

EXPORT STRATEGY DOCUMENT FOR EDO STATE OF NIGERIA

FACILITATORS:

EDO STATE COMMITTEE ON EXPORT PROMOTION,
AND MINISTRY OF WEALTH CREATION,
COOPERATIVE AND EMPLOYMENT

JULY 2021

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1. INTRODUCTION

The Technical Sub-Committee was set up by the Permanent Secretary (Mr. Edionwe) of MWCCE, who is the Chairman State Committee on Export Promotion (EDSCEP) on the 15th April, 2021.

The Committee was inaugurated to develop a framework to promote exportable products and to create Export Hubs around 18 Local Government Areas and Export Clusters in the 3 Senatorial Districts of Edo State, Nigeria. Members of the Sub-Committee comprised:

- | | |
|---|----------|
| (i) Prof. S. O. Nwokoro
(Faculty of Agricultural Science, UNIBEN) | Chairman |
| (ii) Mr. Iguisi Noma
(NASSI) | Member |
| iii) Chief E.I. Odigie
(AFAN) | Member |
| (iv) Mrs. Rhone k. Peters
(Export Cluster) | Member |
| (v) Prince Enahoro Ojjefoh
(FACAN) | Member |
| (vi) Mr. Lucky Amachree
(MAN) | Member |
| (vii) Mrs.Chinyere Victor
(NEPC) | Member |
| (viii) Mrs. U.K. Enobakhare- Secretariat II-Min of Wealth Creation, Cooperative & Employment. | |

The Sub-Committee met every week between April and July 2021 and the major results from the deliberation are as presented in this Report. The Committee looked at the peculiarity of the State, opportunities and areas of comparative advantage in making her recommendations. The Committee Report was subsequently presented to EDSCEP; then EDSCEP after deliberations set up an Implementation committee(Made up of the Technical sun Committee) that looked at the Document before EDSCEP was presented with the final report for their final input that is resulting in what is now this Document.

2. EXECUTIVE SUMMARY

This Sub-Committee(Technical Committee) was set up by the Edo State Committee on Export Promotion(EDSCEP) after another Committee headed by the Chairman of EDSCEP and also PS MWCCE(Mr. Edionwe) has crafted a ten(10) sectioned strategic guidelines(See Appendix 1, and pages) towards the development of Edo State Export Strategy with aim of turning the State into an Export HUB in view of the numerous benefits including enlightenment, value addition, empowerment, wealth creation, job creation(employment), engaging women(women in Export) and youths(Youths in Export) as well as revenue generation and earnings among other obvious benefits.

The terms of reference were Goal; Objectives; Specific export initiatives with eight subheadings (SHDs), Stakeholders engagement with three SHDs; and with 4SHDs under Funding for Export activities. Others were Monitoring and Evaluation (M& E); communicating export strategy; Export-Support Institutions; Export Activities Consultation and; Others. The Sub-Committee was Chaired by Professor Smart O.Nwokoro(Uniben),with other members as Mr. Iguisi Noma(NASSI), Chief E.I.Odigie(AFAN), Mrs. Rhone K. Peters(Export Clusters), Prince Enahoro Ojeifo(FACAN}.Mr. Lucky Amachree(MAN), Mrs. Chinyere Victor(NEPC) and Mrs. U.K.Enobakhare(MWCCE). Apart from other extra ordinary meetings, meetings were held every week from April 15 to July, 2021. On presentation of their Report, they were subsequently coopted into Document Implementation committee, thereafter, their report was subsequently looked at by EDSCEP for this final Document.

Edo State is one off the 36 States in Nigeria that was created from former Bendel State in August 27, 1991. The State lies between Longitude 5°E and 6° 42” and Latitude 5° 45” N and 7° 35” N of the Equator. The Bendel State was formerly Midwest State which was created as one of the four Regions (later State) of Nigeria in the year 1963. The Headqarter (Benin City) has been administrative capital since 1963.

The Export strategic Document for ease of understanding has been sectioned into the various sub-titles as in the guidelines given to the Committee as well as References, Appendices containing Terms of reference, Some Export Procedures and Exporters Documentation Guidelines, There is also sections on some Maritime Organizations in Nigeria, Countries where Nigeria has foreign missions abroad, Woods and Woods Products Common Facility Document, and Cassava and Cassava Products common Facility Document.

This Strategic Document also has Twelve (12) Tables containing respectively, Local Government Areas in Edo State with their headquarters; Identification of Cassava Value Chain; Exporters along the Cassava Value chain in Edo State; Identification of Wood Products Value Chain; Exporters along the Wood Value Chain in Edo state; and twenty one Major Exportable Products From Edo State other than Wood and Cassava and their products. Other Tables are Some Products other than Wood and Wood Products and Cassava and Cassava Products being Exported by Some Companies in Edo State; Major Exportable Products and Recommended Export Hubs based on some Major Producing LGAs; and Table on the 77 Exporters doing Business or About to start Business in Edo State. In addition, there are two (2) Figures showing Map of Edo State with LGAs and Coordinates; and Map of Edo State showing the three Senatorial Zones with the respective LGAs.

As part of the Organogram to urgently drive Export Activities in the State and be able to benefit from the Local and International Assistance, the Committee has as a matter of priority recommended the immediate establishment of a World class digitalized **EDO STATE EXPORT DEVELOPMENT AND PROMOTION AGENCY (ESEDPA)**, AND A SUBSIDIARY TRAINING CENTRE FOR CAPACITY BUILDING TO BE NAMED **EDO STATE EXPORT TRAINING CENTRE (ESETRAC)**. In addition, the issue of Youths in Export, and Women in Export at various segments of the value chains including Hubs and Clusters were also recommended.

The listing of some local and international Organizations that are relevant to Export Activities are included. Also, the issue of Monitoring and Evaluation(M & E) was seriously looked into, hence the inclusion of what can be termed A to Z commissioned Reviews on M & E as point stated in Appendix 3 for the 12 paged document on **THE DETERMINANTS AND MEASURES OF EXPORT PERFORMANCE** (available at <http://hde.handle.net/10418/147470>).

3. EDO STATE OF NIGERIA

Edo State of Nigeria was created from the defunct Bendel State on the 27th of August 1991. The defunct Bendel State was earlier on known as Midwestern Region and later as Midwest State as created in 1963 from the former Western Region.

LOCATION OF EDO STATE

Edo State (one of the 36 states in Nigeria) is located in the South-South of Nigeria, which is in a tropical Rainforest. The State lies between Longitude 5°E and 6° 42" and Latitude 5° 45" N and 7° 35" N of the Equator (Edo State Investors Guide 1999). Edo State is bounded in the North by Kogi State, to the East by Kogi and Anambra States, to the South by Delta State and to the West by Ondo and Ekiti States of Nigeria. The Official language of communication is English.

THE SIZE OF EDO STATE AND POLITICAL STRUCTURED UNITS

The State has a total land area of 19,281.93 square km and it is made up of three Senatorial Units (see Figure 2); which are Edo South, Edo Central, and Edo North. Also, it is made up of 18 units of third tier administrative units (Local Government Areas), which with their respective Local Area Administrative Headquarters are as presented in Table 1 and Figure1.

THE ADMINISTRATIVE CAPITAL OF EDO STATE

Edo State Capital is Benin City. It has a modern Airport that is functional for 24 hours daily and it can be accessed from any of the Nigerian Airports by chartered or private flight; while not less than two flights (about 35 minutes flight) daily commercially, are linked from Abuja and Lagos. It is linked by accessible roads from the Northern part of Nigeria, the South-South, and the Western and Eastern parts of the Country. Benin City is about 1½ hour by road from Onitsha (a commercial City in Eastern Nigeria), less than an hour from Warri and about four hours from Port Harcourt. There are also functional Airports located at Asaba, Warri and Port Harcourt.

Benin City is about 7 hours by road from Abuja (the Nation's Capital). There is State owned Independent power plant Augmenting the National grid. The IT/ICT in the State especially the State Capital is comparable to any standard in the world. There is also Ogba Zoological Garden in the heart of the City and there are two private University with another Federal public first generation University in the State Capital.

The State is very close to two functional Seaports (Warri and Koko), while the Development of the third in the State (Gelegele Port) is at advanced stage.

The State also has a lot of Tourist attractions including the Royal Palace, the National Museum, and the famous Igun Street Bronze Casting Centres. There are also state of the art Hotels and Shopping Malls. It also has a Dry Port in the State Capital.

TABLE 1: LOCAL GOVERNMENT AREAS IN EDO STATE AND THEIR RESPECTIVE HEADQAURTERS

S/NO.	LOCAL GOVERNMENT AREA	HEADQUARTRE
1.	AKOKO EDO	IGARRA
2.	EGOR	USELU
3.	ESAN CENTRAL	IRRUA
4.	ESAN NORTH EAST	UROMI
5.	ESAN SOUTH WEST	UBIAJA
6.	ESAN WEST	EKPOMA
7.	ETSAKO CENTRAL	FUGAR
8.	ETSAKO EAST	AGENEBODE
9.	ETSAKO WEST	AUCHI
10.	IGUEBEN	IGUEBEN
11.	IKPOBA OKHA	IDOGBO
12.	OREDO	BENIN CITY
13.	ORHIONMWON	ABUDU
14.	OVIA NORTH EAST	OKADA
15.	OVIA SOUTH WEST	IGUOBAZUWA
16.	OWAN EAST	AFUZE
17.	OWAN WEST	SABONGIDA –ORA
18.	UHUNMWODE	EHOR

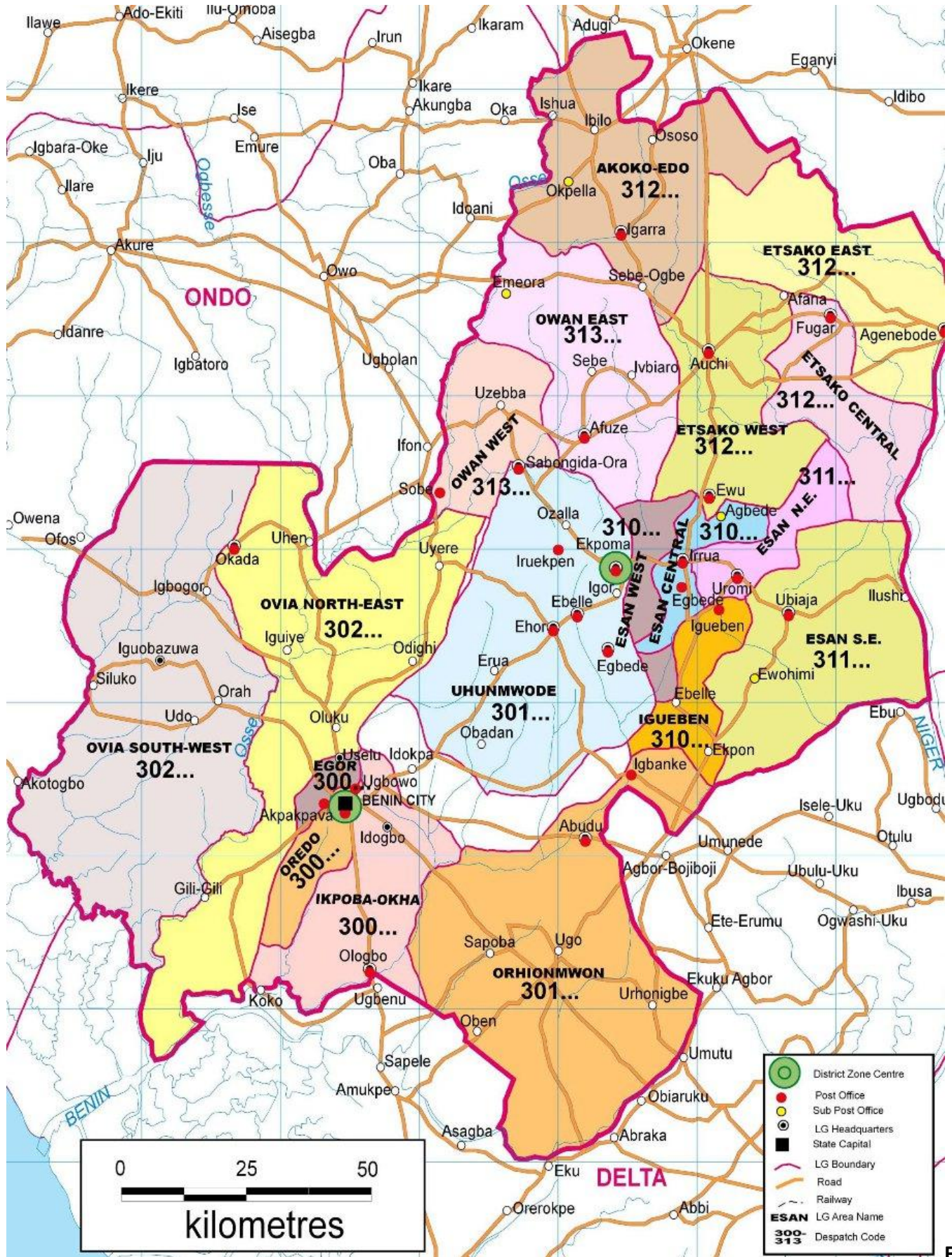
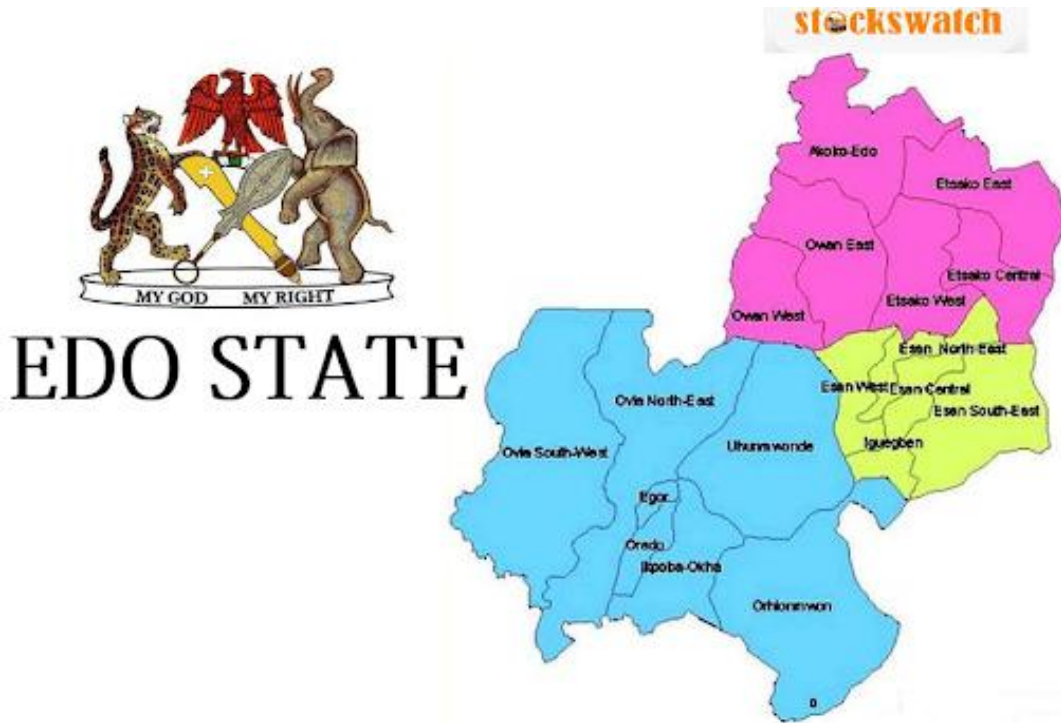


