

EXP 3T DIGEST

...ENHANCING EXPORT TRADE EDUCATION



**VOLUME 4
ISSUE 16**

INSIDE THIS ISSUE

Export News:

AfCFTA Update:
Africa Set to Leave Nigeria
Behind

- 1

Export Programme:

Import Processes, LC & BC
and More

- 2

Export Education:

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

- 3

Export Training Products:

Exporter's Companion
and more

- 3

Export Miscellaneous:

Commodity Prices,
Infographs, and lots more

- 3 & 4

FOLLOW US ONLINE

3timpextrade

3timpextradeacademy

www.3timpex.com

tradeacademy@3timpex.com

AfCFTA Update: Africa Set To Leave Nigeria Behind

The 52 Countries that have signed the African Continental Free Trade Agreement (AfCFTA) and 22 countries that have ratified have indirectly reminded Nigerian of their intention to leave the giant of Africa behind if it remained adamant on not signing the AfCFTA that is supposed to revolutionize trade and development in Africa. As at April 29th, 2019, 52 countries have signed, leaving behind Nigeria, Eritrea and Republic of Benin, while 20 countries have ratified and deposited the instrument with the African Union (AU) Chair. The remaining two countries that are required to be ratified in order to kick-off the AfCFTA have now ratified but yet to deposit the instrument with the AU chair and these are Zimbabwe and Sierra Leone. The 20 countries which have both signed and deposited the ratified document with the AU chair are: Chad, Congo, Djibouti, Eswatini, Ethiopia, Gambia, Ghana, Guinea, Ivory Coast, Kenya, Mali, Mauritania, Malawi, Niger, Rwanda, Senegal, South Africa, Togo and Uganda.

The AfCFTA agreement has been projected to grow African trade by 52% by 2022, and it is aimed at removing barriers to trade and liberalizing services within the African continent. Intra-African trade currently stands at less than 20%, whereas that of the European Union (EU) is over 60%. The EU, with a population of about 500 million people, is contributing about 33% of world trade, while Africa is contributing less than 3% with a population of about 1.2 billion people. By the time this agreement takes effect in July as planned by the AU Commission, it is expected that the volume of African trade in goods and services within Africa will begin to grow significantly. Taking a cue from what China has done in the last decade by lifting over 200 million people out of poverty by virtue of its commitment and strategies deployed to grow trade consistently, we can also expect that this would begin to happen on the African continent. As the Intra-African trade in goods and services begins to grow, this will positively impact on production, GDP, per-capita income and consequently reduce poverty on the continent.

What is sad about this whole arrangement is that one of the largest markets in Africa which happen to be Nigeria is yet to sign or ratify this agreement. Considering the fact that Nigeria is the largest beneficiary of the ECOWAS Trade Liberalization Scheme (ETLS) where Nigeria is contributing more than 40% of the trade among the 15 countries in ECOWAS, this is an indication to any rational observer that Nigeria is going to be a major beneficiary to AfCFTA if the nation signed it. I would like to state at this point that the argument put forward by the organized private sector like the Manufacturers Association of Nigeria and the Nigeria Labour Congress and other bodies who are putting pressure on the government not to sign the agreement, are very weak because these agreements already have inbuilt safeguards for the economies of the member states signing the agreement. This is therefore making the private interest of a few people to deny a whole lot of people in Nigeria the opportunities for growth and development that will be stimulated by signing of this agreement.

It is our hope that the president is going to have a rethink on this issue, so that before July, 2019, a date set by the AU to kick-start the implementation of this agreement, that Nigeria will take a step in signing this agreement and also ratify it so we can benefit immensely when it commences.

Top News

- AfCFTA Update: Africa Set To Leave Nigeria Behind
- NACCIMA Trains Oyo Youths On Agricultural Products Exportation
- Agric Expert Decries Impediments To Sustainable Vegetable Export
- Avocado Ban Threatens SA Export Market
- Apapa Gridlock: Senate Committee Gives Owners Two Weeks To Clear Trucks, Trailers
- We Don't Export Into EU Countries' - Jersey Farmers Unfazed By Brexit
- Pharma Exports Grow 11%, Cross \$19 Bn

NACCIMA Trains Oyo Youths On Agricultural Products Exportation

NIGERIAN Association of Chambers of Commerce, Industry, Mines and Agriculture (NACCIMA) and the Nigerian Export Promotion Council (NEPC) on Thursday, organised a one-day free training for youths in Oyo state on how to export agriculture products and make reasonable profits.

