

# EXP 3T DIGEST

...ENHANCING EXPORT TRADE EDUCATION



**VOLUME 4  
ISSUE 13**

## INSIDE THIS ISSUE

### Export News:

Why Africa Controls 75% of Cocoa Export But Less Than 5% of Chocolate Export Market

- 1

### Export Programme:

Import Processes, LC & BC and More

- 3

### Export Education:

Is The Diversification Drive of PMB Yielding Result in Non-Oil Export?

- 4

### Export Training Products:

Exporter's Companion and more

- 4

### Export Miscellaneous:

Commodity Prices, Infographs, and lots more

- 3 & 4

**FOLLOW US  
ONLINE**

3timpextrade

3timpextradeacademy

www.3timpex.com

tradeacademy@3timpex.com

## Why Africa Controls 75% of Cocoa Export But Less Than 5% of Chocolate Export Market

When will Africa stop this modern slavery? It is my opinion that exportation of either hard (solid minerals) or soft (Agric) commodities is modern slavery. As a matter of fact, a commodity exporter export jobs out of the country and imports poverty into the country.

Africa is the largest producer and exporter of Cocoa in the world but most Chocolate you see and buy in different parts of the world do not carry made in any African country. They mainly carry made in Germany, Italy, USA, Belgium, Poland etc. Even though the raw materials are from Africa, the name of commodity exporters goes into oblivion when value is added to the product.

The market size of Cocoa is \$9.35 Billion while that of Chocolate is \$26.5 Billion. The market size of Chocolate triples that of Cocoa, yet the focus of African countries is commodity export. African countries together controls more 70% of cocoa export in the world but it is sad to say that it only controls less than 5% of the Chocolate export markets around the world. How come the countries that import Cocoa, the raw materials for Chocolates, from Africa, are the ones producing more Chocolates?

Why is Africa producing what it does not consumes and consumes what it does not produce? Why does African leaders pride themselves in economic diversification into Agriculture when majority of the Agriculture products are exported as raw commodities? Cote D'Ivoire is the largest exporter of Cocoa controlling about 40% in the world market but only export about 0.5% of Chocolates.

According to [www.archive.thechocolatelifelife.com](http://www.archive.thechocolatelifelife.com), a turn key system of machinery that can process from 250-400kg/day of Cocoa Beans to Chocolate Bar will cost about EUR100,000. This simply means that a lot of SMEs can process Cocoa to Chocolate for export. So what really is the problem? It cannot be funds because a lot of SMEs can afford this machinery. It cannot be raw materials because they are found in abundant in Africa. It cannot be personnel because there is a huge population and cheap labour in Africa and it cannot be land because most of the lands in Africa have not been put to any productive use.

What exactly could be the problem? I think it is a problem of the mindset. A mindset with short term orientation. A mindset that wants instant gratifications. A mindset that follows after the examples of the leadership that discourage commodity export in words but encourage commodity export indeed. A mindset that is selfish and self-centered and not developmental in its approach. A mindset that thinks only of today and never plan for posterity.

So I strongly believe that there is need for a reorientation of businessmen who are into commodity export in order to help them to begin to see the importance of value addition in exportation because this will give more value to their businesses, and more impact in their community via employment generation and growth the larger economy of the nation in general.

## Top News

- Why Africa Controls 75% of Cocoa Export But Less Than 5% of Chocolate Export Market
- Drop in Export Activities Worry NEPC
- Minister Raises Alarm Over Export Cargo Delay at Seaports
- NEPC Assisted Exports to Hit N8.52bn in Two Years
- Why Africa's Regional Trade Remains Low
- Norway's Export Value Hits Record for Q1, Despite Lack of Capelin
- Stemming Export Of Rotten Produce Abroad

## Drop in Export Activities Worry NEPC



The Nigerian Export Promotion Council (NEPC) has expressed concern that export activities have reduced in Akwa Ibom State, despite business opportunities that abound in the state to attract such transactions.

The Trade Promotion Officer in the state, Mr Ralph Ogenyi, said this in a meeting with officers of Ministry of Investment, Commerce and Industry in Uyo, stressing the need for companies and stakeholders in the state to reawaken their export consciousness to create jobs for the teeming youth.

According to the trade promotion officer, there had not been any single registration of export activity so far in the state this year.

