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**Dynamics of Mobility of International Traders in Nigeria: Economic Crisis, Globalization
and Visa Situation**

by

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Abstract:

The study examines dynamics of mobility of international traders in Nigeria in relation to globalization, economic and visa conditions; the latter being in terms of possession of a passport, type of visa obtained, and experiences at border posts. The historical context of international trading in Nigeria is given via literature review and the findings of a recent survey in Nigeria. Relevant data of the survey show social networks predominate in the facilitation of first international trading trip the traders made. Also, the relative prominence of self sponsored international traders indicates individuality in the arrangement of the first international business trip outside Nigeria. Virtually all international traders obtained an international passport (89.2%) for their trip, and passed through formal immigration check points (99.1%) during their first international trip that they made. With a business visa, international traders are assured unrestrained mobility to foreign destinations, where they could purchase commodities or products for sale. The short length of stay depicts mobility is goal-oriented. Destinations of first and latest international trip are to newly developed South-east Asia. International traders hoped to continue buying goods from outside the country for sale within the country.

Key Words: International Mobility of Traders, Globalization, Economic Conditions, Visa Conditions, Social Networks

Section 1: Introduction

The dynamics of the mobility of international traders is examined in relation with globalization, economic and visa conditions. Globalization, by definition, opens a place to events that transcend a locality. It is a process by which a place, in conjunction with its activities, spreads globally. Globalization has to do with linkages with other parts of the world. This leads to dependency of the entire world and its peoples, arising from shrinking distance by the use of modern systems of communication, organization and information gathering. Its dependency nature serves as a two-edge factor: promotion of pr vulnerability to global events. As global crisis spreads globally; so also does global boom. Therefore, the response of people, in this case, mobility strategy, to global events varies; in this case, traders' international mobility reflects in the mobility strategies that they adopt to global economic and visa conditions.

Economic conditions predispose people to the type of mobility strategies that they would adopt. Their decisions as to where they move to, frequency and duration of stay and commodities to purchase are all premised on prevailing economic conditions in the source and destination countries. Often, urban centers within a country, in particular the major ones are preferred, on account of their larger market; latter on, the moves are to the global market, in countries that traders are aware they could purchase goods at affordable prices and at desired quality, among others.

In addition, the visa situation, represented by entry and exit conditions, of possession of a passport, type of visa obtained and experiences at border check points and the use of modernizing systems of communication, organization and information gathering are other determinants. The relationship of these factors, among others, to mobility strategies adopted results in the spatial and temporal patterns of international traders.

Since trading involves interactions over varying distances within and outside an individual country, it results in spatial mobility that in return, is subject to varied factors. The factors are not just the socio-economic and political conditions of the source, but, also, of destination of international trading. A rapidly growing urban center provides a bigger catchment area compared to a small urban center, while a global market widens the catchment area of operations of traders, all things being equal. However, citizen-host relationship, which arises from visa situation, as defined above, operates side-by-side with the openness of globalization and complicates the determinants of international trading. True, globalization draws an urban center towards the mainstream of events beyond the local environment; yet, constraint of citizenship-foreigner relation puts a check on international trading.

This line of argument forms the premise for the present paper. The presentation is in two main sections. The first is this introduction. The second section gives the historical context of international mobility of traders in Nigeria. In particular, it corroborates this with the findings of a recent project, of a sample of 448 international traders in Lagos, Nigeria, via a designed questionnaire and Focus Group Discussions (FGDs) and In-depth Interviews (IDI) of 55 traders in all (Afolayan et al, 2011). The aim is to examine the prevailing economic situation that underlies the spatial-temporal trading behavior of the sampled traders. Also, it presents the entry and exit conditions (possession of passport, type of visa obtained and immigration experiences at official border posts), which either facilitate or negate their trading mobility strategies. The paper concludes on policy implication of the findings.

