

DYNAMICS OF INTERNATIONAL MIGRANT TRADERS IN NIGERIA

PRELIMINARY FIELD REPORT

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1.0 Brief Overview

Nigeria is both an important origin and destination region of migration. IOM (2009) sums up important features of international migration in Nigeria, as: immigration is increasing over the years, from 477,135 in 1991 to 971,450 in 2005. By the latter year, immigrants formed 0.7 per cent of the total population (UNDP, 2008). The immigrants were mostly from the neighboring Economic Community of West African States (ECOWAS). In 2001, 63 per cent of all immigrants were born in ECOWAS countries; increasing to 97.5 per cent by 2005 (ECOWAS, 2006).

However, more people emigrate from the country than those who immigrate into it. The net migration rate has been all time negative: -0.3 (2000-2005) and -0.4 (est., 2005-2010) (UNDP, 2008). Although no reliable figures obtain for Nigerian nationals living abroad, in 2005, UNDP (2005) gave a figure of 836,832, with the 10 top destinations being the United States of America (USA), Chad, the United Kingdom (UK), Cameroon, Benin, Niger, Italy, Sudan, Germany and Spain.

Although data on the categories of international migration of Nigeria is difficult to obtain, there are some indications that highly skilled Nigerians are likely to emigrate more than the semi-skilled and unskilled. UNDP (2005) indicates that twice as many Nigerian emigrants work in clerical jobs (93,533) than in administrative and managerial or professional/technical occupations (42,598 and 41,293 respectively) (UNDP, 2005). The number for sales workers was of 6,867 (UNDP, 2005).

But, the gaps in knowledge on other categories of emigrants, in particular labor migrants in the informal sector are even wider. Although the circulation of this category of labor migrants is not an entirely new phenomenon, the trends that it depicts are relatively little apprehended. The trends feature in the increasing level of its operation and diversified destinations, among others.

Traders turn to such countries as Dubai, China, India, Taiwan and South Africa, for example, as new places they perceive attractive alternatives to the traditional, orthodox countries of Europe, North America and the Gulf States that are noted for skilled professional. Also, the nearby regional market of the ECOWAS tends to feature in the already laid down markets as compared to new markets for new IT products.

Even then, the attention of scholars and policy makers has been on brain drain, whereas, circulatory moves at substantial level have been and are taking new shape in Nigeria. Modern day migration is witnessing increasing movement of persons, due to rapid globalization, as well as improvements in the dissemination of information, communication technology and modern modes of transportation. Furthermore, current trends in migration in Nigeria are motivated by other factors, among which is the growing unemployment that results in increased quest for opportunities abroad, not only in the formal sector, but also the informal.

The pressure to emigrate is, therefore, likely to continue, especially due to demographic factors. Nigeria is one of the 10 populous countries in the world and has one of the fastest population growth rates, of 2.38 per cent in 2008 (Library of Congress, Federal Research Division, 2008). If the rate of growth is maintained, in 25 years, Nigerian's population would double its current size, which was estimated 146 million. Unless the labor market is able to absorb the surplus labor, resulting from population growth, unemployment is likely to rise.

The realization of these trends made the Federal Government in Section 12 of the Draft National Policy on Migration to devote attention to Migration and Trade, among the several other sections that it has elaborated, as it states:

Government should recognize the relevance of short-term migration and the movement of persons in the context of trade or services.

In all, this overview forms the premise for the present study of international migration of traders.

1.1 Explanation of Aim and Objectives

The aims of the study are basically to examine the dynamics of international migration of traders from Nigeria to other countries, and how these changes impact on the social, economic and political conditions of individual migrant traders, their immediate community and Nigeria.

The aims of the study have not changed from the initial concept as contained in the proposal. The underpinning reasoning behind the aim of the study is that international migrant traders qualify as migrants of note, irrespective of their relative short duration of stay. In fact, the latter qualifies them for study, as the IMI Project titled, “African Perspectives on Human Mobility”, covers both mobility and migration. Moreover, the achievement of the aims would afford us an opportunity of appreciating better the dynamics of international migration of traders from Nigeria, as we study the transformation of their status from circulatory movers to more permanent migrants and even a reversal of their status to non-migrants that depend on the network of traders that they have built up over time. Whichever is the case, their mobility/migration is fundamentally dictated by their perception of the profitability of their movements. This dictates whether or not their movement can be classified as patterns, trajectories and or migratory flows, which is basic to the central model/conceptualization of the study.

The study is, therefore, geared towards understanding the new mobility patterns that are developing, in terms of the adaptation of new economic survival strategies, combined trips, duration of stay and metamorphosing of migrants from visitors, tourists’, refugees, migrants in transit, into temporal and permanent traders over time. Specifically, the aim of the study is captured and examined under three main objectives namely:

- The dynamics of the processes, patterns and categories of international migration of traders from Nigeria.
- The factors responsible for the dynamics of the processes, patterns and categories of international migrant traders and of the goods traded in, in particular the last ten years, and

- The impact of the dynamics of international migration of traders on the livelihood of the traders, their immediate community, in particular on non-migrant traders and on Nigeria.

2.0 The Geographic Location and Social-Cultural Context of the Study

2.1 Geographic Location

Lagos metropolis, the study area, is in the south-west Nigeria on the Atlantic coast of the Gulf of Guinea. It is located on latitude $6^{\circ} 27'$ north of the Equator and longitude $3^{\circ} 24'$ east of the Greenwich Meridian. Lagos metropolis (urban) is the capital of Lagos State that lies between $6^{\circ} 22'$ and $6^{\circ} 41'$ and longitudes $2^{\circ} 42'$ and $4^{\circ} 21'$. The metropolis covers 16 out of the 20 LGAs of Lagos State. The metropolis comprises both the islands (Lagos Island, Victoria Island, and Ikoyi Island) and the mainland. The islands are separated from the mainland by the main channel that drains into the Atlantic Ocean, the Lagos harbor. These islands are separated from each other by creeks of varying sizes and are connected to Lagos Island by bridges. The mainland consists of Yaba, Ebute-Metta, Mushin, Ojo, Apapa, Oshodi-Isolo, Somolu, and Surulere. The city has over the years spread in all directions to encompass former suburbs, which are now thriving residential and commercial centers, such as Agege, Ajeromi-Ifelodun, Alimosho and Amuwo-Odofin.

