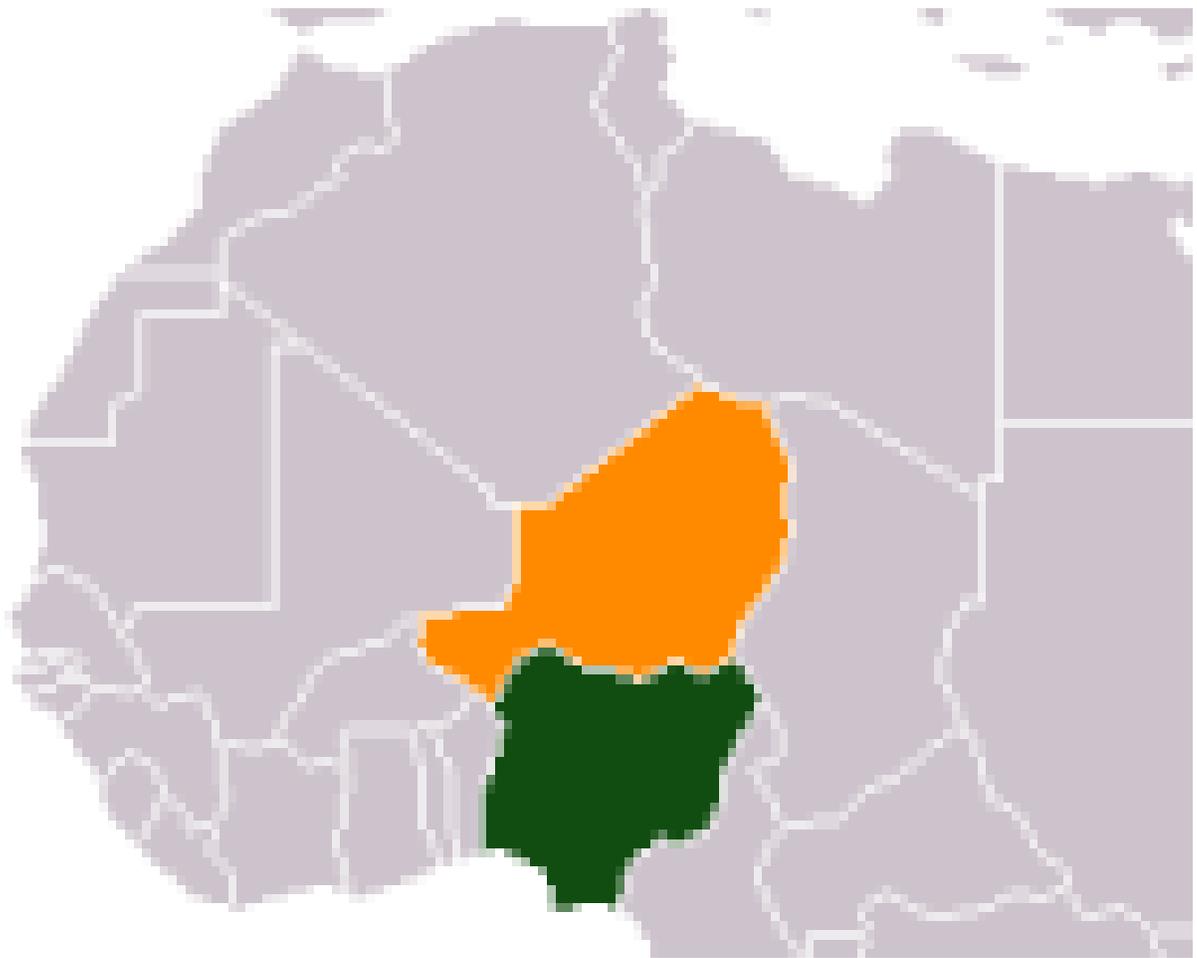


TRADE BETWEEN NIGERIA AND THE REPUBLIC OF NIGER

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1.0 INTRODUCTION

Trade is a key factor for socio-economic growth, poverty reduction and regional integration (Purakayo and Soon, 2014). Furthermore, trade facilitation procedures and a reliable transport network play an important role in ensuring a dependable and transparent backdrop for the successful movement of goods and services across borders.

