

EXP RTI DIGEST

...ENHANCING EXPORT TRADE EDUCATION

VOLUME 3 ISSUE 39

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Nigeria Generates N8.3bn from Zobo Exports



Nigeria generated \$23million (N8.3 billion at prevailing rate of 360/\$) from exportation of hibiscus flower (zobo) to Mexico, America and other European countries in seven months. Coordinating director of the Nigeria Agricultural Quarantine Service (NAQS), Vincent Isegebe, who disclosed this over the weekend to LEADERSHIP, said the exportation was done from January to September 2017. Isegebe, who was represented by the head, media and communications of the service, Dr. Gozie Nwodo, said the core mandate of the service was to facilitate trade and help farmers to excel in the international market. According to him, "NAQS is here to make farmers excel and that was why Nigeria was able to export over \$23 million worth of hibiscus flower (Zobo) to Mexico, America and other European countries from January to September 2017." He also disclosed that the service was collating the figure for the last quarter of 2017 and what has been exported in 2018 to the above mentioned countries. Meanwhile, the coordinating director of the service has issued a stern warning to Nigerian exporters who breached process of exporting agriculture produce to western countries. Isegebe, who was speaking against the backdrop of vegetables and edibles that were returned from the United Kingdom over lack of phytosanitary certificates stated that the affected exporters whose goods were returned would be suspended from exportation. Though, he refused to mention the names of the exporters, he said the service would no longer tolerate breach of due process by exporters. He urged exporters to visit NAQS office to get more education on exportation of produce to meet international standard. He said that Nigerian agricultural produce were being exported every day without complaints and rejections and urged exporters to always visit their website for information and guidelines on exportation of perishable items. "NAQS is here to help farmers and our core mandate is to facilitate international trade.

Excerpt: Leadership

Top News

- Nigeria Generates N8.3bn from Zobo Exports
- 3T Impex Commences Certified Trade Development Programmes in Nigeria
- Nigerian Goat Leather Exports to Yield \$1.7m - NEPC
- Ogbah's Ambitious \$10bn Yam Export Plan
- Raw Materials Rot at Port Over Freight Rate Gridlock

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

Nigerian Goat Leather Exports to Yield \$1.7m - NEPC



The Nigerian Export Promotion Council (NEPC) has said the country's prepared goat leather industry has an untapped \$17 million potential. In a Promising Markets report released on its website, NEPC said the largest untapped potential for Nigeria's prepared goat leather can be found in the Moroccan, Turkish, Vietnamese, Romanian and German markets respectively. Others are France, Poland, Republic of Korea, Indonesia and Japan.

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For Registration, Contact:

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Email: tradeacademy@3timpex.com
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+234 703 870 4402, +234 809 999 3142

The report said, "The total amount of estimated untapped potential from 2018 to 2021, for Nigerian exports towards these countries is \$17.2 million.

"Italy is currently the largest importer of Nigeria's prepared goat leather, accounting for 68% of all Nigerian exports.

However, as there is no estimated untapped potential there, exporters are advised to start exploring other markets.

"New export destinations for Nigeria like Morocco, Vietnam and Romania offer great opportunities. Besides, the German and Turkish markets offer chances for extra export growth."

It added that the estimated untapped potential in absolute value is largest in the Moroccan market where Nigeria is not yet present, at \$2.9 million. Spain is said to be Nigeria's largest competitor here, a slight advantage on tariffs.

Turkey and Germany, ranking 2nd and 5th in terms of untapped potential, are already existing markets for Nigeria. Both are said to have estimated untapped potential of \$4.6 million.

Excerpt: ShipsandPorts

Ogbeh's Ambitious \$10bn Yam Export Plan



Last month, the Minister of Agriculture and Rural Development, Chief Audu Ogbeh, reiterated Nigeria's plan to earn a minimum of \$10 billion annually from yam exports in four years. He had first made the declaration in 2017 while flagging off some yam exports to the United Kingdom at the Lilypond Container Terminal, Ijora, Lagos.

Since the inception of the Buhari administration, the government appears resolute in its determination to drive non-oil exports. Already, Ogbeh has constituted an 18-member Technical Committee on the Nigeria Yam Export Programme, which has reportedly developed a blueprint required to launch Nigeria's yam into the global market. The committee is also said to be working on the development of the yam value chain production, processing, marketing and exportation strategy document. When executed, it is expected that the plan would create about one million jobs in addition to \$10 billion earnings in four years. Meanwhile it would cost an estimated N3.13 billion to operate the plan.