He observed with concern that Akwa Ibom relied so much on oil money and politics, rather than taking advantage of being a coastal state to export sea foods and palm oil to generate revenue for the state.

Ogenyi, said the commission had embarked on sensitisation campaigns to educate the people on how they could package their products to be acceptable in international market.

*Excerpt: Thisday*

## Minister Raises Alarm Over Export Cargo Delay at Seaports

The delays caused by cumbersome clearing procedure of cargo by the Nigeria Customs Service and the congestion on the port access roads came to the fore again yesterday in Abuja as the Minister of Agriculture and Rural Development, Chief Audu Ogbah, asked concerned authorities to do something about the

situation.

Speaking against the backdrop of delays experienced by some exporters of cashew in processing their goods, Ogbeh said the situation negates the Federal Government's desire to diversify the Nigerian economy. He said, "It has been brought to our notice that cashew nuts worth 300 million dollars destined for export to Vietnam have been stuck in Lagos.

"And as we know, they are usually locked in containers at high temperatures and if these cashew nuts remain there for too long, they get spoil and that is extremely disturbing. "It has happened before and this also compromises our desire to become an exporting nation so we are very concerned. "We have spoken to the NPA (Nigerian Ports Authority) Managing Director and she told us that she will make every effort to do something about it. "We are appealing to them to see what they can do to speedily evacuate this product," he said.

Ogbeh advised exporters to process their cashew nut before export as the processed nuts is worth \$10,000 per ton and \$1,200 per ton for raw ones. "We must begin to add value to the commodity by processing it before eventual export. "So in the next two years we will no longer export raw cashew nuts, but roast the cashew nuts for export."

Ogbeh also said that Nigeria shipped a total of \$600,000 worth of raw cashew nuts to Vietnam alone in 2016.

*Excerpt: Ships and Ports*

## NEPC Assisted Exports to Hit N8.52bn In Two Years

The National Export Promotion Council (NEPC) has said the CBI programme connected Nigerian exporters to the European market with a potential to export over N8.52 billion (€21 million) in the next two years.

The CBI (Centre for the Promotion of Imports from Developing Countries) contributes to sustainable and inclusive economic development in developing countries and this is supported in Nigeria through the Export Competency Development of Small and Medium Enterprises (SMEs).

Addressing a focus group meeting on non-oil export, the Executive Director of the Nigeria Export Promotion Council, Olusegun Awolowo, said the SIAL food fair, held by the council, led to 36 MoUs being signed, as well as significant orders particularly for sesame seeds with an order for 19 containers being placed.

The focus group meeting was held with relevant stakeholders to discuss the activities of the NEPC and ways of strengthening them for better services in future.

Represented by NEPC's Director of Policy and Strategy, Mr. Abdullahi Sidi-Aliyu, the NEPC boss said the NEPC-CBI Export Competency Development Programme strengthened the capacity of 12 SME exporters to export to the European Union (EU) market and trained 48 NEPC officials as export coaches.

*Excerpt: Daily Trust*

## Why Africa's Regional Trade Remains Low

With Africa's working population of over 600 million people set to be doubled by 2040, the continent is positioned to become the world's next emerging economy overtaking both China and India.

The constitution of an improved business environment and policies, increasing urbanisation, a growing and better-educated workforce and intra-trade relationships are required to make the continent the capital of world businesses. Unfortunately, its geographical, political, economic and social heterogeneity has become a monster to this vision. These have contributed to lack of co-operation and economic integration among countries,

visible in the continent's gloomy business environment, fragmented economies and underexploited growth potential.



The continent is losing out on billions of dollars in potential trade every year because of a fragmented regional market and the fact that cross-border production networks that have spurred economic dynamism in other regions, especially East Asia, are yet to materialise in Africa. This is despite the efforts of about 50 countries that signed up to the African Continental Free Trade Area (AfCFTA) to boost intraregional trade and investment. The agreement aims to create a single continental market for goods and services, with free movement of businesspersons and investments.

According to a UN's draft African Regional Integration Index (ARII), trade in the continent remains at its lowest ebb. Its large infrastructure deficit remained a major hindrance to intra-regional trade. The Index, known as ARII, was set up to monitor and evaluate the status of economic integration among African countries and provides the basis for member nations to track their progress.

Five indices analysed were trade integration, regional infrastructure, productive integration, free movement of people and macroeconomic integration.

