

# EXP 3T DIGEST

...ENHANCING EXPORT TRADE EDUCATION



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## Protectionism, Crumbling Trade Blocks and Dangers for the Future of Trade – Part 2



The ingenuity for trade and commerce in Nigeria has always been unmatched.

Records show that British palm-oil purchased in Nigeria stood at 36,583 tones with a value of 1,756,000 as at 1854. German exports of palm kernels from Nigeria as at 1890 stood at 52,440 tonnes. the trade was so palpable, as at 1900 there was a lagos - Hamburg direct shipping line called the woerman line.

Trade indigenization also continued with the ingenuity of Nigerian business men, the likes of the Dantata, Okunowo who made damask and the Adeola Odutola who was producing bicycle tyres as at the 1960s.

The good old days in Nigeria was the trading days. Hence we need to go back to trading.

On the international scene trade had been everything across Europe and America trading considerations was the order of the day. Suffice to say when America opened up its trade potential in the 1800s the country grew astronomically. Developed countries also sort different trading blocs

After the Second World War, the dynamics of trade changed tremendously, the war had decimated Europe and the poverty had to be turned with trade hence the Bretton wood conference of 1945, that also lead to GATT

GATT General agreement on trade and tarring

It was first discussed during the United Nations Conference on Trade and Employment and was the outcome of the failure of negotiating governments to create the International Trade Organization (ITO). GATT was signed by 23 nations in Geneva on 30 October 1947, and took effect on 1 January 1948. It remained in effect until the signature by 123 nations in Marrakesh on 14 April 1994, of the Uruguay Round Agreements, which established the World Trade Organization (WTO) on 1 January 1995. The WTO is a successor to GATT, and the original GATT text (GATT 1947) is still in effect under the WTO framework, subject to the modifications of GATT 1994. This agreement opened up the trading potential of the world. The European economic union that finally became EU was also a trading union, in the south of America they have mercosur, China had to build a railing to Europe under the belt and road initiative to facilitate trade. TRADE is of the essence in everything.

### CRUMBLING BLOCs

In 1991 when Francis Fukuyama wrote his book on the end of history little, did he know that the partnership that

## Top News

- Protectionism, Crumbling Trade Blocks and Dangers for the Future of Trade – Part 2
- Why Nigeria cannot export honey to EU –NEPC
- Nigeria Spends N16bn Annually on Beans Importation
- Export Council Trains 300 Gombe Women on Shea Nuts Processing
- Exporters Advised on Effective Tools for Global Market Access
- 2018 Had the Lowest Wine Export Value in Six Years

heralded the trading blocs were going to change and this started in 1990s when the Berlin fell and a disruption happened with nation states leading to more nativists movement. This further increased after the 2008 economic disaster that ushered in nationalistic government all over the west. This prepared the ground for the likes of trump that has trumpeted his ethos of protectionism that is bad for trade, Donald trump replaced NAFTA, while that raged on the likes of England came out of the single market in the EU, this has left a precarious outlook on trade, the current tariff war between America and China & Germany has been bewildering. All of this shows that the blocs of trade are definitely affected, but the ray of hope is that others have shown leadership, example is the leadership Rwanda has shown with the AFCFTA despite the lackluster nature of Nigeria. While all of this uncertainty continues I believe greater inclusiveness would help nations. It is a global village and global possibilities abound and that is what should be encouraged not the division that stifles trade, immigrants have the ingenuity to build every nation. In fact we are all immigrants, for trade to grow and impact our society we need to partner. It is shocking that inter Africa trade is less than 10percent. we need to break those barriers with technology and societal inclusion and build viable and stronger partnerships, Nigeria should sign Afcfta now and we should innovate with trade. *Source: Rufai Oseni*

## Why Nigeria Cannot Export Honey To Eu –NEPC



The Nigeria Export Promotion Council (NEPC) says non adherence to safety and hygienic requirement are the major challenges militating against the export of Nigeria's honey

to the European Union (EU) market.

The council also said another challenge was the low production of honey in the country.

