

# EXP RTI DIGEST

...ENHANCING EXPORT TRADE EDUCATION

VOLUME 3 ISSUE 40

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## 3T Impex is Set for Inaugural Graduation of Export Diploma Students



The American Institute of Extended Studies and the management of 3T Impex Trade Academy is set for the graduation of the first set of students after six months of intensive training on Export Business Management and Export Trade Finance. The class started in the month of February 2018 with 13 students out of which 12 students are graduating having successfully completed the training programme and passed their final examination.

Out of the 12 students, 5 had distinction, 5 had credit while the remaining 2 student had a pass. The certificates have already been issued by the American Institute of Extended Studies and this will be handed over to the students during graduation ceremony on Saturday, August 25, 2018.

For the management of 3T Impex Trade Academy this is a dream come true. The lead consultant and the Registrar of Academy, Mr. Bamidele Ayemibo expressed his delight and gratitude to the Almighty God for making the vision, to create stream of highly skilled trade personnel for the continent of Africa, to see the light of day.

The Export Diploma Programme is first of its kind in Africa. The admission for a new batch is currently on going and you can be part of it by simply calling 08091244449 or send an email to [tradeacademy@3timpex.com](mailto:tradeacademy@3timpex.com) in order to fill the registration form.

*Excerpt: Tradeinfo.ng*

## Top News

- 3T Impex is Set for Inaugural Graduation of Export Diploma Students
- Apapa Wharf Road Opens to Public in September, Says Bala-Usman
- Nigeria, India Bilateral Trade Hits \$12bn
- 3T Impex Trade Academy Commences Certified Trade Professional Development Programme in Nigeria (TPDP)
- Nigerian Credit Agency Gives \$373 Million to Boost Crop Exports
- CBN: Yaun Currency Swap will Reduce Substandard Goods Importation

## Apapa Wharf Road Opens to Public in September, Says Bala-Usman



Ms. Hadiza Bala-Usman, Managing Director, Nigerian Ports Authority (NPA) has assured that the 2km Apapa Wharf Road which is under reconstruction would be completed and opened to motorists by the end of September 2018.

Usman, who disclosed this on Sunday in Lagos, noted that the N4.34 billion road project which commenced on July 17, 2017 would enable the Federal Government to achieve the goals of Ease of Doing Business.

She said that NPA was working with the Federal Ministry of Power, Works and Housing to rehabilitate all ports' access roads in the country to ensure a level playing field and to also facilitate trade.

Usman explained that the Authority and the Federal Ministry of Power, Works and Housing would develop a mechanism for funding all reconstruction and rehabilitation of ports' access roads.

She stated that the government had also approved the commencement of reconstruction of Tin-Can Island Port access road to Mile 2, saying that the contractor would start work any moment.

According to her, the Apapa Port had been illuminated for 24-hour port operations.

She further disclosed that the Authority was working

towards an electronic gate system to stop touting within the port environment.

Usman said that NPA had put in place an aggressive monitoring mechanism, adding that the Authority visited the site from time to time to check the progress and any bottleneck within the construction area.

*Excerpt: Independent*

## Nigeria, India Bilateral Trade Hits \$12bn



Indian High Commissioner to Nigeria, Nagabhushana Reddy, says trade volume between India and Nigeria hit \$12 billion between April 2017 to March 2018. The trade figure between both countries as at January 2018 was \$10 billion.

Reddy made the disclosure while speaking with journalists at a flag hoisting ceremony to mark the 72nd Independence of India in Abuja on Wednesday.

The envoy said that the current figures represented a 26 percent increase from the previous financial year.

He said, "Looking at the bilateral relations, our financial year is from April last year to March this year. We have been able to register \$12 billion of bilateral trade which marks an increase of 26 per cent from the previous year."

Reddy reiterated that Nigeria remained one of India's major exporters of crude oil, adding that both countries were exploring other areas of bilateral relations.

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+234 703 870 4402, +234 809 999 3142

He said, "We are looking at bringing more Indian companies here and looking at not just a buyer-seller arrangement but to do more investments.