FIGURE 1

RE 1: MAP OF EDO STATE OF NIGERIA SHOWING THE EIGHTEEN LOCAL GOVERNMENT AREAS



NOTE: EDO SOUTH IS IN BLUE COLOUR; EDO CENTRAL IN LEMON COLOUR AND EDO NORTH IN PINK COLOUR

FIGURE 2: MAP OF EDO STATE OF NIGERIA SHOWING THE 18 LOCAL GOVERNMENT AREAS AND THE THREE SENATORIAL ZONES

4. STRATEGY OUTLINE (TERMS OF REFERENCE)

EDO STATE EXPORT STRATEGY.

1. Goal: The goal of Edo State Export Strategy is to harness available exportable products/services through ways that encourage value addition and youth employment.
2. Objectives:
 - i. Develop chosen projects of comparative advantages (Cassava and Wood products)
 - ii. Create and operationalize export facilitation Networks across the State to mobilize available products for export.
 - iii. Identify and standardize processes for export of products to attract good returns
 - iv. Adopt export processing methods that encourage job creation and value addition.
 - v. Build capacity for existing and intending Exporters in the State.
 - vi. Designate trained individuals across the state as Export Disciples/Facilitators
 - vii. Create a platform for collaboration with private individuals and groups in the State for access to export Support facilities such as temperature controlled storage facilities and warehouse(s)
3. Specific Export Initiatives
 - i. Identification of Existing Exporters across the value chain of cassava, wood products and other significant export products in the 18 L.G.As of Edo State;
 - ii. Creation of Export Hub around established Exporters in the 18 L.G.As
 - iii. Development of Export Clusters in the 3 Senatorial District of the State.
 - iv. Development of training materials for building capacity on Export procedures.
 - v. Development of Digital Platforms and Portal for market information and export programmes.
 - vi. Training of Export Disciples/facilitators who will work in the value chains
 - vii. Establishment of Export Support facilities in conjunction with the private operators
 - viii. Ope-rationalize Export Support fund(s) in Edo State.
4. Stakeholders Engagement.
 - i. Identification of core Export Stakeholders
 - ii. Development of guidelines in conjunction with Stakeholders
 - iii. Create a platform of engagement between established and new /intending Exporters.
5. Funding of Export Activities
 - i. Creation of a dedicated fund for export activities through Private participation in export business.
 - ii. Facilitation/ Liaison with Export Funding Institutions/ Agencies
 - iii. Design and execution of MOU on Export Funding/ activities.
 - iv. Creation of a pool of fund for Export Support/Export Expansion fund/incentive regime.
6. Monitoring and Evaluation. (M&E)
 - i. Development of a digital platform for interphase with Exporters
 - ii. Adoption of Templates for M&E

TERMS OF REFERENCE CONT'D

- iii. Designing of a feedback mechanism
- iv. Organization of annual stakeholders' congress on export promotion.
 - 7. Communicating Export Strategy
 - 8. Export – Support Institutions
 - 9. Export Activities Coordination
 - 10. Others.

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NOGHEGHASE OBASEKI.

8. PREFACE BY CHAIRMAN OF EDO STATE COMMITTEE OF EXPORT PROMOTION (EDSCEP), MR EDIONWE (ALSO, PS, MINISTRY OF WEALTH CREATION, COOPERATIVE AND EMPLOYMENT)

9. LIST OF ABBREVIATIONS

1. MWCCE: MINISTRY OF WEALTH CREATION, COOPERATIVE AND EMPLOYMENT
2. NEPC: NIGERIAN EXPORT PROMOTION COUNCIL
3. EDSCEP: EDO STATE COMMITTEE ON EXPORT PROMOTION
4. UNIBEN: UNIVERSITY OF BENIN, BENIN CITY, NIGERIA
5. NASSI: NATIONAL ASSOCIATION OF SMALL SCALE INDUSTRIALISTS
6. FACAN: FEDERATION OF AGRICULTURAL COMMODITIES ASSOCIATION OF NIGERIA
7. AFAN: ALL FARMERS ASSOCIATION OF NIGERIA
8. IT: INFORMATION TECHNOLOGY
9. ICT: INFORMATION AND COMMUNICATION TECHNOLOGY
10. BIS: BANK OF INTERNATIONAL SETTLEMENT
11. MOU: MEMORANDUM OF UNDERSTANDING
12. M & E: MONITORING AND EVALUATION
13. AIP: AFRICAN INVESTMENT PROMOTION
14. NEXIM: NIGERIA EXPORT IMPORT BANK
15. IITA: INTERNATIONAL INSTITUTE OF TROPICAL AGRICULTURE
16. SON: STANDARD ORGANIZATION OF NIGERIA
17. EEFP: EXPORT EXPANSION FACILITY PROGRAMME
18. EEG: EXPORT EXPANSION GRANT
19. NAFDAC: NIGERIAN FOOD AND DRUG ADMINISTRATION AND CONTROL
20. SDGs: SUSTAINABLE DEVELOPMENT GOALS (ending 2030)
21. MDA: MARKETING DEVELOPMENT ASSISTANCE
22. **EDSEDPA: EDO STATE EXPORT DEVELOPMENT AND PROMOTION AGENCY**

LIST OF ABBREVIATIONS CONT'D

23. **EDSETRAC: EDO STATE EXPORT TRAINING CENTRE**
24. BENCCIMA: BENIN CHAMBER OF COMMERCE, INDUSTRY, MINES AND AGRICULTURE
25. NACCIMA: NIGERIAN CHAMBER OF COMMERCE, MINES, INDUSTRY AND AGRICULTURE
26. MAN: MANUFACTURERS ASSOCIATION OF NIGERIA
27. WTO: WORLD TRADE ORGANIZATION
28. AfDB: AFRICAN DEVELOPMENT BANK
29. ECOWAS: ECONOMIC COMMUNITY OF WEST AFRICAN STATES
30. SMEDAN: SMALL AND MEDIUM SCALE ENTERPRISES DEVELOPMENT AGENCY OF NIGERIA
31. CRIN: COCOA RESEARCH INSTITUTE OF NIGERIA
32. NRCRINU: NATIONAL ROOT CROP RESEARCH INSTITUTE OF NIGERIA UMUDIKE
33. NIFOR: NIGERIAN INSTITUTE FOR OIL PAM RESEARCH
34. RRIN: RUBBER RESEARCH INSTITUTE OF NIGERIA
35. NIHORT: NATIONAL INSTITUTE OF HORTICULTURE
36. FRIN: FORESTRY RESEARCH INSTITUTE OF NIGERIA
37. GDP: GROSS DOMESTIC PRODUCT
38. GNP: GROSS NATIONAL PRODUCT
39. NIMN: NATIONAL INSTITUTE OF MARKETING OF NIGERIA (CHARTERED)
40. CFC: COMMON FACILITY CENTRE
41. ADP: AGRICULTURAL DEVELOPMENT PROJECT
42. UNDP: UNITED NATIONS DEVELOPMENT PROGRAMME

LIST OF ABBREVIATIONS CONT'D

43. UNIDO: UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION
44. FAAN: FEDERAL AIRPORT AUTHORITY OF NIGERIA
45. EDSG: EDO STATE GOVERNMENT
46. EU: EUROPEAN UNION
47. EPVs: EXPORT PRODUCTION VILLAGES
48. IITO: INTERNATIONAL TROPICAL TIMBER ORGANIZATION
49. PFE: POTENTIAL FOREST ENVIRONMENT
50. FPIS: FEDERAL PRODUCT INSPECTION SERVICES
51. NPQS: NATIONAL PLANT QUARRANTINE SERVICES
52. USAID: UNITED STATES AGENCY FOR INTERNATIONAL DEVELOPMENT
53. ITF: INDUSTRIAL TRAINING FUND
54. EBSTV: EDO BROACASTING SERVICE TELEVISION
55. AoA: AGREEMENT ON AGRICULTURE
56. SPS: SANITARY AND PHYTOSANITARY MEASURES
57. TCC: CAPACITY TAX CLEARANCE CERTIFICATE
58. EEP: EXPORT EXPANSION PLAN
60. ECC: EXPORT CREDIT CERTIFICATE
61. FMITI: FEDERAL MINISTRY OF INDUSTRY, TRADE AND INVESTMENT
62. ITC: INTERNATIONAL TRADE CENTRE
63. BOA: BANK OF AGRICULTURE
64. SGD: SINGLE GOODS DOMESTICATION FORMS
65. CCI: CLEARANCE CERTIFICATE OF INSPECTION
66. EDF: EXPORT DEVELOPMENT FUND

LIST OF ABBREVIATIONS CONT'D

67. ISO: INTERNATIONAL STANDARD ORGANIZATION
68. CAC: CORPORATE AFFAIRS COMMISSION
69. FOIA: FREEDOM OF INFORMATION ACT
70. NAHCO: NIGERIAN AVIATION CARGO HANDLING COMPANY
71. ERGP: EXPORT REVOLVING GROWTH PLAN
72. DEW: DOMESTIC EXPORT WAREHOUSE AGGREGATION CENTRE
73. ABPE: A BUREAU PROGRESS FOR EXPORTERS
74. ETC: EXPORT TRADING COMPANY
75. HACCP: HAZARDS ANALYSES AND CRITICAL CONTROL POINT
76. CWEIC: COMMONWEALTH ENTERPRISE INVESTMENT COUNCIL
77. NIRSAL: NIGERIAN INCENTIVE BASED RISK SHARING SYSTEM FOR AGRICULTURAL LENDING
78. BL: BILL OF LANDING OR WAY BILL
79. PDP: PRINCIPLE DISPLAY PANEL
80. IP: INFORMATION PANEL
81. AGOA: AFRICAN GROWTH AND OPPORTUNITIES ACT
82. ETLs: ECOWAS TRADE LIBERALIZATION SCHEME
83. AU: AFRICAN UNION
84. NDDC: NIGER DELTA DEVELOPMENT COMMISSION
85. ANE: ASSOCIATION OF NIGERIAN EXPORTERS
86. NCS: NIGERIAN CUSTOM SERVICE
87. NPA: NIGERIAN PORT AUTHORITY
88. NASENI: NATIONAL SCIENCE AND ENGINEERING INFRASTRUCTURE

