

## Appendix II: A--\* Tables

Table A 1. Sex of traders by market; Source: Field Survey (2009)

	ASPAMDA		Computer Village		Alaba Int'l Market		Balogun Market	
Sex	Frequency	%	Frequency	%	Frequency	%	Frequency	%
<b>Male</b>	59	93.7	319	86.2	156	100	93	68.9
<b>Female</b>	4	6.3	51	13.8	0	0	42	31.1
<b>Total</b>	63	100	370	100	156	100	135	100

Table A 2. Average age of traders by market; Source: Field Survey (2009)

	ASPAMDA	Computer Village	Alaba	Balogun
<b>Frequency</b>	64	325	155	132
<b>Mean</b>	41.9	38.7	39.6	36.2

Table A 3. Marital status of traders by category of traders; Source: Field Survey (2009)

	International Traders		Internal Traders		Total	
	Frequency	%	Frequency	%	Frequency	%
<b>Single</b>	67	15.1	89	32.2	156	21.7
<b>Married</b>	377	84.9	187	67.8	564	78.3
<b>Total</b>	444	100	276	100	720	100

Table A 4. Place of origin of traders by market; Source: Field Survey (2009)

	ASPAMDA		Computer Village		Alaba Int'l Market		Balogun Market	
	Frequency	%	Frequency	%	Frequency	%	Frequency	%
<b>South-West</b>	3	4.7	64	17.6	2	1.3	12	8.8
<b>South-South</b>	4	6.3	31	8.5	8	5.2	11	8.1
<b>South-East</b>	56	87.5	258	71.1	145	93.5	112	82.4
<b>North-Central</b>	1	1.6	10	2.8	0	0	1	0.7
<b>Total</b>	64	100	363	100	155	100	136	100

Table A 5. State of origin by category of traders; Source: Field Survey (2009)

State of Origin	International Traders		Internal Traders		Total	
	Frequency	%	Frequency	%	Frequency	%
Abia	40	8.9	23	8.3	63	8.7
Adamawa	5	1.1	0	0	5	0.7
Akwa-Ibom	3	0.7	2	0.7	5	0.7
Anambra	168	37.3	106	38.4	274	37.7
Benue	0	0	1	0.4	1	0.1
Cross River	6	1.3	2	0.7	8	1.1
Delta	12	2.7	4	1.4	16	2.2
Ebonyi	16	3.6	8	2.9	24	3.3
Edo	10	2.2	4	1.4	14	1.9
Ekiti	6	1.3	1	0.4	7	1
Enugu	27	6	34	12.3	61	8.4
Imo	110	24.4	56	20.3	166	22.9
Kwara	3	0.7	3	1.1	6	0.8
Lagos	15	3.3	8	2.9	23	3.2
Ogun	12	2.7	11	4	23	3.2
Ondo	5	1.1	3	1.1	8	1.1
Osun	6	1.3	2	0.7	8	1.1
Oyo	5	1.1	7	2.5	12	1.7
Rivers	1	0.2	1	0.4	2	0.3
<b>Total</b>	<b>450</b>	<b>100</b>	<b>276</b>	<b>100</b>	<b>726</b>	<b>100</b>

Table A 6. State of origin of traders by market; Source: Field Survey (2009)

	ASPAMDA		Computer Village		Alaba Int'l Market		Balogun Market	
	Frequency	%	Frequency	%	Frequency	%	Frequency	%
Abia	5	7.8	35	9.6	19	12.3	3	2.2
Adamawa	1	1.6	4	1.1	0	0	0	0
Akwa-Ibom	1	1.6	4	1.1	0	0	0	0
Anambra	39	60.9	107	29.5	53	34.2	70	51.5
Benue	0	0	1	0.3	0	0	0	0
Cross River	0	0	8	2.2	0	0	0	0
Delta	2	3.1	7	1.9	2	1.3	5	3.7
Ebonyi	2	3.1	12	3.3	6	3.9	4	2.9
Edo	0	0	12	3.3	0	0	2	1.5
Ekiti	0	0	6	1.7	0	0	1	0.7
Enugu	4	6.3	16	4.4	34	21.9	7	5.1
Imo	7	10.9	87	24	39	25.2	31	22.8
Kwara	0	0	5	1.4	0	0	1	0.7
Lagos	2	3.1	17	4.7	0	0	4	2.9
Ogun	1	1.6	17	4.7	2	1.3	3	2.2
Ondo	0	0	7	1.9	0	0	1	0.7
Osun	0	0	6	1.7	0	0	2	1.5
Oyo	0	0	11	3	0	0	1	0.7
Rivers	0	0	1	0.3	0	0	1	0.7
<b>Total</b>	<b>64</b>	<b>100</b>	<b>363</b>	<b>100</b>	<b>155</b>	<b>100</b>	<b>136</b>	<b>100</b>

