

EXP RTI DIGEST

...ENHANCING EXPORT TRADE EDUCATION

VOLUME 3 ISSUE 38

INSIDE THIS ISSUE

Export News:

3T Impex Commences
Certified Trade Professional
Development Programmes
in Nigeria
- 1

Export Programme:

Import Processes
LC & BC and More
- 2

Export Education:

US-China Trade War:
Ripple Effects Hit
Nigerian Exporters
- 3

Export Training Products:

Export Pro and More
- 3

Export Miscellaneous:

Commodity Prices,
Infographs and Lots
More
- 3 & 4

3T Commences Certified Trade Professional Development Programmes in Nigeria



Impex Trade Academy in conjunction with the American Institute of Extended Studies has commenced Certified Trade Professional Development Programme in Nigeria (TPDP). This program is the first of its kind and it seeks to promote international trade education in Nigeria and Africa in general. This programme has been designed in form of a continuous education programme to enable young and old professionals sharpen their skills and grow their careers.

Some of the features of these training programmes include; flexibility, affordable tuitions, high quality education, reliability, courses authenticated by an institution accredited by the US government and increased potential for career advancement.

The certified trade programmes include; Certified Basic Trade Professional (CBTP), Certified Intermediate Trade Professional (CITP), Certified Advanced Trade Professional (CATP) and Certificate in Trade Customer Service (CTCS).

These Certified Trade Programmes will prepare interested participants for the job of the future, position them for offshore trade job opportunities. It also project them for career advancement and assist in them to perform excellently in their trade careers. Finally, it gives them leverage to penetrate the competitive job market and remain perpetually relevant.

The lectures will start in the month of September 2018 and it holds for 2-3 hours every Saturday. The registration process has commenced with a number banks showing.

keen interest already. Interested participants should call 08091244449 or visit www.3timpex.com to get the registration form.

Excerpt: Tradeinfo.ng

Sanusi Slams Nigeria, South Africa for not Signing AfCFTA



The Emir of Kano, Muhammadu Sanusi has berated Nigeria and South Africa over delay in signing the African Continental Free Trade Agreement (AfCFTA). The agreement was signed by 44 African countries in Kigali, Rwanda on March 21, 2018, but Nigeria withheld its assent at the eleventh hour, saying there is need to hold further consultations with stakeholders.

"It is quite surprising that the two biggest economic in Africa withdrew from signing such economic agreement," Sanusi said on Tuesday in Abuja at the formal launch and inaugural lecture of the Association of Foreign Relations Professionals of Nigeria (AFRPN).

"I could not believe that we have signed GATT (General Agreement on Tariffs and Trade) already with the WTO (World Trade Organisation). We have trade relations with America, with China and we cannot have trade within Africa, not having the two giant economies in Africa in it is serious," Sanusi said

Top News

- 3T Impex Commences Certified Trade Development Programmes in Nigeria
- Sanusi Slams Nigeria, South Africa for not Signing AfCFTA
- Nigerian Exporters Lose \$10bn Annually to Apapa Gridlock
- AFCTA: FG Should Focus on Products, Services with Comparative Advantage
- EU Explains Nigeria's Exclusion from \$240bn Honey Market

He urged Nigeria and other African countries to push for a review of the current economic world order if the issue of migration, particularly of African descent must be addressed comprehensively.

He said that the current world order is skewed in favour of Europe and other developed countries, thereby making those countries attractive to citizens of less developed countries.

According to him, the trade liberalization policy has set up an international trade environment that impoverishes half of the world.

He said, "We set up the world system that transfers resources of Africa to the rest of the world. Are we surprise that we have poverty, insecurity and some people are moving from this part of the world to other part to seek for better life?"

Excerpt: ShipsandPorts

Nigeria Exporters Lose \$10bn Annually to Apapa Gridlock



Mr Tola Faseru, National President, Cashew Farmers Association of Nigeria, says that exporters of agricultural produce and other goods are losing about 10 billion dollars annually to the Apapa gridlock challenge.

Faseru disclosed this in an interview with newsmen in Abuja on Monday.

ENROLL NOW
for June 2018
Intake of:

**EXECUTIVE
DIPLOMA IN
EXPORT
BUSINESS
MANAGEMENT**

Features & Benefits

- Quality education
- Global recognition
- Offshore job opportunities
- Competent trade professional
- Highly rewardable trade skills
- Fast career progression

For Registration, Contact:

3T Impex Trade Consulting
Address: 11D Bola Shadipe Street,
Off Adelabu Street, Surulere, Lagos, NG.
Email: tradeacademy@3timpex.com
Website: www.tradeacademy.ng
Tel: +234 809 124 4449, +234 808 334 2449
+234 703 870 4402, +234 809 999 3142

He added that the development was affecting export delivery time. Faseru, also a cashew exporter, said the challenge was also hindering exporters' ability to fulfil commitments on time and making forwarding and shipment very expensive. The national president, who commended Federal Government's efforts toward ensuring that normalcy returned to Apapa road in Lagos, appealed for stiffer measures to quicken the intervention and change. "The Vice-President, Prof. Yemi Osinbajo came to give them matching order again on the Apapa gridlock. "It is still a big problem affecting us and it is over one year now since this thing started and it is still on," he said. On plans to commence cashew processing in the country, he said the Minister of Agriculture and Rural Development, Chief Audu Ogbah had agreed to support the process. "The minister is talking about bringing some equipment to aid cashew processors and use as pilot scheme to support cashew processing industry in Nigeria," he said. The president called on members and exporters of agricultural produce to work in unity and also support government's initiatives that are geared toward making business environment friendly.