Trade facilitation includes a variety of activities ranging from institutional and regulatory reforms to the improvement of trade-related infrastructure. The Economic Community of West African States (ECOWAS) sub-region including Niger and Nigeria has since its inception in 1975 recorded poor regional trade of 10-14% compared to other regional economic blocs like the European Union, North America Free Trade Agreement and the South American economic organization, Mercosur, who have recorded intra-regional trade ranging from 65% to 70% (Ghana Business News, 2017).

Intra-regional trade has greatly boosted the economies of the aforementioned economic blocs hence the need for Nigeria and her closest Northern Neighbor, the Republic of Niger, to strengthen bilateral ties and develop structures for an effective transit trade agreement in which Nigeria opens her trade corridor to Niger-bound merchandise and vice-versa.

For land-locked Countries like the Republic of Niger, the transit of export and import goods has to be done through at least one neighboring Country with access to a sea port. Unfortunately, this has greatly increased its transaction costs and reduced its international competitiveness. Consequently, Nigeria, being a signatory to the World Trade Organization's (WTO) agreement on transit trade facilitation, has opened up its seaports for access to Niger thereby alleviating some of the problems faced. Conversely, in 2006, as a result of the privatization of Ports, no special considerations were given to transit goods as was done under public operations of the Ports which has led to even more astronomical costs for Countries like Niger.

However, this could be alleviated if an efficient transit trade system is implemented between the two Countries. This would portend major economic benefits for both Niger and Nigeria by reducing costs for the former and increasing revenue through movement of transit goods for the latter.

2.0 GEOGRAPHIC AND SOCIO-ECONOMIC TIES OF NIGER AND NIGERIA

Nigeria and the Republic of Niger have always had strong historical and social ties. The Towns and Cities between Northern Nigeria and Southern Niger have shared languages and customs, Hausa being the prevalent language spoken in the area. Furthermore, they share 1,500km of common border and are often related by family, religious and lineage links (Aker et al,2010). These shared values have inevitably led to the trans-Saharan trade which has lasted right from medieval times.

Furthermore, Nigerian States such as Kano and Katsina have acted as a southern terminus of trade networks which sustain much of the Niger Republic's economy. Nigeria benefits from the trade and agricultural sales particularly Nigerian cattle taken to Nigerian markets, while Niger's most direct routes to overseas trade are through Nigeria's land transport systems and Nigeria's southern Sea Ports.

Furthermore, in order to cement bilateral relations, the two Countries established the Nigeria-Niger Joint Commission (NJJC) in 1971 to further economic integration and cement trade relations. The NJJC has through various initiatives sought to establish economic integration.

3.0 HUMAN AND MATERIAL RESOURCES

Nigeria and the Republic of Niger share a border of about 1500km which is Nigeria's longest border with any neighboring Country (Liman, 2010). However, despite this extensive border, there are no natural barriers like mountain ranges, rivers or hills separating the two Countries (Aker et al,2014) leading to it being vast, open and densely populated. The peoples found on these borders historically have common customs, language and religion despite being separated by colonial powers. The cohesion and solidarity among the people across these boundaries and movements across the border remain unhindered despite aforementioned arbitrary international borders drawn by the colonial powers in 1885. So much so that the Emir of Maradi in Niger Republic is addressed as 'Sarkin Katsina' due to the historical links between Maradi and Katsina in Nigeria (Labo,2000).

According to Whitaker (2015), most of the region between Northern Nigeria and Southern Niger are open savannah with scattered hills and thin woodlands. And throughout the area there's a clear agricultural cycle falling into two seasons, a short rainy season from May to September and a dry season which starts from October to December when the harvest begins, this is followed by

two cold months finishing with the hot dry months of harmattan. This weather is ideal for the grain production and animal husbandry with are a major source of trade between the two Countries.

4.0 NATURE AND VOLUME OF TRADE

Niger is a landlocked, sub- Sahara nation, whose economy canters on subsistence crop, livestock, and some of the world's largest Uranium deposits. Agriculture contributes about one-third of the GDP and provided livelihood for about nine-tenth of the population. Draught, Deserfication, and strong population growth have undercut the economy. Niger shares a common currency, the CFA franc and common central bank, the Central bank of West African State (BCEAO), with seven other members of the West African Monetary Union.

Debt relief has significantly reduced Niger's annual debt service obligations, freeing funds for expenditures on basic health care, primary education, HIV/AIDS prevention, rural infrastructure, and other programs geared at poverty reduction. Nearly half of the government's budget is derived from foreign donor resources.

