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COMPETITION AND EXPORT GROWTH OF READYMADE GARMENTS OF BANGLADESH IN THE UNITED STATES MARKET: AN EMPIRICAL ANALYSIS

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Abstract:
This paper attempts to investigate the export growth and competition of Bangladesh readymade garments in the United States market compared with other top competitors during the 2013-2017 period. From the analysis, the export growth indices exposed that out of 17 product categories of HS61, Bangladesh stated a positive export growth in 12 product categories and rest of the 5 product categories revealed a negative export growth in the United States market. On the other hand, out of 17 product categories of HS62, Bangladesh revealed a positive export growth in 9 product categories, while rest of the 8 product categories stated a negative export growth in the United States market. Furthermore, Spearman's rank correlation coefficient (r_s) test for the mentioned top competitors in the United States market exposed that the 17 product categories of HS61 Bangladesh exhibited higher competition with Sri Lanka, India, Mexico, and Indonesia; modest competition Vietnam; lower competition with China, and Cambodia; trade complementariness with Italy, and Pakistan. Moreover, the 17 product categories of HS62 exhibited modest competition with Mexico, Pakistan, and Cambodia; low competition with China, Vietnam, and Italy; trade complementariness with India, Indonesia, and Sri Lanka. In addition, it is observed that all the countries for product group HS61 & HS62 face pretty high Equivalent Ad Valorem Tariff in the United States except Mexico. Furthermore, the findings are expected to contribute further development and policy-making in the readymade garments industry of the concern countries as well as for the concerned stakeholders of this industry.

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Keywords: readymade garments (RMG), export growth, United States market, competition, Bangladesh

1. Introduction

Bangladesh readymade garments, the most promising and important sector of Bangladesh is now the second largest ready-made garment exporter in the world, has emerged as a key player since 1978. RMG accounts for about 85% of the total export of Bangladesh. Out of which 86% comes from the apparel sector (Hasan, Mia, Rahman, Ullah, & Ullah, 2016). European Union, North America and Emerging countries in Asia, South America and Africa are the main export partners of Bangladesh (Comtrade, 2018). Out of which European Union and North America account for a major export share of Bangladesh's RMG export. Only United States' accounts for 8% import of (61) and 21.5 % import of (62) Articles of apparel and clothing accessories product exported by Bangladesh in 2017 (Map, 2018) (Appendix 3, 4).

Export earnings from the United States witnessed 2.64% growth in the first 10 months of the fiscal year 2017-18, compared to the previous period of FY2016-17 (DhakaTribune, 2018). The total amount of Bangladesh export to the US was $4923.65 million in July-April of FY2017-18, but the amount was $4796.84 million in the same period in FY2016-17, and that is 16.179% of the country's total export earnings during that period. According to Export Promotion Bureau (EPB) data, the major exports to the US market during the July-April period were woven garment ($3,254.31 million), knitwear ($1133.40 million), home textiles ($157.77 million) and cap ($105.68 million) (Export Promotion Bureau, 2018). Even though Bangladesh is doing good in the US market for readymade garments export, top import partners of USA in readymade garments in 2017 were China (34%), followed by Vietnam (14%) and Bangladesh accounted for 6% of the USA's total import in readymade garments (Map, 2018) (appendix 1). So, the competition Bangladesh facing in US market is stringent. According to the report by Textile today, "*with the current product mix of Bangladesh RMG industry, when major export markets are reaching to almost saturation point, growing in non-traditional market diversification has become even more important*" (Today, 2018). It is inevitable to broadening of new export destinations due to the entry of new competitors in traditional markets where Bangladesh has been enjoying an edge over others for many years. On the contrary market growth in traditionally is being restricted due to the economic slowdown and Bangladesh's lack of product diversity (Today, 2018). To continue Bangladesh's RMG industry growth in the US market it is important to analyze the competition and export growth.