Excerpt: Vanguard

EU Explains Nigeria's Exclusion From \$240bn Honey Market



The European Union (EU) has explained Nigeria's non- participation in the \$240 billion honey market and export the product to the EU market.

The Head of Trade and Economic Section, EU Delegation to Nigeria and ECOWAS, Filippo Amato, Thursday explained the reasons behind Nigeria's ineligibility to export honey to Europe, unlike some of its neighbouring countries.

Speaking at the official flag-off ceremony of Api Expo Africa Launch event in Abuja, Amato said in spite of the EU being a very interesting destination for honey, Nigeria's honey is not exported to EU because of the strict sanitary and marketing requirements to guarantee the safety of honey for human health.

Amato added that Nigeria is also not a signatory to the Economic Partnership Agreement (EPA) that guarantees the signatories, notably Ghana and Cameroon, to export honey to EU at zero duty.

"Indeed, if Nigeria started to export honey to the EU, an import duty of 17-30 percent would apply to any export of these products, making them not very competitive in terms of pricing. The risk is that when Nigeria is ready to export non-oil products, such as honey, the EPA will still not be in force, and this will put Nigeria's export to competitive disadvantage compared to other exporting countries that have decided to enter into trade agreement with the EU," Amato said.

The global honey trade is worth \$240 billion but only 10 African countries- Ethiopia, Benin, Burkina Faso, Cameroon, Ghana, Madagascar, Rwanda, Tanzania, Uganda and Zambia are listed among the countries eligible to export honey to the EU market. The world honey production as at 2016 was 1.8 million tonnes with China accounting for 500,000 tonnes. The EU is the second largest with an annual

production of 250,000 tonnes of honey. Ironically, in spite of being only 60 per cent self-sufficient in honey, EU member nations still have to import 40 per cent of their honey demand to satisfy the consumption needs of over 500 million consumers.

Excerpt: Thisday

AFCTA: FG Should Focus on Products, Services with Comparative Advantage

The former Director-General, Nigerian Association of Chambers of Commerce, Industry, Mines and Agriculture (NACCIMA), Dr. John Isemeye, has called on the federal government to focus its attention on products and services, Nigeria has comparative advantage in when signing the African Continental Free Trade Area Agreement (AfCTA).

He said other countries such as South Africa were putting forward areas where they had comparative advantage.

Isemeye who disclosed this yesterday in Lagos at the policy roundtable organised by the Initiative for Public Policy Analysis (IPPA) with the theme; Business Environment and Illicit Trade: Linkage and Evidence' said though the country had signed several bilateral trade agreements, but the economy was still weak.

He also stated that the organised private sector should be given its pride of place in the AfCTA agreement, adding that they should be at the forefront of the exercise because of their role in driving economic growth through their various businesses.

He called on government to identify the product they wanted to bring to the market, stating that the trade agreement was import and export based, therefore there was need for government to add value to the product or services we have in order to compete favourably.

"Those who are shouting for the agreement to be signed the agreement, are concerned in becoming importer representatives, once the agreement is signed. Nigerian Ambassadors are not pushing to sell our products, unlike other countries. The Indians here are working for their countrymen back home. The Chinese Companies are working for their countrymen and in the process using Nigerians as labourers," he noted

Excerpt: Thisday

OTHER HEADLINES



Nigeria can Earn Over \$20b Annually From Local Herb Export
- The Nation



NEXIM Approves N25bn Loan in Support of Nigerian Exporters
- The Nation

3T IMPEX TRADE ACADEMY

A 2-DAY INTENSIVE TRAINING ON IMPORT TRADE PROCESSES, LETTER OF CREDIT AND BILL FOR COLLECTION

For Importers, Exporters and Banks

FEATURES	BENEFITS
• Hands-on training by experienced trade professionals	• Gain practical knowledge and skills
• Comprehensive coverage of import and export procedures	• Enhance business efficiency
• Focus on Letter of Credit and Bill for Collection	• Increase trade volume
• Interactive sessions and case studies	• Build professional network
• Practical exercises and assignments	• Stay updated on trade regulations
• Certificate of Completion	• Access to trade resources

#65,000 | **22nd to 24th August, 2018** | **9:00am**

EXPORT BUSINESS CLINIC

Services:

- Trade Mission
- Trade Fair
- Trade Show
- Trade Seminar
- Trade Conference
- Trade Exhibition
- Trade Delegation
- Trade Mission
- Trade Fair
- Trade Show
- Trade Seminar
- Trade Conference
- Trade Exhibition
- Trade Delegation

Days & Time:

22nd to 24th August, 2018

9:00am to 5:00pm

Location: 11D Bola Shadipe Street, Off Adelabu Street, Surulere, Lagos, NG.