LIST OF ABBREVIATIONS CONT'D

- 89. PRODA: PROJECT DEVELOPMENT INSTITUTE
- 90. AFEXIM: AFRICAN EXPORT IMPORT BANK
- 91. PPP: PUBLIC PRIVATE PARTNERSHIP
- 92. CDC: COMMONWEALTH DEVELOPMENT COMMISSION
- 93. FAO: FOOD AND AGRICULTURAL ORGANIZATION ON THE UN
- 94. IAEA: INTERNATIONAL ATOMIC ENERGY AGENCY
- 95. FIRO: FEDERAL INSTITUTE OF INDUSTRIAL RESEARCH OSHODI
- 96. NISER: NIGERIAN INSTITUTE OF SOCIAL AND ECONOMIC RESEARCH
- 97. NPC: NATIONAL PRODUCTIVITY CENTRE
- 98. MSSE: MEDIUM AND SMALL SCALE ENTREPRENEURS
- 99. **NSCEPA: NIGER STATE COMMODITY AND EXPORT PROMOTION AGENCY**
- 100. NAIC: NATIONAL AGRIC INSURANCE COMPANY
- 101. NEPAD: NEW PARTNERSHIP FOR AFRICAN DEVELOPMENT
- 102. NLC: NIGERIAN LABOUR CONGRESS
- 103. ILO: INTERNATIONAL LABOUR ORGANIZATION
- 104. PCC: PUBLIC COMPLAINT COMMISSION
- 105. IEC: IMPORTER EXPORTER CODE
- 106. NIMASA: NIGERIAN MARITIME AND SAFETY AGENCY
- 107. EDSIPO: EDO STATE INVESTMENT PROMOTION OFFICE
- 108. NCS: NIGERIAN CUSTOM SERVICE
- 109. NSC: NIGERIAN SHIPPERS COUNCIL
- 110. NIPC: NIGERIAN INVESTMENT PROMOTION COUNCIL

10. THE DETAILED DOCUMENTS

10.1 IDENTIFICATION OF CASSAVA PRODUCTS VALUE CHAIN

TABLE 2: SOME IDENTIFICATION OF CASSAVA PRODUCT VALUE CHAIN

S/NO.	VALUE CHAIN
1.	GARRI(WHITE AND YELLOW TYPES)
2.	FUFU
3.	STARCH(FOOD AND INDUSTRIAL)
4.	CASSAVA CHIPS
5.	CASSAVA GRITS
6.	CASSAVA FLOUR
7.	CASSAVA CAKE
8.	CASSAVA ETHANOL
9.	TAPIOCA(KPOKPO GARI)
10.	CASSAVA SIEVATES
11.	CASSAVA OFFALS
12.	GARRI SIEVATES
13.	CASSAVA LEAVES/LEAF MEAL
14.	CASSAVA LEAF PROTEIN CONCENTRATE
15.	CASSAVA LEAF BAGASSE
16.	OTHERS

10.2 IDENTIFICATION OF EXISTING EXPORTERS ALONG THE CASSAVA VALUE CHAIN ACROSS THE 18 LOCAL GOVERNMENT AREAS OF EDO STATE

TABLE 3: EXPORTERS ALONG THE CASSAVA VALUE CHAIN IN EDO STATE

	CASSAVA PRODUCTS	EXPORTERS
1	CASSAVA FLOUR, CASSAVA, CASSAMLINA	IDEAWOR(EDO NORTH)
2	GARRI AND FUFU	1. AMINERU FOOD. 2.IWINOSA FOODS
3	CASSAVA CHIPS, AND CASSAVA GRIT	FLO-MULIVANIG LIMITED
4	CASSAVA	ELEPHANT GROUP
5	CASSAVA	MRS.AGUELE. ESAN SOUTH EAST, UBIAJA.

10.3 CASSAVA COMMON FACILITY DOCUMENT-SEE APPENDIX 6.

10.4 IDENTIFICATION OF WOOD AND WOOD PRODUCTS VALUE CHAIN

TABLE 4: SOME IDENTIFICATION OF WOOD PRODUCTS VALUE CHAIN

S/NO.	WOOD AND WOOD PRODUCTS
1.	LOGS
2.	BOARDS
3.	CARVINGS
4.	SAWDUST
5.	BRISQUETTES
6.	PALLETS
7.	WOODEN DOORS AND FRAMES
8.	PANEL DOORS
9.	LAMINATED WOODS
10.	VENEERS
11.	T & G(TONGUE AND GROOVE)
12.	CEILING
13.	FLOOR PARKES
14.	OTHERS

**10.5 IDENTIFICATION OF EXISTING EXPORTERS ALONG THE WOOD AND WOOD PRODUCTS VALUE CHAIN
ACROSS THE 18 LOCAL GOVERNMENT AREAS OF EDO STATE**

TABLE 5: EXPORTERS ALONG THE WOOD VALUE CHAIN IN EDO STATE

S/NO.	WOOD AND WOOD PRODUCTS	EXPORTER(S)
1.	FURNITURE	1.IYAYI BROTHERS. 2.BOB OSHODI ORGANIZATION. 3.SAMBEST FURNITURE
2.	PALLETS/SAWDUST/CHARCOAL	IDRIS MONORIEN AND ASOCIATES
3.	CARVINGS	IGUN CARVERS ASSOCIATION

10.6 WOOD AND WOOD PRODUCTS COMMON FACILITY DOCUMENT FOR EDO STATE (SEE APPENDIX 7)

10.7 OTHER SIGNIFICANT EXPORTABLE PRODUCTS FROM EDO STATE

The Committee(EDSCEP) considered some potential exportable products from Edo State based on potential availability, ecological zones and comparative advantages. These are as presented in Table 6.

**TABLE 6: MAJOR OTHER EXPORTABLE PRODUCTS FROM EDO STATE OTHER THAN CASSAVA VALUE CHAIN
AND, WOOD AND WOOD PRODUCTS VALUE CHAIN**

S/NO.	EXPORTABLE PRODUCT
1.	CASHEW AND CASHEW PRODUCTS
2.	SESAME
3.	PINEAPPLE
4.	COCOA
5.	GROUND NUT
6.	PALM OIL AND VEGETABLE OILS
7.	PALM KERNEL, PALM KERNEL CAKE AND PALM KERNEL SHELL
8.	RUBBER
9.	VEGETABLES(PUMPKIN, BITTER LEAVES, SCENT LEAVES,ISOKO LEAVES, ETC)
10.	PLANTAIN

11.	YAM
12.	FRUITS(APPLE, PAW PAW, BANANA, ETC)
13.	SOUP CONDIMENTS
14.	SPICES, OGBONO(<i>IRVINGIA SPP</i>), MUSTARD SEEDS, ETC
15.	HONEY
16.	SOLID MINERALS (CLAY, GYPSUM, LIMESTONE, MARBLE, DOLOMITE, ETC)
17.	BRONZE CASTING
18.	CHILIPEPPER
19.	CHARCOAL
20.	LEATHER WORKS, CLOTHING AND GARMENTS
21.	CREATIVE INDUSTRY LIKE ARTS, ARTIFACTS, FESTIVALS, FILM, ETC

10.8 SOME SOLID MINERALS FOUND IN EDO STATE WITH VALUE CHAINS

Solid mineral is a very vast mineral resource in Edo State with over sixteen mineral deposits across the 18 Local Government Areas. Some of these are presented in the Table(7) below. As vast as these natural resources are, the GDP contribution is only about 0.4% in Nigeria, whereas, Countries like Botswana has about 50% contribution to GDP and, South Africa about 30% contribution.

Edo State in particular, and Nigeria at large can drastically increase her GDP contribution from solid minerals to up to at least 5%, and consequently, create millions of jobs along the value chain as well as a very strong source of foreign exchange earner. It is imperative that we harness the utilization/value addition of these mineral resources(see Table 7 again).

TABLE 7: SOME SOLID MINERALS FOUND IN EDO STATE WITH VALUE CHAINS

S/NO.	SOLID MINERAL	SOME VALUEABLE USES
1.	GRANITE	CONSTRUCTION(BUILDINGS, BRIDGES, PAINGS, FLOORING, TILES, METAL AND STAIRCASES, RECYCLED GRANITE PRODUCTS).
2.	MARBLE	CONSTRUCTION, KITCHEN CABINETS, ASTHETICS.
3.	GRAVEL	CONSTRUCTION, MONUMENTS.
4.	MICA	AUTOS, ELECTRICAL INSULATORS IN ELECTRONIC EQPMT,

		THERMAL INSULATORS, GLASS, WINDOWS, STOVE AND KEROSENE HEATERS, DECORATIVE PANEL, INSULATORS IN ELECTRICAL AND GENERATORS AMETURES, ETC.
5.	LIMESTONE	PAINTS, PAPERS, CEMENT, FERTILIZERS, ANIMAL FEEDS, CONSTRUCTION, BUILDING MATERIALS, TOOTH PASTE, TAPPAULIN, ETC.
6.	KAOLIN	CONSTRUCTION, IN MEDICINE, FOOD ADDITIVES, TABLET PACKS, PHARMACEUTICALS, ETC.
7.	CLAY	CERAMICS, CONSTRUCTION, POTTERY/POTS. DECORATIONS, DISH WARES, INDUSTRIAL, PROCESSING FOR PAPERS, CEMENT, ETC.
8.	LATERITE	ANIMAL FEED, BURNT BRICKS, CONSTRUCTION, ETC.
9.	SANDSTONE	CONSTRUCTION.
10.	GYPSUM	FERTILIZER, FILLER IN PAPER, TEXTILE, FLUXING, RETARDERS IN CEMENT, TILES, ETC.
11.	DOLOMITE	PAINT MANUFACTURE (AS FILLER), ADDITIVE FOR LIVESTOCK FEEDS, PRODUCTION OF GLASS, BRICKS, CERAMICS, ETC.
12.	FEDSPAR	GLASS MAKING, CERAMICS, FILLER IN PAINTS, PLASTICS AND RUBBERS.
13.	GOLD	JEWELINGS, DECORATIONS, ORNAMENTS, MONUMENTS, WEDDING RINGS, SOUVENIR EG OLYMPIC MEDALS, COIN (MONEY), DENTISTRY AND MEDICINE, ETC.
14.	GEMSTONE	JEWELINGS AND ORNAMENTS.
15.	BENTONITE	FOR DRILLING MUDS AS A BINDER, FOR FERTILIZER, FOR PESTICIDES, ETC.
16.	SHARP SAND	CONSTRUCTION, EG SCADDING.

* Imagine the number of Industries that will spring up from all these activities, the amount of revenue, job creation (employment)/empowerment.

10.8.1 SOME SOLID MINERALS MINING AND EXPLORATION CHAINS:

**RAW DEPOSITS—MINERAL LICENCE—LAWS AND TAXES—
EXPLORATION—VALUE ADDITION—USES/EXPORT.**

10.9 SOME SERVICE SECTORS ACTIVITIES

Some of these include Arts, Artifacts, Festivals, films and some unique foods,etc.

1. SERVICE SECTORS:

1.1 CREATIVE INDUSTRY: ARTS, ARTIFACTS(IGUN STREET FOR BRONZE, WOOD CARVINGS,ETC).

1.2 PERFORMING ARTS: ACTORS, ARTISTS, MUSIC ARTS,ETC.

1.3 FESTIVALS:These are represented in all tribes in Edo States, including respective LGAs and Senatorial Districts(Table 8).