Therefore this study aims to analyze the competition and export growth of Bangladesh readymade garments in the United States market compared with other top competitors in that market.

This study objective is to provide a picture of the relative position of the competition of Bangladesh readymade garments and their export growth in the United States market where few types of research have been conducted before that illustrate the value of this research.

However, the objectives of this research are as following;

1) To explore the overall status of the competition of the RMG industry in the United States market.
2) To investigate the export growth of Bangladesh's readymade garments industry in the US market compared with its top competitors.
3) To advise sustainable policies and actions for Bangladesh's readymade garments industry in the United States market.

2. Literature Review

The ability to develop superior export performance is considered to be very important for public policy makers and business managers (Katsikeas, Leonidou, & Morgan, 2000). Since last two decades, the RMG industry of Bangladesh has been the main source of the country's export growth (Ahmed, 2009). The competition of export causes economies of scale and acceleration of technological progress (Ramos, 2001). A nation could foster economic growth by promoting exports of goods and services. An extremely competitive world market of RMG has put pressures on Bangladesh to improve the export competitiveness of country's export (Berik & Rodgers, 2009). In over three decades, Bangladesh has witnessed substantial growth in its export of goods and services. To reduce higher dependency on the traditional market and seize new export markets, government and private sector need for market diversification (Today, 2018). Hall Jr & Lee (2008), have critically assessed the impact of export performance and its effect on diversification (Hall Jr & Lee, 2008). In the early studies, Michaely (1977), Balassa (1978),

Chow (1987), Darrat (1987) have provided evidence to support export-led growth in various developing countries (Balassa, 1978; Chow, 1987; Darrat, 1987; Michaely, 1977). Ramesh Kurpad, M. (2014) evaluated the challenges of the export growth of the ready-made garment (RMG) industry in Bangladesh, the economy's backbone, and suggested appropriate reform (Ramesh Kurpad, 2014). Bhattacharya (2002) stated that the growth of RMG exports of Bangladesh has undoubtedly positive effects on macroeconomic balances (Bhattacharya, Rahman, & Raihan, 2002). Bangladesh's export performance so far presents signs of strength in its export basket (Sattar, 2015). But the competitiveness issue needs to be addressed with special attention given to the long-term sustainability of the industry (Haider, 2007).

Begum & Shamsuddin (1998), This study investigates the effect of exports on economic growth in Bangladesh, based on a two-sector growth model (Begum & Shamsuddin, 1998). Mamun and Nath (2005) investigated the link between exports and

economic growth in Bangladesh by using time series evidence (Al Mamun & Nath*, 2005).

Hossain, Dechun, Zhang, & Van (2017) examined the comparative advantage and competitiveness respectively for Textile and Apparel industry of Bangladesh and China by using Balassa revealed comparative advantage and Spearman Rank Correlation coefficient (r_s) (Hossain, Dechun, Zhang, & Van).

However, very few researches have been conducted on the Export Growth and Competition of Bangladesh's Readymade Garments industry in the United States market, which encouraged this research to be conducted.

3. Research Methods

This study objective is to provide a picture of the relative position of the competition of Bangladesh readymade garments and their export growth in the United States market. After the review of academic literatures, the authors have selected growth analysis formula to find out the export growth of Bangladesh readymade garments in United States market in respect with 9 other countries and Spearman's Rank Correlation Coefficient (r_s) to measure the relative position of the competition of Bangladesh in respect with other major competitors (Zar, 1972).

Since HS61 and HS62 product groups represent most of the products of readymade garments industry, 34 products of HS 4 digits level from these two product groups have been chosen to analyze in this research. Export growth was calculated for all 34 product categories of four digits level Harmonized System product group HS61 and HS62 (see appendix 2) (UNSTATS, 2018). Ad Valorem Equivalent (AVE) Tariff of product group HS 61 & HS 62 was taken into account to find out the relative advantages of the studied countries in the U.S market. For calculation, export data has been obtained from the ITC Trade Map and the United Nations Commodity Trade Database (Comtrade, 2018). Microsoft Excel program & SPSS was used for the calculation.