All the available facts point the odds in Nigeria's favour. The biggest producer of yam in the world, Nigeria accounts for over 70 percent of global yam production. Its earnings from yam exports have also been on the rise. In 2012, N70 billion was realized from the exportation of yam; this is more than double the N37 billion realized in 2007. At the moment, Nigeria's yam exports are targeted at Japan while European and American markets remain largely untapped. To drive the point further home, the global yam market is also reportedly growing at an annual rate of three percent.

Considering how the fall in crude oil prices plunged Nigeria into a recession, the Nigeria Yam Export

Programme is laudable. However, executing a project of this magnitude also involves contending with the realities on ground.

Excerpt: ShipsandPorts

Raw Materials Rot at Port Over Freight Rate Gridlock

Raw materials stacked in containers are decaying in the port due to excessive freight rates charged by truck owners, New Telegraph has learnt. Investigation revealed that to move a 40 feet container from the Lagos Port in Apapa to Lagos Trade Fair Complex now cost between N650,000 and N700,000, while 20 feet container cost between N350,000 and N400,000.

The amount charged in 2017 was between N80,000 and N85,000 within Lagos.

However, it was gathered that to transport a container from Apapa to any part of Lagos State now takes an average of three weeks.

A source at HullBlyth Shipping Line, who does not want his name in the print said that the situation had changed since the middle last June.

The source noted that some raw materials imported from Asia and Europe had been wasting at the port in the last two months due to lack of trucks to convey them to their various destinations.

He explained that no fewer than 80 containers owned by Jotna Nigeria limited, the parent company of Lacasera were stranded at the Apapa Port due to lack of trucks to move them out.

Excerpt: New Telegraph

EXPORT BUSINESS CLINIC

Services include: Export Business Plan, Market Research, Logistics, Customs Clearance, etc.

Stages & Time

Stage 1: 1st to 3rd July, 2018
Stage 2: 4th to 6th July, 2018
Stage 3: 7th to 9th July, 2018

Investment Fee: N150,000

IT IMPEX TRADE ACADEMY

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

Investment: N65,000 | **Start: 23rd to 24th August, 2018** | **Time: 9:00am**

OTHER HEADLINES

- ★ **Nigeria Imported 6.5 Billion Litres of Fuel in Three Months**
- Punch
- ★ **Factoring as Innovative Credit Finance Option for Export Promotion**
- Thisday
- ★ **Nigeria, Tanzania, Collaborate on Investments**
- The Nation
- ★ **NEPC, NEXIM Certify MSME's Products for Export**
- Punch

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US-China Trade War: Ripple Effects Hit Nigerian Exporters

Cont'd from last issue

The ripple effects of this trade war between two giants of international trade in the world is a risk that every exporters and bankers in Nigeria need to begin to anticipate in any export transactions to China and therefore design measures to mitigate it. In combating this risks, it could mean asking for confirmed letter of credit (which is not a instruments that Chinese banks want to issue), counter guarantees and counter standby letter

of credit from the Chinese buyers on one hand. On the other hand, it could also mean that exporters might have to take some pay cut on their export proceeds by requesting for their payment to be made in Chinese currency (CNY). However, this will only be possible when the Central Bank of Nigeria issues a guideline on how this will work since the only guideline that we currently have on the swap deal with China only favours

the import transactions. Finally, the risks of the trade war between the US and China is here with us and every stakeholder in Nigeria who is directly or indirectly involve in export trade with China needs to begin to work towards how to mitigate the effects of this war on the Nigerian economy. A proactive measures on the part of the Central Bank of Nigeria will be very necessary to protect exporters in this regards.

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:

S/N	EXPORT ORDERS		
	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

S/N	LOCAL ORDERS			
	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

S/N	COMMODITY PRICES (LONDON METAL EXCHANGE AND BLOOMBERG)		
	COMMODITY	PRICES	UNIT OF MEASUREMENT
1.	Lead	USD 2,092.00	Metric Tonne
2.	Zinc	USD 2,552.50	Metric Tonne
3.	Cocoa Beans	USD 2,114.00	Metric Tonne
4.	Copper	USD 6,120.00	Metric Tonne
5.	Tin	USD 19,560.00	Metric Tonne
6.	Alluminium	USD 2,039.00	Bushel
7.	Cotton	USD 88.12	Pounds

EXPORT BUSINESS CLINIC

TRAINING FEE N78,500

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