Future growth may be sustained by exploitation of oil, gold, coal, and other mineral resources. Niger has sizable reserves of oil and oil production, which began in 2012, along with refining, and exports are expected to grow through 2016. However, oil revenues have fallen well short of predictions, mainly because of logistical challenges. Food insecurity and draught remain perennial problems for Niger.

The major export products of Niger are Uranium, Livestock, gold, cowpea and onion. The major Export market for product is France (41.9%), Japan (14.3%), United States (13.2%) and Nigeria (7.8%). Most of the import products of the country are consumer foods, petroleum, food stuffs, transportation vehicles, machinery bridge equipment and industrial products. Major suppliers of these products are China (44.9%) France (11.6%), United State (6.2%), United Kingdom (4.7%) Nigeria (3.9%) Japan (13.2%) and Netherland (3.4%)

Below is the summary of economic indices to shed more light on the economy conditions of the country

GDP (PURCHASING POWER PARITY):

\$ 13.98 billion (2013 est.)

GDP-REAL GROWTH RATE:

6.2% (2013 est.)

COUNTRY COMPARISON TO THE WORLD: 34

11.2% (2012 est.) 2.2% (est.)

GDP- COMPOSITION, BY SECTOR OF ORIGIN:

Agriculture: 35.2%

Industry: 14.2%

Services: 50.6% (2013 est.)

Agriculture – products:

Cowpea, cotton, peanuts, millet, sorghum, cassava (manioc, tapioca), rice, cattle, sheep, goats, camels, donkeys, horses and poultry

Industry Sector

Uranium mining, petroleum, cement, brick, soap, textiles, food processing, chemicals, slaughterhouses

\$1.539 billion (2013 est.)

Country comparison to the world: 149

\$ 1.458 billion (2012 est)

Export Commodities:

Nigeria 40.3%, US 17.2%, India 14.3%, Italy 8.6%, China 7.8%, Ghana 5.3% (2012)

Imports:

\$ 2.314 billion (2013 est.)

Country comparison to the world: 159

\$2.273 billion (2012 est.)

Import –Commodities:

Foodstuff, machinery, vehicles and parts, Petroleum, cereals

Import- partners:

France 14.4%, China, 11.3%, Nigeria 10.1%, French Polynesia 9.2%, Togo 5.1%, Cote D'ivoire 4.5% (2012)

NIGERIA TRADE RELATION WITH NIGER REPUBLIC

Nigeria and the Republic of Niger have informal cordial trade relation as a result of economic, cultural and religious tie between the two countries. Large number of trade transaction is carried out in border markets of the two countries. The countries established the Nigeria- Niger Joint Commission for cooperation in March, 1971, which provides a platform for discussing bilateral trade and investment issues that will enhance their socio-economic development. The commission is very active as it had organized several Sessions of the council of Minister of the joint Commission, which discussed and took decisions on issues such as Establishment of Warehouses in Konni and Maradi (Niger Republic), Formalization of Border Markets, Development of the Enterprises Clusters, and Establishment of Bilateral Chamber of Commerce. Certainly, implementation of these decisions by the two Countries will increase their volumes of trade.

The analysis of the figures in table (1) below revealed that the volume of trade between the two countries increased from US\$8,004,975 IN 2012 TO US\$ 62,305,100 in 2014. Balance of Trade was In favour of Nigeria during the period under review. However, there were no official data available on the values of trade for 2010 and 2011.

- 3.3 Nigeria's export to Niger Republic was US\$4,374,093 in 2012 and increased to US\$61,566,566 in 2014. Products exported among others included frozen salmon, coconuts, cashew nuts, maize flour, cocoa beans, cocoa shell, cocoa butter, cocoa powder, bread, sacks cigarette and leather products.
- 3.4 Nigeria's import from Niger republic was US\$3,630,882 in 2012 and decreased to US\$738,534 in 2014. Products imported among others among others included hide and skin, dates, craft, new pneumatic tyres, paper board, refrigerators, freezers, diesel engines for goods vehicles.

3.5 As regards the balance of Trade, the analysis of the figures in the table (1) revealed that it had been in favor of Nigeria from 2012 to 2014. However, there are no official data available on the values of trade 2010 and 2011.