3.1 Growth Analysis

The computation formula of the growth rate over five years (2013-2017) is the following:

$$\left(\exp\left(\frac{\left(\sum_{i=1}^{5} i \cdot Ln(v_i) \right) - 3 \cdot \sum_{i=1}^{5} Ln(v_i)}{10} \right) - 1 \right) * 100 \qquad \text{(i)}$$

Where V_i is the value of the i-th year in current US dollar.
Indeed:
n=5
sum xi = 1 + 2 + 3 + 4 + 5=15

Av = LN(v_1) + 2*LN(v_2) + 3*LN(v_3) + 4*LN(v_4) + 5*LN(v_5)
sum ln yiv = LN(v_1) + LN(v_2) + LN(v_3) + LN(v_4) + LN(v_5)
cv = (sumxi / n)*sum ln yiv
bv = (av-cv)/10
trendv = (exp(bv)-1) * 100

If an intermediate value (other than v1 or v5) is missing or equals 0 while the country has reported its data then this value is set to 1.

If the oldest year (v1) has not been reported by the country then a four-year growth rate is computed according to the same logic. If the most recent year (v5) has not been reported by the country then the five-year growth rate is computed based on mirror statistics (for the five years).

To calculate the five-year rate of growth for the world it is necessary that all countries have data for each of the five years under consideration. In the case of countries included in this aggregate that reported only the last four years, the data for that first year is calculated using the following formula:

$$V_1 = \frac{V_2}{1+\frac{trendv}{100}}$$ if trendv >/=0; v_1=v_2 otherwise

This assessment is also used for the computation of growth rates of trade with the entire world of countries which did not report the most recent year (Bahmani-Oskooee, 1993; Ghosh, 1996; Xu, 1996).

The five-year growth rate is not displayed if the country's data are not available (with direct or mirror data) for the last five years. The five-year growth rates of the world trade as a whole as well as the growth rates of the trade with the entire world of the countries which did not report the most recent year are computed based on the available five-year series only (with an assessment of the oldest year if necessary, see computation method above). These rates are displayed only if values of the most recent year retained for the computation of the five-year growth rate (see method above) represent at least 50% of the total value of the most recent year (i.e. all partner countries are taken together).

3.2 Ad Valorem Equivalent (AVE) Tariffs

Ad valorem equivalent (AVE) tariffs are calculated using the World Tariff Profile (WTP) methodology. At the HS4 level, tariffs aggregations are calculated using the country's Reference group imports as weights. Data is retrieved from the ITC Market Access Map database (Map, 2018).

Furthermore, in order to avoid the double counting of values, the computation of the five-year growth rate for the world as a whole does not include the trade with the "special categories" and the "Area not elsewhere specified".

An AVE is a tariff presented as a percentage of the value of goods cleared through customs. It is the equivalent of a corresponding specific tariff measure based on unit quantities such as weight, number or volume (Bouët, Decreux, Fontagné, Jean, & Laborde, 2004; Ghodsi, Gruebler, & Stehrer, 2016). There are several methodologies for calculating AVEs. The method chosen depends on the intended application of the data. Most important to the process of calculating an AVE is the way the Unit Value of the product is calculated. The unit value is the value of each unit quantity imported of a product. It is based on the total value of imports of that product divided by the number of imports (Babili, 2009; Feenstra, Romalis, & Schott, 2002; Orefice, 2017; Stawowy, 2001).

