de la base, segun lo especifiquen ustedes, y la carga inicial de datos.
- \* Mensualidad: \$100 por base de datos. Esto es independiente del tamaño de la base de datos, y de la cantidad de consultas al mismo. La mensualidad incluye un máximo de dos (2) actualizaciones mensuales de la base de datos, segun datos proporcionados por ustedes. Las actualizaciones las proveeran ustedes en diskette o enviando los archivos a traves de Huracan.

La informacion la deberan proporcionar en un formato ASCII, normalizado segun acuerdo inicial mutuo, y en una forma facilmente legible por el software de Huracan. Cualquier trabajo de conversion (en caso que, por ejemplo, este actualmente en MicroIsis) corra por cuenta de ustedes.

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**ANNEX L NICARO PROJECT**

## Comparación entre el Uso del Facsímil y el Correo Electrónico de Nicaragua desde Guatemala

		Facsímil	Correo Electrónico
Tiempo de transmisión en minutos		2.5	2.5
Longitud del mensaje		2 páginas	2 páginas
Costo en dólares			
	EE.UU	\$9.00	\$1.63
	Canadá	10.40	\$1.63
	Europa Occidental	\$22.50	\$1.63
	Centro América	\$3.00	\$0.35
	Panamá	\$4.20	\$0.35

### Condiciones bajo las cuales se calcularon estas tarifas:

Se envían por facsímil 2 hojas llenas de texto, que corresponden a un archivo de 9 KB en Microsoft Word que se envían por correo electrónico. (El archivo en Microsoft Word incluye tildes, eñes, negrillas, itálicas, etc.)

Se asume que el mensaje enviado por facsímil y por correo electrónico es exitosamente enviado al primer intento. Se debe tomar en cuenta que si se tiene problemas con la línea resultando en que la transmisión del fax se corta, su reenvío es caro. Si lo mismo pasa al enviar el mensaje por correo electrónico, sólo se tendrá que pagar los \$0.07 por minuto que perdió en el primer intento, y no pagará por la longitud del mensaje que se intentó enviar.

3. El facsímil usado transmite 9.600 bits por segundo. Esta velocidad es estandar, pero en algunas oficinas tienen facsímiles que transmiten a la mitad de esta velocidad.
4. Al calcular los costos de los mensajes enviados dentro de Centroamérica y Panamá (a otro usuario de Nicarao) se asume que tanto la persona que envía el mensaje, como la que lo recibe, tendrán que pagar el tiempo de conexión a Nicarao. En el caso de los mensajes enviados al resto del mundo, sólo se asume que la persona enviando el mensaje desde Centroamérica está pagando por tiempo de conexión. (En las universidades de Europa y Estados Unidos, como en otros tipos de instituciones, el usuario de una cuenta de correo electrónico no paga por su uso.)
5. El cálculo de los costos de los mensajes enviados desde Nicarao a usuarios de otros sistemas (generalmente afuera de Centroamérica y Panamá) se calcularon sumando los siguientes ítems:
  - \$0.25 por mensaje (que incluye 1 KB gratis)
  - \$0.15 por KB extra
  - \$0.07 por minuto de conexión.
6. El cálculo de los costos de los mensajes enviados desde Nicarao a otros usuarios de este sistema se calcularon únicamente a partir del costo de conexión, pues no se cobra una tarifa base por mensaje, ni por la longitud del mensaje.
7. Los costos de los mensaje enviados por facsímil se basan en las tarifas plenas (generalmente de 7 a.m. a 7 p.m.), que ofrece el Directorio Telefónico de 1993, de GUATEL.