Section 2: Historical Context of International Mobility of Traders in Nigeria; Substantiated by Findings of a Survey

Works on international trading/mobility during the three different political eras in Nigeria examined some determinants of the spatial and temporal patterns of international trading in Nigeria (Stapleton, 1959; Adegbola, 1972; Addo, 1974; Surdakassa, 1977; Akinjogbin, 1980; Asiwaju, 1985; Afolayan, 1991; 1996; 2004; Makinwa & Afolayan, 1995). International trading pattern during the pre-colonial era was mainly the major trading posts of the then known empires. The pattern changed during the colonial era to developing markets in the administrative and cash cropping centers of contiguous colonies, in particular colonies belonging to same colonial master, Britain. Thus, Nigerian traders were patronizing markets just across contiguous borderlands of neighboring countries almost on daily basis, while increasing numbers of them were settling down in the host countries.

During the current independence era, other business associates were featuring and with time, modern day movement patterns show diversified destination markets. This was prompted by the Protocol of Free Mobility of Persons, Goods and Services of the Economic Community of West African States (ECOWAS) of 1978 and the heightening of the petrol-dollar economy in the country in the early 1980s. Consequently, immigrants from Member States of ECOWAS, Asia and the Middle East came into the country in larger numbers than ever before (Adepoju, 1988; Afolayan, 1988).

Other important changes in the spatial and temporal patterns of migrant traders in the current era are political instability in Nigeria and punctuations in the policies of host countries, particularly Ghana and Cote d'Ivoire (Adepoju, 1993; Afolayan, 2004). Ghana's Alliance Order of 1969 led to the expulsion of many immigrants, majority being Nigerians. In addition, the insistence of Cote d'Ivoire that immigrants must obtain and carry an Aliens Identity Card in the late 1990s forced many of those who could not meet the requirement to leave the country. The latter led to a re-thinking of an indefinite stay by Nigerian emigrants from Ejigbo, among whom were those that had had a long stay in the host country without ever thinking their stay would be challenged; hence, the circulatory migration that they engage in presently (Afolayan, 2004). Moreover, the down-turn of the economy in the mid-1980s and subsequent adoption of Structural Adjustment Program (SAP) in the country led to large scale retrenchment, dearth of employment opportunities and reduced government's involvement in the provision of infrastructure and

basic amenities (Adepoju, 1996). The major resultant effect of all these has been many people turning from the formal sector of the economy to the informal, in which trading within and outside the country dominates. The latter is a reflection of other prevailing factors, such as, modern means of transportation and communication and improvement in information, communication technology (ITC).

In addition, on account of the fact that many countries are tightening the requirements for absorption into their formal economic sector; hence, the informal sector, of which trading is prominent, offers more accessibility, with relative ease of entry and exit. Consequently, many Nigerian emigrants have turned to trading, either as the primary activity, or as a supplementary, secondary economic activity. They patronize countries, such as Dubai, China, India, Taiwan and South Africa; as against the traditional destination, Britain, and later to Western Europe, North America and the Gulf States, in increasing numbers.

Very few of the works are on newly patronized countries of Asia that highlighted Africans, in particular Nigerian traders (Bertoncello & Bredeloup, 2007; Jaafar & Jaafar, 2009; Li Zhigang et al, 2009, Bodomo, 2009; Le Bail, 2009). The works indicate, among others, the effect of globalization on the evolving spatial patterns of traders, the development of information technology, social networking, duration of stay, and changing status of and integration process of immigrants in the host communities.

Le Bail (2009) classified migrant traders into two categories: the merchants who are generally a transient population and seldom overstay their visas; and the salesman who have no original business plan but scout for opportunities and try to meet home order of products.