Table (1) Nigeria – Niger Republic Trade Summary (2010 – 2014)

Year	Export US\$	Import US\$	Total Trade Volume US\$	Balance US\$
2010	-	-	-	-
2011	-	-	-	-
2012	4,374,093	3,630,882	8,004,975	743,211
2013	182,619,267	160,752,774	343,372,041	21,866,493
2014	61,566,566	738,534	62,305,100	60,828,032

NIGERIA AND NIGER

Trade between Nigeria and the Republic of Niger goes back centuries and concentrates mainly on agricultural goods, petroleum, textile and manufactured products (Iliyasu, 2014). The intensive trading between both Countries focuses on livestock from Niger and cereals and manufactured products from Nigeria. Cereals are a stable food product in West Africa especially in Niger and the Sahel region where it represents between 60 to 90% of the food intake.

According to Odozi (2015), Nigeria is the largest producer of cereal in the West African region, accounting for about 59% of the total annual output while the Republic of Niger has the highest cereal consumption per number of inhabitants in West Africa.

Table 1 below gives a comparison of production, imports, exports and consumption of cereals between Niger and Nigeria.

Table 1: Production, Import, export and consumption of cereals from 1994-2003.

Country	Production (1000tonnes)	Importation (1000tonnes)	Exportation (1000tonnes)	Consumption (per kg)
Nigeria	20,648	2,449	418	149
Niger	2,598	214	1	212

Source: Food and Agricultural Organization (FAO)

In terms of livestock trade, the reverse is the case with Niger supplying most of Nigeria's livestock imports. The Republic of Niger has a huge advantage because of its huge land mass for grazing, quantity of livestock produced and cheap transportation costs into Nigeria. In addition, Livestock earnings account for 10% of GDP and 20% of export revenue making it an integral part of Niger's economy. However, there are still some challenges' for Niger because of fluctuations in Naira/CFA, and tough competition from the neighboring Countries of Mali, Burkina Faso and Chad.

Table 2 below gives an overview of import and export figures for cattle and small ruminants.

Table 2: Import and export figures for Cattle and small ruminants.

Country	Livestock		Imports (x1000 head)		Exports (x1000 head)		Consumption
	Cattle	Small Ruminants	Cattle	Small Ruminants	Cattle	Small Ruminants	
Nigeria	15200	51,000	350	780	0	0	4.6
Niger	2260	11,400	3	1.5	74	309	7.3

Source: Food and Agricultural Organisation (FAO)

In a nutshell, **Tables 1** and **2** above give an overview of major trade items between Nigeria and the Republic of Niger. It shows that there are great benefits and prospects of trade between both Countries.

It is pertinent to note that aside Agricultural produce, cross-border trade from Nigeria into the Republic of Niger also consists of manufactured food products, textiles subsidized petroleum products and fertilizer (Gregoire,1992:114-115 and Igue,1993:39).

4.0 FACTORS AFFECTING TRADE BETWEEN NIGERIA AND NIGER

The following factors affect trade:

- Inadequate infrastructure such as, Roads, Railways etc.
- Security concern such as Robbery, and activity of Boko Haram
- Lack of operational rest stops for drivers along the corridors
- Numerous Road blocks, check points/ Tax collectors along the corridors
- Lack of ICTs
- Poor quality and gaps in physical infrastructures

The main obstacles to effective trade within most Regional Economic Commissions is political will, as most Countries resist liberalization and are more inclined to protectionist policies to protect trade (Krist and Sewell, 2011). However, Nigeria and the Republic of Niger have some differences which further impact trade relations. In the nineteenth century, under Anglo-French colonial rule, demarcations were made on the Nigerian-Niger Border separating people who historically had a shared language and socio cultural ties. The border that emerged in 1906 divided the Hausa, Fulani and Kanuri ethnic groups between the two Countries (Aker et al, 2010). This led to the institution of the English and French languages on both sides of the Border creating educational, political and cultural realignments and further severing ties between communities. Rival French and English interests' meant that during much of the colonial period, trade and other social interactions were discouraged. These age old differences are still evident today as compiled by Ibrahim (2015) and described in **Table 3** below

Table 3: Fundamental socio-cultural differences between Nigeria and Niger Republic

NIGERIA	NIGER REPUBLIC
English is the official language and is used for official activities and transactions	French is the official language in Niger Republic and is used in official correspondence
Currency issues with reference to currency regulations, currency policy and other related matters are regulated by the Central Bank of Nigeria.	Policies related to currency regulations are under the Banques Centrale des Etas de L'Afrique de l'Ouest (BCEAO)
The acceptable currency is the Naira, this affects the exchange rate as the purchasing power fluctuates quite frequently.	The West African CFA Franc is the currency in use. However, the value of the CFA also fluctuates periodically.
There is a difference in colonial background. The British colonized Nigeria and implemented the policy of indirect rule which has left some impacts on political, social and economic activities in Nigeria.	The French colonized Niger instituting a policy of assimilation; this is a marked difference from the policy implemented in Nigeria and impacts on governance and policy.

