

the Nigerian firm's banker is normally required. Obtaining credit information is a long process, as slow mail service is matched by the pace of the banks themselves.

Exporters should be particularly careful in responding to requests for air freight shipments where payment is to be made by certified bank draft. It is highly advisable to confirm the authenticity of the bank drafts through one's local bank before processing any shipment.

## Addressing Correspondence

All correspondence with Nigerian organizations, government or private, should be addressed to the entity, not to the attention of an individual. If addressed to the individual it will often be assumed to be personal mail. For example:

USE: General Manager  
Nigerian Electric Power Authority  
Marina  
P.M.B. xxxx  
Lagos, Nigeria

Attention: Mr. Bolaji Olowu

NOT: Mr. Bolaji Olowu  
General Manager  
Nigerian Electric Power Authority  
Marina  
P.M.B. xxxx  
Lagos, Nigeria

## Transportation, Communication Infrastructure in Nigeria

Internal transportation of cargo is almost always undertaken by the purchaser, either directly or through an agent, because of the complexities of handling cargo from ports and the need to clear customs at ports of first entry.

Road transportation is most commonly used. It is relatively unregulated and rates are negotiable. The government-owned Nigerian Railway Corporation offers rail services from Lagos and Port Harcourt on the coast to the north as far as Kano and Maiduguri. Internal Nigeria Airways flights and charter companies