TABLE 8:SOME FESTIVALS,DANCES AND FOODS IN SOME SENATORIAL ZONES OF EDO STATE

S/NO.	SENATORIAL ZONE	FESTIVALS /DANCES	FOODS	OTHERS
1.	EDO SOUTH	1. <i>INE</i> CULTURAL 2. <i>ISOSUN</i> 3. OBA PALACE CEREMONIES	1. BLACK SOUP 2. POUNDED YAM 3. OGBONO 4. <i>EGUISI</i> (MELON SOUP) 5. STARCH/BANGA SOUP OR <i>OWO</i> SOUP 6. LEAF RICE 7. COTTON SOUP 8. <i>OWO</i> /PLANTAIN 9. STEW 10.YAM/PALM OIL 11.GROUND NUT SOUP 12.BEANS(COWPEA) SOUP 13.VEGETABLE	

			SOUP 14.OKRO SOUP 15.GARDEN EGG SOURCE AND SOUP 16. <i>ELUBO</i> (FROM PLANTAIN,OR YAM,OR CASSAVA) 17. <i>AGIDI</i> OR <i>ACASAN</i> 18.ULOKA 19. <i>UGBEKE</i> 20.PUDDING(FROM PLAIN TAIN OR CORN) 21. <i>EKAKA</i> 22. <i>EMIEKI</i> 23. <i>EWEDU</i> SOUP 24. <i>IYEGHE</i> 25.PEPPER SOUP 26.MUSHROOMS AND VARIOUS USES 27.MOI-MOI(FROM COWPEA).	
2.	EDO CENTRAL	1. <i>IGBAGHONENIM HEN</i> 2. <i>ASONASUN</i> 3. <i>IJELE</i> 4. <i>OJAKE</i>	1. BLACK SOUP 2. OGBONO 3. FUFU 4. POUNDED YAM 5. RICE 6. BITTER LEAF	

			<p>SOUP</p> <p>7. ROASTED YAM/BITTER LEAF SOURCE</p> <p>8. <i>IKPAKPA</i>(PIGEO N PEA)</p> <p>9. <i>IHIEHIE</i></p> <p>10.SOUP CONDIMENTS(OGI AND <i>UGBORE</i>)</p> <p>11.OKRO</p> <p>12.VEGETABLE SOUP</p> <p>13.GARDEN EGG SOUP</p> <p>14.EWEDU SOUP(<i>IHENLU,TOB ASA</i>)</p> <p>15.GARDEN EGG SOUP AND SOUP</p> <p>16.<i>ELUBO</i>(FROM PLANTAIN,OR YAM, OR CASSAVA).</p> <p>17.PUDDING(FROM CORN, OR YAM, OR PLANTAIN)</p> <p>18.<i>ORI SUGAR(ORI)</i></p> <p>19.<i>AMORIRI</i></p> <p>20.PEPPER SOUP</p> <p>21.<i>EKAGARRI</i></p>	
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3.	EDO NORTH	<p>1.FESTIVALS LIKE AGE GROUP,OSAKU,ASO GUA,ETC.</p>	<p>1.EGUISI(MELON SOUP) 2.OKRA SOUP 3.VEGETABLE SOUP 4.BLACK SOUP 5.OGBOLO SOUP 6.GROUND NUT SOUP 7.PIGEON PEA MEAL 8.POUNDED YAM 9.STARCH 10.RICE MEAL 11.BEANS(COWPEA)MEAL 12.EBA(FROM GARRI OR FRIED CASSAVA) 13.YAM(BOILED,OR FRIED,ETC)</p>	
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10.10 SOME PRODUCTS ALREADY BEING EXPORTED BY SOME COMPANIES IN EDO STATE.

TABLE 9: SOME PRODUCTS OTHER THAN WOOD AND WOOD PRODUCTS, AND CASSAVA AND CASSAVA PRODUCTS BEING EXPORTED BY SOME COMPANIES IN EDO STATE

S/NO.	PRODUCT	EXPORTER(S)
1.	PINEAPPLE	1. GOSANO FARMS 2. ESAN FARMERS, EMUHI EKPOMA
2.	CASHEW AND CASHEW PRODUCTS	1. PENIEL GERAR 2. FARM FORTE NIG.LTD.
3.	SESAME	PENIEL GERAR
4.	COCOA	FARM FORTE NIG LTD
5.	PALM OIL AND VEGETABLE OILS	1. PRESCO PLC. 2. OKOMU O.P.C. PLC.
6.	RUBBER	1. OKOMU O.P.C.PLC. 2. ODIA RUBBER FACTORY.
7.	SOUP CONDIMENTS, SPICES, OGBONO, ETC	
8.	GINGER	DARLZ DC EXPORTS LTD
9.	POUNDO YAM	SANTA-USE FOODS

10.11 RECOMMENDED EXPORT HUBS ACROSS THE EIGHTEEN LOCAL GOVERNMENT AREAS AND THE THREE SENATORIAL DISTRICTS OF EDO STATE.

The Committee(EDSCEP) in recommending export Hubs and Clusters for the LGAs and Senatorial Districts considered the potentials of availability of products, infrastructure and administrative structures for the facilities. Hence, the LGAs Administrative headquatres are usually recommended with the major production areas as indicated in Tables 10 and 11 respectively for the LGAs Hubs and Senatorial Districts (EDO SOUTH, EDO CENTRAL, AND EDO NORTH) Clusters

TABLE 10: MAJOR EXPORTABLE PRODUCTS AND RECOMMENDED EXPORT HUBS BASED ON SOME MAJOR PRODUCING LGAs

S/NO.	EXPORTABLE PRODUCT/LGA	RECOMMENDED EXPORT HUB(S)
1.	<p>CASSAVA:EDO SOUTH:</p> <p>1.1 OVIA NORTH EAST-</p> <p>1.2 OVIA SOUTH WEST-</p> <p>1.3 ORHIONMWON-</p> <p>1.4 UHUNMWONDE-</p> <p>1.5 IKPOBA-OKHA-</p> <p>1.6 EGOR-</p> <p>1.7 OREDO-</p> <p>CASSAVA:</p> <p>2.EDO CENTRAL</p> <p>2.1 ESAN CENTRAL-</p> <p>2.2 ESAN NORTH EAST-</p> <p>2.3ESAN SOUTH EAST-</p> <p>2.4 ESAN WEST-</p> <p>2.5 IGUEBEN</p> <p>CASSAVA:</p> <p>3.EDO NORTH:</p> <p>3.1 ETSAKO EAST-</p> <p>3.2 OWAN EAST-</p> <p>3.3 OWAN WEST-</p>	<p>OKADA AND UTOKHA</p> <p>ABUDU/ UGONIYEKEORHIOMWON</p> <p>EHOR/EMUHU</p> <p>IRRUA</p> <p>EKOLBADIN-UROMI</p> <p>UBIAJA</p> <p>EKPOMA</p> <p>IGUEBEN(MAIN HUB)</p> <p>AGENEBODE(MAIN HUB)</p> <p>AFUZE</p> <p>SABONGIDA ORA</p>

2.	WOOD: 2.1EDO SOUTH:ORHIONMWON- 2.2EDO NORTH: 1. ETSAKO CENTRAL 2.AKOKO-EDO	ABUDU/SAKPOBA FUGAR IGARRA/EWAEN
3.	FRUITS:PINEAPPLE,PAW PAW,ETC 3.1 ESAN WEST- 3.2 UHUNMWODE- 3.3 OVIA SOUTH WEST- 3.4 OREDO- 3.5 ESAN CENTRAL- 3.6 ETSAKO WEST-	EKPOMA EHOR IGUOBAZUWA BENIN CITY IRRUA AGBEDE
4.	PALM OIL: 4.1 UHUNMWODE- 4.2IKOBA OKHA- 4.3 OVIA SOUTH WEST- 4.5 ORHIONMWON- 4.6 ESAN CENTRAL-	EHOR IDOGO/OBARETIN(PRESCO) IGUBAZUWA/UDO-OKOMU ABUDU/UGBIGHELE VILLAGE IRRUA
5.	SESAME: ETSAKO	 AUCHI/AGBEDE
6.	GROUND NUT: ETSAKO CENTRAL-	 FUGAR
7.	RUBBER: 7.1 IKPOBA OKHA- 7.2ORHIONMWON-	IYANOMO URHONIGBE, ABUDU

	7.3 OVIA SOUTH WEST-	UDO
8.	VEGETABLES: ALL THE 18 LGAs OF EDO STATE	ALL THE 18 LGAs HQTRS
9.	PLANTAIN AND BANANA: 9.1 OVIA NORTH EAST- 9.2 OVIA SOUTH WEST- 9.3 OWAN WEST-	OKHUOKHUO VILLAGE UDO SOBE
10.	YAM: 1.ORHIONMWON- 2.ETSAKO WEST-	ABUDU/EVBOKABUA AUCHI/AGBEDE
11.	COCOA: 11.1 ORHIONMWON- 11.2 OVIA NORTH WEST- 11.3 OVIA NORTH EAST-	ABUDU/OGAN IGUOBAZUWA/UMAZA OKADA
12.	HONEY: 12.1 ETSAKO EAST- 12.3 IKPOBA OKHA- 12.4 OREDO- 12.5 UHUNMWODE-	AGENEBODE/OKPELLA ISOGHO BENIN CITY EHOR
13.	SPICES AND CONDIMENTS: 13.1 IKPOBA OKHA- 13.2 ESAN WEST- 13.3 ETSAKO WEST- *ALIGATOR PEPPER: EDO NORTH	IDOGBO EKPOMA AGENEBODE
14.	CASHEW:	

	14.1 ETSAKO WEST- 14.2 ETSAKO CENTRAL-	AUCHI FUGAR
15.	FISH AND OTHERS: 15.1 ESAN CENTRAL- 15.2 ETSAKO EAST-	ILUSHIN AGENEBODE
16.	LIVESTOCK, MEAT, SNAIL, BUSH MEAT, POULTRY RUMINANT: CATTLE, SHEEP AND GOATS	OREDO, BENIN CITY
17.	BRONZE AND CASTING:	OREDO, BENIN CITY
18.	SOLID MINERALS: GRANITE, MARBLE, DOLOMITE LIMESTONE, CLAY, KAOLIN: IKPOBA OKHA-	EDO NORTH-EKPESHI

TABLE 11: MAJOR EXPORTABLE PRODUCTS AND RECOMMENDED EXPORT CLUSTERS BASED ON SOME SENATORIAL DISTRICTS

S/NO.	EXPORTABLE PRODUCT	RECOMMENDED EXPORT CLUSTER
1.	CASSAVA:	1. EDO SOUTH: IKPOBA OKHA-IDOGBO LAND. 2. EDO CENTRAL: ESAN CENTRAL- IRRUA
2.	WOOD AND WOOD PRODUCTS	EDO SOUTH: ABUDU AND BENIN CITY
3.	FRUITS E.G. PINE APPLE, PAW PAW, ETC	A. EDO CENTRAL: 1. ESAN WEST-EKPOMA. 2. ESAN CENTRAL-IRRUA B. EDO SOUTH: 1. OREDO-BENIN CITY
4.	OIL PALM	EDO SOUTH: OVIA SOUTH WEST-IGUOBAZUWA
5.	SOYA BEAN	EDO NORTH: ETSAKO EAST-AGENEBODE EDO SOUTH: OREDO-BENIN CITY
6.	SESAME	EDO NORTH: ETSAKO WEST-AUCHI/AGBEDE
7.	GROUND NUT	EDO NORTH-ETSAKO CENTRAL-FUGAR
8.	RUBBER	EDO SOUTH-OREDO-BENIN CITY
9.	VEGETABLES	EDO SOUTH-OREDO-BENIN CITY
10.	PLANTAIN AND BANANA	1. EDO NORTH: OWAN EAST-AFUZE

		2.EDO SOUTH:OVIA NORTH EAST-OKADA
11.	YAM	1.EDO SOUTH:ORHIOMWON-URONIGBE 2.EDO NORTH: ETSAKO WEST-AUCHI 3.EDO CENTRAL:ESAN CENTRAL-UGBEGUN
12.	COCOA	1.EDO SOUTH:OVIA NORTH EAST:OHOSU 2.EDO NORTH: AKOKO EDO-OSOSO
13.	HONEY	1.EDO NORTH:AKOKO-EDO:OKPELLA 2.EDO SOUTH:UHUMWODE-EHOR
14.	SPICES/CONDIMENTS	1.EDO SOUTH:EGOR-USELU 2.EDO CENTRAL:IGUEBEN LGA-IGUEBEN 3.EDO NORTH:ETSAKO –AVIELE
15.	CASHEW	1.EDO NORTH:IVBIARO.2.EDO CENTRAL: IRRUA
16.	FISH, AND OTHER SEA FOODS	1.EDO SOUTH:UTEH COMMUNITY 2.EDO NORTH: AGENEBODE 3.EDO CENTRAL:ILUSHIN
17.	MEAT AND MEAT PRODUCTS(LIVESTOCK, CATTLE,SHEEP AND GOATS,SNAIL, GRASSCUTTER, POULTRY, AND BUSH MEAT)	1.EDO SOUTH;UGONEKI 2.EDO CENTRAL:IDUMOZA-UROMI 3.EDO NORTH;OJIRAMI
18.	BRONZE CASTING	EDO SOUTH:OREDO-IGUN STREET
19.	WOOD CARVING AND ARTIFACTS	EDO SOUTH: OREDO.
20.	SOLID MINERALS (GRANITE,MARBEL,LIMESTONE,DOLOMITE, CLAY,GYPSUM,KAOLIN,MICA,SANDSTONE)	EDO NORTH:1.AKOKO-EDO: IGARRA/EKPESHI 2.ETSAKO EAST: AGENEBODE/OKPELLA

10.12 NAMES AND LGAs OF OPERATION OF REGISTERED EXPORTERS IN EDO STATE NIGERIA

In order to have a reference to kick start the future stakeholders meeting, the names of registered exporters in Edo State are presented in Table 12.