In terms of climate, the city has a tropical, humid climate (Koppen's Climate classification AW), that is similar to that of the rest of southern Nigeria, with two peak periods of rainfall that is from April to July and between October and November. There is relatively a brief dry season in August and September and a longer dry season from December to March. The monthly average rainfall reception between May and July is over 300mm (12 inches); while in August and September it drops to 75mm (3 inches) and in January; average rainfall is as low as 35 mm (1.5 inches).

The main dry season in Lagos is between December and early February, which is accompanied by the dry conditions of the harmattan winds from the Sahara desert. The average January

temperature is 27°C (79°F) and for July it is 25°C (77°F). On the average, March is the hottest month of the year; and July the coolest month of the year.

2.2 Social-Cultural – Economic and Political Context of the Study

Lagos metropolis is made up 16 Local Government Areas (LGAs), namely Agege, Ajeromi-Ifelodun, Alimosho, Amuwo-Odofin, Apapa, Eti-Osa, Ifako-Ijaiye, Ikeja, Kosofe, Lagos Island, Lagos Mainland, Mushin, Ojo, Oshodi-Isolo, Shomolu, and Surulere, as in Fig 1 and Table 1.

Fig. 1: Administration and Demographics



Note that Metropolitan Lagos is a statistical area and not an administrative entity unlike [Lagos State](#). Lagos State is made up of these 16 LGAs and 4 other larger LGAs not shown on the map

Source: http://en.wikipedia.org/wiki/File:LGA_Lagos.png

2.3 Economy

Lagos is the economic hop of Nigeria, and much of the nation's economic wealth and activity is concentrated in the city. Most commercial, financial and business organizations in Nigeria are located in the Central Business District (CBD) on Lagos Island. Lagos is also where most of the country's largest banks and financial institutions and headquarters of big multi-national co-operations are located.

Lagos is well connected by all known modes of transportation. Lagos port is Nigeria's leading port and one of the largest and busiest in Africa. The main ports are located in Apapa and Tin Can Island, both of which are located in Badagry creek which flows into the Lagos harbour from the west.

Lagos's status, as a leading commercial centre and port, and its strategic location have led to its being the end point of the Trans-African Highway, which is linked to and passes through several African countries. The main highways are the Trans-West African Coastal Highway that leaves the city as the Badagry Expressway way to Benin and beyond as far as Dakar and Nouakchott. The Trans-Saharan Highway to Algiers takes off from Lagos via the Lagos-Ibadan Expressway.

Lagos is served by Muritala Mohammed Airport, one of the largest airports in Africa and a top international air passenger gateway to Nigeria. It is a route highly patronized by international migrant traders from Lagos.

2.4 The Population

The population size of metropolitan Lagos or Lagos Urban is 7,937,932, out of the total population of 9,113, 605 recorded for Lagos State in the 2006 national population census (NPC, 2006). This figure has been highly contested, in particular the Lagos State Government, which argues the total population of Lagos urban, is 15.5 million, based on projections made by the UN-HABITAT (2008) and other agencies. Nonetheless, by all standards, the close-to-8 million figure recorded by NPC in 2006 is one and half times the figure given by the 1991 census, when

it was about 5.8 million. This shows a very rapid growth that surpasses that of any other urban center not only in Nigeria, but in the whole of the West African region and in Africa in general.

The rapid rate of urbanization witnessed by Lagos is not unconnected with its social, economic and political status, as it was for three plus decades, the political and seat of government of the Federal Republic of Nigeria. Its status as the chief port city of the country, has also earned it the most populous conurbation center in Nigeria.

Lagos has housed other people from the hinterland and had an earlier contact with the outside world than most other centers in the country. This is borne out, for example, by explanations of the origin of its name. There are two explanations of the origin of the name Lagos. The first explanation is that a Portuguese explorer Rui de Sequera, who visited the area in 1472, named the area around the city as Lago de Cura, which are Portuguese words for lakes. The second explanation is that the early Portuguese settlers in the area were from a coastal town of the same name Lagos in Portugal; hence, the name they gave to their 'new' settled area.

Furthermore, Lagos has thrived on commercial activities, prompted by both local and transcontinental/global forces, which led to mobility and migrations of people. Legitimate trading has since the abolition of slave trading been the order of the day and has attracted diverse groups of people such that modern day Lagos is an amalgam of peoples, ethnicities and nationals from within and outside Nigeria. Lagos today is like 'no man's land', a situation that has facilitated the high involvement and virtual dominance of certain ethnic groups in the country in international migration in the study area.

3.0 A Brief Explanation of the Actual Field Work and of Any Difference in the Original Proposal

3.1.1 The Study Population (The Micro-Area)

In order to facilitate access to the study population, Lagos markets, rather than its metropolitan cum-residential areas, were selected for the sampling exercise. Two major criteria were adopted in the selection of the markets. One, a selected market must have two segments of trading populations, that is, those who engage in international commerce, and those who do not. For those who engage in international commerce, the emphasis is not on mere importation of commodities by such traders, but on their traveling to such destinations. This implies that markets whose traders deal in imports without they themselves traveling to international destinations of purchase do not fit into the fold.

Two, wherever stall ownership overlaps between two major markets, one of the two markets is dropped to prevent double counting. This informed the preference for Balogun market in Lagos traditional Central Business District (CBD), instead of Balogun International Centre for Commerce on the Lagos – Badagry Expressway, a new market built by the united efforts of non-indigene traders for those that relocated from Lagos traditional CBD.

In addition to the conditions outlined above, the physical layout was another important consideration. In other words, a market in which the physical layout posed a major constraint to the possibility of efficient numbering of traders, and or of stalls for a reliable random sampling exercise was also excluded.

On the basis of these sets of criteria, four major markets met the requirements in varying degrees. These are the Auto Spare Parts and Machinery Dealers Association Market {ASPAMDA}, Alaba International Market {both of which are located along Lagos-Badagry Expressway and in Ojo LGA}, Ikeja Computer Village Market { Ikeja LGA) and Balogun Market, which is in the traditional Central Business District of Lagos and in Lagos Island LGA.

3.1.2 Balogun Market

Of the four markets, Balogun Market has the largest number of traded goods. Some sections of the markets are for clear-cut specific goods, while in some other parts the focus is on general merchandise. Also, Balogun Market has the densest concentration of traders as multi-story buildings dominate sections of the market. Originally, much of the area was built for residential purpose, with minimum emphasis on proper planning. Consequently, commercial as well as official functions have overpriced properties in the area generally out of reach of residential users. Transportation flow in Balogun market, as well as in its contiguous Idumota market, was very chaotic until the recent times, when the Lagos State Government introduced some interventions, to ease the confusion of transportation flow in the entire metropolis.