Table A 7. Educational status of traders by market; Source: Field Survey (2009)

	ASPAMDA		Computer Village		Alaba Int'l Market		Balogun Market	
	Frequency	%	Frequency	%	Frequency	%	Frequency	%
<b>Primary</b>	9	14.1	7	2	18	11.5	7	5.2
<b>Secondary</b>	37	57.8	170	47.6	125	80.1	82	61.2
<b>Tertiary</b>	18	28.1	180	50.4	13	8.3	45	33.6
<b>Total</b>	64	100	357	100	156	100	134	100

Table A 8. Religion of traders by market; Source: Field Survey (2009)

	ASPAMDA		Computer Village		Alaba Int'l Market		Balogun Market	
	Frequency	%	Frequency	%	Frequency	%	Frequency	%
<b>Christianity</b>	59	95.2	323	92.3	153	99.4	123	91.1
<b>Islam</b>	3	4.8	27	7.7	1	0.6	12	8.9
<b>Total</b>	62	100	350	100	154	100	135	100

Table A 9. Trading as primary occupation by market; Source: Field Survey (2009)

	ASPAMDA		Computer Village		Alaba Int'l Market		Balogun Market	
	Frequency	%	Frequency	%	Frequency	%	Frequency	%
<b>Yes</b>	63	96.9	326	90.1	151	96.8	129	99.2
<b>No</b>	2	3.1	36	9.9	5	3.2	1	0.8
<b>Total</b>	65	100	362	100	156	100	130	100

Table A 10. Form of assistance in starting trade by market; Source: Field Survey (2009)

	ASPAMDA		Computer Village		Alaba Int'l Market		Balogun Market	
	Frequency	%	Frequency	%	Frequency	%	Frequency	%
<b>Financial</b>	9	14.3	48	15	8	5.4	21	15.6
<b>Training</b>	8	12.7	32	10	3	2	5	3.7
<b>Advice</b>	2	3.2	26	8.2	2	1.4	13	9.6
<b>Religious</b>	1	1.6	8	2.5	0	0	4	3
<b>Financial &amp; Training</b>	32	50.8	96	30.1	101	68.2	24	17.8
<b>Financial &amp; Advice</b>	6	9.5	54	16.9	11	7.4	18	13.3
<b>Training &amp; Advice</b>	2	3.2	10	3.1	2	1.4	9	6.7
<b>Financial, Training &amp; Advice</b>	3	4.8	45	14.1	21	14.2	41	30.4
<b>Total</b>	63	100	319	100	148	100	135	100

Table A 11. Location of person that assisted traders by market; Source: Field Survey (2009)

	ASPAMDA		Computer Village		Alaba Int'l Market		Balogun Market	
	Frequency	%	Frequency	%	Frequency	%	Frequency	%
<b>Within Lagos state</b>	33	55	196	61.1	100	69	85	67.5
<b>Outside Lagos state</b>	26	43.3	114	35.5	45	31	40	31.7
<b>Outside Nigeria</b>	1	1.7	11	3.4	0	0	1	0.8
<b>Total</b>	60	100	321	100	145	100	126	100

Table A 12. Number of hours spent daily by market; Source: Field Survey (2009)

	ASPAMDA		Computer Village		Alaba Int'l Market		Balogun Market	
Hour Spent	Frequency	%	Frequency	%	Frequency	%	Frequency	%
<b>1 Below 8hrs</b>	4	7	33	10.7	4	2.7	3	2.6
<b>2 (8 - 10)hrs</b>	52	91.2	238	77.5	143	96.6	103	89.6
<b>3 Above 10hrs</b>	1	1.8	36	11.7	1	0.7	9	7.8
<b>Total</b>	57	100	307	100	148	100	115	100

Table A 13. Ownership status of business by category of traders; Source: Field Survey (2009)

Ownership Status	International Traders		Internal Traders		Total	
	Frequency	%	Frequency	%	Frequency	%
<b>Yes</b>	363	88.5	235	92.5	598	90.1
<b>No</b>	47	11.5	19	7.5	66	9.9
<b>Total</b>	410	100	254	100	664	100

Table A 14. Ownership status of trading business by market; Source: Field Survey (2009)

	ASPAMDA		Computer Village		Alaba Int'l Market		Balogun Market	
	Frequency	%	Frequency	%	Frequency	%	Frequency	%
<b>Yes</b>	56	96.6	274	85.6	150	98	111	88.1
<b>No</b>	2	3.4	46	14.4	3	2	15	11.9
<b>Total</b>	58	100	320	100	153	100	126	100