TABLE 12: NAMES OF THE 77 REGISTERED EXPORTERS DOING BUSINESS OR ABOUT TO START BUSINESS IN EDO STATE

S/NO	NAME OF COMPANY OR PERSONS	STATE	LGA	E-MAIL ADRS	GSM NO.
1.	COSAR FARMS AND AGRO INDUSTRY LTD	EDO	OREDO	08143597890	cosarfarms@gmail.com
2.	IKONAGBON AND SONS LTD	EDO	IKPOBA OKHA	08028866449	ogunmolaforever@gmail.com
3.	SUREDawn INVESTMENT AND PROPERTY DEVELOPMENT LTD	EDO	OREDO	08072082005	suredawninvestnpropdev@gmail.com
4.	IFESOWAPO GLOBAL INVESTMENT LTD	EDO	OVIA SOUTH WEST	08033608554	Akinolagbemiga554@gmail.com
5.	PHILADE VENTURE LTD	EDO	OREDO	08033117687	Philade1@yahoo.com
6.	EDEGBE UGBOGBO NIG.COMPANY LTD	EDO	IKOBA-OKHA	08037223500	udogboedegbenigLtd@gmail.com
7.	DURANDEL LIMITED	EDO	IKPOBA-OKHA	0907502323	jude@durandel.net
8.	ORIENTAL ESSENCE LTD	EDO	OREDO	08158541209	okonichangozi@hotmail.com
9.	WORLDROCK GAS AND MINING LTD	EDO	UHUNMWONDE	07010348344	tonyrober6334@gmail.com
10.	FARMERS OASIS RESOURCES LTD	EDO	IKPOBA-OKHA	08055367363	info@farmersoasis.com
11.	TASHAGRO EXPORT COMPANY LTD	EDO	OREDO	08186508265	tashagro.e@gmail.com
12.	ATHENA INDUSTRIES LTD	EDO	OREDO	08063004135	athenaindustry@live.com
13.	AQUA-KESS GLOBAL LTD	EDO	OREDO	08157852356	aquakessglobal@consult.com
14.	NIAGRA GLOBAL SERVICES LTD	EDO	OREDO	09091361688	niglo010@gmail.com

15.	ROTEE SHOES INTERNATIONAL LTD	EDO	EGOR	08145642595	omogheneonome@gmail.com
16.	BROKKR TRADING COMPANY LTD	EDO	OREDO	09034301187	Olayelucky15@gmail.com
17.	WESNER OIL AND GAS LTD	EDO	EGOR	08034496542	wesneroil@yahoo.com
18.	ROMEO-MELISSA LTD	EDO	EGOR	08070561747	romeomelissaltd@gmail.com
19.	ROSEMARIE DELIGHT MULTI INTL LTD	EDO	CENTRAL	09077779542	rosedelightinc@gmail.com
20.	ANUGBOBA NIGERIA LTD	EDO	OREDO	0034623839	anugboba@gmail.com
21.	ADD-BAL CROWN VENTURES LTD	EDO	OREDO	08033862283	add_balcrown@yahoo.com
22.	RALOSA EBEN NIGERIA LTD	EDO	OREDO	08165739816	contact@ralosaebenltd.com
23.	DARL DC EXPORTD LTD	EDO	OREDO	08025925894	info@darlzfarms.co.ng
24.	MALCOM INTER. COMPANY NIG.LTD	EDO	IKPOBA-OKHA	080754815	princegeorge1122@gmail.com
25.	OMOEFE OMOEJIE COY LTD	EDO	OREDO	08160651992	Omoefeomoejiecoy.ltd@exexs.com
26.	UMOGOHO AGRO-ALLIED INDUSTRIES LTD	EDO	ORHIONWON	08112163632	umogohagroallied@gmail.com
27.	FADANNOLD LTD	EDO	OREDO	08033314202	olabowaleoluyide@gmail.com
28.	MS ROYAL MARVEL MULTI-PURPOSE CO-OPERATIVE SOCIETY	EDO	OREDO	08076950350	pokankanobaseki@gmail.com
29.	TRROYKA GLOBAL RESOURCES LTD	EDO	OREDO	08023353848	otamerodia@yahoo.com
30.	IZENGATE ALLIANCE LTD	EDO	OREDO	08068446820	busolaejodame@yahoo.com
31.	AKHIDIMEN INVESTMENT LTD	EDO	UHUNMWONDE	0805862513	Akhdideme.ivbolagbe@gmail.com
32.	MAHAFA SERVICES LTD	EDO	OREDO	09090551138	mahafaservicesltd@gmail.com
33.	STELLA AFRICAN FOODS	EDO	EGOR	08023327158	Oke.sons@yahoo.com

	LTD				
34.	FREDFOURTH(NIGERIA) LTD	EDO	OREDO	08037176804	fredfourthnig@gmail.com
35.	NAPOLEON ODIA AND COMP.NIG. LTD	EDO	IKPOBA-OKHA	08038991191	napoleonodia@yahoo.com
36.	JUGAT-ARON (NIG) LTD	EDO	OREDO	08039561666	aaronoteze@yahoo.com
37.	EDOKEL AGRO ALLIED LTD	EDO	OREDO	08038274848	edokelagrolimited@gmail.com
38.	EHICOU INTEGRATED SERVICES	EDO	OREDO	08100804182	Cg4craig@yahoo.com
39.	KOJOE PUBLICATIONS LTD	EDO	EGOR	08038394933	Joekakah@gmail.com
40.	EKIUWA AND SONS NIG LTD	EDO	EGOR	09055513305	eemwanta@yahoo.com
41.	REZI AND SONS NIG LTD	EDO	OREDO	09055513305	eemwanta@yahoo.com
42.	CJ PESMASK LTD	EDO	IKPOBA-OKHA	08077403922	cipemaskltd@gmail.com
43.	ELIJANE LOGISTIC SERVICES LTD	EDO	OREDO	08037404017	elijalogisticservicesltd@gmail.com
44.	OKE ERUTEYAN AND SONS LTD	EDO	OREDO	08160493256	oke.sons@yaho.com
45.	PASLAN SYNERGY NIGERIA LTD	EDO	OVIA SOUTH- EAST	08038140632	paslansynergy@gmail.com
46.	INFOMAX MEDIA LIMITED	EDO	EGOR	08033360322	info@infomedia.com
47.	JADELA INTEGRATED RESOURCES LTD	EDO	OREDO	07059569561	jennyagbokonkon@gmail.com
48.	SUGAR WORLD CHOICE INTERNATIONAL LTD	EDO	OREDO	08023351283	sugarworldcakes@yahoo.com
49.	BEST WAY MULTIPURPOSE CO- OPERATIVE SOCIETY	EDO	OREDO	08034621513	joegonmwan@gmail.com
50.	B.O.G.O.TRANSNATIONA	EDO	OREDO	08037206141	b.o.g.o.transnationaltd@gmail.com

	L LTD				
51.	EHISOLE RESOURCES INTERNATIONAL LTD	EDO	IKPOBA-OKHA	07061922760 2	ilosoe@yahoo.com
52.	B.O.G.O.CLEAN ENERGY LTD	EDO	OREDO	08037520440	B.o.g.o.cleanenergy.ltd@gmail.com
53.	ANNA AND JACOBS LIMITED	EDO	OVIA SOUTH-WEST	09021978294	annajacobsfarm@gmail.com
54.	ESOLORA FARMERS MUTIPURPOSE CO-OPERATIVE SOCIETY	EDO	OVIA SOUTH-EAST	09081649437	passionate24hcare@yahoo.com
55.	VICDONUS SYNERGY INT'L CO LTD	EDO	OREDO	07062274460	vicdonussynergy@gmail.com
56.	TIME CERAMICS NIGERIA LTD	EDO	IKPOBA-OKHA	08071770849	timeceramics@163.com
57.	LINBEZ MULTI-PURPOSE ASSOCIATE LTD	EDO	OVIA SOUTH-EAST	08063831115 08185961881	linbezgroup@gmail.com
58.	AMINERU NIGERIA ENTERPRISES LTD	EDO	OREDO	08066262972	aminerunigent@yahoo.om
59.	PRESCO PLC	EDO	OREDO	08034134444	Info.presco@siat-group.com
60.	TEKNOON INTERNATIONAL SYNERGY LTD	EDO	OREDO	08039741544	pstiyke@yahoo.co.uk
61.	EBISOD LIMITED	EDO	OVIA SOUTH-EAST	0089039282	ebisodlimited@gmail.com
62.	DESSNO LIMITED	EDO	OREDO	08069713901	alfwins@gmail.com
63.	DIMS NIGERIA LTD	EDO	OREDO		info@dimsnigeria.com
64.	OSIMHE VENTURES LTD	EDO	IKPOBA-OKHA	08035721085	ladybeeventures@gmail.com
65.	VICOSA PROPERTY MANAGEMENT LTD	EDO	OREDO	09090670252	vicosafarms@gmail.com
66.	BENEVIS INTEGRATED SERVICES LTD	EDO	OVIA SOUTH-EAST	08063360747	onojitayo@gmail.com
67.	AISUN CONSOLIDATED	EDO	IKPOBA-OKHA	08182285555	sunnieaigbos@yahoo.com

	SERVICES LTD				
68.	MONORIEN AND ASSOCIATES LTD	EDO	OREDO	08033884529	idrismonorien@gmail.com
69.	SETH ENERGY AND MINERALS LTD	EDO	OREDO	08156736007	holstormomen@gmail.com
70.	PAUCLEM GLOBAL INTEGRATED SERVICES LTD	EDO	UHUNMWODE	08141638327	Onobuneseose@gmail.com
71.	SALMIK INTERCONTINENTAL CONCEPTS LTD	EDO	OREDO	08033015641	salmikconcept@gmail.com
72.	DOMINION DYNAMIC CONCEPTS LTD	EDO	IKPOBA-OKHA	08101954941	edosasuyi@gmail.com
73.	SUYI FOODS AND DISTILLERS LTD	EDO	IKPOBA-OKHA	0810954941	suyifoods@gmail.com
74.	TAKIB FARMS AND AGRO PRODUCTS LTD	EDO	IKPOBA-OKHA	08137442125	takibinternational@yahoo.com
75.	EVANOSACEILORTY NIG LTD	EDO	IKPOBA-OKHA	08136450017	Osaru2013@yahoo.com
76.	YINKA MULTI-PURPOSE CO-OPERATIVE SOCIETY	EDO	OREDO	08183427588	bolajiolayinka@yahoo.com
77.	EDO STATE EXPORTERS CLUSTER MULTI-PURPOSE COOPERATIVE SOCIETY LTD	EDO	OREDO	08034352934	edostateexportcluster@yahoo.com

10.13 DEVELOPMENT OF A TRAINING PLATFORM FOR BUILDING CAPACITY ON EXPORT PROCEDURE

In order to have a robust training platform for capacity building in export procedures for the various stakeholders identified herein, TWO MAJOR INSTITUTIONS HAVE BEEN RECOMMENDED BY THE EDO STATE COMMITTEE ON EXPORT PROMOTION (EDSCEP). These are:

1. EDO STATE EXPORT DEVELOPMENT AND PROMOTION AGENCY (EDEDPA).

Apart from the EDSCEP and the Board of the Agency, this should be the major State organ concerned with the affairs of Export activities in the State. The second complimentary Institution also recommended is,

2. EDO STATE EXPORT TRAINING CENTRE (EDETAC).

This training Centre should be immediately established with the agency once the enabling laws for the Agency has been put in place. This training Institute should be completely digitized with the state of the art facilities in line with global practices.

It should also collaborate with the older Centres to train the initial Academic and non-academic staff of the Centre; who will subsequently begin a well-articulated programme to train the various stakeholders. The Institution should also liaise with Nigerian Export Promotion Council (NEPC) for guidance and strategies for export development.

In addition, the Edo State Government could also liaise with other States like Nasarawa, Lagos, and Akwa Ibom to improve her experience in export establishment including how to benefit from the United States Small Business Institute to boost the Centre activities.

The Agency(EDEDPA) and the Training Centre(EDETAC) will be used to train the Export Disciples and facilitators, who in turn will collaborate with them to begin the major capacity building for other stakeholders in the value chain.

IN ADDITION, THERE SHOULD BE A VERY STRONG INSPECTION UNIT FOR OUR EXPORT DEVELOPMENT AGENCY.