Since the fundamental differences with both Countries has been established in the Table above, there would be inevitable challenges from the exporting Country to the border and destination of the importing Country and vice versa (Ibrahim, 2015). In addition, trade in West Africa faces numerous problems

despite efforts of ECOWAS and other multilateral and bilateral efforts. Trade between Niger Republic and Nigeria is no different; according to Boureima(2014) challenges of cross border trade between Nigeria and Niger particularly on the trans-Saharan route can be divided into three challenges of movement namely;

4.1 Movement of People

According to Boureima(2014),there are many problems created by people moving illegally from one Country to another without legal travel documents or means of identification. Language barrier is also another challenge, even though certain languages like Hausa and Fulfude are spoken widely in both regions, official documents still have to be procured in English and French which are the official languages of Nigeria and Niger Republic respectively. This could lead to time wasting and unnecessary bureaucratic expenses because of the extra costs of getting an Interpreter. The impact of language barriers between these two Countries, therefore, has a long term impact on socio-economic development and trade relations.

4.2 Movement of goods

The porous borders between Nigeria and Niger Republic makes it easy for the illegal movement of goods without following rules and laid down procedures of cross border trade. As a consequence, some goods are sometimes traded without adhering to procedures for cross border trade leading to policies like the Nigerian Trade Relations Division(2006:3) which ensures that all goods imported to Nigeria is labeled in English otherwise the goods are confiscated.

Another impediment is the decay of agricultural produce and other perishable goods at the border due to delays caused by incomplete vehicle particulars, customs and immigration checks etc. Another major challenge is the poorly maintained transportation systems. The major mode of transport for cattle and agricultural produce from Republic of Niger to Nigeria and vice versa is Road transport and bad Roads affect cross-border trade contributing to delays and traffic congestion (Soon and Purakayo, 2014). Furthermore, Sabo (2010) reiterates that due to bad roads, animals are transported by trek or trudge with inadequate water and food which leads to disease and death thereby inflicting further losses to trade between the two Countries.

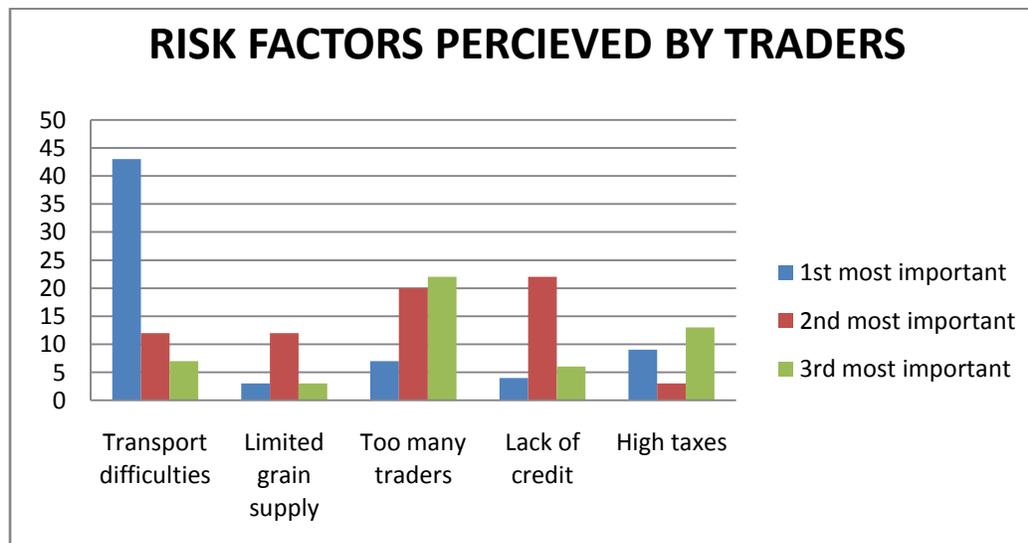
4.3 Movement of capital

Traders find it difficult to move with huge sums of money between one Country and another due to safety concerns. This is largely due to a policy that limits the amount of money transported across international borders by different Countries. Thereby, the decree No. 17 of 1995 of Foreign Exchange Monitoring and Miscellaneous Provisions Act of Nigeria has limited the movement of funds in excess US \$5,000.00 or its equivalent whether being imported or exported out of Nigeria shall be declared for compilation only. This decree has limited Traders who believe the amount is too small.