Table A 15. Ownership of business premises by category of traders; Source: Field Survey (2009)

	International Traders		Internal Traders		Total	
	Frequency	%	Frequency	%	Frequency	%
<b>Yes</b>	120	29.0	43	17.0	163	24.4
<b>No</b>	294	71.0	210	83.0	504	75.6
<b>Total</b>	414	100	253	100	667	100

Table A 16. Cost of business premises by market

	ASPAMDA		Computer Village		Alaba Int'l Market		Balogun Market	
	Frequency	%	Frequency	%	Frequency	%	Frequency	%
<b>Not more than 60,000</b>	16	50	14	5.1	4	3.1	10	11.9
<b>N(60,001 - 100,000)</b>	7	21.9	12	4.4	66	52	32	38.1
<b>N(100,001 - 150,00)</b>	9	28.1	37	13.6	35	27.6	21	25
<b>N(150,001 - 200,000)</b>	0	0	32	11.8	5	3.9	15	17.9
<b>N(200,001 - 500,000)</b>	0	0	145	53.3	16	12.6	5	6
<b>Above 500,000</b>	0	0	32	11.8	1	0.8	1	1.2
<b>Total</b>	32	100	272	100	127	100	84	100

Table A 17. Benefit derived from market association by category of traders; Source: Field Survey (2009)

Benefits of Membership in Association	International Traders		Internal Traders		Total	
	Frequency	%	Frequency	%	Frequency	%
<b>Ensures unity, advice &amp; protect members</b>	99	32.1	66	29.7	165	31.1
<b>No benefit/Indifferent</b>	11	3.6	9	4.1	20	3.8
<b>Security of goods, environmental sanitation &amp; welfare</b>	187	60.7	137	61.7	324	61.1
<b>I don't know</b>	1	0.3	2	0.9	3	0.6
<b>Assist traders to get shops</b>	3	1	0	0	3	0.6
<b>Ensure timely deliveries, sales &amp; procurements</b>	1	0.3	1	0.5	2	0.4
<b>Regulate sales &amp; maintain standards</b>	6	1.9	7	3.2	13	2.5
<b>Total</b>	308	100	222	100	530	100

Table A 18. Benefit derived from membership of association by market; Source: Field Survey (2009)

Benefits of Membership in Association	ASPAMDA		Computer Village		Alaba International Market		Balogun Market	
	Frequency	%	Frequency	%	Frequency	%	Frequency	%
Ensures unity, advice & protect members	6	10	50	24.5	50	34.2	57	50
No benefit/Indifferent	1	1.7	11	5.4	4	2.7	4	3.5
Security of goods, environmental sanitation & welfare	50	83.3	135	66.2	92	63	43	37.7
I don't know	0	0	0	0	0	0	3	2.6
Assist traders to get shops	2	3.3	1	0.5	0	0	0	0
Ensure timely deliveries, sales & procurements	0	0	2	1	0	0	0	0
Regulate sales & maintain standards	1	1.7	5	2.5	0	0	7	6.1
<b>Total</b>	<b>60</b>	<b>100</b>	<b>204</b>	<b>100</b>	<b>146</b>	<b>100</b>	<b>114</b>	<b>100</b>

Table A 19. Benefit derived from membership of association by category of traders; Source: Field Survey (2009)

Benefit Market Association Derive	International Traders		Internal Traders		Total	
	Frequency	%	Frequency	%	Frequency	%
Solidarity & active participation in union activities	8	2.6	3	1.4	11	2.1
Payment of taxes, levies & market dues	300	96.2	213	95.9	513	96.1
No benefit	1	0.3	1	0.5	2	0.4
Assist in environmental sanitation & welfare	3	1	5	2.3	8	1.5
<b>Total</b>	<b>312</b>	<b>100</b>	<b>222</b>	<b>100</b>	<b>534</b>	<b>100</b>

Table A 20. Benefit derived from market association by market; Source: Field Survey (2009)

Benefit Market Association Derive	ASPAMDA		Computer Village		Alaba International Market		Balogun Market	
	Frequency	%	Frequency	%	Frequency	%	Frequency	%
Solidarity & active participation in union activities	3	5.2	2	1	0	0	6	5.3
Payment of taxes, levies & market dues	54	93.1	195	97.5	155	99.4	104	91.2
No benefit	1	1.7	0	0	1	0.6	0	0
Assist in environmental sanitation & welfare	0	0	3	1.5	0	0	4	3.5
<b>Total</b>	<b>58</b>	<b>100</b>	<b>200</b>	<b>100</b>	<b>156</b>	<b>100</b>	<b>114</b>	<b>100</b>