In line with the criteria for the selection of markets and sub-market trading groups for the study, three major commodity trading groups that are affiliated with registered associations were selected for study in Balogun Market. This was to ease sampling, as the lists of such associations formed the sampling framework.

3.1.3 Alaba International Market

Alaba International Market is located along the Lagos-Badagry Expressway. The market is not well-structured and the stalls are small in size. Traders in Alaba International Market deal mainly in electrical and electronics goods. Also, some proportions of the traders engage in Machineries and Furniture products. Its commercial populations respectively are travelers and non-travelers.

3.1.4 ASPAMDA Market

The third market is ASPAMDA, an acronym for Auto Spare Parts and Machinery Dealers Association Market. It should be noted that ASPAMDA is in the neighborhood of Balogun International Centre for Commerce, both of which are along the Lagos-Badagry Expressway. Both markets share between themselves the land area formerly designated as the Trade Fair complex and its adjoining vicinity. Some of the traders in the latter market still maintain their commercial outpost on the Lagos Island; hence, the exclusion of the market in the survey.

The blocks of buildings at ASPAMDA market are well laid out, properly outlined and labeled on zoning basis, as Zones A – F. These made for easy identification during the fieldwork.

3.1.5 Computer Village Market

Computer Village Market, Ikeja, is the fourth market. This area was originally a residential area. Its adjacency to the Ikeja traditional Ipodu Market perhaps, facilitated the displacement of residential function by commerce. The trading sections are, therefore, the normal residential buildings that were rented out for commercial purposes. This made identification of the trading section difficult. The buildings, no doubt, can be identified by the house number; but the stalls are not well labeled. In one single building, there could be up to 10 business outfits.

Traders in the Computer village, as its name implies, deal essentially in computer and telecommunication equipment. Computer trading activity appeared in its embryonic stage in the vicinity in the mid-nineties. Since then, it has swallowed every other activity in the neighbourhood. The approval of licenses to GSM telecommunication operators in Nigeria in the late 1990s and the popularization of the mobile telephones in Nigeria have widened the functional scope of the Computer Village, to include, the sale of mobile telephone.

3.2 Identification of the Population Groups: The Domiciliary Factor

To determine the appropriate strategy for the fieldwork, the research team conducted some preliminary investigations on both the attributes of prospective markets and their trading populations. The elements of the traders which influenced the sampling design are presented below, as garnered from preliminary investigations.

The first is that the travelling and the non-travelling commercial traders reside primarily in Lagos and operate commercial/trading outfits in one of Lagos large commercial centers. The circulatory group (the travelers) consists of those who have engaged or are still engaged in international commercial travel, while the non-circulatory group (non-travelers) carries out their activities mainly in Nigeria. The circulatory nature of the travelers does not render them significantly

unreachable as is the case with many other categories of mobile population. In order to capture the active circulators who were located randomly in the markets, a repeat of visit to them was made during the period of the fieldwork.

3.3 Methods of Data Collection

The methods of data collection started with the purposive sampling of markets within the metropolis of Lagos State. The rationale for the selection of Lagos is that it is the chief seaport and the business capital of the country. Also, it is at convenient distance to the international land border of the country. Moreover, it is the most populous city in Nigeria.

Having selected the relevant markets to the study, the next step was the identification of leaders of the markets for briefing and solicitation of support. Information obtained from the guild leaders, combined with physical sketch mapping of the market and stalls, helped to direct the pre-test survey, which, was aimed at having an idea of how the two sub-groups are distributed among the major market areas, as well as to test the reliability of the survey instrument. The next set of activities involved reconnaissance survey, using the checklist above to determine the market areas that would be covered during the fieldwork.

The initial strategy for the design of sampling frame for the study was to conduct a mini-census, but this was changed to the list of associations in each selected markets. The change from mini-census to the list of association is premised on three major reasons. The first reason was that the exercise would become cumbersome, based on the large sizes of the selected markets, as observed during the reconnaissance survey. Also, cost of executing the exercise was considered excessive, judging from the funds available. And, thirdly, most traders were observed to have more than one stall in some of the market, while some stalls were empty. These factors could eventually lead to error of redundancy and many empty cells during data analysis, among others. In addition, decision on the sampling strategy adopted either for the whole market, or for a section of it was influenced by the nature of challenge encountered in the field.

Consequently, the lists of associations in the selected markets were agreed upon as a viable alternative. The lists acquired comprised names and stall numbers of traders of similar commodity or belonging to a particular faction, group or zone of the market.

In ASPAMDA and Alaba International markets, where there were no inter or intra-union contentions, it was not so difficult to obtain the lists of traders. The names were re-compiled into two separate lists, of travelers and non-travelers respectively for the international migrant traders and for either internal migrant traders or non-migrant traders. The serial numbers contained in each list were duplicated in paper slips to generate two sampling frames from which traders were randomly selected for questionnaire administration.

However, it was relatively difficult to get the lists of associations in the Computer Village, Ikeja. Preliminary observations showed that placing too much reliance on any of the two contending fractions in the market would jeopardize the task of the research. As a result, after the initial formal meetings with some union members who showed some understanding, the research team took the decision to carry out the sampling at the level of the individual plazas, which accommodate the stalls.

Each fieldworker was to first determine the total number of stalls in each plaza, and then find out the circulatory nature of the traders. From the entrance of the plaza, the fieldworkers numbered the stalls serially and separately for travelers and non-travelers. The serial numbers were written on paper slips for random samples of each of the two sampled frames.

The same procedure was partially employed in obtaining respondents only among electrical traders in Balogun Market, where the union could not assist in providing a list of traders in their section of the market after series of promises to do so.

Subsequently, the administration of the questionnaires was carried out primarily by the fieldworkers and supervisors, assisted by the two consultants on many occasions. While the field-workers carried out oral interviews with the sampled respondents, the supervisors

monitored their activities; attended to and solved problems on the field. Also the supervisors went on spot-check, as well as, cross-checked the administered questionnaire forms on completion.