Speaking with **Tribune Online** on the sidelines of the training which held at the Ibadan Business School, Bodija, Coordinator, NACCIMA youth entrepreneurs, Mr Segun Bolaji, said that the free training was put together to sensitise the youths on the need for them to key into exportation of agriculture and other products.

He further said that: "As I speak with you, we have a comparative advantage in Oyo State because Oyo state has the best cashew nuts in the whole world. Oyo state cashew nuts have the best KOAR and that is why the Indians are so interested in cashew nuts from Oyo State."

Excerpt: Tribune

Agric Expert Decries Impediments To Sustainable Vegetable Export

An Agricultural Consultant, Akintunde Sawyerr, on Saturday lamented that sub-standard chemicals, inputs and poor handling practices constituted hindrances to the development of the vegetable export value chain.

Sawyerr told the News Agency of Nigeria (NAN) in Lagos that these hindrances and many others must be removed to enable farmers maximise their export potential.

He stated that double taxation, sorting and grading, lack of transportation infrastructure, among others, militated against sustainable vegetable export.

"The bottlenecks include inadequate standardisation of inputs

terms of the chemicals or amounts used as sloppy data logging of processes.

“Others are insufficient standardisation of production processes; poor sorting, grading and packing infrastructure; poor produce handling; poor transport infrastructure; multiple taxation; inefficiency and poor policy implementation at the ports.

“We also have to contend with poor practices and sharp practices by terminal managers and other agents or agencies.

”Above all, the focus on imported consumer products, leads to

which held at the Ibadan Business School, Bodija, Coordinator, massive discrimination against vegetable exports,” he said.

Sawyerr, who is also the Founder of the Agricultural Fresh Produce Growers and Exporters Association of Nigeria (AFGEAN) added that these bottlenecks were sufficient to stall any sustainable vegetable export.

He regretted that the country lacked adequate data and that this contributed to low volume of vegetable exports.

According to him, Nigerians abroad consume Nigerian vegetables, which they buy from ethnic markets, but not supermarkets as is the case with produce from Kenya, Ethiopia, Ghana Senegal and Morocco.

Excerpt: The News Nigeria

Avocado Ban Threatens Sa Export Market



South Africa is one of the world's major avocado producers, coming in at 12th place on the global scale. The country's export market could soon be worse for wear however, as some countries and cafés are banning the green subtropical fruit.

Avocados are mostly grown in parts of Limpopo, KwaZulu-Natal and Mpumalanga, but in recent years plantations have even made their way to drier areas such as the Western and Eastern Cape.

As the world and its consumers have grown more health-conscious, the demand for avocados, which are considered to be a superfood and are packed with vitamin E, iron and healthy fats, has risen, causing a surge in income generated from the South African avocado export market.

Restaurants in the UK are reportedly shunning the use of avocados on the ethical grounds that the water-intensive fruit is harming farmers and their land in regions such as South Africa where water is scarce and droughts are commonplace. Some foreign consumers are also against the fruit due to the various environmental impacts of exporting it.

Excerpt: CBN.co.za

Apapa Gridlock: Senate Committee Gives Owners Two Weeks To Clear Trucks, Trailers

The Senate Committee on Works has issued a two week ultimatum to truck owners, Nigerian Port Authority and other agencies to remove every truck/trailer causing traffic jam on Apapa-Wharf and Apapa-Oshodi roads.

Besides, one-week deadline was given to the contractor handling trailers' park at Tincan Port to complete the

project for commissioning and immediate use.

Also, other agencies handling various logistics operations at the Apapa port were issued another one-week ultimatum to brace up.



In what he described as “a national embarrassment” for trailers to turn bridges and major roads leading to the port to parks, the Senate Committee Chairman, Senator Kabiru Gaya, warned that if there is no positive response after two weeks, the committee would take a definite action and compel the Federal Government to do something drastic.

Excerpt: The Nation

We Don't Export Into Eu Countries' - Jersey Farmers Unfazed By Brexit



Think about Jersey farming and you automatically think about the famous Jersey Royal potatoes and dairy farming with the Jersey cow

But farmers and agriculture bodies on the island were not too concerned about Brexit, as the potatoes, which were only around for four months, were all exported to the UK.

Jersey milk was only exported to the UK and non-EU markets. Jersey, the largest of the Channel Islands, is a self-governing dependency of the UK with a population of just more than 166,000.

While it is not an EU member state, nor part of the UK, Jersey enjoys the free trading agreements similar to a country within the EU.