All non-ad valorem (NAV) applied tariffs are converted to ad valorem equivalents (AVEs) by dividing the specific element of the NAV tariff, expressed as an amount per unit, by the value of the product per unit. In order to achieve a percentage value, the result is multiplied by 100. Thus, the general formula to calculate AVEs is the following:

$$t_{AVE} = t_{NAV} / UV * 100 \qquad \text{(ii)}$$

Where,

t_{AVE} the ad valorem equivalent tariff per unit; t_{NAV} the non-ad valorem equivalent tariff per unit UV the value of the product per unit, or unit value (UV)

In order to develop a meaningful result, this research used statistical techniques. A numerical approach is appropriate for this study to control biases, decrease errors, and conduct the analysis (Schmidt & Hunter, 2014).

However, the 2-letter codes of country names have been used according to the ISO (International Organization for Standardization) (worldatlas) e.g.; China (CN), Vietnam (VT), India (IN), Bangladesh (BD), Mexico (MX), Indonesia (ID), Pakistan (PK), Cambodia (KH), Italy (IT), and Sri Lanka (SL).

3.3 Spearman's Rank Correlation Coefficient (r_s)

The Spearman's Rank Correlation Coefficient is a non-parametric technique for evaluating the degree of linear association of correlation between two independent variables (Fieller, Hartley, & Pearson, 1957; Hauke & Kossowski, 2011). There are advantages of using the Spearman's Rank Correlation Coefficient over the more common product moment correlation coefficient (Gauthier, 2001; Ramsey, 1989). It is a nonparametric technique so it is unaffected by the distribution of the population. Because of the technique operates on the rank of the data it is relatively intensive to outliers and there is no requirement that the data be collected over regularly spaced intervals (Hossain, Dechun, Zhang, & Van, 2017). It can be used with very small sample sizes and it is easy to apply. The disadvantages are that there is a loss of information when the data are converted to ranks and, if the data are normally distributed, it is less powerful. The idea the Spearman's Rank Correlation Coefficient is simple (Durbin &

Stuart, 1951; Ekström, 2011; Park & Lee, 2001). Each variable is ranked separately from lowest to highest (e.g. 1, 2, 3,…etc.) and the difference between ranks for each data pair is recorded. If the data are correlated, then the sum of the square of the difference between the ranks will be small. The magnitude of the sum is related to the significance of the correlation (Pinto da Costa & Soares, 2005).

$$r_s = 1 - 6\sum_{i=1}^{n} \frac{d_i^2}{n(n^2-1)} \qquad \text{(iii)}$$

Here,
r_s = Spearman's Rank Value; $\sum$ = the sum of; d = difference in rank of the values of each matched pair; n = number of ranked pairs

In this paper, we calculated the Spearman's Rank Correlation Coefficient from the generated value of export growth for Bangladesh with the selected competitors in the United States Market for Readymade Garments (RMG) industry.

4. Data Analysis, Result, and Discussion

Table 1 shows the export growth in the United States market during the period of (2013-2017) for the 17 product categories of four digits level Harmonized System (HS) product group 61 compared with 9 other countries.

Table 1: HS61 Export Growth in the United States Market (2013-2017)

Product Code	CN	VT	IN	BD	MX	ID	PK	KH	IT	SL
HS 6101	-6	9	9	-2	1	-2	7	-1	21	-46
HS 6102	10	5	-9	-3	6	-14	-6	-12	6	-34
HS 6103	1	19	13	15	-5	-2	-6	9	0	11
HS 6104	1	12	3	5	-4	2	5	-10	2	5
HS 6105	-10	5	3	-5	-3	-9	-7	-4	4	-4
HS 6106	-5	-2	-8	-3	0	-11	-9	-14	22	-3
HS 6107	8	4	9	1	0	-10	-8	0	0	9
HS 6108	5	9	-4	8	-39	-6	1	-6	-21	10
HS 6109	0	12	-3	2	-40	11	-12	-7	16	4
HS 6110	0	5	7	7	-3	0	-5	-7	3	12
HS 6111	-1	18	7	3	-2	22	-16	4	-1	15
HS 6112	13	25	-26	-16	-12	-6	13	-5	-15	-4
HS 6113	-8	9	4	13	33	-50	9	10	-15	33
HS 6114	11	-1	17	8	26	-14	-9	2	11	37
HS 6115	3	23	14	27	32	32	-1	-43	-11	8
HS 6116	4	19	26	6	25	-3	7	9	16	13
HS 6117	0	13	-11	33	9	11	-9	-21	6	n/a
Mean	1.53	10.82	3.00	5.82	1.41	-2.88	-2.71	-5.65	2.59	3.88
SD	6.58	7.92	12.34	11.70	20.66	17.49	8.30	12.86	12.64	20.09