The field workers were grouped into two working teams, that is, a supervisor to four fieldworkers. In two of the markets, ASPAMDA and Computer Village, the questionnaire administration was jointly carried out by all the eight (8) fieldworkers and the two supervisors, while in Balogun Market and Alaba International Market the administration was conducted simultaneously by each of the two team fieldworkers. In some cases, the data collection was a multi-round process, that is, fieldworkers visited non-responding and non-available respondents, as many times as possible, within the period of the survey.

Two sets of questionnaires were designed and administered. The first one is the international migrant traders' questionnaire and the second, the internal/non-migrant traders' questionnaire. The mode of interview was oral, guided by the set of questions in the questionnaire. The fieldworkers administered the contents to traders on a one on one basis. Only in rare occasion was the form left with some traders, based on their literacy level and understanding of the questions in the form.

The primary data for the study were collected in three phases. The first phase was the use of a one-time questionnaire. This has been completed, resulting in a total 759 respondents from the four markets as follows:

Table 2: Sample Sizes of Travelers, Non-Travelers in Selected Markets

Market	Traveler (International Migrant Trader)	Non-Traveler (Internal Migrant/Non-internal Trader)	Total
ASPAMDA	37	27	64
Computer Village	223	165	388
Alaba International	63	100	163
Balogun	64	80	144
Total	387	372	759

Source: Field-work, November 2009

The second phase is the Focus Group Discussions (FGDs). Two FGDs sessions would be held in each of the markets, making eight sessions in all. Each FGD would comprise 6-10 traders, depending on their willingness to spare some time for the discussion.

The third phase is in-depth interviews of known Nigerian international migrant traders and a few non-Nigerian migrant traders in Lagos. The latter would be a few foreigners that are either distributors or representatives of foreign trading companies. A total number of 50 people would be interviewed, such that the number in each market would be proportional to the sample size for each market. For ASPAMDA, they are to be 4 interviewees; Computer Village, Ikeja, 25; Alaba International Market 11 and Balogun Market 10.

3.4 Advantages and Drawbacks of the Methods

The survey targeted mainly international migrant traders, at a ratio of 60:40 in each of the selected markets. During the course of sampling and administering the questionnaire, however, it was found out that the ratio could not be maintained in all cases. Subsequently, it was reviewed to reflect what was feasible, as depicted by the table in section 3.3.

The methodological concepts that were put up in the proposal have been captured in the research tool. Particularly, the political-economy concepts and livelihood theory that formed the theoretical explanations for the study were well covered in the questionnaire. However, profitability as an over-riding concept in understanding duration of stay of travelers is yet to be captured adequately.

The FGDs and In-depth Interviews have been slated to cover more explicitly the main distinctive features of the study. The first is the effectiveness of migration (measures for: Perception of Profitability of Travel and Duration of Stay; Availability of Goods and Duration of Stay; Reliability of Agent/Link Person and Duration of Stay; Multiple Sources Contacted and of Goods Purchased; Explanatory Factors: Demographic; Social; Economic; Political; Information Technology (IT) etc).

The second is International Migration as an Economic Strategy (measured by: Year of Entry into Trading: Internal and International Motive for Entry, Previous Employment Record/Occupational Mobility, Quest for Better Livelihood, Perception of Trading Opportunities in Source (s) of Goods, Changing Economic Conditions (Formal vs. Informal Sector), Scale of Operation, Perception of Changing Demand, Ownership of Business, New Market(s) Visited, Step-wise Migration History in Trading-Internal; International; Duration of Engagement at each Stage; Step-wise Mobility in Trading-International-Countries 1, 2, 3, etc; Duration at each Stage; Explanatory Factors: Demographic; Social; Economic; Political; Information Technology (IT) etc).

Individuality in International Trading is the third concept (measured by: Contact(s)/Link(s) - Dependency on Earlier Migrant Traders; Entrepreneurial Ability- Decision Making (Learning/Intelligence, Social Networking, Power Structure, Apprenticeship, Membership in Trading Association etc). The fourth is Categorization and Identities of Traders (measuring by metamorphosing/changing job status).

3.5 Problems

The problems faced in the course of data collection for the study were usually those that are peculiar to research endeavour in Nigeria. One of the major problems encountered was the difficulty in acquiring the lists of associations in some of the markets. In all of the markets, there were different associations, but not all traders were members of such associations, no list of membership in some associations. ASPAMDA and Alaba markets are better organized. In ASPAMDA all traders must belong to the association of the products they sell, but majority belong to ASPAMDA. In Alaba International Market, the traders are automatically members of the particular section in which their shops are situated. Alaba has about 22 different associations in the market. But, there are four major ones. These are International Market Association for Electronics, Electrical Fancy & Furniture, and Industrial Association. These associations were very cooperating at the initial time but later their leaders proved difficult when some of them realized that there are no financial gain attached to the Survey and they tried to frustrate the efforts of the team by asking for money before they could release their members list. Through persuasion, the field-workers were able to surmount the problems. In some cases, some marketers on their own were very elated and assisted in giving more than was requested, while some frustrated the efforts of the field-workers as they asked them to come back on several occasions without giving them audience eventually.

The situation is quite different in Computer Village and Balogun markets, whose associations do not have comprehensive records of their members. On enquiry, the field-workers were told that they were just collating the list and that individual members were not mandated to join because the various buildings that housed the traders are owned by individuals and the shops are let-out to individuals without recourse to the association which makes it difficult for the association to have a comprehensive list of their members. Also, there were factional groups that had caused impediments in acquiring the list of membership of such an association.

Another major problem encountered right from the time of the reconnaissance survey was the misconception that the study was government sponsored and was a way of collecting information about their trading activities for tax levies and other state revenue related purposes.

Presently, the Government of Lagos State has heightened the momentum of increasing its Internally Generated Revenue (IGR), by setting up a taskforce to work on the modality of increasing money generated from such markets. Therefore, anything that involves people going about in group or team is suspected, and could be termed as a strategy of the State government in imposing taxes on the populace.

Even the taskforce/union that was set up by government found the task very difficult to accomplish, as some form of rivalry broke out in the rank and file of the union. Majority of the union members suspected a foul play from the government, whom they believed was trying to break their solidarity to actualize its fiscal policy.

A way of getting out of the impasse was the design of an outfit for our team of workers, by which the interviewers wore designed T-shirt and cap and had an Identity Card to differentiate them from any other person with other purpose different from ours. Thus, our strategy minimized opposition and skepticism.