Table A 21. Reason for trading by market; Source: Field Survey (2009)

	ASPAMDA		Computer Village		Alaba International Market		Balogun Market	
	Frequency	%	Frequency	%	Frequency	%	Frequency	%
Unemployed	4	6.7	40	12.0	19	12.4	10	7.8
Love Business	17	28.3	68	20.5	21	13.7	31	24.2
Family influence	21	35.0	55	16.6	45	29.4	20	15.6
Income supplement	12	20.0	77	23.2	25	16.3	26	20.3
Lucrative	6	10.0	70	21.1	43	28.1	25	19.5
Go places	0	0	11	3.3	0	0	1	0.8
Love business, Income supplement, Go places	0	0	11	3.3	0	0	15	11.7
<b>Total</b>	<b>60</b>	<b>100</b>	<b>332</b>	<b>100</b>	<b>153</b>	<b>100</b>	<b>128</b>	<b>100</b>

Table A 22. Process of arranging first international trade trip; Source: Field Survey (2009)

	ASPAMDA		Computer Village		Alaba International Market		Balogun Market		Total		
	Count	Percent (%)	Count	Percent (%)	Count	Percent (%)	Count	Percent (%)	Count	Percent (%)	
<b>Friends</b>	No	16	61.5	153	71.8	55	96.5	30	63.8	254	74.1
	Yes	10	38.5	60	28.2	2	3.5	17	36.2	89	25.9
	Total	26	100	213	100	57	100	47	100	343	100
<b>International trade partners</b>	No	14	53.8	129	60.6	20	35.1	44	95.7	207	60.5
	Yes	12	46.2	84	39.4	37	64.9	2	4.3	135	39.5
	Total	26	100	213	100	57	100	46	100	342	100
<b>Chamber of Trade commerce</b>	No	25	96.2	210	99.1	57	100	47	100	339	99.1
	Yes	1	3.8	2	0.9	0	0	0	0	3	0.9
	Total	26	100	212	100	57	100	47	100	342	100
<b>Import and export agents</b>	No	12	46.2	139	65.6	44	77.2	28	59.6	223	65.2
	Yes	14	53.8	73	34.4	13	22.8	19	40.4	119	34.8
	Total	26	100	212	100	57	100	47	100	342	100
<b>E-Commerce</b>	No	22	88	208	99	57	100	46	97.9	333	98.2
	Yes	3	12	2	1	0	0	1	2.1	6	1.8
	Total	25	100	210	100	57	100	47	100	339	100

Table A 23. Number of relations traders have in country of destination; Source: Field Survey (2009)

	Name of Market									
	ASPAMDA		Computer Village		Alaba International Market		Balogun Market		Total	
	Count	Percent (%)	Count	Percent (%)	Count	Percent (%)	Count	Percent (%)	Count	Percent (%)
<b>(1 - 2)</b>	9	90	22	68.8	1	50	4	33.3	36	64.3
<b>(3 - 9)</b>	1	10	6	18.8	1	50	6	50	14	25
<b>Above 9</b>	0	0	4	12.5	0	0	2	16.7	6	10.7
<b>Total</b>	10	100	32	100	2	100	12	100	56	100



Table A 24. Passport possession and visa obtained for first international trade trip by category of traders; Source: Field Survey (2009)

	International Traders		Internal Traders	
	Frequency	%	Frequency	%
<b>Yes</b>	325	99.7	308	97.5
<b>No</b>	1	0.3	8	2.5
<b>Total</b>	326	100	316	100

Table A 25. Type of visa obtained for first international trade trip by market; Source: Field Survey (2009)

		Name of Market				Total
		ASPAMDA	Computer Village	Alaba International Market	Balogun Market	
<b>Transit visa</b>	Count	1	11	0	0	12
	Percent (%)	3.6	5.2	0	0	3.5
<b>Student visa</b>	Count	0	0	0	1	1
	Percent (%)	0	0	0	2.1	0.3
<b>Residency visa</b>	Count	0	3	0	1	4
	Percent (%)	0	1.4	0	2.1	1.2
<b>Business visa</b>	Count	27	177	58	45	307
	Percent (%)	96.4	83.9	100	95.7	89.2
<b>Visitors visa</b>	Count	0	20	0	0	20
	Percent (%)	0	9.5	0	0	5.9
<b>Total</b>	Count	28	211	58	47	344
	Percent (%)	100	100	100	100	100

Table A 26. Passport possession and visa obtained for latest international trade trip by category of traders; Source: Field Survey (2009)