NEPC's Zonal Controller in charge of Makurdi Zonal office, Anani Ben-Egon, said this in Makurdi at a one-day Export Sensitization and Capacity Building seminar organised in conjunction with the Benue State Bee Keepers Association.

Egon noted that the global honey trade was worth \$240 billion with China leading other exporters with 11.3 percent of global export of natural honey in 2017 worth \$270.7 million.

He said the continuous engagement with product/industry associations, farmers groups and other relevant stakeholders would enhance the production of honey in the country that would be suitable for export to EU market.

The zonal controller further explained that the Apiculture value chain export development program was in line with the initiative of the Nigerian Apiculture platform with the objective of fostering development of the sector.

*Excerpt: Daily Trust*

## Nigeria Spends N16bn Annually on Beans Importation

Despite being the number one producer of beans in the world, Nigeria spends N16bn annually to import the produce from neighbouring countries, the Federal Government has said.

Speaking at a training for journalists organised by the Open Forum for Agricultural Biotechnology in Africa in Abuja on Thursday, Permanent Secretary in the Ministry of Science and Technology, Mr Bitrus Bako, said that the recent certification of environmental safety of genetically modified beans would help to bridge the gap in production.

Bako, who was represented by Director, Special Duties, Mr James Sule, gave the assurance that the quality of genetically modified beans expected to be released in 2020 would be safe, nutritious, harmless and insect free.

The National Biosafety Management Agency had recently approved the environmental release of pod bearer resistant beans in the country. This is expected to be followed with a commercial release which would mark the release of the crop for sale and consumption.

Bako said, "Prior to the release, cowpea (beans) production has been achieved only through extensive applications of pesticides aimed, in part, at battling the devastating bean pod borer. Farmers were forced to spend money on eight or more pesticide applications at each planting cycle. Yet, they still lose 80 per cent of their yields to the voracious insects.

*Excerpt: Punch*

## Export Council Trains 300 Gombe Women On Shea Nuts Processing

The Nigerian Export Promotion Council (NEPC) has trained women on Shea Nuts/Butter processing and phytosanitary procedure to increase the value chain of the commodity in markets.

The Executive Director of NEPC, Mr Segun Awolowo disclosed this in Gombe at the end of a one-day capacity building on 'Export Skills Acquisition

Training on Sanitary and Phytosanitary for 300 women Shea Nuts/Butter processors from the state.

He said the programme aimed to train and support the women on the best practices in the handling and processing of shea nuts/butter without contamination for local consumption and export.

Represented by the Regional Coordinator of NEPC, Mr Andy Ambikputen, he said the council organised the capacity building training because of increasing demand for the shea nuts in the US and EU markets.

*Excerpt: Daily Trust*

## Exporters Advised On Effective Tools For Global Market Access

The Nigerian Export Promotion Council (NEPC) has advised exporters on the appropriate tools to use for access into global market. Speaking at a one-day workshop for exporters on effective tools for global market access, Mr Babatunde Faleke Regional Coordinator, South West NEPC, advised participants to avail themselves, of various e-commerce platforms on trades in other countries. He said, "Exporters should know the different tools that are used globally especially in terms of e-commerce platforms. People need to know how do I source for my information. Every country has a website for trade and people don't know this. There are conditions for exports in each country and every country has its own specifics. With a good understanding of these specifics, an exporter would be able to adequately package his products for export".

*Excerpt: Vanguard*

## 2018 Had the Lowest Wine Export Value in Six Years

The U.S. wine export value declined by nearly five percent last year as trade relations with important wine markets continue to be strained. The \$1.47 billion in wine exports was the lowest value since 2012. Figures from the Wine Institute also showed that overall export volume declined by 1.2 percent in 2018, to just under 42 million cases. Exchange rate differences and competition from other wine producing countries also contributed to the decline in U.S. wine export value.

The current trade relationship with China was one of the main contributing factors in the overall decrease, as China represents the fifth-largest export market for American wines and experienced a decline of 25 percent last year. Competition from other winemaking countries has increased as a result, with countries such as Australia having tax and tariff rates that are less than half of the 79 percent levied on U.S. wines. Australia will also not be paying any tariffs by 2021 on products headed to Japan, the fourth-largest export market for American wines, as part of the Trans-Pacific Partnership.