**Tabla 1. Tarifas del sistema Nicarao a través del Programa Centroamericano de Enlace**

Concepto	Tarifa*
Inscripción (Incluye capacitación de una persona, manual de capacitación y de Nicarao, y programa de comunicaciones)	22.50
Instalación de módem	10.00
Depósito de garantía	40.00
Depósito por cada cuenta adicional	25.00
Cuota básica mensual	5.00
Conexión a Nicarao por minuto	
Nacional (para usuarios en Nicaragua)	0.03
Centro America y Panamá	0.07
Envío de mensajes a otros usuarios de Nicarao	0.00
Envío de cada mensaje al resto del mundo** (incluyendo un KB gratis)	0.25
Cada kilobyte extra del mensaje	0.15
Envío de copias del mensaje afuera de Nicarao	0.05
Almacenamiento de mensajes en la casilla*** Costo mensual por página	0.01
Conferencias Públicas	
Apertura	0.00
Mensualidad	0.00
Conferencias Privadas	
Apertura	15.00
Mensualidad si se comparte con otros nodos	10.00

- \* Precios en dólares. Estas tarifas están sujetas a cambios.
- \*\* Nicarao cobra únicamente por los mensajes enviados a otros sistemas, no por los recibidos.
- \*\*\* Se tiene derecho a mantener 25 paginas de texto en el casillero. Al excederse este límite se cobra por página extra. (Una página = 2 KB.)

Los pagos pueden hacerse de dos maneras:

(1) Enviando, por correo certificado, un cheque en dolares a nombre de

"Fundacion Nahual - Proyecto Huracan"

a la siguiente direccion:

Fundacion Nahual  
Apdo 1121-1011  
COSTA RICA

(2) Puede tambien hacer un deposito a la cuenta de la Fundacion Nahual por medio de los servicios de CEDELSA (Edificio Etisa, 7a Avenida 12-23 Zona 9, Nivel 7; Tel. 340247; comunicarse con Johanna Estrada) de la siguiente manera:

\* Hacer el cheque en dolares EE.UU. a nombre de "Fundacion Nahual", y escribir en el dorso lo siguiente:

"Para depositar unicamente en cuenta No. 5130018 0207 de Fundacion Nahual en Lombard Bank/American Express."

\* Puede comprar el cheque en dolares ahi mismo, con quetzales.

\* Indicar que la cuenta de la Fundacion Nahual en el Lombard Bank fue abierta en CEDELSA Costa Rica.

\* SOLICITAR UN RECIBO COMO COMPROBANTE, Y AVISARNOS POR HURACAN QUE SE HIZO EL DEPOSITO. (SI HUBIERA ALGUN PROBLEMA, EL RECIBO EMITIDO POR CEDELSA SERA SU COMPROBANTE.)

## INFORMACION SOBRE INSTALACION DE BASES DE DATOS EN HURACAN

Los costos de instalar y mantener bases de datos en linea en Huracan:

- \* Instalacion: \$200 por base de datos. Esto incluye la creacion de la estructura de la base, segun lo especifiquen ustedes, y la carga inicial de datos.
- \* Mensualidad: \$100 por base de datos. Esto es independiente del tamaño de la base de datos, y de la cantidad de consultas al mismo. La mensualidad incluye un maximo de dos (2) actualizaciones mensuales de la base de datos, segun datos proporcionados por ustedes. Las actualizaciones las proveeran ustedes en diskette o enviando los archivos a traves de Huracan.

La informacion la deberan proporcionar en un formato ASCII, normalizado segun acuerdo inicial mutuo, y en una forma facilmente legible por el software de Huracan. Cualquier trabajo de conversion (en caso que, por ejemplo, este actualmente en MicroIsis) correra por cuenta de ustedes.