*Excerpt: Guardian*

## Norway's Export Value Hits Record For Q1, Despite Lack Of Capelin



Norway exported 640,000 metric tons of seafood worth NOK 25.6 billion (\$2.97bn) in the first quarter of 2019; an all-time best ever Q1, despite a decline in export volumes of 18%.

The volume decline was just 2% when the pelagic category is excluded from the statistics.

"The volume decline in the pelagic category is due to lack of capelin this year, in addition to delays in the reporting of blue whiting from direct landings abroad", said Norwegian Seafood Council (NSC) analyst Paul Aandahl.

"The value of seafood exports in the first quarter have reached a record high. This is mainly driven by increased prices for several of our most important species. There are good, stable market conditions, increased demand in our key markets, and a weak Norwegian kroner against both the US dollar and the euro sets a record price for seafood exports", added NSC analyst Ingrid Pettersen.

Norway exported 205,400t of seafood at a value of NOK 9.1bn in March alone; down 36% in volume, but up 1% in value.

*Excerpt: Undercurrennews*

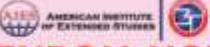
## OTHER HEADLINES

★  
**Importers Wrecking Nigeria's Economy, says Ogbeh**  
*- Ships & Ports*

★  
**Over 70% of Rice in Nigerian Markets is Foreign**  
*- Premium Times*

★  
**Nigerian Ports Now Attractive to Investors**  
**NPA MD**  
*- Pulse Nigeria*

★  
**Starch Processors want FG to Increase Import duty on Starch**  
*- Vanguard*

  
**ENROLL NOW**  
for June  
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](mailto:tradeacademy@3timpex.com)

Website: [www.tradeacademy.ng](http://www.tradeacademy.ng)

Tel: +234 809 124 4449; +234 808 334 2449

+234 703 870 4402; +234 809 999 3142

## Stemming Export Of Rotten Produce Abroad

Once again, Nigeria's inability to export fresh produce and the consequent embarrassment is on the front burner but this time, the blame is on the Nigerian Customs Service (NCS), shipping companies and Terminal operators. The allegation is that they delay perishable export products for months at the ports before they are cleared for shipment.

This is a worrisome situation that must be nipped if government is serious about diversifying the economy and achieving alternative means of earning foreign exchange. Agriculture seems to be the lowest hanging fruit for achieving this diversification, contributing over 21 percent to the Gross Domestic Product (GDP).

It is alleged by exporters that the customs and terminal operators cause serious delays at the ports in the name of inspecting the products. For instance, they allege that it takes customs about three weeks to move produce from the Ikorodu Terminal to the Apapa Ports where they sit for upwards of two months and by which time they begin to rot. A similar situation prevails where it takes three weeks to move goods from Ijora, which is only three kilometres away from the Apapa port. Stakeholders are raising the alarm because of their experiences in the past that got the European Union (EU) to ban the importation of Nigerian beans.

The EU which is Nigeria's most significant international trade partner, constitutes the highest destination for the country's oil and agricultural exports with trade volumes put at N25.3 billion in 2017. Currently, Nigeria's top exports to the EU are oil and gas, cocoa, skins and leather, fish and crustaceans, oil seeds, rubber, copper, wood and wood charcoal. In 2009, Nigeria firmed up her relationship with the union, through the Nigeria/EU Joint Way Forward Agreement. The agreement prioritised areas of joint cooperation for economic development, including trade and regional integration, energy, environmental sustainability and climate change.

Given Nigeria's growing importance and influence in the region and in international fora, the dialogue covered regional and international cooperation, in addition to the domestic situation. A corollary to the above is the EU/Nigeria Business Forum, which has held since 2012, to enable robust engagements among business owners and policy makers of the EU and Nigeria, in order to attract further investments. However, despite the aforementioned, agricultural trade between Nigeria and EU states has often suffered considerable bottlenecks.

The EU had banned the exportation of dried beans from Nigeria in June 2015 on grounds that the produce contained high level of pesticide considered dangerous to human health. The ban which was supposed to last just six months has dragged until now and it is reported that, stakeholders such as the Federal Ministry of Agriculture and Rural Development, Nigerian Export Promotion Council, the Nigerian Association of Chambers of Commerce, Industry Mines and Agriculture, the National Agency for Food and Drug Administration and Control and the Standards Organisation of Nigeria initiated programmes and consulted with the EU towards lifting it. Upon their intervention, in February, the EU gave conditions for lifting the ban, stating that Nigeria must implement appropriate risk management measures and provide required guarantees before it could export dried beans to Europe. It is this near achievement that the Customs and other port agencies are about to sabotage by their actions.