Another problem is fluctuations in exchange rate. The majority of trade between Countries in sub-Saharan Africa is mainly based on credit (Jean Paul,2007).This practice enhances the debt crisis in Countries like Niger Republic and Niger where fluctuations between the Naira and West African CFA are common place. These fluctuations have led to some traders' only accepting payment in Naira because they buy goods on the Nigerian market to sell in Niger (Joint Mission Report,2006). Therefore, the absence of safety nets to militate against currency fluctuations limits the volume of trade between both Countries.

4.4 Risk Factors affecting Traders

Consequently, Odozie(2015) carried out a survey of risk factors affecting grain traders participating in cross-border trade between the Nigerian and Nigerien Border and the results are shown in the graph below;



The graph above shows that most of the traders listed transportation difficulties as the most important risk factor. This is followed by high taxes and limited supply of grains.

5.0 GOVERNMENT EFFORTS TOWARDS FACILITATING TRADE RELATIONSHIP

The Nigeria-Niger Joint Commission for Cooperation (NNJC) was established in March 1971 to boost cooperation and regional integration between the two Countries. Since its establishment, it has embarked on various initiatives aimed at boosting trans-national trade. Currently, a new bilateral economic and cross border co-operation agreement has been sealed between Nigeria and Niger Republic geared at creating a new trade corridor along the Kano-Jigawa-Daura-Zinder geo-economic sphere of the two countries. The agreement has been signed between Jigawa, Kano and Katsina States in Nigeria with the State of Zinder in the Republic of Niger (Businessday,2016).

In addition to the above, the NNJC is mandated to fulfill the following in collaboration with both Governments (Niger Republic and Nigeria);

1. Establish a local cross-border initiative forum under the auspices of the NNJC to;
 - Improve market information systems
 - Enhance cross-border movement of cereals and livestock
 - Improve the ways and means of capital transfer between both Countries.
2. Establish joint border communication facility such as community radio networks to encourage information dissemination.
3. Improve practical mechanisms for food security.
4. Encourage banking and monetary transfer systems to reduce risk to Traders and hasten funds transfer.

If both Governments champion and implement the above communiqué, it will go a long way in ensuring confidence in cross-border trade between both Countries.

6.0 EFFORTS OF BILATERAL AND MULTILATERAL ORGANISATIONS

The Economic Community of West African States (ECOWAS) comprising fifteen member states of which the Republic of Niger and Nigeria are members has made several efforts in improving regional trade between its member states. The advantage of regional bodies like ECOWAS is the implementation of open

borders which facilitates the cross border movement of goods and services. Furthermore, the ECOWAS Commission has championed initiatives that stimulate trade by focusing on 'hard' infrastructure projects such as construction/rehabilitation of Roads, Railways, Ports and Power.

However, a Report on Borders, Checkpoints and Intra African Trade published by the African Development Bank (AfDB) opines that focusing on 'soft' infrastructure like 'simplifying and harmonizing customs and border procedures, improving customs technology and eliminating corruption and illegal payments' at borders will go a long way in ensuring smooth trade facilitation. To this end, the AfDB is a major player in infrastructure spending in West Africa by including trade facilitation and social development aspects to its transport infrastructure projects. Furthermore, in collaboration with the European Union, it has engaged in Joint Border Post projects with several West African Countries to ease traffic flow along the Borders.

The World Bank has supported both infrastructure and trade facilitation projects in West Africa and recently initiated two major DPO projects along the Abidjan-Ouagadougou Road corridor aimed at improving transport services. In a similar vein, the GiZ project has taken the lead on trade policy issues by assisting the ECOWAS Commission in optimizing its trade policy instrument. The United States Agency for International Development (USAID) is also a long standing partner for regional trade and investment in West Africa and has in the recent past funded the West Africa Trade Hub and the Agricultural Trade Promotion Projects. It has just set up a new trade hub called the Trade Hub and African Partners network which aims at facilitating intra-regional trade.