The predominance of the Asian bloc in the mobility of traders on their first international business trip can be explained by the fact that products from the Asian manufacturing countries tend to be cheaper and more accessible compared to those from the European region. Oruame ((Dubaiexporters.com; 2008) has listed the following nine points explaining why Dubai ruled Nigeria's computer market, as:

1. UAE (United Arabs Emirates), of which Dubai is the major center, has an almost zero custom duty
2. Dubai has well-supported infrastructure
3. The Government of the United Arab Emirates promotion of Dubai as meeting point for ideas and industries- made it a strategic warehouse for vendors and their major partnership for the sale of products and services to Africa and to the rest of the Arab World
4. PCs (Personal Computers) from Dubai continued to sell more than even what is on offer from the indigenous Nigerian PC assembly firms, who are assisted by the Nigerian Government in its PC mass acquisition program; tagged Computers for all Nigerian Initiative
5. UAE has several free trading zones- the largest being Jebel Ali Free Zone (JAFZ) in Dubai.
6. There was no taxation for many years
7. UAE has subsidized energy rates
8. UAE promotes full transfer of capital and profits on investment
9. Most brand name products are readily available in Dubai.

Comentario [GJ1]: Reference supporting this and the following arguments?

Comentario [GJ2]: What do you mean by 'depict'? That they "rely on" on other factors?

Comentario [OB3]: Not sure what this means. In many cases, access to the formal sector has been opened up as WTO rule push open competition. Is there really a shift to informal business as you suggest here?

Comentario [GJ4]: Do you have any data or references that show that Western countries were the traditional destinations for international traders from Nigeria? Were the patterns of trade and mobility the same for these destinations as they are today with Asia?

Comentario [GJ5]: Is this a traditional destination??

On changing status of immigrants, Le Bail (2009) noted an interesting development in the trade trend of African migrants. From the result of his survey, there is a silent rivalry between student-migrants-turned-traders and the veteran migrant traders. The former group arrived in China as students and over time acted as middlemen in trade.

Bodomo (2009) and Li Zhigang et al (2009) agree that there have been conflicts between migrant traders and their Chinese host communities. Bodomo (2009) also attributed sources of conflicts to intolerance of migrant traders and accorded preference for traders with highest bidding ability in house rent; solely because of the income that the local house owners derive from traders. Le Bail (2009) attributed the increasing cases of conflicts with law enforcing agencies to difficulties that many African immigrants face in renewing their visa; hence, the increasing cases of many of them over-staying their visas.

Bali (2009), on African traders in China reviewed the services rendered by different trading agencies in Guangzhou, China, as follows:

The services proposed to foreign buyers include guidance, interpretation and bargaining with Chinese factory bosses and other Chinese sellers, grouping and packing in warehouses, transportation in containers by shipping companies or by air-cargo and, customs clearance. Some of the agencies also propose delivery services in the county of reception or even accommodation for the buyers coming from abroad (they set up dormitories or small inn in the business buildings). Agencies usually have plenty of small-scale clients and they group their goods together in order to fill containers for the same destination.

Bodomo (2009) further cited language as a barrier both in the conduct of trade by African migrants and in their interactions with their Chinese host communities. On the other hand, Le Bail (2009) noted that migrant traders are not many in the destination countries; hence, the leverage of host communities for exploitation and abuses (Le Bail, 2009).

Comentario [GJ6]: In what sense?

Findings of the current survey are presented to corroborate in more depth some of these historical antecedents (Afolayan et. al. 2011). In addition, they are to show the dynamics of international mobility of traders in the country in more recent time, as given from the perspectives of the actors, the Nigerian traders at the source region, Nigeria.

The socio-economic characteristics of international traders that were surveyed, of age, sex, marital status and education are examined as factors that influence the effectiveness of their trading activities and of the economic survival strategies that they employ. These have their bearings on the spatial and temporal patterns of the traders' mobility. Others are social networks or linkages that the traders maintain with destinations of importance, the form or type of assistance they received, the source of such assistance and their evaluation of market conditions.

Males dominate the sample (86.5%), thus, masculinity is as a factor promoting long distance trading. Majority of the traders are married (84.9%); hence, marital status reflects the level of maturity and experience expected of international trading. Also, the mean age of the traders is high, of 38.8 years, and the traders are educated; the average number of years of their formal education is 13.3 years. Christianity is the religion of majority of the international traders

(93.6%), indicating that very few (5.5%) are Muslim. This is a reflection of the major religion of their place of origin.