	International Traders		Internal Traders	
	Frequency	%	Frequency	%
<b>Yes</b>	320	99.4	311	98.4
<b>No</b>	2	0.6	5	1.6
<b>Total</b>	322	100	316	100

Table A 27. Type of visa obtained on latest international trade trip; Source: Field Survey (2009)

Type of Visa Obtained for the trip	International Traders	
	Count	Percent (%)
Transit visa	10	3
Tourist visa	2	0.6
Residency visa	5	1.5
Diplomatic visa	1	0.3
Business visa	306	91.3
Visitors visa	11	3.3
<b>Total</b>	<b>335</b>	<b>100</b>

Table A 28. Type of Visa Obtained for latest international trade trip by market; Source: Field Survey (2009)

		Name of Market				Total
		ASPAMDA	Computer Village	Alaba International Market	Balogun Market	
<b>Transit visa</b>	Count	0	10	0	0	10
	Percent (%)	0	5	0	0	3.5
<b>Tourist Visa</b>	Count	0	2	0	0	1
	Percent (%)	0	0	0	2.1	0.3
<b>Residency visa</b>	Count	1	4	0	1	4
	Percent (%)	3.8	2	0	0	1.2
<b>Business visa</b>	Count	25	171	55	52	307
	Percent (%)	96.2	85.9	100	100	89.2
<b>Visitors visa</b>	Count	0	11	0	0	20
	Percent (%)	0	100	0	0	5.9
<b>Diplomatic Visa</b>	Count	0	1	0	0	1
	Percent (%)	0	0.5	0	0	100
<b>Total</b>	Count	28	211	58	47	344
	Percent (%)	100	100	100	100	100

Table A 29. Destination of first international trade trip; Source: Field Survey (2009)

	International Traders		Internal Traders	
	Count	Percent (%)	Count	Percent (%)
<b>South-West Nigeria</b>	0	0	14	15.2
<b>South-East Nigeria</b>	0	0	62	67.4
<b>West Asia</b>	85	23.7	0	0
<b>South-Central Asia</b>	15	4.2	0	0
<b>East Asia</b>	191	53.4	0	0
<b>Northern Nigeria</b>	0	0	16	17.4
<b>Europe</b>	32	8.9	0	0
<b>West Africa</b>	23	6.4	0	0
<b>North America</b>	11	3.1	0	0
<b>South America</b>	1	0.3	0	0
<b>Total</b>	358	100	92	100

Table A 30. Currency used for transaction on first international trade trip; Source: Field Survey (2009)

Currencies	International Traders	
	Count	Percent. %
<b>Dollars</b>	307	90.8
<b>Euro</b>	4	1.2
<b>Pounds</b>	7	2.1
<b>Cedi</b>	7	2.1
<b>CFA</b>	3	0.9
<b>Yen</b>	5	1.5
<b>Yuan</b>	1	0.3
<b>Other Currencies</b>	4	1.2
<b>Total</b>	338	100.0

Table A 31. Commodity bought during first international trade trip; Source: Field Survey (2009)

	International Traders		Internal Traders	
	Count	Percent (%)	Count	Percent (%)
<b>Textiles</b>	16	5.1	1	1.7
<b>Household Utensils</b>	3	0.9	1	1.7
<b>Auto parts</b>	39	12.3	1	1.7
<b>Electronic Equipments</b>	44	13.9	16	27.6
<b>Imported Food</b>	4	1.3	1	1.7
<b>Computer &amp; GSM &amp; Accessories</b>	210	66.5	38	65.5
<b>Total</b>	316	100	58	100

Table A 32. Commodities bought by traders on first international trade trip; Source: Field Survey (2009)

Commodity Purchased	ASPAMDA		Computer Village		Alaba International Market		Balogun Market	
	Count	Percent (%)	Count	Percent (%)	Count	Percent (%)	Count	Percent (%)
<b>Textiles</b>	0	0	5	1.7	1	2.2	11	28.9
<b>Household Utensils</b>	1	2.7	3	1	0	0	0	0
<b>Auto-spare parts</b>	31	83.8	3	1	0	0	3	7.9
<b>Electronic equipments</b>	4	10.8	3	1	40	88.9	13	34.2
<b>Imported Food</b>	0	0	5	1.7	0	0	0	0
<b>Computers, GSM &amp; Accessories</b>	1	2.7	272	93.5	4	8.9	11	28.9
<b>Total</b>	37	100	291	100	45	100	38	100

Table A 33. Route importing commodity purchased on first international trade trip; Source: Field Survey (2009)

