

EXP DIGEST

...ENHANCING EXPORT TRADE EDUCATION



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Protectionism, Crumbling Trade Blocks and Dangers for the Future of Trade – Part 1

The First Anglo-Dutch War caused by disputes over trade, the war began with English attacks on Dutch merchant shipping, but expanded to vast fleet actions. The Second Anglo-Dutch War for control over the seas and trade routes, where England tried to end the Dutch domination of world trade during a period of intense European commercial rivalry. The Fourth Anglo-Dutch War over British and Dutch disagreements on the legality and conduct of Dutch trade with Britain's enemies in that war. The Shimonoseki Campaign after unrest over the shogunate's open-door policy to foreign trade. The First Opium War which started after the Qing government blockaded its ports and confined British traders, resulted in the dispatch of the British Navy to China and engage the Chinese Navy in the Battle of Kowloon. The First Opium War eventually led to the British colony of Hong Kong, and the Second Opium War, which arose from another trade war with the same underlying causes, expanded the British possessions on the island.

Trade has always been in the Centre of mans interactions in fact former prime minister of France Clemenceau once said oil is more important than blood. All lot of killings over trade have become the hallmark of man's existence because man trades in every place he goes.the colonization of Nigeria was as a result of a trading decision,the British colonized African companies through charter companies that had business considerations all over Africa.Goldie Tubman the leader of the Royal Niger company became so influential trading in oil palm and other commodities.

Source: Rufai Oseni

NPA to Implement Call-Up System to End Apapa Gridlock



the Nigerian Ports Authority (NPA) has concluded plan to implement call-up system for trucks entering the ports for goods delivery from August this year.

For the call-up system to be effective, THISDAY learnt that officers and men of the Nigeria Customs Service (NCS) may vacate the Lilypond terminal for the facility to be converted to a park for trucks.

The Lilypond terminal based in Ijora Lagos is a dry port with a full-fledged command of customs and other security agencies.

Top News

- Protectionism, Crumbling Trade Blocks and Dangers for the Future of Trade – Part 1
- NPA to Implement Call-Up System to End Apapa Gridlock
- The U.S., China and Germany Named World's Most Attractive Food Export Markets
- Nigeria okays N195b for Export Expansion Grant Debt Settlement
- Sci-fi Set to be China's Next Big Export
- French Wheat Export Forecast Upped Again but Caution over Season end
- China's Weekly Export Container Shipping Index Picks Up

THISDAY checks revealed that the call-up-system would have taken off before now, but for the need to protect the shoreline at the Tin Can Island port area.

NPA's General Manager, Corporate and Strategic Communication, Adams Jatto, confirmed the plan when he told journalists in Lagos that the system would go a long way in addressing the traffic gridlock in Apapa.

Excerpt: Thisday

The U.S., China and Germany Named World's Most Attractive Food Export Markets



Three countries as distinct and distant as the United States, China and Germany have been named the most attractive export destinations for food and beverage companies. That's according to the latest edition of the annual Food and Beverage Attractiveness (FBA) index, a co-production by IESE Business School and Deloitte.

The United States is the most attractive market for companies thanks to its position as a global leader in terms of both food and beverage imports. It also occupies one of the top positions in almost all specific import categories. China takes the second spot largely due to its position as the most populous country in the world, and as the second

largest importer of food and beverages. Germany, which ranks third on the index, is one of the largest food and drink producers in the EU that relies on both domestic and foreign suppliers. As a result, Germany is highly integrated in the international trade of food and beverages, with the world's highest imports and exports.

Nigeria okays N195b for Export Expansion Grant debt settlement



The Nigerian Export Promotion Council (NEPC) yesterday said the Ministry of Finance has directed the Debt Management Office (DMO) to make N195 billion available for the settlement of Export Expansion Grant (EEG) debt.

The debt covers backlog of 10 years from 2007 to 20016 for 270 companies.