7.0 PROSPECT ANALYSIS OF ROAD INFRASTRUCTURE THAT LINKS NIGERIA AND NIGER

Road infrastructure is very important in facilitating trade between Nigeria and the Republic of Niger. In both Countries and Africa as a whole, efficient transport infrastructure are a driver for socio economic growth, poverty reduction and trade facilitation (Purakayo and Soon, 2014). Furthermore, efficient transport systems stimulate linkages between different sectors and Industries, providing inducements for innovation and regional cooperation.

Unfortunately, poor infrastructure and insufficient power supply have been a major hindrance to trade between Countries in Africa (Purakayo and Soon, 2014). The Republic of Niger is one of fifteen land locked Countries in Africa which represent about one third of Africa's total population and being land locked comes with unique challenges. These unique problems include

difficulties in connectivity and accessibility which results in routes that are used by smugglers thereby encouraging the development of the underground economy (Iliyasu, 2014). In Nigeria, however, the road sector accounts for over 90% of passengers and goods movements across the nation and over to other neighbouring countries including the Republic of Niger. Road transport infrastructure between both Countries is therefore very crucial in facilitating trade.

7.1 Progress so far on the Road Corridors between Nigeria/Niger

The road corridor between Nigeria/Niger traverses through the Trans-Saharan Highway including Chad, Mali, Algeria and Tunisia. The Trans-Saharan Highway has a main route which starts from Lagos – Ibadan – Ilorin – Jebba – Mokwa – Kaduna – Kano – Kazaure – Kongolam – Takeita (Niger border) – Zinder – Agades – Arlit (in Niger Republic) – Guezzam – Tamanrasset – Ghardaia (in Algeria) with a total length of 4,680km and with a spur at:

- Zinder (in Niger Republic) – N'Djamena (Chad) (1100km)
- Zinder (in Niger Republic) – Niamey (in Niger Republic) (960km)
- Tamanrasset (in Algeria) – Bamako (in Mali) (2180km), and
- Ghardaia (in Algeria) – Gabes (in Tunisia) (797km).

The Nigerian section of the route between Nigeria/Niger comprises of dual and single carriageway in good and fair condition which are regularly maintained fairly. Portions of it such as the Ibadan – Ilorin sections are currently being dualized while designs for the dualization of other sections such as Jebba – Mokwa and Kano – Kongolam – Takeita have been completed. The progresses of work on the Nigerian section along Nigeria/Niger road corridor are detailed in the table below;

PROGRESS OF WORK ON THE NIGERIA-NIGER ROAD CORRIDOR

S/N	SECTIONS	LENGTH (km)	TYPE OF SURFACING	REMARKS
1	LAGOS-IBADAN (4 Lane dual carriageways)	150	Paved Road -Asphaltic concrete wearing	The project is a PPP programme signed in May 2009 Construction of additional lane on both carriageways is currently in progress
2	Ibadan-Ilorin (2 Lane single carriageways) been upgraded to a 4Lane dual carriageways in 3sections	160	Paved Road -Asphaltic concrete wearing	Section1(Ibadan-Oyo) 90% completed Section 2(Oyo-Ogbomosho)has been awarded for construction Section 3(Ogbomosho-Ilorin) has been completed
3	Ilorin-Jebba-Mokwa (2 Lane single carriageways)	140	Paved Road Asphaltic concrete wearing	Engineering design for dualization in two sections has been completed while contract for the Rehabilitation was awarded in 2009
4	Mokwa-Kaduna (2 Lane single carriageways)	318	Paved Road Asphaltic concrete wearing	This section is in fair condition
5	Kaduna-Kano (4 Lane Dual carriageways)	230	Paved Road Asphaltic concrete wearing	Special repairs on this section has been completed

6	Kano- Kazaure- Kongolam (2 Lane single carriageways)	133	Paved Road Asphaltic concrete wearing	Engineering design for the Dualization in two sections has been completed while contract for the Rehabilitation was awarded in 2009
7	Kongolam- Takeita(Niger Border) 2 Lane single carriageways	70.5	Surface dressed Road	Nigeria funded and completed the Engineering design of this section and handed over to the Nigerien Authorities at the 48 th session of the TSRLC held in Niamey, Niger Republic