*Excerpt: Independent*

**3T IMPEX TRADE ACADEMY**

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

**FOR IMPORTERS, EXPORTERS AND BANKERS**

FEATURES:	BENEFITS:
<ul style="list-style-type: none"> <li>1. Import and Export Procedures</li> <li>2. Letter of Credit and Bill for Collection</li> <li>3. Import and Export Documents</li> <li>4. Import and Export Duties and Taxes</li> <li>5. Import and Export Insurance</li> <li>6. Import and Export Financing</li> <li>7. Import and Export Control</li> <li>8. Import and Export Compliance</li> <li>9. Import and Export Risk Management</li> <li>10. Import and Export Dispute Resolution</li> </ul>	<ul style="list-style-type: none"> <li>1. Understanding the Import and Export Process</li> <li>2. Understanding the Letter of Credit and Bill for Collection</li> <li>3. Understanding the Import and Export Documents</li> <li>4. Understanding the Import and Export Duties and Taxes</li> <li>5. Understanding the Import and Export Insurance</li> <li>6. Understanding the Import and Export Financing</li> <li>7. Understanding the Import and Export Control</li> <li>8. Understanding the Import and Export Compliance</li> <li>9. Understanding the Import and Export Risk Management</li> <li>10. Understanding the Import and Export Dispute Resolution</li> </ul>

**Amount: ₦65,000**    **Date: 11th & 12th April, 2019**    **Time: 9:00am**

**EXPORT BUSINESS CLINIC**

**TRAINING FEE: ₦75,000**

**Days & Time**

**11th & 12th April 2019**

**9:00am - 5:00pm**

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

**Phone: +234 808 334 2449**

**Website: www.tradeacademy.ng**

**ENROLL NOW**  
for June  
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



## Is The Diversification Drive of PMB Yielding Result in Non-Oil Export?

*Cont'd from previous issue*

Even though, the significant growth in the non-oil export sector can be attributed to the diversification drive of the Buhari's administration on one hand, but more importantly on the other hand is the fact that a lot of Nigerian Manufacturers are waking up to the reality of generating their own foreign exchange through exportation having suffered greatly from the shortage of foreign exchange that bedevilled the economy of Nigeria during the last economic recession. This affected many manufacturers who largely depend on importation for their raw materials by making them to incur huge losses resulting from increased exchange rate and delay in getting the foreign exchange. The fact that the non-oil export sector experienced

such a tremendous growth despite the construction of the port access road and the abnormal delay being experienced by the exporters in entering the port, is a pointer to the resilience of the Nigeria exporters on one hand and the humongous potential of this sector on the other hand. I strongly believe that the PMB administration did not pay too much attention to exportation in his first term and I think this second term present to him the opportunity to take this sector more seriously in order to harness the potential of this sector for the betterment of the a Nigerian populace. Finally, I will like to bring to the attention of this administration, that top economies of the world are exporting economy. The government should make a deliberate effort this time around to grow non-oil

export by signing African Continental Free Trade Agreement (AFCFTA), launching programmes on exportation, appointment of a Special Assistant on non-oil export, setting up committee that will regularly work with the relevant government agencies and report to the president every month on the proposals and programme to grow the sector, problems encountered in the sector, promotional activities for Nigerian products and progress being made in the sector.  
**Bamidele Ayemibo**

### Export Training Products



**Title:**  
**Export School in a Box**  
**Speaker:** Bamidele Ayemibo  
**Price:** N 50,000



**Title:**  
**Exporter's Companion**  
**Author:** 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 1,973.00	Metric Tonne
2.	Zinc	USD 2,969.00	Metric Tonne
3.	Cocoa Beans	USD 2,410.00	Metric Tonne
4.	Copper	USD 6,419.00	Metric Tonne
5.	Tin	USD 21,280.00	Metric Tonne
6.	Alluminium	USD 1,864.00	Bushel
7.	Cotton	USD 78.39	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  
O Adelabu Street, Surulere,  
Lagos, Nigeria.

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



# Picture Speaks



**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

