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CLUB DU SAHEL

Regional Co-operation and Globalisation

DRAFT AGENDA

**WAEN-Club du Sahel Workshop on Trade between Nigeria and other countries in West Africa
Cotonou (Benin), 2-3 December 2000**

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**WAEN-CLUB DU SAHEL WORKSHOP ON
TRADE BETWEEN NIGERIA AND OTHER COUNTRIES IN WEST AFRICA**

- Cotonou, Benin - 2-3 December 2000 -
(Hotel Novotel Orisha, Boulevard de la Marina - Tel. 229-30 41 77 – Fax: 229-30 41 88)

OBJECTIVE:

The aim of this workshop held jointly by the Club du Sahel and WAEN is to examine trade between Nigeria and its neighbouring countries, and while taking into account the existing situation and constraints on this trade, develop a common position among English- and French-speaking African entrepreneurs on the most suitable and effective ways of diminishing the impact of these constraints and thereby enabling Nigeria to act as a driving force in the region.

A paper by LARES in Cotonou will be used as a basis for discussion. The workshop will be divided into 4 sessions: (1) analysis of the current situation, (2) consequences of this situation, (3) current developments and future possibilities in trade, and (4) recommendations and proposals.

In line with the WAEN working approach, the solutions proposed will aim at producing a practical action programme which the private sector will be directly involved in implementing.

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- DRAFT AGENDA -**SATURDAY 2 DECEMBER**

- 09.30 – 10.00** **Workshop opens, introduction**
- François Bost, moderator (10').
 - Yves Jorlin, Club du Sahel counsellor: Club's work programme on regional integration in West Africa and reform of regional institutions (10').
 - Maboussou Thiam, WAEN Executive Secretary: actions taken by the WAEN since the Accra conference in 1995 to help improve the fluidity of trade in the region (10').
- 10.00 – 11.00 Presentation of the LARES working document and summary of the 7 thematic fact files on the current state and developments in trade between Nigeria and its neighbours.
- 11.00 – 11.15 Coffee break
- 11.15 – 13.00** **First session: Analysis of the current situation**
(cf. LARES fact file n° 6 on obstacles to trade between Nigeria and its neighbours)
- Although this trade is extensive, it is far less than might be expected. This discrepancy between expectation and reality is due to numerous difficulties that prevent Nigerian market from being prospected by business people from the sub-region: crime, payment problems, excessive overheads, etc.
 - Discussion: Do participants generally agree with this analysis of the situation? Positive and negative experience with Nigeria (monetary transfers, transports, fraud...), experience of Nigerian business people in neighbouring markets.
- 13.00 - 14.30 Lunch at the Novotel
- 14.30 – 16.30** **Second session: Trade prospects between Nigeria and its neighbours** (cf. LARES fact file n° 7)
- What are the major trends in the development of this trade?
 - Are the products of the sub-region getting any more competitive: Nigeria, Ghana, Côte d'Ivoire?... Discussion open to the floor.
- 16.30 – 16.45 Coffee break
- 16.45 – 17.45 Discussion continues
- 17.45 Conclusion and end of Day 1

SUNDAY 3 DECEMBER

09.30 – 11.00

Third session: Consequences of the situation

Consequences of the current situation for private sector enterprises, States and regional institutions (IGOs).

Discussion: What effect have these obstacles had on actual trade, and how have business people adapted to them? What types of consequence do these obstacles have for States? How are States organised to cope with them? Plans and expectations of ECOWAS, and WAEMU, any role for the private sector?

11.00 – 11.15

Coffee break

13.00 - 14.30

Lunch at the Novotel

14.30 – 16.00

Fourth session: Recommendations and action plan to implement them

Recommendations for the WAEN, States, IGOs to improve the fluidity of trade with Nigeria and enable Nigeria to play a positive trade role in the region.

16.00 – 16.15

Coffee break

16.15 – 17.30

Identification of 4-5 priority actions to implement these recommendations:

1. Major actors, stages and timing.
2. Obstacles that may prevent the execution of the action plans, and strategy to overcome them.

17.30 – 18.00

Conclusions

18.00

End of workshop