

Trade Fairs

General and specialized trade fairs are held regularly in Nigeria and offer good opportunities to introduce new products. Major up-coming fairs include an International Trade Fair to be held in Lagos in November, the Kaduna Trade Fair (February 1983) and the International Transport and Construction Exhibition in Lagos in March 1983.

In addition to these, there are small specialized trade shows held in major Lagos hotels and local state trade fairs. Costs of exhibiting at any such trade fair is generally high while the level of services varies according to the capabilities of the show organizer.

Give-away items are very popular but are frequently subject to duty. The local agent or distributor should be consulted before bringing such items into the country.

Price Quotations

Prices should be quoted f.o.b. or preferably C&F Lagos/Apapa (or an alternative port if requested) in Canadian dollars, United States dollars or pounds sterling. Inland freight, in almost all cases, will be arranged locally. Where a Form 'M' is required, the price must be broken down into both f.o.b. and c.i.f. components.

Insurance coverage must be obtained from Nigerian sources.

Unsolicited Enquiries from Nigerian Firms

Canadian firms should exercise caution in dealing with unsolicited enquiries and orders from Nigeria. Quite apart from any unscrupulous operators, there are a large number of small traders who are not always fully capable of handling imports directly, due to their lack of experience and their limited financial resources.

The Canadian Trade Commissioner in Lagos is prepared to assist Canadian exporters in obtaining information about Nigerian firms. Frequently such information can be supplied simply on the basis of the Nigerian firm's name and address. However, where information is not readily available, the name of