Route for importing Goods		International Traders	
		Count	Percent (%)
Airport	Murtala Mohammed Airport, Ikeja	189	100
	Total	189	100
Seaport	Wharf, Apapa Seaport	186	95.9
	Cotonou Seaport, Benin Republic	8	4.1
	Total	194	100
Land borders	Seme border, Badagry, Lagos State	4	57.1
	Idiroko border Ogun State	3	42.9
	Total	7	100

Table A 34. Routes used for importation of commodities on first trade trip by market; Source: Field Survey (2009)

		Name of Market									
		ASPAMDA		Computer Village		Alaba International Market		Balogun Market		Total	
		Count	Percent (%)	Count	Percent (%)	Count	Percent (%)	Count	Percent (%)	Count	Percent (%)
Airport used	Murtala Mohammed Airport, Ikeja	6	3.2	149	79.7	11	5.9	21	11.2	187	100
	Total	6	3.2	149	79.7	11	5.9	21	11.2	187	100
Seaport used	Wharf, Apapa Seaport	25	13.7	77	42.1	55	30.1	26	14.2	183	100
	Cotonou Seaport, Benin Republic	4	50	0	0	0	0	4	50	8	100
	Total	29	15.2	77	40.3	55	28.8	30	15.7	191	100
Land borders used	Seme border, Badagry Lagos	0	0	1	25	0	0	3	75	4	100
	Idiroko border	1	33.3	1	33.3	0	0	1	33.3	3	100
	Total	1	14.3	2	28.6	0	0	4	57.1	7	100

Table A 35. Major challenges encountered on first international trade trip; Source: Field Survey (2009)

Major Challenges	International Traders	
	Count	Percent (%)
Bank Charges	60	10.7
Fluctuating in Exchange Rate	182	32.3
Multiple Taxation	37	6.6
Language Barrier	205	36.4
Insecurity	24	4.3
Separation from Family Members	55	9.7
<b>Total</b>	<b>563</b>	<b>100</b>

Table A 36. Major challenges of first international trade trip; Source: Field Survey (2009)

		Name of Market									
		ASPAMDA		Computer Village		Alaba International Market		Balogun Market		Total	
		Count	Percent (%)	Count	Percent (%)	Count	Percent (%)	Count	Percent (%)	Count	Percent (%)
<b>Bank charges</b>	No	12	57.1	168	84	43	75.4	39	90.7	262	81.6
	Yes	9	42.9	32	16	14	24.6	4	9.3	59	18.4
	Total	21	100	200	100	57	100	43	100	321	100
<b>Fluctuating exchange rate</b>	No	5	23.8	84	42	20	35.1	31	72.1	140	43.6
	Yes	16	76.2	116	58	37	64.9	12	27.9	181	56.4
	Total	21	100	200	100	57	100	43	100	321	100
<b>Multiple taxation</b>	No	19	90.5	173	86.5	52	91.2	41	95.3	285	88.8
	Yes	2	9.5	27	13.5	5	8.8	2	4.7	36	11.2
	Total	21	100	200	100	57	100	43	100	321	100
<b>Language barrier</b>	No	7	33.3	87	43.5	12	21.1	11	25.6	117	36.4
	Yes	14	66.7	113	56.5	45	78.9	32	74.4	204	63.6
	Total	21	100	200	100	57	100	43	100	321	100
<b>Insecurity</b>	No	19	90.5	187	93.5	51	89.5	40	93	297	92.5
	Yes	2	9.5	13	6.5	6	10.5	3	7	24	7.5
	Total	21	100	200	100	57	100	43	100	321	100
<b>Separation from family member</b>	No	18	85.7	166	83	44	77.2	38	88.4	266	82.9
	Yes	3	14.3	34	17	13	22.8	5	11.6	55	17.1
	Total	21	100	200	100	57	100	43	100	321	100

Table A 37. Route used in latest international trade trip; Source: Field Survey (2009)

Route	International Traders	
	Count	Percent (%)
Air	340	96.6
Sea	3	0.9
Overland-through formal border crossing	7	2
Overland-through informal border crossing	2	0.6
<b>Total</b>	<b>352</b>	<b>100</b>

Table A 38. Destination of latest international trade trip; Source: Field Survey (2009)

Destination	International Traders		Internal Traders	
	Count	Percent (%)	Count	Percent (%)
South-West Nigeria	2	0.5	13	14.4
South-East Nigeria	20	5.1	59	65.6
West Asia	89	22.8	0	0
South-Central Asia	7	1.8	0	0
East Asia	195	50	0	0
Northern Nigeria	10	2.6	18	20
Western Europe	4	1	0	0
Northern Europe	16	4.1	0	0
Southern Europe	4	1	0	0
West Africa	21	5.4	0	0
North Africa	3	0.8	0	0
Central Africa	1	0.3	0	0
North America	15	3.8	0	0
South America	3	0.8	0	0
<b>Total</b>	<b>390</b>	<b>100</b>	<b>90</b>	<b>100</b>