Despite the overall decline, there were some areas that experienced growth. The third-largest market, Hong Kong, increased ten percent in export value in 2018. Exports to Canada also saw a modest increase in value. Industry groups will continue to work toward better access to foreign markets for U.S. wines which is particularly important to California, as the state is responsible for 90 percent of all wine exports, increasing nearly 60 percent over the past ten years.

*Excerpt: Agnetwest*

## OTHER HEADLINES



**Nigeria Attracts \$6bn Bonds Post-Election, Says CBN**  
- Punch



**Nigeria Customs Generates N311.2bn Revenue in Three Months**  
- Premium Times



**India's Rough Diamond Exports Rise**  
- Asianage

**3T IMPEX TRADE ACADEMY**

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

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FEATURES	BENEFITS
<ul style="list-style-type: none"> <li>1. Detailed and comprehensive training on Import Trade Processes, Letter of Credit and Bill for Collection</li> <li>2. Hands-on practical training on Import Trade Processes, Letter of Credit and Bill for Collection</li> <li>3. Practical training on Import Trade Processes, Letter of Credit and Bill for Collection</li> <li>4. Practical training on Import Trade Processes, Letter of Credit and Bill for Collection</li> <li>5. Practical training on Import Trade Processes, Letter of Credit and Bill for Collection</li> <li>6. Practical training on Import Trade Processes, Letter of Credit and Bill for Collection</li> <li>7. Practical training on Import Trade Processes, Letter of Credit and Bill for Collection</li> <li>8. Practical training on Import Trade Processes, Letter of Credit and Bill for Collection</li> </ul>	<ul style="list-style-type: none"> <li>1. Gain a better understanding of Import Trade Processes, Letter of Credit and Bill for Collection</li> <li>2. Gain a better understanding of Import Trade Processes, Letter of Credit and Bill for Collection</li> <li>3. Gain a better understanding of Import Trade Processes, Letter of Credit and Bill for Collection</li> <li>4. Gain a better understanding of Import Trade Processes, Letter of Credit and Bill for Collection</li> <li>5. Gain a better understanding of Import Trade Processes, Letter of Credit and Bill for Collection</li> <li>6. Gain a better understanding of Import Trade Processes, Letter of Credit and Bill for Collection</li> <li>7. Gain a better understanding of Import Trade Processes, Letter of Credit and Bill for Collection</li> <li>8. Gain a better understanding of Import Trade Processes, Letter of Credit and Bill for Collection</li> </ul>

AMOUNT	DATE	TIME
<b>#65,000</b>	<b>23rd &amp; 24th May, 2019</b>	<b>9:00am</b>

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**TRAINING FEE N78,500**

**Benefits**

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- 2. Gain a better understanding of Export Business Processes
- 3. Gain a better understanding of Export Business Processes
- 4. Gain a better understanding of Export Business Processes
- 5. Gain a better understanding of Export Business Processes
- 6. Gain a better understanding of Export Business Processes
- 7. Gain a better understanding of Export Business Processes
- 8. Gain a better understanding of Export Business Processes

**Days & Time**

**Weekend - Free**  
**Days - 10k & 100k May 2019**  
**Weekdays - 20k**  
**Time - 2nd & 3rd May 2019**

**Location: 3T Impex Trade Center**  
**Address: 11D Bola Shadipe Street**  
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## Why Africa Controls 75% of Cocoa Export but Less than 5% of Chocolate Export Market

*New issue*

When will Africa stop this modern slavery? It is my opinion that exportation of either hard (solid minerals) or soft (Agriculture) 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.

*Bamibebe 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 1,919.00	Metric Tonne
2.	Zinc	USD 2,854.00	Metric Tonne
3.	Cocoa Beans	USD 2,372.00	Metric Tonne
4.	Copper	USD 6,448.00	Metric Tonne
5.	Tin	USD 20,425.00	Metric Tonne
6.	Alluminium	USD 1,839.00	Bushel
7.	Cotton	USD 78.27	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