Stakeholders identified by the Edo State Export Promotion Committee (EDSCEP) include:

1. Relevant Government Organs and Agency.
2. Federal Agencies like NEPC, SON, NAFDAC, etc.
3. Producers including farmers, miners, etc.
4. Those working as conditioners, processors and in packaging.
5. Quality assessment mechanism including Laboratory test to meet world standards
6. Export documentation
7. Administration including in Hubs and Clusters managers
8. Export hub and Export clusters workers
9. Marketing and Research/development
10. Liaison officers
11. Export disciples

12. Youths for youths in Export
13. IT/ICT, Information and Enlightenment
14. Services Units, etc.

10.14 DEVELOPMENT OF DIGITAL PLATFORM AND PORTALS FOR MARKET INFORMATION AND EXPORT PROGRAMMES

The EDSCEP recommends the development of a digital system for market development and information including a well-articulated, up to date, friendly and comprehensive website for the Agency (EDSEDPA) and Training Centre (EDSETRAC) which will have a state of the art Computers and accessories in line with global practices for continuous relevance and ease of communication.

10.15 TRAINING OF EXPORT DISCIPLES AND FACILITATORS WHO WILL WORK IN THE VALUE CHAIN

EDSCEP is of the opinion that these Export initiative when established in the State will have a multiplier effect especially along the line of:

Enlightenment about export, Value creation, Empowerment, Increased access to internet, Job creation/employment, revenue generation including foreign exchange earnings, other socio-cultural and economic benefits.

It is envisaged that by the time the various hubs and clusters to be established begin full activities, that a lot of persons will be involved in the various value chain at one point or the other. Consequently, in order not to fall into the same situation like the cassava popularization issue of the 2005-2007 years, some major export Disciples' and facilitators should be put in place.

Export disciples to be engaged should come from applicants who have been given a minimum of three months training in this regard.

It should also ensure that apart from the agency at the State Capital, there should be Zonal Offices to be located in the relevant LGA Secretariat.

The EDSEDPA should have among others in the areas of:

1. Training and Development Unit
2. Laboratory Testing Unit to meet standards
3. Production Centre
4. Cleaning Centre
5. Farming produce
6. Solid mineral mining and training facilities.

10.16 ESTABLISHMENT OF EXPORT SUPPORT FACILITIES IN CONJUNCTION WITH THE PRIVATE OPERATORS

Some major areas emanating from the experiences of major stake holders are in the form of:

1. Laboratory for teaching and testing of materials
2. Inland Dry Port
3. Transport Logistics
4. Courier company; for example the Nigerian export promotion council has an MOU with UPS
5. Koko Port and, Gelegele Port(when the later comes into stream)
6. Conditioning Centre/Packaging Centre
7. Production Centres
8. Common Facilities
9. Warehouse
10. Cleaning Centres
11. Fodder Bank
12. Packaging companies (see NEPC publication on listing of production and packaging companies in Nigeria)
13. Emerging knowledge and capacity building on contemporary issues in Export businesses and activities' with relevant experts and Institutions

10.17 OPERATIONALIZE EXPORT SUPPORT FUND(S) FOR EDO STATE

1. Funds window should be set up by Government to give low interest loans, grants, etc.
2. Government should provide guarantee for Exporters and intending Exporters to obtain loans from Institutions like NEXIM, Bank of Industry, Bank of Agriculture, Nigerian Industrial Development Bank, etc.
2. Then liaise with States like Rivers, Nassarawa, to find out how they were able to benefit from their MoU with United States Business Administration (US-SBA) in the establishment also of their Business Information Centre.

10.18 IDENTIFICATION OF CORE EXPORT STAKEHOLDERS

Some major would be export stake holders identified by EDSCEP include:

1. Nigerian Export Promotion Council (NEPC).
2. Edo State Council on Export Promotion supervised by the Ministry of Wealth Creation , Cooperative and Employment (MWCCE).
3. Exporters.
4. NASSI.
5. MAN.

6. Standard Organization of Nigeria (SON).
7. NEXIM.
8. State Export Promotion Committee (SCEP).
9. AFAN.
10. FACAN.
11. BENCCIMA.
12. NACCIMA.
13. Nigerian Quarantine Services.
14. Edo State Exporters Cluster.

10.19 DEVELOPMENT OF GUIDELINES IN CONJUNCTION WITH STAKEHOLDERS

The Committee (EDSCEP) is recommending that EDO STATE EXPORT DEVELOPMENT AND PROMOTION AGENCY (EDSEDPA) should collaborate with both the Ports (Inland Dry Port, Seaport, Airport), NEPC, SON, NAFDAC to develop the Export and Training Guidelines.

10.20 CREATING A PLATFORM OF ENGAGEMENT BETWEEN ESTABLISHED AND/NEW INTENDING EXPORTERS

The committee was able to obtain the list of Registered Exporters in Edo State (as at the time of going to Press) from the State Zonal Office of the Nigerian Export Promotion Council as presented in Table 10.

In addition to these, there should be Public Enlightenment about Export activities in the State. This should be followed by selection of would be exporters at an enlightenment Seminar/Workshop, then a robust Training for the very serious intending Exporters subsequently.

A platform should also be created where established Exporters will meet with new/intending exporters as a MENTORING PROGRAMME facilitated by the EDO STATE EXPORT DEVELOPMENT AND PROMOTION AGENCY (EDSEDPA).

Edo State Zonal Office of the Nigerian Export Promotion Council should regularly update the records of registered Companies in the State engaged in Export/Export activities.

Edo State Government should establish a Forum for Exporters to meet and deliberate on a Quarterly basis. Similar initiative should also be set up for exchange of experiences/ established with new/intending Exporters.

10.21 CREATION OF A DEDICATED FUND FOR EXPORT/EXPORT RELATED ACTIVITIES THROUGH PRIVATE PARTICIPATION IN EXPORT ACTIVITIES

1. In this regards, Government/private sector, as well as Export-friendly financial Institutions should create a pool of funds for export activities.
2. They should lend support for SME exporters to standardize their activities to meet local and international statutory requirements like SON, NAFDAC, Eco start, Quarantine, Fairtrade, etc.
3. Training, Packaging, Records keeping/Documentation that will be beneficial to existing exporters including those working at the Hub/Clusters to meet International/Global Best Practices.
4. Part of the fund should also be used to sponsor SME and new intending exporters to Local and International fairs.
5. Ease of access to export activities.
6. Leverage on the Federal government fifty billion Naira Export Expansion Facility, as well as the five billion Naira Export Development Fund via NEPC.

10.22 FACILITATION/LIAISON WITH EXPORT FUNDING INSTITUTION/AGENCIES

The Committee is recommending that a FINANCIAL COMMITTEE be set up within Edo State Export Promotion Committee (EDSCEP) to liaise with FUNDING INSTITUTIONS (Bank of Industry, NEXIM, etc) and relevant Agencies(NEPC,SON, NAFDAC,RMRDC, etc) to drive activities that will enhance export in Edo State.

10.23 DESIGN AND EXECUTION OF MOU IN EXPORT FUNDING/ACTIVITIES

EDSCEP recommends that the Export Financial Committee and the Edo State Export Development and Promotion Agency (EDSEDPA) to be established by Edo State Government with other relevant stakeholders design an MOU between them and NEXIM, AFREXIM, other financial Institutions as it relates to exports.

The Agency (EDSEDPA) should liaise with NEPC to ensure that Edo State Exporters are able to access funds from Federal Government/NEPC for instance the current Export 50 billion Naira Export Expansion facility and 5 billion Naira Export Development Fund, among others.

10.24 CREATION OF A PULL OF FUND FOR EXPORT SUPPORT/EXPORT EXPANSION FUND/INCENTIVE REGIME

Apart from funds generated by the Financial Committee, the Agency should leverage with NEPC to be able to benefit from the fifty billion and five billion development funds.

There should be an **Annual Exporters Day** where Exporters who have performed notably well could be rewarded and recognized.

10.25 MONITORING AND EVALUATION OF EXPORT ACTIVITIES

1. DEVELOPMENT OF A DIGITAL INTERPHASE WITH EXPORTERS

For the purpose of Monitoring and Evaluation of Export Activities in the State, a digital Platform should be developed. This Platform should have State of the Art Digital Equipment/ Trained Personnel's that will continuously carry out Monitoring and Evaluation of the various chain as practiced in other part of the

developed world. For instance, the use of social Media like Zoom, Twitter, Facebook, Instagram, Google Apps, etc will enhance activities in this Platform.

2. ADOPTION OF TEMPLATE FOR MONITORING AND EVALUATION OF EXPORT ACTIVITIES

- a. EDSCEP recommends the adoption of Template for Monitoring and Evaluation of Export activities in the State.
- b. with these template, we should be able to monitor progress made in the Export Sector as this Template will include:
 1. The number of Exporters in the State.
 2. Number of New entrants or intending entrants.
 3. Revenue generated by Exporters within a specified period of time, tonnage and output of businesses.

3. DESIGN OF A FEEDBACK MECHANISM

1. Feedback form or Questionnaire preferably via e-system should be put in place to access relevant information regarding export/export activities as well as matters of urgent importance among others.
2. Well-designed Website for the Edo State Export Development and Promotion Agency(EDSEDPA), Training Centre (EDSETRAC), EDSCEP, etc for ease of access to information should be put in place.

4. ORGANIZATION OF ANNUAL STAKEHOLDERS CONGRESS ON EXPORT PROMOTION

1. An Annual Stakeholders Congress on Export Promotion should be held at the end of each year. The purpose of this Congress is for Stakeholders to meet, deliberate, share experiences. This congress should also be a source of motivation for new/intending Exporters and others in the value chain as they will have the opportunities to ask questions that are relevant to them and determine the position of Edo State in the scheme of things as regards Export.
2. During the Congress, those who have made the State proud with respect to export will be recognized.
3. Organization of Training, Workshops/Exhibitions as well as preparation for participation in Edo/Delta Trade Fair.
4. Opportunities available in NEPC, SON, NAFDAC, RMRDC, etc will be unveiled to Stakeholders as Representatives from these Agencies will be in attendance during the Congress.
5. Forums for youths in in Exports should be put in place.
6. Forums for women in exports should also be unveiled.

10.26 COMMUNICATING EXPORT STRATEGY

1. EDSCEP recognizes the relevance of Nigerian Export Promotion Council (NEPC) and other stake holders in developing export strategy. Consequently, the Edo State Export Development and Promotion Agency (EDSEDPA)/Exporters and other stake holders should ensure information sharing among themselves on a continuous basis.

2. The recommended ICT Centre which will be domiciled in EDSERP will be a source of Information gathering, Research, Marketing, Training, and other capacity development.

10.27 EXPORT SUPPORT INSTITUTIONS

Export support initiatives as identified by the EDSERP which is very relevant in the growth and development of the Export sector in the State include:

1. African Continental Free Trade Area (AFCFTA).
2. ECOWAS Trade Liberalization Scheme (ETLS).
3. World Trade Organization (WTO)
4. Export Trade Liberalization Scheme (ETLS).
5. Nigerian Export Promotion Council (NEPC).
6. Nigerian Export Import Bank (NEXIM)/African Export Import Bank (AFREXIM).
7. Bank of Industry (BOI).
8. Shetrade.

It is the recommendation of EDSERP that the activities of all the various export Institutions including Programmes, Opportunities, and Resources posted on their websites should be communicated regularly through Workshops, Seminars, etc to relevant export stakeholders.

EXPORT NEWS LETTER BY THE AGENCY (EDSERP): A **monthly Newsletter** should be produced by the Research, Development and Communication/International Info Units of the Agency (EDSERP). These Newsletters should be made available to all relevant stakeholders especially the Exporters.

10.28 EXPORT ACTIVITIES COORDINATION

The issue of coordination of export activities in Edo State is not only very vital, but a necessity if the state is to become an Export Hub and be relevant in export issues in the globalized world, especially as the internet/Social media has become the easiest and quickest medium for accessing information.

The Committee therefore recommends that Export Coordinators should be drawn from the proposed Edo State Export Development and Promotion Agency, Ministry of Wealth Creation, Cooperatives and Employment, NEPC, Private sectors, and Standard/Regulatory Bodies, the Edo Inland Dry Port and Other relevant stakeholders.

Researchers and Export Coordinators should liaise with relevant stakeholders outside the Country to get feedbacks as well as gather other relevant information that will help exporters/export activities.

NEPC free advisory services should also be availed continuously in this regard.

10.29 LEVERAGE ON EDOLITES, NIGERIANS, AND AFRICANS IN DIASPORA: The ESCEP and other relevant stake holders should explore the leveraging of Edolites and other Nigerians in diaspora with respect to agents in various continents and nations for some relevant information, consultation, contents, etc. This should be after the right infrastructure and information gateways has been put in place. It is also hoped that it can serve as strategic process to take care of foreign consultants, help improve the export operational programme to world standards including Good Management Practice (GMP). It could also be used in addition as common ground for awareness campaign and association, promote global industry through harnessing their creativity/innovation, our rich cultural heritage, create employment/wealth, as well as be used as a form of showcasing Edolites contributions to global economic development indices.

In addition, the information available with the UN's international Office of Migration (IMO) should be adequately explored as they have a lot of current information about migrants all over the world.