Table A 39. Destination of latest international trade trips by markets; Source: Field Study (2009)

	Name of Market									
	ASPAMDA		Computer Village		Alaba International Market		Balogun Market		Total	
	Count	Percent (%)	Count	Percent (%)	Count	Percent (%)	Count	Percent (%)	Count	Percent (%)
<b>South-West Nigeria</b>	0	0	4	1.7	1	1.2	3	5.1	8	2
<b>South-East Nigeria</b>	3	9.7	23	10	26	30.2	5	8.5	57	14
<b>West Asia</b>	1	3.2	66	28.7	3	3.5	6	10.2	76	18.7
<b>South-Central Asia</b>	3	9.7	2	0.9	9	10.5	2	3.4	16	3.9
<b>East Asia</b>	22	71	94	40.9	36	41.9	19	32.2	171	42.1
<b>Northern Nigeria</b>	1	3.2	10	4.3	4	4.7	2	3.4	17	4.2
<b>Western Europe</b>	0	0	0	0	1	1.2	1	1.7	2	0.5
<b>Northern Europe</b>	0	0	10	4.3	4	4.7	3	5.1	17	4.2
<b>Southern Europe</b>	0	0	1	0.4	1	1.2	2	3.4	4	1
<b>West Africa</b>	0	0	11	4.8	0	0	16	27.1	27	6.7
<b>Other Africa</b>	1	3.2	0	0	0	0	0	0	1	0.2
<b>North America</b>	0	0	9	3.9	1	1.2	0	0	10	2.5
<b>Total</b>	31	100	230	100	86	100	59	100	406	100



Table A 40. Length of stay of first and latest international trip by market; Source: Field Study (2009)

Name of Market		Length of stay during first business trip	Length of stay during latest business trip
<b>ASPAMDA</b>	Valid N	N=36	N=35
	Sum	724	587
	Mean	20	17
	Minimum	2	4
	Maximum	90	30
<b>Computer Village</b>	Valid N	N=283	N=285
	Sum	5740	3915
	Mean	20	14
	Minimum	1	1
	Maximum	1095	120
<b>Alaba International Market</b>	Valid N	N=91	N=86
	Sum	1016	895
	Mean	11	10
	Minimum	3	2
	Maximum	30	30
<b>Balogun Market</b>	Valid N	N=67	N=84
	Sum	632	791
	Mean	9	9
	Minimum	1	1
	Maximum	30	30

Table A 41. Benefit Nigerian government derived from international trading; Source: Field Study (2009)

	Category of Traders			
	International Traders		Internal Traders	
	Count	Percent (%)	Count	Percent (%)
<b>No</b>	5	1.20	22	8.1
<b>Taxes</b>	429	98.8	249	91.9
<b>Total</b>	434	100.0	271	100.0
<b>No</b>	141	32.7	249	92.2
<b>Import duties and tariffs</b>	290	67.3	21	7.8
<b>Total</b>	431	100.0	270	100.0
<b>No</b>	232	53.8	118	43.7
<b>Market dues</b>	199	46.2	152	56.3
<b>Total</b>	431	100.0	270	100.0
<b>Other(s)</b>	1	100.0	0	0.0
<b>Total</b>	1	100.0	0	0.0

Table A 42. Benefit traders derived from Nigerian government, in particular on international trading; Source: Field Study (2009)

	<b>Category of Traders</b>			
	International Traders		Internal Traders	
	Count	Percent (%)	Count	Percent (%)
<b>Ensures unity, advice &amp; protect members</b>	3	0.7	1	0.4
<b>No benefit/Indifferent</b>	344	82.7	229	87.7
<b>Security of goods, environmental sanitation &amp; welfare</b>	26	6.3	7	2.7
<b>I don't know</b>	5	1.2	2	0.8
<b>Social facilities: roads, police, airport, education</b>	38	9.1	22	8.4
<b>Total</b>	416	100.0	261	100.0
<b>No</b>	273	64.2	159	58.0
<b>Enlarged my world views</b>	152	35.8	115	42.0
<b>Total</b>	425	100.0	274	100.0
<b>No</b>	92	21.7	91	33.2
<b>Enlarged my business network</b>	332	78.3	183	66.8
<b>Total</b>	424	100.0	274	100.0
<b>No</b>	113	26.8	37	13.6
<b>Increased income</b>	309	73.2	236	86.4
<b>Total</b>	422	100.0	273	100.0
<b>No</b>	339	80.1	218	79.6
<b>Learnt and imbibed new cultural traits</b>	84	19.9	56	20.4
<b>Total</b>	423	100.0	274	100.0
<b>No</b>	223	53.9	184	73.0
<b>Made me serious of expanding my business outside Nigeria</b>	191	46.1	68	27.0
<b>Total</b>	414	100.0	252	100.0