The inability of respondents to find time to attend to the fieldworkers was another problem faced during the data collection. Majority of the respondents were too busy to attend to the interviewers. Many felt the questions were too many and that most of the questions probe into their private business life which they felt may threaten their business.

Also, timing was a major problem. Generally, there was no time that was convenient for them to answer the questions. Their excuse for not wanting to attend to the fieldworkers in the morning was that they had just arrived at the market and they were therefore busy with the display of their wares/products. In the afternoon, their excuse was that they were attending to customers, while in the evening; it was that they were about leaving the market. The same pattern continued even for follow-up visits until they eventually agreed to complete the questionnaire. Sometimes, the questionnaire forms were replaced because the initial ones left with them, at their request, was misplaced.

The respondents also complained about what they stood to gain monetarily from the survey and immediately they discovered that there was no monetary gain, some of them were unwilling to continue with the survey. This attitude was not limited to the internal migrant traders but also among some of the big wholesalers and even among the traders' association executives.

At Alaba International Market, the respondents initially felt that the survey was ethnically biased and wanted to know if only the Ibos were the focus group for the survey. Questions on where they were born and when they got to Lagos State were initially not answered until they were told that the survey also included Yoruba traders in Balogun Market.

By and large, the fears of the respondents were allayed as much as possible and a high level of co-operation was received. Since the respondents were within the sampling frame, call back time was agreed on by both parties. A second or third visit was usually adequate to get their attention and cooperation. Sometimes, the respondents insisted on the questionnaire being left with them with a promise to complete the questionnaire to be picked up at an agreed date.

3.6 Quality of Data Collected

To ensure anonymity in all cases, each individual trader was identified by a serial number assigned to him/her at the division or the larger market level. The data collected from the field survey are of high quality. The authenticity of the data was based on the roles played by the supervisors in ensuring proper administration of the questionnaire by the fieldworkers, cross-checking and checkmating any error or inadequacy that could crop up during the survey. The supervisors were also mandated, to go through each completed questionnaire form and duly signed that it was properly administered. In addition, supervisors randomly selected some respondents that had answered the questions and re-administered parts of the questionnaire, so as to validate the earlier administered section(s). Any incomplete form was returned to the fieldworkers that administered it. Moreover, any respondent that was not available during the questionnaire survey was replaced from the sampling pool after a number of visits.

4.0 A Preliminary Analysis of Data & Details of Further Analysis

4.1 Research Instrument Used for the Study

The two questionnaires to be analyzed are: the International Migrant Traders Questionnaire and the Main Questionnaire or the Internal Migrant / Non-migrant Traders Questionnaire. The structural format for both questionnaires is basically the same, except for the coverage, where questions specific to International Migrant Traders are not included in the Internal Migrant /Non-migrant Traders Questionnaire.

4.2 The Survey Components

The International Migrant Traders Questionnaire addresses migrant traders who have either traveled once or more outside Nigeria for business purposes. On the other hand, the Internal Migrant- Non-migrant Traders Questionnaire is for all traders within the selected markets, who have traveled outside Lagos but within Nigeria for business purposes or who trade within Lagos markets only.

The returned questionnaire forms were initially sorted according to location and given identification numbering. Each questionnaire was then checked for correctness to ensure consistency of the responses from the various locations.

Codes were then assigned to the open ended questions. The data capture template was designed using MS Excel to allow for simultaneous entry by a number of data entry clerks. At the completion of the whole data entry exercise, which is still in progress, the MS Excel data file will be exported into SPSS⁺ where the analyses will be computed.

The description of the surveyed population based on the selected representative sample will include tables of frequencies for all variables, and then, consider cross-tabulation of socio-demographic characteristics of the traders against each variable of interest in order to generate tables of relationships. These tables when examined will reveal the interdependencies required to verify various hypotheses necessary for further analysis.

To this end, based on the requirements of our Research Questions, the following frequency tables fall within the ambit of our preliminary analysis:

Frequency distribution of sex, marital status, spouse's occupation, religion, age, level of education and ethnicity (q1–q12) against the frequency of moving (q34)

sbq34 How often do you travel for business activities? By saq1 Sex

sbq34 How often do you travel for business activities? By saq2 Marital Status

sbq34 How often do you travel for business activities? By saq3 Spouse's occupation

sbq34 How often do you travel for business activities? By saq4 Religion

sbq34 How often do you travel for business activities? By saq5 Age

sbq34 How often do you travel for business activities? By saq6 Educational Status

sbq34 How often do you travel for business activities? By saq11 State of origin

Frequency distribution of sex, marital status, spouse's occupation, religion, age, level of education and ethnicity (q1 – q12) **against** why traders travel outside Lagos/Nigeria (q37) together explain who is moving and why are they moving.

sbq37 Why do you carry out business outside Lagos? By saq1 Sex

sbq37 Why do you carry out business outside Lagos? By saq2 Marital Status

sbq37 Why do you carry out business outside Lagos? By saq3 Spouse's occupation

sbq37 Why do you carry out business outside Lagos? By saq4 Religion

sbq37 Why do you carry out business outside Lagos? By saq5 Age

sbq37 Why do you carry out business outside Lagos? By saq6 Educational Status

In order to understand the patterns, strategies and routes used in the process of movement of international migrant traders, we look at the frequency distribution of variables involving the processes of migration (q47, q48, q49, q50, q51, q52, q53, q54, q55, q56 and q58) **against** destination on first international trip (q39).

scq39 Destination of your first international business trip outside Lagos By scq47 How did you travel?

scq39 Destination of your first international business trip outside Lagos By scq49 Did you carry an international passport for the journey?

scq39 Destination of your first international business trip outside Lagos By scq50 Did you obtain a visa for the journey?

scq39 Destination of your first international business trip outside Lagos By scq51 If you obtain a visa for the journey, what sort of visa did you have for the trip?

scq39 Destination of your first international business trip outside Lagos By scq52 Did you pass through immigration check point?

scq39 Destination of your first international business trip outside Lagos By scq53 If yes, what was your experience?

scq39 Destination of your first international business trip outside Lagos By scq54 In what currency did you conduct your first international trade transactions?

scq39 Destination of your first international business trip outside Lagos By scq55 Major challenges you encountered on your first trip

scq39 Destination of your first international business trip outside Lagos By scq56 Airport used for bringing in your imported goods

Scq39 Destination of your first international business trips outside Lagos By sdq58 Where was your latest international/internal trading trip outside Lagos?