10.30 OTHERS:

10.30.1 CURRENT INTERNATIONAL COMMODITIES PRICING: The international Commodity prices is usually not constant, and it is updated regularly. To access current prices, various platforms can be visited like:

1. World bank.
2. UN or ITC or WTO, IMF, FAO etc.
3. Market Insider.
4. International Commodity research Prices are always available, and it is always present at different market research sites especially on the internet.
5. Each exporter can also liaise with the national NEPC or office in the Zone to get information on current prices

10.30.2 SOME TOP BUSINESS TO BUSINESS (B2B) WEBSITES TO FIND BUYERS

Many of them abound in the internet. Some of them are which can be looked at after thorough investigation may include:

1. TOP 11 B2B WEBSITES TO FIND EXPORT BUYERS ONLINE (<https://odemi.in>).
2. INTERNATIONAL BUYERS DIRECTORIES - NEPC (<http://nepc.gov.ng> > nigeria_exporter > get started).
3. HOW TO FIND BUYERS FOR YOUR PRODUCTS - COGOPORT (<http://www.cgoport.com>).
4. FIND BUYERS AND PARTNERS - INTERNATIONAL TRADE ADMINISTRATION (<http://www.trade.gov> > find buyers).
5. TRADE LEADERS GLOBAL EDGE: YOUR SOURCE FOR GLOBAL BUSINESS (<http://globaledge.msu.edu> > trade).

6. SEVEN WAYS YOU CAN FIND FOREIGN BUYERS FOR YOUR NIGERIAN EXPORT

PRODUCTS(<https://www.cokodeal.com>>blog).

7. HOW TO FIND BUYERS FOR YOUR EXPORT BUSINESS/DRIP CAPITAL(<https://www.dripcapital.com>>blog).

8. IMPORT AND EXPORT B2B PLATFORM/TRADE ON EXPORT PORTAL(<https://www.exportportal.com>).

10.30.3 EXPORT LINKAGES AND LEVERAGES.

When the Agency and Training Centre becomes functional, some Linkages and leverages must as of necessity be with some of the following Organization/Agencies:

1. NEPC.
2. MWCCE/Edo State Investment Promotion Office.
3. MANR.
4. ALFAN.
5. MAN.
6. FACAN.
7. NASSI.
8. EDO CLUSTERS.
9. EDO INLAND DRY PORT.
- 10.NAFDAC.
- 11.SON.
- 12.NEXIM.
- 13.BOI.
- 14.BOA.
- 15.EDSEPAC.
- 16.SOME EDO INDIGENS IN DIASPORA AND SOME OTHER NIGERIANS IN DIASPORA.
- 17.CHOSEN COURRIER COMPANIES.
- 18.NIGERIAN PORTS AUTHORITY.
- 19.NIGERIAN AIRPORTS AUTHORITY.

20.EXPORT PROCESSING ZONES.

21.SOME CHOSEN TRANSPORTERS AMONG OTHERS.

10.30.4 LACK OF TRUST FROM EXPORTERS

The Committee has identified product rejection from foreign Countries as one of the major challenges mitigating against export activities in Nigeria.

While some believe that it is as a result of non-compliance with the standards of such countries, others are of the view that it is the handiwork of sharp practices from the foreign customers.

The Committee therefore recommends that thorough marketing research and other investigative work should be carried out to address such issues.

10.30.5 SOME EXPORT PROCEDURES AND EXPORTERS DOCUMENTATION GUIDELINES

1. Procedure

Registration:

- i. Register your Company or Business name with Corporate Affairs Commission(CAC).
- ii. Register with the Nigerian Export Promotion Council (NEPC) as an exporter:
- iii. Limited liability companies (exporters) should submit duly completed NEPC registration form to the nearest NEPC Office with the following attachments:
- iv. Copy of certificate of incorporation.
- v. Certified True Copy of Form CO.7 from the company's registry of the Federal Ministry of Trade and Tourism for Co-operative Societies evidence of registration is required in place of Certificate of Incorporation.
- vi. Should have Tax clearance Certificate/Tax Identification Number(TIN).
- vii. Documentation/Certification.
- viii. Form NSP(Nigerian Export Processing Form).
- ix. General System of Preference(GSP):
 - Contract:The Business owner must have a contract
 - Letter of credit
 - Certificate of Origin.
 - Certificate of Quantity and Fumigation.
 - Bill of Landing.

Note:The Exporter is required to complete the NSP form with an Authorized dealer, which is any reputable Bank in Nigeria.The next stage should also involve obtaining the necessary Permit.Then activate the Product Certificate for Assessment. He should also have a Proforma Invoice,Insurance Certificate, Product Certificate, and submit to the authorized dealer bank(ADB). After that, ADB will review and validate Form M and send it to the Nigerian Custom Service(NCS).

The Nigerian Custom Service will determine whether they will reject of accept the Form.

Also, make arrangement for transportation to Port, Then Inspection agent/Inspection agent Certificate, which is expected to arrange for inspection by the NCS and, other assessors selected by International Agencies

appointed by Government eg like NDLEA and other Authorized Agencies before payments could be made for the prescribed duty.

SOME PRE-SHIPMENT INSPECTION AGENTS IN NIGERIA ARE:

1. ANGILIS INTERNATIONAL AGENCY: NORTH WEST AND NORTH CENTRAL ZONE.
2. NEROLI TECHNOLOGIES LTD:SOUTH-SOUTH, AND SOUTH WEST, ETC.

OTHER AREAS OF EXPORT PROCEDURES: SEE AS STATED BELOW:

A registered exporter is issued a Certificate with a Code Number inscribed on it. Renewal of Registration is every two years accompanied with the following documents:

- i. Current Company's Certificate
- ii. Evidence of export performance for the two years or otherwise, reasons for non-performance in the same period.
- iii. Certified Copy of form CO.7

a DOCUMENTATION

1. Commercial Exports:

The documents required in handling export consignments vary depending on the product and the destination of export. The documents include:

a) pre-forma Invoice

The pro-formal invoice is used as a form of quotation. It does not undergo the normal book – keeping system until an order is forthcoming. It is often required by the Government of the customer when issuing import license or currency permit

b) Export invoice.

The following are the different types of export invoices

i. Commercial Invoice

This is an accounting document prepared by the exporter (seller) in the name of the importer (buyer) or his agent. It takes care of all changes so that the customs in the import market can assess the duty to be paid.

ii. Certified Invoice

This invoice is required for independent verification e.g. certified invoice by the Chamber of Commerce declaration of origin and value etc.

iii. Consular invoice

Consular invoice is filled in an official form made available from the Consulate of the destination country. They are means of validating or checking by the customer consul.

c) **Form EUR-1** for Export into European Economic Community (EEC) countries.

The document is filled for export to EEC countries if the exporter wishes to take advantage of duty concessions granted to exports from Africa, Caribbean and Pacific countries (ACP) by the EEC under EEC – ACP- Lome Convention. The forms are available at the Department of Customs and Excise and the EEC delegate.

d) **Generalized System of Preference (GSP)**

A number of countries have individual schemes of tariff preferences for the benefit of developing countries, including Nigeria. Under the scheme, import of specified items by the preference –giving country attracts very low rates of custom duty. This makes products benefiting from the scheme competitive with similar products from non-beneficiary industrialized countries. The forms are available from the Department of Customs and Excise.

e) **Phytosanitary Certificate**

This certificate may be demanded for shipment of fruits, vegetables, flower plants and plant products. The certificate confirms that the goods are free of diseases or insect pests. The certificate is issued by the National Plant Quarantine Services which has offices in the main port and State capitals. Its headquarters is located at Ibadan.

f) **Certificate of Quality and Fumigation**

This certificate is sometimes required by the importer to assure him that the goods he is buying meet a certain standard and or obtain a certificate of quality from the Federal Produce Inspection Services for primary agricultural produce. Standard Organization of Nigeria (SON) and Food and Drug Administration for manufactured goods and /or any other private sector Inspection Agency nominated by the importer.

g) **Certificate of Origin**

Chamber of Commerce

1. Generalised system of Preference Scheme (GSP)

This certificate which is obtainable of the Nigerian Association of Chambers of Commerce, Industry, Mines and Agriculture (NACCIM) Office, covers goods originating from Nigeria to all countries involved in North-South trade.

2. Global System of Trade Preference Scheme (GSTP)

This certificate which is obtained at the NACCIMA office, covers goods originating from Nigeria to the developing countries in Africa and countries in the far East.

i) Letter of Clearance from the Ministry of Mines and Power

All exporters of mineral produces are expected to obtain either Form K or a Letter of Clearance from the Ministry of Mines and Power and / or Nigerian Mining Corporation located at the Federal Secretariat, Jos, Plateau State, Nigeria.

j) Letter of Clearance from Veterinary Health Services

Exporters of animal products and pets should obtain a letter of Clearance from the Department of Veterinary Health Services before exportation takes place.

k) Letter of Clearance from National Museum and Monuments

Exporters of handcrafts / artifacts are expected to obtain a Letter of Clearance from the above Department before exportation can take place.

l) Letter of Clearance from the Department of Forestry

Exporters of products classified under Endangered Wide Life Species” should obtain clearance from the Department of Forestry.

m) Form NCD 3(A)

The Nigerian Currency Department Form NCD 3(A) is a form which exporters are expected to declare commercial exports and their value so as to facilitate the repatriation of export proceeds. The form which is assured by Central Bank of Nigeria (CBN) is obtained at any Commercial or Merchant Bank. A set of the form which are in six copies is submitted to the Commercial Merchant Banks who in turn give only four copies to the exporters for presentation to the Department of Customs and Excise at the point of exportation.

n) National Maritime Authority Form C-Series

The form is principal for shipping cargo to conference lines shipping companies in line with UNCTAD code 40-40-20. Form C-Series (C-1.2 and 3.2) serve two purposes.

- a) It serves as a cargo tracer.
- b) It serves as a loading authorization, enabling the allottees’ to carry cargo.

All exports by sea must be notified to the National Maritime Authority through Form C-3.2 The Forms are available at all Commercial and Merchant Banks of Nigeria.

o) Customs Bill of Entry Form Sale 97' This Form

Gives particulars of a conglomerate e.g. name of exporter, type and quantity of goods, destination, statistical export list No., value, Form NCD 3(A) No., county of origin, etc. This form is completed by the Department of Customs and Excise on passing export entries and it is used for statistical purposes.

p) Bill of Lading

This is a receipt for the goods in a contract between the supplier (usually the exporter) and a shipping, company for carriage and delivery of the goods to the order of the shipment or to the consignee at a named port of destination. The terms of the contract are incorporated in the Bill of Lading which is also a document enabling the exporter to transfer ownership of the goods. A Bill of Lading "issued to order" of the shipper needs his endorsement to enable the foreign buyer to collect the goods

q) Air Way bill or Air Consignment Note

When goods are dispatched by air this document is issued by the carrying company as a receipt for the goods and as a contract of freightment. An air waybill is not a document of title and therefore not as satisfactory as a bill of lading from the exporter view point.

r) The Commonwealth Standstill Preference Certificate of Origin and consignment:

This form is used for export to the United Kingdom from any Commonwealth Member State. This affords goods from 'Standstill Area' preferential treatment in any U.K port. Where there is port congestion, this certificate is used by the beneficiary to get preference in the clearance of his or her cargo.

s) Food and Drugs Administration

The Food and Drugs Administration of the Federal Ministry of Health satisfies the sanitary conditions of the food and drugs meant for export. Exporters of food and drugs should therefore consult that body.

t) Standards Organization of Nigeria (SON)

The Standards Organization of Nigeria in the Federal Ministry of Industries sets and controls the quality standards for manufactured products in Nigeria. Specific quality standards have been established are comparable with international standards. Exporters of manufactured products are therefore advised to consult this organization for guidance.

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This is a document issued by pre-shipment inspectors showing the condition under which the goods were shipped. It could be used for claims in case of damage.

v) **Certificate of Insurance**

This is an insurance certificate covering the value of the goods by the shipper

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NOTE: 1. All the documentations are not necessarily required for all exports.

2.(Non – Commercial Exports)

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The following are the transactions that fall within non-commercial export:

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- ix. Shipment of equipment and machinery vehicles, all manners of tools and implements for return to Nigeria after
 necessary repairs, modifications and adjustments have been effected on them.
- v. shipment of pets, live animals, rock, plants and product samples for scientific and non-commercial purposes.

3. EXPORT EXPANSION GRANT(EEG)

-Can get up to five million Naira or above per year(in the form of certificate open and design like cash-not liquid cash) after meeting up the requirements as well as repatriating your proceeds to Nigeria.