The later is revealed by the high level of in-migration of traders into Lagos over time. In more depth, majority of the international traders (78.9%) are from the South-East geo-political zone of Nigeria; followed by South-West (10.9%), South-South (8.4%) and North-Central (1.8%). At state level, Anambra State predominates 37.3 per cent of the international and internal traders. The next states of importance are: Imo (24.4%), Abia (8.9%), Enugu (6.0%) and Ebonyi (3.6%) states. Urban centers were the main source from where the traders moved towards Lagos. In essence, international traders started trading first in Nigeria. The urban center of note for this step-wise pattern of trading is Lagos, that is, it first starts within Nigeria and unto international market.

In terms of the social factors facilitating international trading, apprenticeship is the first step towards embarking on trading within and outside the country. Masters, with whom the traders had their apprenticeship, assist majority of them (47.6%) to start to trade. Other sources of help are 'friends' (20.3%) and 'mentors' (9.5%). The latter is almost synonymous to masters, with the exemption that mentors are mainly financiers; unlike masters that could be both trainers and or financiers. The others, the self-sponsored (3.2%) and kinsmen (6.7%) feature less.

The assistance these groups offered could be more than one. Financial & training forms the major form of assistance received by traders for almost one-third (32.9%) of the international traders. The 'masters/mentors' that trained the traders in the rudiments of trading most often advance them financial assistance, in particular as 'seed' money or capital for taking off. Other forms of assistance respectively for international traders are financial, training & advice (16.3%) and training & advice (3.8%).

Many of the reasons the international traders gave for engaging in trading are multifaceted, mostly socio-economic in nature, as over one-fifth of the international traders (23.0%) started trading because of family influence; followed by trading in order to supplement income (21.8%), the 'love' they have for the business (19.4%) and because of unemployment (10.3%).

To corroborate the above variations, clips of responses of discussants in many sessions of the FGDs and IDIs to this effect, are as follows:

I started trading in order to tap into the new development, that is, IT, in particular. There was a rush for GSM business into Nigeria, and so, I seized that opportunity to come into the business. ... I came into the business because the 'love' I have for ICT business and to tap into what is happening in the world. Actually, it is for the love I have for it and for personal gains but the major thing is satisfaction and personal gains (IDIs, Computer Village, Lagos)

I was in the village where they believed that light is power; hence, I developed interest in dealing with electrical products, which is light also (IDI, Balogun Market, Lagos)

In addition, their membership in market association facilitated their trading, as over three-quarters of them were members of one market association or another; leaving close to one-fourth of the traders that do not belong to any association.

Social networks predominate in the facilitation of first international trading trip the traders made. Some forms of these social networks are newly developing. They comprise international trade partners (34.3%), import and export agencies (30.8%), friends (22.7%), self-sponsored (7.8%), relatives/family members (1.5%), e-commerce (1.5%), Chambers of Commerce (0.8%) and lastly, masters/mentors (0.5%). Also, the relative prominence of self sponsored international traders indicates individuality in the arrangement of the first international business trip outside Nigeria. Furthermore, the presence of relatives or kinsmen of traders (.18.4%) in destination area is another measure of facilitators or social networks that aided their first international business trip. The presence of relations in destination countries can, therefore, be regarded as mobility that transforms to migration. This entails residency in host community over a longer period of time. Majority of the traders (48.4%) were assisted by these social networks in making connections with trading partners, providing trade connections and or assisting to locate companies. Others assisted with accommodation and or transportation (35.5%); followed by ensuring timely deliveries, sales and procurement (8.1%) and payment of bills (8.1%).

Virtually all international traders obtained an international passport (89.2%) for their trip, and passed through formal immigration check points (99.1%) during their first international trip that they made. In line with this is the high percentage (97.5%) of the traders that also obtained visa for their first trip. The remaining percentage of 0.9 and 2.5 per cent respectively of traders with no passport and or no visa respectively is as a result of the very few traders that made their first trip within ECOWAS member states, where obtaining a visa is not required.