Table A 43. Manner of impact of international trading on the host country; Source: Field Study (2009)

	<b>Category of Traders</b>			
	International Traders		Internal Traders	
	Count	Percent (%)	Count	Percent (%)
<b>Encourage growth in their economy</b>	19	5.5	0	0.0
<b>Increases their revenue, improves their living std &amp; forex</b>	11	3.2	0	0.0
<b>Boost their economy through foreign exchange earnings</b>	309	89.3	0	0.0
<b>I don't know</b>	4	1.2	0	0.0
<b>Creates employment opportunities</b>	3	0.9	0	0.0
<b>Total</b>	346	100.0	0	0.0

Table A 44. Manner of impact of international trade on Nigeria; Source: Field Study (2009)

	Category of Traders			
	International Traders		Internal Traders	
	Count	Percent (%)	Count	Percent (%)
<b>No investor due to poor infrastructural development.</b>	28	8.10%	0	0.00%
<b>Increases revenue generation, improves living standard &amp; more forex</b>	214	61.80%	0	0.00%
<b>It discourages manufacturing leading to import of substandard</b>	17	4.90%	0	0.00%
<b>Enables globalization of products</b>	39	11.30%	0	0.00%
<b>Creates employment opportunities</b>	29	8.40%	0	0.00%
<b>Ensures technology transfer</b>	19	5.50%	0	0.00%
<b>Total</b>	346	100.00%	0	0.00%

Table A 45. Opinion on the effect of government economic policies on international trading; Source: Field Study (2009)

	Category of Traders			
	International Traders		Internal Traders	
	Count	Percent (%)	Count	Percent (%)
<b>It encourages local investors/producers</b>	106	29.4	0	0.0
<b>No investor due to poor infrastructural development.</b>	14	3.9	0	0.0
<b>Most government economic policies adversely affect traders</b>	101	28.1	0	0.0
<b>The inconsistencies in government economic policies discourages trade</b>	76	21.1	0	0.0
<b>I don't know</b>	9	2.5	0	0.0
<b>Through multiple taxation, high import duties &amp; clearing delays</b>	54	15.0	0	0.0
<b>Total</b>	360	100.0	0	0.0

Table A 46. Plan/hope to continue international trading; Source: Field Study (2009)

	<b>Category of Traders</b>			
	International Traders		Internal Traders	
	Count	Percent (%)	Count	Percent (%)
<b>Yes</b>	414	97.0	251	92.3
<b>No</b>	13	3.0	21	7.7
<b>Total</b>	427	100.0	272	100.0

Table A 47. Reasons for continued international trading; Source: Field Study (2009)

	<b>Category of Traders</b>			
	International Traders		Internal Traders	
	Count	Percent (%)	Count	Percent (%)
<b>To make more profit &amp; expand for better opportunities</b>	240	57.0	189	73.3
<b>No encouragement for industrial growth in Nigeria</b>	9	2.1	3	1.2
<b>The products are not produced locally</b>	105	24.9	38	14.7
<b>They have better infrastructural development &amp; better econ policies</b>	31	7.4	8	3.1
<b>They have better quality &amp; cheaper goods</b>	36	8.6	20	7.8
<b>Total</b>	421	100.0	258	100.0

Table A 48. Suggestions to government on improvement in international trading; Source: Field Study (2009)

	<b>Category of Traders</b>			
	International Traders		Internal Traders	
	Count	Percent (%)	Count	Percent (%)
<b>By encourage the Local investors/producers</b>	36	8.3	14	5.2
<b>Improving infrastructural development encourage industrial growth</b>	122	28.1	64	23.7
<b>Reduce tariff &amp; stabilize the exchange rate</b>	65	15.0	28	10.4
<b>Credit facility with low interest rate be made available</b>	29	6.7	19	7.0
<b>Multiple taxation issue be addressed</b>	22	5.1	15	5.6
<b>Regulate imports to prevent substandard goods import</b>	14	3.2	13	4.8
<b>Make the Naira stable due to fluctuating exchange rate</b>	8	1.8	5	1.9
<b>Enforce good governance, stop bribery &amp; corruption</b>	32	7.4	17	6.3
<b>Improve on Power supply</b>	88	20.3	85	31.5
<b>Speed up port decongestion &amp; clearing of goods</b>	18	4.1	10	3.7
<b>Total</b>	434	100.0	270	100.0