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**ANEXO L ESTRUCTURAS DE PRECIOS DEL PROYECTO NICARAO**

## Comparación entre el Uso del Facsímil y el Correo Electrónico de Nicarao desde Guatemala

	Facsímil	Correo Electrónico
Tiempo de transmisión en minutos	2.5	2.5
Longitud del mensaje	2 páginas	2 páginas
Costo en dólares		
EE.UU	\$9.00	\$1.63
Canadá	10.40	\$1.63
Europa Occidental	\$22.50	\$1.63
Centro América	\$3.00	\$0.35
Panamá	\$4.20	\$0.35

### Condiciones bajo las cuales se calcularon estas tarifas:

1. Se envían por facsímil 2 hojas llenas de texto, que corresponden a un archivo de 9 KB en Microsoft Word que se envían por correo electrónico. (El archivo en Microsoft Word incluye tildes, eñes, negrillas, itálicas, etc.)
2. Se asume que el mensaje enviado por facsímil y por correo electrónico es exitosamente enviado al primer intento. Se debe tomar en cuenta que si se tiene problemas con la línea resultando en que la transmisión del fax se corta, su reenvío es caro. Si lo mismo pasa al enviar el mensaje por correo electrónico, sólo se tendrá que pagar los \$0.07 por minuto que perdió en el primer intento, y no pagará por la longitud del mensaje que se intentó enviar.

3. El facsímil usado transmite 9,600 bits por segundo. Esta velocidad es estandar, pero en algunas oficinas tienen facsímiles que transmiten a la mitad de esta velocidad.
4. Al calcular los costos de los mensajes enviados dentro de Centroamérica y Panamá (a otro usuario de Nicarao) se asume que tanto la persona que envía el mensaje, como la que lo recibe, tendrán que pagar el tiempo de conexión a Nicarao. En el caso de los mensajes enviados al resto del mundo, sólo se asume que la persona enviando el mensaje desde Centroamérica está pagando por tiempo de conexión. (En las universidades de Europa y Estados Unidos, como en otros tipos de instituciones, el usuario de una cuenta de correo electrónico no paga por su uso.)
5. El cálculo de los costos de los mensajes enviados desde Nicarao a usuarios de otros sistemas (generalmente afuera de Centroamérica y Panamá) se calcularon sumando los siguientes items:
  - \$0.25 por mensaje (que incluye 1 KB gratis)
  - \$0.15 por KB extra
  - \$0.07 por minuto de conexión. .
6. El cálculo de los costos de los mensajes enviados desde Nicarao a otros usuarios de este sistema se calcularon únicamente a partir del costo de conexión, pues no se cobra una tarifa base por mensaje, ni por la longitud del mensaje.
7. Los costos de los mensaje enviados por facsímil se basan en las tarifas plenas (generalmente de 7 a.m. a 7 p.m.), que ofrece el Directorio Telefónico de 1993, de GUATEL.

**Tabla 1. Tarifas del sistema Nícarao a través del Programa Centroamericano de Enlace**

Concepto	Tarifa*
Inscripción (incluye capacitación de una persona, manual de capacitación y de Nícarao, y programa de comunicaciones)	22.50
Instalación de módem	10.00
Depósito de garantía	40.00
Depósito por cada cuenta adicional	25.00
Cuota básica mensual	5.00
Conexión a Nícarao por minuto	
Nacional (para usuarios en Nicaragua)	0.03
Centro America y Panamá	0.07
Envío de mensajes a otros usuarios de Nícarao	0.00
Envío de cada mensaje al resto del mundo** (incluyendo un KB gratis)	0.25
Cada kilobyte extra del mensaje	0.15
Envío de copias del mensaje afuera de Nícarao	0.05
Almacenamiento de mensajes en la casilla***	
Costo mensual por página	0.01
Conferencias Públicas	
Apertura	0.00
Mensualidad	0.00
Conferencias Privadas	
Apertura	15.00
Mensualidad si se comparte con otros nodos	10.00

- \* Precios en dólares. Estas tarifas están sujetas a cambios.
- \*\* Nícarao cobra únicamente por los mensajes enviados a otros sistemas, no por los recibidos.
- \*\*\* Se tiene derecho a mantener 25 paginas de texto en el casillero. Al excederse este límite se cobra por página extra. (Una página = 2 KB.)