RESULTS OBTAINED FROM 2016/2017 MANUAL CLASSIFIED TRAFFIC CENSUS AT DAURA/KAZAURE TO KONGOLAM IN NIGER REPUBLIC

DATE	DIRECTION OF FLOW	TOTAL
MONDAY 08-08-2016	KAZAURE TO KONGOLAM	1593
	KONGOLAM TO KAZAURE	1474
TUESDAY 09-08-2016	KAZAURE TO KONGOLAM	2415
	KONGOLAM TO KAZAURE	2152
WENESDAY 10-08-2016	KAZAURE TO KONGOLAM	1216
	KONGOLAM TO KAZAURE	1213
THURSDAY 11-08-2016	KAZAURE TO KONGOLAM	1188
	KONGOLAM TO KAZAURE	1196
FRIDAY 12-08-2016	KAZAURE TO KONGOLAM	1225

SATURDAY 13-08-2016	KONGOLAM TO KAZAURE	1206
	KAZAURE TO KONGOLAM	1486
SUNDAY 14-08-2016	KONGOLAM TO KAZAURE	1425
	KAZAURE TO KONGOLAM	2117
	KONGOLAM TO KAZAURE	2338

DATE	DIRECTION OF FLOW	TOTAL
MONDAY 24-04 -2017	DAURA TO KONGOLAM	3415
	KONGOLAM TO DAURA	3377
TUESDAY 25-04 -2017	DAURA TO KONGOLAM	3078
	KONGOLAM TO DAURA	2870
WENESDAY 26-04-2017	DAURA TO KONGOLAM	2754
	KONGOLAM TO DAURA	2984
THURSDAY 27-04-2017	DAURA TO KONGOLAM	2771
	KONGOLAM TO DAURA	2835
FRIDAY 28-04-2017	DAURA TO KONGOLAM	2574

SATURDAY 29-04-2017	KONGOLAM TO DAURA	2617
	DAURA TO KONGOLAM	2068
SUNDAY 30-04-2017	KONGOLAM TO DAURA	2658
	DAURA TO KONGOLAM	3074
	KONGOLAM TO DAURA	3243

The above analysis of Traffic levels between Nigeria and Niger Border in the between 2016 and 2017 shows that there is an increase in traffic level by 52.5% this significant increase in traffic is due to the following reasons:

- Increase in Commerce between the two Countries
- Propping up of Commercial towns
- Reduction of Rubbery incidence / activity of Boko Haram
- Reduction in interference from Colonial Master/ Countries
- Needs to promote Cultural cooperation/ integration among sister Countries
- Improved Rehabilitation of Roads linking the two Countries.

OBSERVATION AND RECOMMENDATION

5. Considering the business environment and the volume of trade of the two countries, it is imperative to observe that:
 - The volume of trade of the two countries is low considering their closeness in terms of cultural, social and religious tie.
 - Niger Republic imports most of its products from China, France and United States and less from Nigeria and other West African Countries.
 - The industrial sector of Niger Republic is not developed as such it depends on imported products.
6. To address the above observed challenges, the following steps are imperative.

- The chambers of Commerce of the two countries should encourage their members to work on close collaboration to ensure the improvement of the business relationship and establish their branches or send sales representatives to Niger/ Nigeria.
- The Chambers of Commerce of the two countries should always organize joint trade fairs in order to expose or create awareness for their products.
- The Niger economic operators should patronize Nigerian ports because of the socio economic / cultural ties between the two Countries.

8.0 CONCLUSION

Trade between Nigeria and Niger Republic is absolutely essential in ensuring food security and bilateral relations between both Countries. Niger remains Nigeria's biggest supplier of livestock while Nigeria supplies majority of Niger Republic cereals—a total of 60-70% on average. However, despite the best intentions of the ECOWAS Commission which aims to eliminate customs duties, abolish trade restrictions and encourage free movement among its member Countries including Nigeria and the Niger Republic, many of its policies are yet to be effectively implemented. This has led to some member States like Nigeria and the Republic of Niger establishing bilateral agencies like the Nigeria—Niger Joint Commission for Cooperation whose aim is to implement policies that facilitate trade between both Countries. This agency is mandated to play an important role in ensuring that major trade corridors like the trans-Saharan trade corridor enjoy the benefits of trade liberalization. To this end, infrastructural development has been encouraged like the construction of the Zinder-Margaria-Timkum-Dungas-Maigatari Road to facilitate trade flow in the Nigerian States of Kano and Katsina with the Nigerien State of Zinder. However, more can be done by both Government in revitalizing regional coordination frameworks in the major trade corridors by improving infrastructure, information sharing and the decentralization of agencies like customs and immigration at the borders. Trade between both Countries also suffers from a variety of conflicts of interest. Therefore, both Countries should endeavor to come together in achieving cross-border trade.

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