Excerpt: Farmers' Guardian

Pharma exports grow 11%, cross \$19 bn

India's pharmaceutical exports grew a robust 10.72% in 2018-19, and raced past the \$19-billion mark for the first time, a performance marked by a rebound in the U.S. market, improved show in almost all the top 25 destinations and across categories.

Exports touched \$19.13 billion as against \$17.28 billion of 2017-18, the previous highest, details available with Pharmaceuticals Export Promotion Council of India show. While it fell short of the \$20-billion mark that was widely expected to be crossed, the performance was still special. Though pharma exports have done relatively better with the nearly 25% rise to \$13.30 billion in 2011-12, the circumstances under which the latest performance came were different, Pharmexcil Director General Ravi Uday Bhaskar said.

Excerpt: Thehindu.com

OTHER HEADLINES

★
Dwindling Cocoa Production Worries Fg
- *Blueprinting*

★
Two Years After, Stakeholders Still Waiting For Tomato Policy
- *Guardian*

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"> 1. Fundamentals of Import and Export 2. Import and Export Documents 3. Import and Export Procedures 4. Import and Export Financing 5. Import and Export Insurance 6. Import and Export Compliance 7. Import and Export Disputes 8. Import and Export Arbitration 9. Import and Export Litigation 10. Import and Export Case Studies 	<ul style="list-style-type: none"> 1. Knowledge on Import and Export 2. Understanding of Import and Export Documents 3. Understanding of Import and Export Procedures 4. Understanding of Import and Export Financing 5. Understanding of Import and Export Insurance 6. Understanding of Import and Export Compliance 7. Understanding of Import and Export Disputes 8. Understanding of Import and Export Arbitration 9. Understanding of Import and Export Litigation 10. Understanding of Import and Export Case Studies

AMOUNT	DATE	TIME
#55,000	23rd & 24th May, 2019	9:00am

[Home](#) | [About Us](#) | [Contact Us](#) | [Privacy Policy](#) | [Terms & Conditions](#) | [FAQ](#) | [Sitemap](#)

EXPORT BUSINESS CLINIC

Exporting Fee: N78,500

Days & Time

Weekend - Free
Mon - Fri & Sat 9am - 5pm
Weekday - Free
Mon - Fri & Sat 9am - 5pm

Location: 3T Impex Trade Center
Address: 11D Bola Shadipe Street
Off Adalabu Street, Surulere, Lagos
Lagos, Nigeria

Powered by: **3T IMPEX**
3T IMPEX TRADE CONSULTING
11D Bola Shadipe Street, Surulere, Lagos, Nigeria

AMERICAN INSTITUTE OF INTERNATIONAL EDUCATION
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 Adalabu 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



Why Africa Controls 75% of Cocoa Export but Less than 5% of Chocolate Export Market

Cont'd from previous issue

According to 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.

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:

EXPORT ORDERS			
S/N	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

LOCAL ORDERS				
S/N	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

COMMODITY PRICES (LONDON METAL EXCHANGE AND BLOOMBERG)			
S/N	COMMODITY	PRICES	UNIT OF MEASUREMENT
1.	Lead	USD 1,924.00	Metric Tonne
2.	Zinc	USD 2,917.00	Metric Tonne
3.	Cocoa Beans	USD 2,335.00	Metric Tonne
4.	Copper	USD 6,393.00	Metric Tonne
5.	Tin	USD 19,975.00	Metric Tonne
6.	Alluminium	USD 1,832.00	Bushel
7.	Cotton	USD 77.70	Pounds

BENEFITS

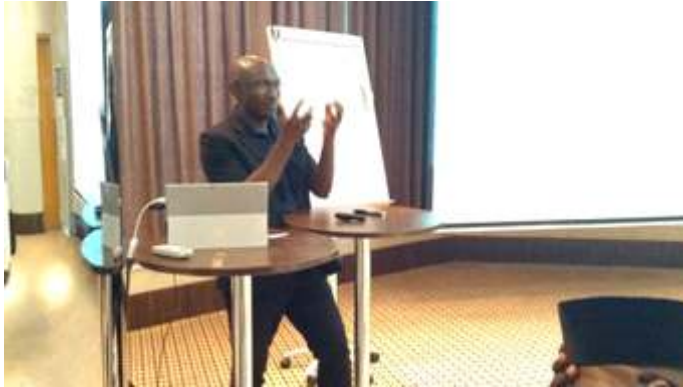
- Free Export Licence
- Free subscription to join African Export Development Initiative (AFED)
- Guaranteed Contracts for Export (T&C Apply)
- Export Mentoring Program with 20% discount
- Free Export Book & Advisory Service.

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