The Executive Director/CEO, NEPC, Olusegun Awolowo who spoke at a stakeholders forum on the framework for the issuance of promissory notes for the settlement of outstanding EEG claims (2007-2019), said the payment will bring succour to the export sector in particular and the economy in general.

He said there is also a positive signal from the National Assembly as it will soon pass the second batch of approval for the remaining 39 companies with a total value of about N124 billion.

According to him, the settlement of the debt by the government will pave way for the revival of the non-oil export sector of the economy, adding that it will in no small measure enable financial institutions, inject funds for further export activities, generate more foreign exchange as well as employment for the teeming youths of the country.

Excerpt: *naija24news*

Sci-fi set to be China's Next Big Export



EIJING In the 2013 space movie Gravity, an astronaut played by Sandra Bullock has only one chance of returning home from low Earth orbit after a catastrophic accident - in a Chinese spacecraft.

Floating past ping-pong bats, an ink wash painting and other cultural signifiers, she stares in frustration at a control panel labelled with Chinese characters, exclaiming in Spanish, "No hablo Chino" (I don't speak Mandarin), as a Buddha statue smiles benevolently.

Excerpt: *Straitstimes*

French Wheat Export Forecast Upped Again but Caution Over Season End

Farming agency FranceAgriMer raised its forecast for French soft wheat exports outside the European Union for the third month in a row, but said optimism in the market was waning after a recent flurry of shipments.

In monthly supply and demand estimates on Wednesday, FranceAgriMer predicted soft wheat exports outside the bloc of 9.7 million tonnes in the 2018/19 season to June 30, up from the 9.5 million forecast in March and 19.5 percent above last season's volume.

French wheat exports have been bolstered in recent weeks by declining competition from Black Sea origins and steady demand from importers in North and West Africa.

Some market participants had seen scope for French shipments outside the EU to reach 10 million tonnes, but FranceAgriMer said market sentiment was generally less upbeat than a month ago.

A political crisis in Algeria – the main overseas market for French wheat -, the upcoming end to Morocco's import season and competition from US wheat in Egypt were all tempering optimism about end-of-season export demand, Manon Duval, deputy head of FranceAgriMer's grain unit, told reporters.

Excerpt: *Helleinic*

China's Weekly Export Container Shipping Index Picks Up

China's container transport for export purposes increased for the week ending Friday, according to the Shanghai Shipping Exchange.

The average China Containerized Freight Index (CCFI) stood at 799.79, up 0.3 percent from a week earlier, the exchange said.

The sub-index for South America service saw the strongest rally of 6 percent week on week, while that for the Europe service declined 3.3 percent.

The CCFI tracks spot and contractual freight rates from Chinese container ports for 12 shipping routes across the globe, based on data from 20 international carriers.

The index was set at 1,000 on Jan. 1, 1998.

Excerpt: *xinhuanet*

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

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
1. Fundamentals of Import and Export	1. Gain a competitive edge
2. Understanding of Incoterms	2. Increase sales and profits
3. Understanding of Letters of Credit	3. Reduce risk of non-payment
4. Understanding of Bills of Lading	4. Improve cash flow
5. Understanding of Customs Procedures	5. Reduce delays and costs
6. Understanding of Trade Finance	6. Access to new markets
7. Understanding of Trade Disputes	7. Improve customer relationships
8. Understanding of Trade Documents	8. Increase efficiency
9. Understanding of Trade Insurance	9. Reduce risk of loss
10. Understanding of Trade Compliance	10. Avoid penalties and fines

AMOUNT	DATE	TIME
₦65,000	11th & 12th April, 2019	9:00am

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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.

Bamibele 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 1,910.00	Metric Tonne
2.	Zinc	USD 3,010.00	Metric Tonne
3.	Cocoa Beans	USD 2,407.00	Metric Tonne
4.	Copper	USD 6,490.00	Metric Tonne
5.	Tin	USD 20,850.00	Metric Tonne
6.	Alluminium	USD 1,843.50	Bushel
7.	Cotton	USD 79.09	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.

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Infographs



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