Since 89.4 per cent of traders obtained business visa on their first international business trip, trading was the main purpose for their trip; therefore, the remaining 10.6 per cent indicate those who turned to trading as a supplementary activity during their first trip outside Nigeria. But the remaining percentage of traders that had other types of visa (10.6%), that is, visitor's visa (5.7%); transit visa (3.4%); residency visa (1.1%) and or student's visa (0.3%), is quite revealing of other motive other than primary motive of trading, in particular those that had student's or visitor's visa. With a business visa, international traders are assured unrestrained mobility to foreign destinations, where they could purchase commodities or products for sale.

Again, majority of the traders had international passport (99.4%) and visa (98.4%) on their latest international trip. The high percentages are indicators of the obvious: conformity to entry regulation of international countries that the traders patronized. The major types of visa obtained

is business visa (91.3%); followed distantly by visitor's visa (3.3%), transit visa (3.0%), residency visa (1.5%), and tourist visa (0.6%) and this time around, 0.3 per cent of the traders had a diplomatic visa. Once more, the pattern reflects the major driving factor behind the latest trip that the traders made, which is business. In addition, the very few of them (8.7%) with other types of visa indicate the holders of the visa branched to trading.

The experiences of international traders at immigration check points at source and destination centers on their first and latest international trips vary and in general, were not too complimentary. The traders' experiences at the first and latest trips are not too dissimilar, as 66.4 and 68.per cent of them respectively indicated the experience was normal and interesting, while the remaining 33.6 and 19.2 per cent indicated that their passage through immigration check point was horrible, in particular, 12.5 per that described the latest trip as 'long and boring'. The increasing security checks at all major international border entry routes is not unconnected with increasing concern against terrorism, which could have accounted for close to one-fifth of those that had horrible experience at immigration check points.

The major mode of transportation for the first international business trip was by air, for 97.2 per cent of the traders. It is followed by land, or through official land border crossing (2.0%), by sea (0.9%) and by unofficial land border crossing points (0.3%). About the same pattern is depicted by the latest trip: air (96.6%), overland border posts (2.0%), sea (0.9%) and informal land borders (0.6%).

The spatial patterns that evolved from all these conditions are that over half (50.3%) of international traders on their first business trip went to destinations in East Asia; followed by those who went to West Asia (22.4%), Northern Europe (6.6%) and West Africa (5.0%), in that order of importance. The West African markets that are patronized include Ghana and People's Republic of Benin. Central Africa (0.3%) and Southern African destinations (0.3%) received the lowest volume of traders from Nigeria, while North America had 2.9 per cent.

Consequently, the pattern of the region of destination of traders on their first international business trip reflects the increasing mobility of traders to the Asian sub-continent, as East Asia and West Asia destinations combined accounted for close to three-quarters (72.7%) of traders; mainly, China, Dubai, Japan and Hong Kong. For Europe, Germany stands out; followed by France and Holland. Also, the United States of America featured to some extent, while Brazil had the lowest volume of the flow.

The predominance of Asian bloc in the mobility of traders on their first international business trip can be explained by the fact that products from the Asian manufacturing countries tend to be cheaper and accessible compared to those from the European region.