Frequency distribution of sex, marital status, spouse's occupation, religion, age, level of education and ethnicity (q1 - q12) **against** the processes and characteristics of migrant traders (q42, q51, q52, q55 and q60) in order to reveal the nature of the relationship among the different groups of the traders and the goods they traded in

saq1 Sex By scq42_1 Process of arranging your first international trade trip-Friends

saq1 Sex By scq51 If you obtain a visa for the journey, what sort of visa did you have for the trip?

saq1 Sex By scq52 Did you pass through immigration check point?

saq1 Sex By scq55_1 Major challenges you encountered on your first trip-Bank charged

saq1 Sex By sdq60_1 Commodity bought during your latest business trip-Textile

saq2 Marital Status By scq42_1 Process of arranging your first international trade trip-Friends

saq2 Marital Status By scq51 If you obtain a visa for the journey, what sort of visa did you have for the trip?

saq2 Marital Status By scq52 Did you pass through immigration check point?

saq2 Marital Status By scq55_1 Major challenges you encountered on your first trip-Bank charged

saq2 Marital Status By sdq60_1 Commodity bought during your latest business trip-Textile

saq3 Spouse's occupation By scq42_1 Process of arranging your first international trade trip-Friends

saq3 Spouse's occupation By scq51 If you obtain a visa for the journey, what sort of visa did you have for the trip?

saq3 Spouse's occupation By scq52 Did you pass through immigration check point?

saq3 Spouse's occupation By scq55_1 Major challenges you encountered on your first trip-Bank charged

saq3 Spouse's occupation By sdq60_1 Commodity bought during your latest business trip-Textile

saq4 Religion By scq42_1 Process of arranging your first international trade trip-Friends

saq4 Religion By scq51 If you obtain a visa for the journey, what sort of visa did you have for the trip?

saq4 Religion By scq52 Did you pass through immigration check point?

saq4 Religion By scq55_1 Major challenges you encountered on your first trip-Bank charged

saq4 Religion By sdq60_1 Commodity bought during your latest business trip-Textile

saq5 Age By scq42_1 Process of arranging your first international trade trip-Friends

saq5 Age By scq51 If you obtain a visa for the journey, what sort of visa did you have for the trip?

saq5 Age By scq52 Did you pass through immigration check point?

saq5 Age By scq55_1 Major challenges you encountered on your first trip-Bank charged

saq5 Age By sdq60_1 Commodity bought during your latest business trip-Textile

saq6 Educational Status By scq42_1 Process of arranging your first international trade trip-Friends

saq6 Educational Status By scq51 If you obtain a visa for the journey, what sort of visa did you have for the trip?

saq6 Educational Status By scq52 Did you pass through immigration check point?

saq6 Educational Status By scq55_1 Major challenges you encountered on your first trip-Bank charged

saq6 Educational Status By sdq60_1 Commodity bought during your latest business trip-Textile

saq11 State of origin By scq42_1 Process of arranging your first international trade trip-Friends

saq11 State of origin By scq51 If you obtain a visa for the journey, what sort of visa did you have for the trip?

saq11 State of origin By scq52 Did you pass through immigration check point?

saq11 State of origin By scq55_1 Major challenges you encountered on your first trip-Bank charged

saq11 State of origin By sdq60_1 Commodity bought during your latest business trip-Textile

Frequency distribution showing the destination international migrant traders patronized by type of commodities purchased (q33, q36, q37, q38, q39) **against** commodities bought, (q41 and q60)

provide the explanation of where the international migrant traders patronized over the defined period.

scq40 How long were you away from Nigeria during your first business trip? By sbq33_1 State in Nigeria your major customer come from

scq40 How long were you away from Nigeria during your first business trip? By sbq36_1 Place or country you visited in the last one year

scq40 How long were you away from Nigeria during your first business trip? By sbq37 Why do you carry out business outside Lagos?

scq40 How long were you away from Nigeria during your first business trip? By scq38_Year Year you made your first international trading trip outside Nigeria

scq40 How long were you away from Nigeria during your first business trip? By scq39 Destination of your first international business trip outside Lagos

sdq60_1 Commodity bought during your latest business trip-Textile By sbq33_1 State in Nigeria your major customer come from

sdq60_1 Commodity bought during your latest business trip-Textile By sbq36_1 Place or country you visited in the last one year

sdq60_1 Commodity bought during your latest business trip-Textile By sbq37 Why do you carry out business outside Lagos?

sdq60_1 Commodity bought during your latest business trip-Textile By scq38_Year Year you made your first international trading trip outside Nigeria

sdq60_1 Commodity bought during your latest business trip-Textile By scq39 Destination of your first international business trip outside Lagos

Frequency distribution of major challenges encountered on first and latest trips (q55 and q72) **against** their respective destination (q38 and q58) in order to explain why international migrant traders moved to the destination(s) they moved to and why a change in location.

scq38_Year Year you made your first international trading trip outside Nigeria By scq55_1
Major challenges you encountered on your first trip

scq38_Year Year you made your first international trading trip outside Nigeria By sdq72_1
Major challenges you encountered on your latest trip

sdq58 Where was your latest international/internal trading trip outside Lagos? By scq55_1
Major challenges you encountered on your first trip

sdq58 Where was your latest international/internal trading trip outside Lagos? By sdq72_1
Major challenges you encountered on your latest trip

Frequency distribution of first and latest trip destinations (q39 & q58) **against** sex, marital status, spouse's occupation, religion, age, level of education, ethnicity (q1 – q12), items of trade (q31), frequency of their visit (q34) and their duration of stay (q40).

saq1 Sex By scq39 Destination of your first international business trip outside Lagos

saq1 Sex By sdq58 Where was your latest international/internal trading trip outside Lagos?

saq2 Marital Status By scq39 Destination of your first international business trip outside Lagos

saq2 Marital Status By sdq58 Where was your latest international/internal trading trip outside Lagos?

saq3 Spouse's occupation By scq39 Destination of your first international business trip outside Lagos

saq3 Spouse's occupation By sdq58 Where was your latest international/internal trading trip outside Lagos?

saq4 Religion By scq39 Destination of your first international business trip outside Lagos

saq4 Religion By sdq58 Where was your latest international/internal trading trip outside Lagos?

saq5 Age By scq39 Destination of your first international business trip outside Lagos

saq5 Age By sdq58 Where was your latest international/internal trading trip outside Lagos?