11. CONCLUSION

That Edo State is overdue to become a major export Hub in Nigeria even considering the endowed human and natural resources including its location, position in the scheme of things is never in doubt. As long as the will and impetus to actualize the dreams of this developed Export Strategy for the State is pursued with utmost sincerity, the right vigor, coupled with good and appropriate policies while making meritocracy and excellence in line with good management practice as practiced globally, where digitalization and internet has made the world a global village. Some of the most immediate benefits like foreign exchange earnings, job creation, empowerment, value addition, development, engaging the youth and women as well as creating an unusual awareness considering the number of Edo State indigenes resident abroad will never be in doubt. Consequently, it is the sincere hope by the grace of God that all efforts put in place to ensure this Document is in place will never be in vain.

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APPENDICES

APPENDIX 1:TERMS OF REFERENCE FOR THE TECHNICAL SUB-COMMITTEE

TERMS OF REFERENCE

EDO STATE EXPORT STRATEGY.

1. Goal: The goal of Edo State Export Strategy is to harness available exportable products/services through ways that encourage value addition and youth employment.
2. Objectives:
 - viii. Develop chosen projects of comparative advantages (Cassava and Wood products)
 - ix. Create and operationalize export facilitation Networks across the State to mobilize available products for export.
 - x. Identify and standardize processes for export of products to attract good returns
 - xi. Adopt export processing methods that encourage job creation and value addition.
 - xii. Build capacity for existing and intending Exporters in the State.
 - xiii. Designate trained individuals across the state as Export Disciples/Facilitators
 - xiv. Create a platform for collaboration with private individuals and groups in the State for access to export Support facilities such as temperature controlled storage facilities and warehouse(s)
3. Specific Export Initiatives
 - ix. Identification of Existing Exporters across the value chain of cassava, wood products and other significant export products in the 18 L.G.As of Edo State;
 - x. Creation of Export Hub around established Exporters in the 18 L.G.As
 - xi. Development of Export Clusters in the 3 Senatorial District of the State.
 - xii. Development of training materials for building capacity on Export procedures.
 - xiii. Development of Digital Platforms and Portal for market information and export programmes.

TERMS OF REFERENCE CONT'D

- xiv. Training of Export Disciples/facilitators who will work in the value chains
- xv. Establishment of Export Support facilities in conjunction with the private operators
- xvi. Operationalize Export Support fund(s) in Edo State.

4. Stakeholders Engagement.

- iv. Identification of core Export Stakeholders
- v. Development of guidelines in conjunction with Stakeholders
- vi. Create a platform of engagement between established and new /intending Exporters.

5. Funding of Export Activities

- v. Creation of a dedicated fund for export activities through Private participation in export business.
- vi. Facilitation/ Liaison with Export Funding Institutions/ Agencies
- vii. Design and execution of MOU on Export Funding/ activities.
- viii. Creation of a pool of fund for Export Support/Export Expansion fund/incentive regime.

6. Monitoring and Evaluation. (M&E)

- v. Development of a digital platform for interphase with Exporters
- vi. Adoption of Templates for M&E
- vii. Designing of a feedback mechanism
- viii. Organization of annual stakeholders' congress on export promotion.

7. Communicating Export Strategy

8. Export – Support Institutions

9. Export Activities Coordination

10.Others.

APPENDIX 2: SOME EXPORT PROCEDURES AND EXPORTERS DOCUMENTATION GUIDELINES

1. Procedure

Registration:

- i. Register the Nigerian Export Promotion Council (NEPC) as an exporter:
- ii. Limited liability companies (exporters) should submit duly completed NEPC registration form to the nearest NEPC Office with the following attachments:
- iii. Copy of certificate of incorporation.
- iv. Certified True Copy of Form CO.7 from the company's registry of the Federal ministry of Trade and Tourism for co-operative societies evidence of registration is required in place of Certificate of Incorporation.

A registered exporter is issued a Certificate with a Code Number inscribed on it. Renewal of Registration is every two years accompanied with the following documents:

- i. Current Company's Certificate
- ii. Evidence of export performance for the two years or otherwise, reasons for non-performance in the same period.
- iii. Certified Copy of form CO.7

a DOCUMENTATION

1. Commercial Exports:

The documents required in handling export consignments vary depending on the product and the destination of export. The documents include:

a) pre-forma Invoice

The pro-formal invoice is used as a form of quotation. It does not undergo the normal book – keeping system until an order is forth coming. It is often required by the Government of the customer when issuing import license or currency permit

b) Export invoice.

The following are the different types of export invoices

i. Commercial Invoice

This is an accounting document prepared by the exporter (seller) in the name of the importer (buyer) or his agent. It takes care of all changes so that the customs in the import market can assess the duty to be paid.

ii. Certified Invoice

This invoice is required for independent verification e.g. certified invoice by the Chamber of Commerce declaration of origin and value etc.

iii. Consular invoice

Consular invoice is filled in an official form made available from the Consulate of the destination country. They are means of validating or checking by the customer consul.

c) **Form EUR-1** for Export into European Economic Community (EEC) countries.

The document is filled for export to EEC countries if the exporter wishes to take advantage of duty concessions granted to exports from Africa, Caribbean and Pacific countries (ACP) by the EEC under EEC – ACP- Lome Convention. The forms are available at the Department of Customs and Excise and the EEC delegate.

d) **Generalized System of Preference (GSP)**

A number of countries have individual schemes of tariff preferences for the benefit of developing countries, including Nigeria. Under the scheme, import of specified items by the preference –giving country attracts very low rates of custom duty. This makes products benefiting from the scheme competitive with similar products from non-beneficiary industrialized countries. The forms are available from the Department of Customs and Excise.

e) **Phytosanitary Certificate**

This certificate may be demanded for shipment of fruits, vegetables, flower plants and plant products. The certificate confirms that the goods are free of diseases or insect pests. The certificate is issued by the National Plant Quarantine Services which has offices in the main port and State capitals. Its headquarters is located at Ibadan.

f) **Certificate of Quality and Fumigation**

This certificate is sometimes required by the importer to assure him that the goods he is buying meet a certain standard and or obtain a certificate of quality from the Federal Produce Inspection Services for primary agricultural produce. Standard Organization of Nigeria (SON) and Food and Drug Administration for manufactured goods and /or any other private sector Inspection Agency nominated by the importer.

g) **Certificate of Origin**

Chamber of Commerce

1. Generalised system of Preference Scheme (GSP)

This certificate which is obtainable of the Nigerian Association of Chambers of Commerce, Industry, Mines and Agriculture (NACCIM) Office, covers goods originating from Nigeria to all countries involved in North-South trade.

2. **Global System of Trade Preference Scheme (GSTP)**

This certificate which is obtained at the NACCIMA office, covers goods originating from Nigeria to the developing countries in Africa and countries in the far East.

i) Letter of Clearance from the Ministry of Mines and Power

All exporters of mineral produces are expected to obtain either Form K or a Letter of Clearance from the Ministry of Mines and Power and / or Nigerian Mining Corporation located at the Federal Secretariat, Jos, Plateau State, Nigeria.

j) Letter of Clearance from Veterinary Health Services

Exporters of animal products and pets should obtain a letter of Clearance from the Department of Veterinary Health Services before exportation takes place.

k) Letter of Clearance from National Museum and Monuments

Exporters of handcrafts / artifacts are expected to obtain a Letter of Clearance from the above Department before exportation can take place.

l) Letter of Clearance from the Department of Forestry

Exporters of products classified under Endangered Wide Life Species” should obtain clearance from the Department of Forestry.

m) Form NCD 3(A)

The Nigerian Currency Department Form NCD 3(A) is a form which exporters are expected to declare commercial exports and their value so as to facilitate the repatriation of export proceeds .The form which is assured by Central Bank of Nigeria (CBN) is obtained at any Commercial or Merchant Bank. A set of the form which are in six copies is submitted to the Commercial Merchant Banks who in turn give only four copies to the exporters for presentation to the Department of Customs and Excise at the point of exportation.

n) National Maritime Authority Form C-Series

The form is principal for shipping cargo to conference lines shipping companies in line with UNCTAD code 40-40-20. Form C-Series (C-1.2 and 3.2) serve two purposes.

a) It serves as a cargo tracer.

b) It serves as a loading authorization, enabling the allottees’ to carry cargo.

All exports by sea must be notified to the National Maritime Authority through Form C-3.2The Forms are available at all Commercial and Merchant Banks of Nigeria.

o) Customs Bill of Entry Form Sale 97’ This Form

Gives particulars of a conglomerate e.g. name of exporter, type and quantity of goods, destination, statistical export list No., value, Form NCD 3(A) No., county of origin, etc. This form is completed by the Department of Customs and Excise on passing export entries and it is used for statistical purposes.

p) Bill of Lading

This is a receipt for the goods in a contract between the supplier (usually the exporter) and a shipping company for carriage and delivery of the goods to the order of the shipment or to the consignee at a named port of destination. The terms of the contract are incorporated in the Bill of Lading which is also a document enabling the exporter to transfer ownership of the goods. A Bill of Lading “issued to order” of the shipper needs his endorsement to enable the foreign buyer to collect the goods

q) Air Way bill or Air Consignment Note

When goods are dispatched by air this document is issued by the carrying company as a receipt for the goods and as a contract of freightment. An air waybill is not a document of title and therefore not as satisfactory as a bill of lading from the exporter view point.

r) The Commonwealth Standstill Preference Certificate of Origin and consignment:

This form is used for export to the United Kingdom from any Commonwealth Member State. This affords goods from ‘Standstill Area’ preferential treatment in any U.K port. Where there is port congestion, this certificate is used by the beneficiary to get preference in the clearance of his or her cargo.

s) Food and Drugs Administration

The Food and Drugs Administration of the Federal Ministry of Health satisfies the sanitary conditions of the food and drugs meant for export. Exporters of food and drugs should therefore consult that body.

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APPENDIX 3: THE DETERMINANTS AND MEASURES OF EXPORT PERFORMANCE

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APPENDIX 4: A SELECTION OF SOME MARITIME OPERATORS IN NIGERIA

S/NO.	MARITIME GROUP
1.	AERO MARITIME GROUP
2.	ALRAINE NIGERIA LTD
3.	COASTAL SERVICES NIG. LTD
4.	ELDER PEPMASTER AGENCIES NIG LTD
5.	GLOBE SHIPPING LINE NIG LTD
6.	HENRY STEPHENS SHIPPING LTD
7.	JOHN HOLT SHIPPING SERVICES
8.	PANALPINA WORLD TRANSPORT NIG LTD
9.	TRANSCAP NIG LTD
10.	TRIANA LIMITED
11.	UMARCO NIG PLC
12.	WASA DELMES NIG LTD

APPENDIX 5: SOME BILATERAL AND MULTILATERAL CHAMBERS OF COMMERCE IN NIGERIA

- 1. AFRICAN-AMERICAN INSTITUTE**
- 2. NIGERIAN-CHINESE CHAMBERS OF COMMERCE**
- 3. NIGERIAN-POTUGUESE CHAMBERS OF COMMERCE AND INDUSTRY**
- 4. FRANCO-NIGERIAN CHAMBERS OF COMMERCE AND INDUSTRY**
- 5. NIGERIAN-GERMAN BUSINESS COUNCIL**
- 6. NIGERIAN-ROMANIAN CHAMBERS OF COMERCE AND INDUSTRY**
- 7. NIGERIAN-AMERICAN CHAMBERS OF COMMERS AND INDUSTRY**
- 8. NIGERIAN-JAMAICAN CHAMBERS OF COMMERCE AND INDUSTRY**
- 9. NIGERIAN-SWEDISH CHAMBERS OF COMMERCE, INDUSTRY AND AGRICULTURE**
- 10. NIGERIAN-JAPAN CHAMBERS OF COMMERCE AND INDUSTRY**
- 11. NIGERIAN-BELGIUM CHAMBERCE OF COMMERCE**
- 12. NIGERIAN-KOREAN FRIENDSHIP ASSOCIATION**
- 13. NIGERIAN-SOUTHAFRICAN CHAMBERS OF COMMERCE AND INDUSTRY**
- 14. NIGERIAN-BRAZILIAN CHAMBERS OF COMMERCE AND INDUSTRY**
- 15. NIGERIAN-INDIAN CHAMBERS OF COMMERCE AND INDUSTRY**
- 16. NIGERIAN-BRITISH CHAMBERS OF COMMERCE AND INDUSTRY**
- 17. NIGERIAN-NETHERLANDS CHAMBERS OF COMMERCE AND INDUSTRY**
- 18. NIGERIAN-US BUSINESS COUNCIL**
- 19. THE FEDERATION OF WEST AFRICAN CHAMBERS OF COMMERCE**
- 20. NIGERIAN-NORDIC CHAMBERS OF COMMERCE, INDUSTRY AND AGRICULTURE**

APPENDIX 6:

COMMON FACILITY DOCUMENT ON CASSAVA AND CASSAVA PRODUCTS

APPENDIX 7:

WOODS AND WOOD PRODUCTS COMMON FACILITY DOCUMENT