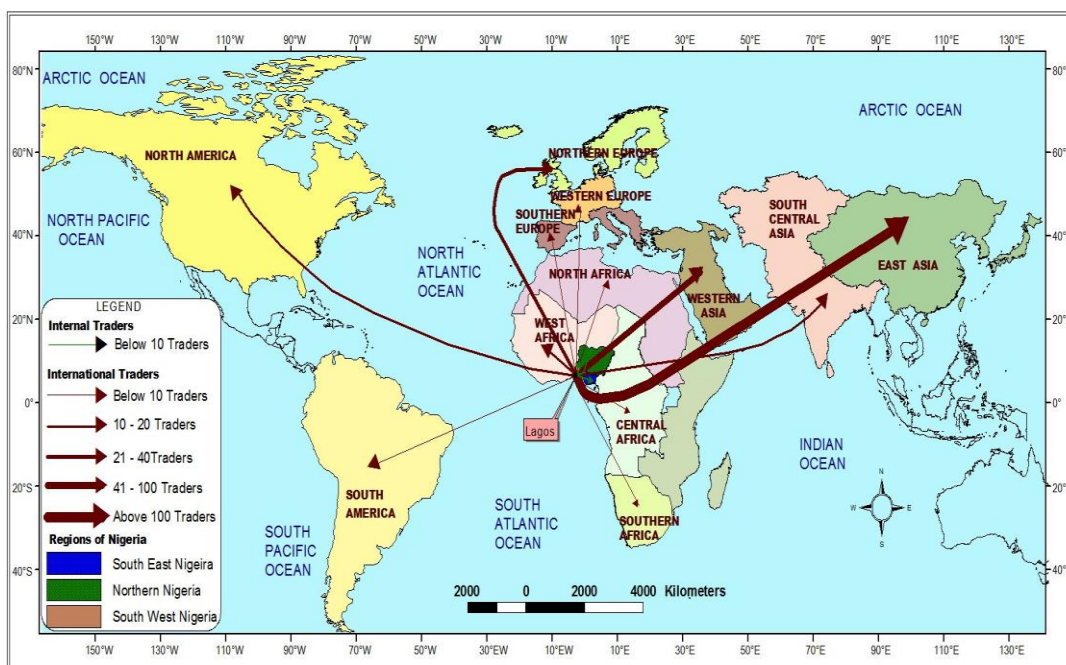
In essence, the diverse destinations bring to the fore a new pattern that is quite different to the orthodox destinations in the literature. No doubt, this choice of destination by traders was based on the type of goods in vogue (IT), the known places for the products, the profit maximization and least cost efforts of the traders, among others. Together, the factors served as the driving force behind traders' mobility between Nigeria and international destinations where business items were purchased.

Extracts from FGD and IDI buttress the prominence of the South Asian region and show some of the reasons for the traders' spatial mobility pattern, as follows:

There was a time when there was a boom, in that, if you settle some young boos with \$5,000 you will see them going to Dubai the next day. People travel in order to expand their business. But because of economic recession you discover that the volume of exportation is dropping, hence, those who travel are not many. Their number has reduced. I have been to United Kingdom but it is not a good business place (IDI, Computer Village, Lagos).

The decision you take to go and buy in a particular place depends on issues, such as price and policies. ... The adult shoes we mostly get it from Dubai and I used to go to Dubai. Why I stopped going to Dubai is because of high flight ticket and custom duties. To bring goods, the charge is very high. And they banned the goods, so if you are going there, it is an illegal business. That is why I go back to canvas, sport wears and stopped going to Dubai. I started going to China because that is where you get cheap items. You get whatever you want and the flight ticket is cheap compared to that for other places. You can easily get connections because if you go to China, many companies are there. And you can even get the connection here in Nigeria because they have some China people here who you can have your business connection with. You give them sample of what you want they can import it for you. You deposit some certain amount of money with them and it would be expended; based on the money you deposited (IDI, Balogun Market, Lagos).

Fig. 1: Destination of First International Trip



Source: Field-work, 2009

Furthermore, over two-thirds (46.6%) of international traders had traveled twice outside Nigeria; followed by 25.7 per cent of those who moved once, 10.8 per cent each of the international traders had moved thrice and four times; and the remaining 10.3 per cent moved as the need arose. In addition, the overall average length of stay of international traders on their first trip is 17.11 days. One plausible explanatory factor for the very short period of stay for international traders is that the goods the international traders bought are standardized and only required a physical inspection for traders to choose from the variety of products available, an action that takes only a few days, at most a month to accomplish. Other factors are facilitation role of social links, inclusive relations, agents and prior communication before a trader embarked on the trip.

Besides, the peak period for the first international trip, as indicated by Fig. 3.21, is between January and March, that is, the first quarter of the year, when over one-third (33.1%) of the traders. This is followed by between April and June, with a little above one-quarter (26.9%), October and December (21.2%) and July to September (18.8%).