saq6 Educational Status By scq39 Destination of your first international business trip outside Lagos

saq6 Educational Status By sdq58 Where was your latest international/internal trading trip outside Lagos?

saq11 State of origin By scq39 Destination of your first international business trip outside Lagos

saq11 State of origin By sdq58 Where was your latest international/internal trading trip outside Lagos?

sbq31_1 Current commodity you traded in-Textiles By scq39 Destination of your first international business trip outside Lagos

sbq31_1 Current commodity you traded in-Textiles By sdq58 Where was your latest international/internal trading trip outside Lagos?

sbq34 How often do you travel for business activities? By scq39 Destination of your first international business trip outside Lagos

sbq34 How often do you travel for business activities? By sdq58 Where was your latest international/internal trading trip outside Lagos?

scq40 How long were you away from Nigeria during your first business trip? By scq39 Destination of your first international business trip outside Lagos

scq40 How long were you away from Nigeria during your first business trip? By sdq58 Where was your latest international/internal trading trip outside Lagos?

Frequency distribution of place of purchase (q43, q44, q45, q46) **against** processes of arrangement for business trip of internal migrant traders (q42),

scq42_1 Process of arranging your first international trade trip-Friends By scq43 Did you have any relation in the country of your last purchase?

scq42_1 Process of arranging your first international trade trip-Friends By scq44 If yes, how many are they?

scq42_1 Process of arranging your first international trade trip-Friends By scq45 What assistance did they offer your business?

scq42_1 Process of arranging your first international trade trip-Friends By scq46 If your

original aim in your first trip was not to trade, why did you take to trading?

Frequency distribution of the items of trade (q41, q60) **against** changing trading pattern (q73 – q84)

scq41_1 Current commodity you traded in-Textiles By seq73 Are you currently trading in the same commodity as when you started?

scq41_1 Current commodity you traded in-Textiles By seq74 If you are not trading in the same commodity, what type of goods did you change to?

scq41_1 Current commodity you traded in-Textiles By seq75 If you have change to a new commodity, for how long have you traded in the new commodity?

scq41_1 Current commodity you traded in-Textiles By seq76 Have you changed your major commodity in the last one year?

scq41_1 Current commodity you traded in-Textiles By seq77_1 Situations necessitated change of major commodity-Changing political economy

scq41_1 Current commodity you traded in-Textiles By seq80 Have you had more than one business trip outside Nigeria to purchase your goods of trade?

scq41_1 Current commodity you traded in-Textiles By seq81 If you had more than one business trip outside Nigeria, have all your business trips been to just same destination?

scq41_1 Current commodity you traded in-Textiles By seq82_a1 1st business trip destination outside Lagos/Nigeria

scq41_1 Current commodity you traded in-Textiles By seq83 If your 2nd destination is different from the 1st, why did you make the change?

scq41_1 Current commodity you traded in-Textiles By seq84 If your 3rd destination is different from the 2nd, why did you make the change?

sdq60_1 Commodity bought during your latest business trip-Textile By seq73 Are you

currently trading in the same commodity as when you started?

sdq60_1 Commodity bought during your latest business trip-Textile By seq74 If you are not trading in the same commodity, what type of goods did you change to?

sdq60_1 Commodity bought during your latest business trip-Textile By seq75 If you have change to a new commodity, for how long have you traded in the new commodity?

sdq60_1 Commodity bought during your latest business trip-Textile By seq76 Have you changed your major commodity in the last one year?

sdq60_1 Commodity bought during your latest business trip-Textile By seq77_1 Situations necessitated change of major commodity-Changing political economy

sdq60_1 Commodity bought during your latest business trip By seq80 Have you had more than one business trip outside Nigeria to purchase your goods of trade?

sdq60_1 Commodity bought during your latest business trip By seq81 If you had more than one business trip outside Nigeria, have all your business trips been to just same destination?

sdq60_1 Commodity bought during your latest business trip By seq82_a1 1st business trip destination outside Lagos/Nigeria

sdq60_1 Commodity bought during your latest business trip By seq83 If your 2nd destination is different from the 1st, why did you make the change?

sdq60_1 Commodity bought during your latest business trip By seq84 If your 3rd destination is different from the 2nd, why did you make the change?

Frequency distribution of change in frequency of trip (q34) **against** Commodity traded in (q31, q41 & q60)

sbq34 How often do you travel for business activities? By sbq31_1 Current commodity you traded in-Textiles

sbq34 How often do you travel for business activities? By scq41_7 Commodity you bought during first trip-GSM Phones and accessories

sbq34 How often do you travel for business activities? By sdq60_1 Commodity bought during your latest business trip-Textile

Frequency distribution of challenges encountered in the first/latest trip (q55 & q72) **against** time of making the first/latest trip (q38 & q57) together explain the factors responsible for the change in the characteristics of international migrant traders.

scq38_Year Year you made your first international trading trip outside Nigeria By scq55_1
Major challenges you encountered on your first trip

scq38_Year Year you made your first international trading trip outside Nigeria By
sdq72_1 Major challenges you encountered on your latest trip

sdq57_Year Year you made your latest trading trip outside Lagos By scq55_1 Major
challenges you encountered on your first trip

sdq57_Year Year you made your latest trading trip outside Lagos By sdq72_1 Major
challenges you encountered on your latest trip

Frequency distribution of social network systems and social contacts variables (q16 – q18, q22 – q24, q27 – q30, q42 – q45) in order to explain the dynamics of international migrant traders

sbq16 If trading is your main occupation, who helped you start trading?

sbq17_1 Form of help you received-Financial

sbq18 Location of person that offered you assistance to start trading

sbq22 If you're the owner, State ownership status

sbq23_1 Reason for trading-No employment

sbq24_1 Source of capital for trading-Personal saving

sbq27 Do you belong to an association?

sbq28 If you belong to an association, what is the name of the association?

sbq29 What benefit(s) do you derive from the association?

sbq30 How does your association benefit from your trading?

scq42_1 Process of arranging your first international trade trip-Friends

scq43 Did you have any relation in the country of your last purchase?

scq44 If yes, how many are they?

scq45 What assistance did they offer your business?