Website: www.tradeacademy.ng

Tel: +234 809 124 4449, +234 808 334 2449, +234 703 870 4402, +234 809 999 3142

ENROLL NOW for June 2018
Intake of:

EXECUTIVE DIPLOMA IN EXPORT TRADE FINANCE

Features & Benefits

- Quality education
- Global recognition
- Offshore job opportunities
- Competent trade professional
- Highly rewardable trade skills
- Fast career progression

For Registration, Contact:
3T Impex Trade Consulting
Address: 11D Bola Shadipe Street, Off Adelabu Street, Surulere, Lagos, NG.
Email: tradeacademy@3timpex.com
Website: www.tradeacademy.ng
Tel: +234 809 124 4449, +234 808 334 2449, +234 703 870 4402, +234 809 999 3142



US-China Trade War: Ripple Effects Hit Nigerian Exporters

New issue

The trade war between China and the United States Of America has started having ripple effects on Nigerian exporters and indeed other exporters that ship various items to China from different countries around the world.

This was made known to the 3T Impex Trade Academy by an exporter in Nigeria and confirmed by a broker in China this week. We were reliably informed that the one of the ways the Chinese government has responded to the trade war with the US is through exchange control measures. This involves the introduction of additional documentation that

must be provided by the importer before payment can access foreign exchange which is needed to effected on goods that were sold to Chinese importers from abroad. The implication of this is delay in payment on goods that are shipped to China especially when the importer has not followed the laid down procedures in the process of importation into China.

The People's Bank of China (PBOC) and State Administration of Foreign Exchange (SAFE) regulate the flow of foreign exchange in and out of the country, and set exchange rates through a "managed float" system.

Knowing fully well the implication of the increased tariff on some of the goods exported to the US by China which is huge reduction in export proceeds and consequently decline in foreign reserve, it is only reasonable for the PBOC and SAFE to reduce the rate of outflows from the China foreign reserves in order to mitigate the possibility of economic crises that could results from the shortage of foreign exchange.

Cont'd from Next Issue

Export Training Products



Title:
Export Pro

Speaker: Bamidele Ayemibo
Price: N 50,000



Title:
Export Business Made Easy
Speaker: Bamidele Ayemibo
Price: N 5,000

Export Miscellaneous:

EXPORT ORDERS			
S/N	PRODUCT	SPECIFICATION	MINIMUM SHIPMENT
1.	Zinc Ore	Purity 35%	60MT Per Month
2.	Lead Ore	Purity 60%	60MT Per Month
3.	Lead Oxide	Purity 30%	60MT Per Month

LOCAL ORDERS				
S/N	PRODUCT	SPECIFICATION	PAYMENT	MONTHLY VOLUME
1.	Zinc Ore	Purity 35%	Bank Guarantee	120MT Per Month
2.	Lead Ore	Purity 60%	Bank Guarantee	121MT Per Month
3.	Lead Oxide	Purity 30%	Bank Guarantee	122MT Per Month

COMMODITY PRICES (LONDON METAL EXCHANGE AND BLOOMBERG)			
S/N	COMMODITY	PRICES	UNIT OF MEASUREMENT
1.	Lead	USD 2,136.00	Metric Tonne
2.	Zinc	USD 2,651.00	Metric Tonne
3.	Cocoa Beans	USD 2,114.00	Metric Tonne
4.	Copper	USD 6,167.00	Metric Tonne
5.	Tin	USD 19,875.00	Metric Tonne
6.	Alluminium	USD 2,016.00	Bushel
7.	Cotton	USD 88.12	Pounds

BENEFITS

- Free Export Licence
- Free subscription to join African Export Development Initiative (AFED)
- Guaranteed Contracts for Export (T&C Apply)
- Export Mentoring Program with 20% discount
- Free Export Book & Advisory Service.

Days & Time

Weekdays - 9am
Date - April 17th & 18th, 2018
Weekend - 9am
Date - March 8th & 15th, 2018

Venue: 3T Impex Trade Center
Address: 11D Bola Shadipe Street
Off Adelabu Street, Surulere,
Lagos, Nigeria.

CONTACT: tradeacademy@3timpex.com 08067476669, 08026782568, 08091244449

Photo Speaks



EXPORT NIGERIA CAMPAIGN



PROJECT 6X6,000 EXPORTERS

...raising legion of exporters

Targets:

FREE export seminar for religious organizations, clubs, cooperative associations, etc

Objective:

educate, enlighten, empower the public and create employment