A probable explanation for the highest modal frequency of movement of international traders between January and March is stocking new products of goods shortly after the end of the year

festive period. It is a common tradition to bring in new commodities at the beginning of a new year.

Also, the average length of stay during the latest international trip is 12.6 days, which is shorter compared with 17.1 days for the first trip. This can be explained as gaining of experience over time. In essence, the relatively short period of stay for international mobile traders as against that of conventional migrants buttress the premise for studying mobile traders.

Furthermore, commodity purchased on first and latest business trips for international traders is a reflection of the globalizing effect, of importing goods from other parts of the world and the first point of purchase internally is Lagos, the biggest commercial center in Nigeria. It is well-linked with other global markets by air, sea and land. Also, the trader mobility behavior reflects the nature of the product purchased, as most of them are manufactured commodities that are not sourced locally, but from international markets outside Nigeria.

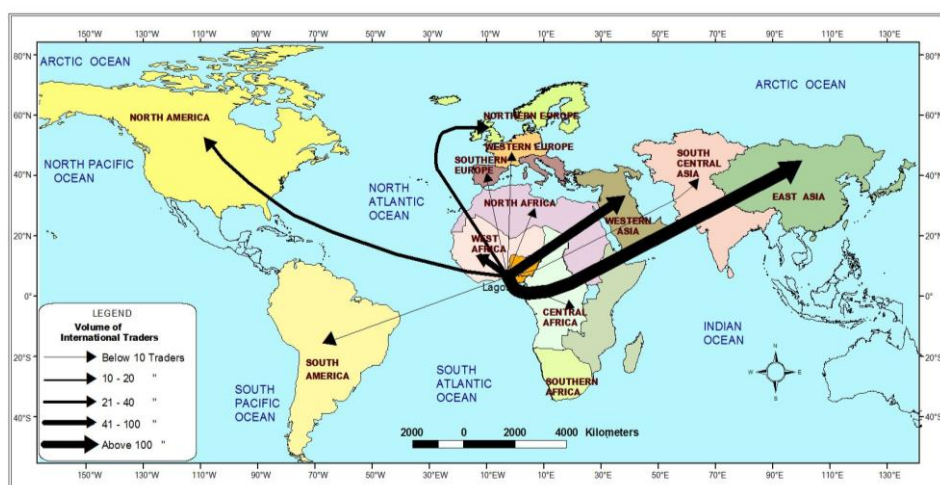
Therefore, majority of the international traders (66.5%) purchased Computers, GSM and Accessories on their first business trip. Next are traders, who purchased Electronic Equipment (13.9%), Auto spare parts (12.3%), Textiles (5.1%) and Household Utensils (0.9%). And commodities bought on the latest business trip indicate the main sources of the goods. However, one striking change is the dominance of food items, which majority (40.2%) of the international traders bought on their latest business trip; followed by Computers, GSM and Accessories (26.1%) and Auto-spare parts (18.6%). The other commodities purchased trail behind, with 9.9, 2.9 and 1.0 per cent respectively for Household Utensils, Textile Materials, Footwear and Electrical Equipment.

The traders are, however, faced with diverse challenges as they transact their business globally. Language barrier topped the list, in particular for traders that patronized Asian destinations; but, traders in general seem to overcome the barrier by engaging Asian contact-fellows or agencies in destination area in communicating with their host. These contacts help in language translation and documentation of business transactions in the destination area.

Moreover, the challenge of fluctuating exchange is more of a local or source region factor, than that of the trader and trading associates in the destination area. Consequently, the business networks that develop between traders in Nigeria and their international counterpart tend to accommodate this challenge whenever it occurred. Almost the same scenario held for bank charges and multiple taxation, as these challenges seem to be passed on to goods that customers buy. By and large the main challenge for traders on their first international business trip tends to have been eclipsed by existing favorable business environment in destination areas that enjoy the patronage of most traders. Therefore, destinations in East Asia were preferred.