"As of today, Indian companies have invested about \$10 billion and I think there are about 135 Indian companies in Nigeria.

"I can mention that Indian investments are in the field of pharmaceuticals, electrical manufacturing, assembly lines for automobiles particularly agricultural related."

The High Commissioner said that 2018 also marked 60 years of diplomatic relations between both countries adding that several programmes were being organised to harness various areas of cooperation.

*Excerpt: Shipsandports*

### 3T Impex Trade Academy Commences Certified Trade Professional Development Programme in Nigeria



3T 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](http://www.3timpex.com) to get the registration form.

*Excerpt: Tradeinfo.ng*

### Nigerian Credit Agency Gives \$373 Million to Boost Crop Export

Nigeria's state-owned agricultural-lending facilitator said it disbursed \$373 million to farmers in the past year to help boost production of export crops.

Known as Nigeria Incentive-Based Risk Sharing System for Agricultural Lending, or Nirsal, the agency underwrites risk for credit going to farmers, part of the efforts by the oil-rich country to increase revenue from farm exports and reduce its dependence on hydrocarbons.

The credit beneficiaries are mainly small-holder farmers growing cotton, rice, oil palm, cassava and corn, Nirsal Managing Director Aliyu Abdulhameed said in a phone interview from Abuja, the capital.

"At average yield of 4 tons per hectare, these optimized small-holder farmers' production would generate a gross output of about 16 million tons," he said. Revenue from the exports are expected to reach 1.6 trillion naira (\$4.4 billion) by the end of this year, according to Abdulhameed.

Set up in 2012, Nirsal works with banks to guarantee as much as 75 percent of loans to agriculture. Oil-dependent Nigeria is increasing efforts to diversify its sources of export income after a plunge in crude prices from 2014 triggered the country's worst economic contraction in 25 years in 2016.

*Excerpt: Bloomberg*

### CBN: Yaun Currency Swap will Reduce Substandard Goods Importation

The Central Bank of Nigeria (CBN) has said the currency swap agreement reached with the People's Bank of China, will not cover the importation of substandard goods.

The Central Bank Governor, Godwin Emefiele, represented by the bank's Acting Director, Corporate Communications, Isaac Okorafor, made this known in Abuja, at the Currency Swap sensitization for North Central Zone.

Emefiele explained that the swap deal had the potential to reduce the importation of made-in-China substandard goods as only goods approved by regulatory bodies such as Standards Organisation of Nigeria (SON) would qualify under the agreement.

He said, "If there is anybody that thinks he or she will collect Renminbi through this window and sell on the street, is sadly mistaken. Transactions under the deal will be done electronically and this deal is only for products that originate from China. It does not apply to any transaction in Asia, outside the Chinese territory."

The apex bank's Assistant Director, Financial Market Department, Oreva Eweh, in his presentation, identified "speed and efficiency as some of the benefits of trading under the Renminbi denominated window for the transaction with China."

Similarly, Richard Maikai, from the Trade and Export Department of the CBN, spoke on the documentation requirements under the agreement.

*Excerpt: Shipsandports*

### OTHER HEADLINES

★  
Nigeria Ports Handled 96.6 Million MT Cargo in H1  
- Punch

★  
African Donkeys Threatened with Extinction: Export Boom to China  
- Asianews.it

★  
Apapa Gridlock: Association Advocates Alternative Port for Agric Produce Export  
- Vanguard

★  
Nigeria Controls 70% Cargo Traffic of West, Central Africa  
- Premium Times

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

*Cont'd from previous 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 1,977.00	Metric Tonne
2.	Zinc	USD 2,360.00	Metric Tonne
3.	Cocoa Beans	USD 2,149.00	Metric Tonne
4.	Copper	USD 5,844.00	Metric Tonne
5.	Tin	USD 18,680.00	Metric Tonne
6.	Alluminium	USD 1,999.00	Bushel
7.	Cotton	USD 81.36	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