Frequency distribution of responses on ways international migration is perceived to have impacted individual traders (q88, q92, and q93), country of destination (q89); and Nigeria (q90)

seq88_1 What you have benefited from International trade-Enlarged my world views

seq92 Do you plan to continue buying goods for sale from outside Nigeria?

seq93 Your reasons to continue or stop buying goods outside Nigeria

seq90 Your opinion on the impact of international trade on Nigeria

seq89 Your opinion on the impact of international trade on the country of destination

Frequency distribution of national economy and political conditions (q51 – q56, q63 – q69, q72 & q91) in order to address ways the national economy cum political conditions and international policies, protocols and treaties impact international migrant traders and their operations.

scq51 If you obtain a visa for the journey, what sort of visa did you have for the trip?

scq52 Did you pass through immigration check point?

scq53 If yes, what was your experience?

scq54 In what currency did you conduct your first international trade transactions?

scq55_1 Major challenges you encountered on your first trip-Bank charged

scq56_1 Airport used for bringing in your imported goods

sdq63 Did you carry international passport for the journey?

sdq64 Did you obtain a visa for the journey?

sdq65 If you obtained a visa, what sort of visa did you have for the trip?

sdq66 Did you pass through immigration check points?

sdq67 If yes, what was your experience?

sdq68 In what currency did you conduct your latest international trade transactions?

sdq69_1 Airport through your goods were imported

sdq69_2 Seaport through which your goods were imported

sdq69_3 Land borders through which your goods were imported

sdq72_1 Major challenges you encountered on your latest trip-Bank charged

seq91 Your opinion on the effect of government economic policies on international trade

Further analysis that can be carried out in order to model why a trader travels would require first, observation of the frequencies of the variables; then, selection of the independent variables to consider for the model. The data are expected to be in forms of binary and interval scales. The binary scale in the logistic regression model would include variables, such as, sex, difficulty in travel procedures, and type of goods, change in destination of goods, duration for conducting trade, sources of capital and membership of association. Hypotheses will be tested, based on the interdependence of cross-tabulations of variables of interest to explain the significance of the observed relationships among the various interacting variables.

Further hypotheses that could be tested include the following, that:

There is no significant difference in the socio-economic profiles of travelers and non- travelers.

There is no significant difference in mobility behavior of association members and non-association members.

There is no significant difference in the processes of first and latest trips

There is no co-operative arrangement for purchasing goods and there is no significant association of this on mobility (volume, direction and frequency).

Changes in country of destination is a function of changes in government policies, custom duties, change in currency values, exchange rates etc.

Duration of stay is a function of level of knowledge and information, profitability, years of being in business.

Profitability is a function of contact person, pre-arranged visit/trip, and accommodation, information gathered on quality, price, e-banking/e-commerce, and presence of an inspector over there (destination)

There is no significant difference in length of stay among different categories of traders

Determinant of duration of stay is a function of destination of purchase, cost of accommodation, types of goods to be purchased, waiting period of order, etc.

Trip arrangement for business is multi-nodal and not a single node trip.

Benefit derived from individual effort is not significantly different from those by cooperative arrangements.

Individuality in decision-making for international migration is stronger in the first trip than for the latest trip and that there are differentials in decision making on bases of destination, temporal and type of goods trade-in.

5.0 Main Findings/Possible Direction of Findings

Preliminary observation showed that both groups of traders (international migrant traders – the travelers and the internal migrant/non-migrant traders – the non-travelers) operate in many of Lagos' numerous commercial outlets. The travelers could be out for periods varying between few days to 8 weeks. During the period of their business travels, their apprentices manage their operations. On their return, they are physically present in their stalls to conduct business. They could stay for at least one to three months before embarking on another trip. The circulatory nature does not render them significantly unreachable as is the case with many other categories of mobile population.

The dominant destination is China; followed by Dubai. This is because the visa requirements are not so difficult to comply with.

Dubai-bound trips are generally shorter in duration than China-bound trips. The longer duration of stay in China is explained by some factors, four of which are mentioned below. The first is the farther distance of China compared to the nearby Dubai, relatively speaking. By implication, the costs of the journey necessitate that travelers maximize trade transactions per trip.

Two, goods that are purchased in China are often produced on request and according to the specification of the Nigerian businessmen. This in essence requires that the traders are physically present to monitor the production of their goods.

Three, a number of Nigerian tradesmen also prefer not only to monitor the process but also the packaging of their wares in China, as well as confirm the shipment before departing China for Nigeria – a function of what the traders described as ‘the growing dishonesty’ among their Chinese counterpart that makes them not to put their trust in consignment without supervision.

And fourth, the cheaper cost of transacting business generally in China, including hotel costs in contrast to Dubai or other shorter destinations.

To a large extent, distance and transport cost seem to differentiate the methods of organization of trading transactions. China-bound traders, for example, practiced combined-purchasing strategy than trading exercise conducted at other shorter-distance destinations. Combined -purchasing entails the coming together of varying number of traders, who pull resources together to finance the transportation/fare of one of them. The person does the purchasing for every member of the contributory cooperation.

Government policy has no doubt impacted the differentials in the likelihood to undertake trips among merchandise groups. Traders in foot-wear have, for example, generally been trip-dormant for some years, as the classification of foot-wear places it under contraband. In order to avert the implication of the ban, some foot-wear traders re-route their import and travel through Cotonou airport in Benin Republic.

Majority of the traders have previously passed through the process of apprenticeship, which in most cases span a period of seven years, after which they are discharged by their boss, who give them seed capital to take-off. During the period of apprenticeship, some of them undertake business travel on behalf of their boss and may continue to do so even after being certified independent. All of these processes take place at varying degrees for international migrants in different destinations and situations. In short, it can be said that profitability is a distinguishing factor in the migration of traders that is worth investigating further.

Below are some other findings that the field workers found to be difficult for traders in the course of their transactions within the metropolis, and indirectly could affect migration.

- a) Bad treatment at the airport, in terms of their encounter with immigration, such as poor handling of security at the port, that is, both the airport and seaport, delay in clearing of goods at seaport, which sometimes takes three months or more before the goods are cleared.
- b) High exchange rate of Naira to Dollar which has effect on prices.

- c) Multiple taxes by the government.
- d) Power generation in Nigeria, which is a big problem that has effect on production, forcing many companies to fold-up.
- e) Government policies on trading activities are not stable and this has impacted negatively on the traders.
- f) The security aspects / issues of the markets are been borne by the traders, in particular ASPAMDA. While traders pay necessary charges to government, they do not have any benefit in return.
- g) Road network system affects the movement of goods from either the seaport or airport to the destination point within Lagos metropolis.

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