To buttress the continuity or otherwise of the international business trips, both the volume and destinations of the latest business trip indicate changes. The volume and percentage of trips on the latest trip have increased for East Asia, from 53.4 to 54.5 per cent and for West Asia from 23.7 to 24.9 per cent respectively. Also, of significance is also the fact that the conventional markets continue to trail behind. Inclusive are West Africa (5.4%), Northern Europe (4.1%) and North America (3.8%). Others are Central African destinations which had the lowest percentage, of 0.3 per cent. In other words, the pattern of the latest business trips gives a glimpse of a new development, which is reflective of changes in the economic conditions of both the source and destination markets and traders' awareness and response to the conditions.

Fig. 2: Destination of Latest International Trip



Source: Field-work, 2009

Again, the major latest trip pattern indicates clearly the prominence of the Asian markets in the mobility behavior of Nigerian traders. This sub-region is home to a variety of relatively cheap goods. Consequently, the favorable trading environment in Asia, in particular East Asia is a major factor for the high mobility of traders on their latest business trip to the sub-region. Of note is the percentage of traders on their first international business trip to West Africa. Even though it is low (5.4%), yet, it is significant, as it reflects the slow and sluggish impact of the ECOWAS Protocols on Free Mobility of Persons, Goods and Services in the region and of the favorable political economic policies of the Benin Republic. The latter is said to be a 'corridor' through which Nigerian traders could transship their wares readily and at a cheaper cost compared to other routes for importing goods into Nigeria (Afolayan, 1988; 2010).

Based on all of these findings, international traders hoped to continue buying goods from outside the country for sale within the country (97.0%). Moreover, international traders suggested the following: improvements: of infrastructure (28.1%), power supply (20.3%), reduction of tariff (15.0%) and stabilization of the exchange rate (10.4%) in Nigeria. The traders perceived the Government's involvement in trading would ameliorate trading within and outside Nigeria; hence, international trading would be kept going.

In summary, the dynamics of international mobility of traders demonstrated its relation to globalization, economic and visa conditions. The latter was exemplified by entry and exit conditions, possession of passport, and type of visa obtained and experiences of traders at border check points. In addition, Lagos, as the case study, enabled us to jointly study internal mobility as an antecedent to international mobility of traders.

The dynamics of international mobile traders have also reflected the changing processes and patterns that evolved, over space and time, as the traders based their decision to emigrate on various reasons; inclusive are availability of goods at cheaper prices. Also, the development of Information Technology (IT) in newly developed countries of the world are turning many Nigerian-would-be emigrants to international trading, either as the primary activity, or as supplementary, secondary economic activity.

Moreover, the mobility survival strategies of the traders featured as they gauge when and where to re-stock or change to perceived 'moving' goods. These reflect in their frequency of movement and length of stay in the chosen destination, the peak period of the year of international mobility and viable locations of the commodities of sale. These strategies are often different from those that other groups of labor migrants contend with. Also, the social network that is in existence serves in apprenticeship, the provision of initial capital and contacts, the choice of destination, insertion of the traders in their host communities, among others.

Therefore, data collected and analyzed would make for the formulation of better migration policy, treaties/ protocols. Since the Federal Government of Nigeria realized " the relevance of short-term migration and the movement of persons in the context of trade or services" (Federal Government of Nigeria, (Federal Republic of Nigeria, 2007), it should also concern itself with implementing policies that would impact the activities of the mobile traders and mobility positively. Also, bilateral and multi-lateral agreements at inter-regional African and at other international levels are necessary for facilitating commercial mobility. Such would be necessary with the cry against Chinese products, of cheaper but inferior quality not only flooding the Nigerian market and other African markets, but also their agents physically engaging in trading in the affected countries of Africa. These and many other areas affect the commercial sector and mobility of traders.

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Comentario [GJ7]: I was hoping you would have used Endnote to insert your references – that way you wouldn't have missed any in the bibliography. Do let me know if you'd like more advice on how to use Endnote

Comentario [GJ8]: This reference is not cited in your report, so should either be deleted or listed as 'other relevant literature'

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