Out of 17 product categories Bangladesh has a positive export growth in 12 product categories (HS 6103, HS 6104, HS 6107, HS 6108, HS 6109, HS 6110, HS 6111, HS 6113, HS 6114, HS 6115, HS 6116, HS 6117) and rest 5 product categories (HS 6101, HS 6102, HS 6105, HS 6106, HS 6112) have a negative export growth in the U.S market. HS 6117 (Made-up clothing accessories knitted or crocheted; knitted) has the highest positive export growth of 33% and HS 6112 (Track-suits, ski-suits, and swimwear, knitted or crocheted) has highest negative export growth -16% for Bangladesh in U.S market over the period of 2013-2017. The mean value shows that in the overall HS61 category Bangladesh has positive growths of 5.82 %. Vietnam has the highest mean value of 10.82 followed by Bangladesh (5.82 %) and Sri Lanka (3.88%).

Table 2: The analyzed result of Spearman's rank correlation coefficient (r_s) of 17 product categories of HS61 between Bangladesh and 9 other countries based on their export growth value

Competitors	Value of (r_s)	Consequence
BD and CN	0.02	Exhibit Low Competition
BD and VT	0.29	Exhibit Modest Competition
BD and IT	-0.27	Exhibit complementary
BD and IN	0.38	Exhibit Higher Competition
BD and MX	0.35	Exhibit Higher Competition
BD and ID	0.32	Exhibit Higher Competition
BD and PK	-0.01	Exhibit Complementary
BD and KH	0.04	Exhibit Low Competition
BD and SL	0.61	Exhibit Higher Competition

In Table 2, the degree and nature of competition between Bangladesh and 9 other countries based on market growth value by calculating the Spearman's Rank Correlation coefficients for Bangladesh and above-mentioned countries in the U.S market for the 17 product categories of HS61. As follows, the SRC value ranged from 0.30-1 reveals the higher competition, SRC value ranged from 0.10-0.29 reveals modest competition, value ranged from 0.01-0.09 low competition and SRC value = -1 reveals complementary between two nations for the 17 product categories of HS61.

The analyzed result of SRC (Table 2) of Bangladesh in respect with 9 other countries for 17 product categories of HS61 shows that higher competition exhibit with Sri Lanka, India, Mexico, and Indonesia. Relatively lower competition exhibits with China and Cambodia. On the contrary, there exhibits complementariness among the two remaining countries respectively Italy and Pakistan.

Table 3: HS62 Export Growth in United States Market (2013-2017)

Product Code	CN	VT	IN	BD	MX	ID	PK	KH	IT	SL
HS 6201	4	12	-24	-1	-2	12	-1	9	13	-20
HS 6202	7	7	22	2	-3	4	-21	2	11	2
HS 6203	3	7	-3	-1	1	6	13	-16	-8	-6
HS 6204	2	5	1	2	-4	0	-15	-1	-3	-5
HS 6205	-6	10	5	-3	10	-1	-12	11	-5	5

HS 6206	-13	18	-3	5	15	2	-3	-12	12	2
HS 6207	-5	13	0	-9	-16	-2	-10	-22	0	1
HS 6208	0	21	-6	-16	-5	18	-13	-5	9	8
HS 6209	-5	-3	3	-7	1	-5	-4	15	4	2
HS 6210	-4	39	23	4	4	42	-32	29	-4	26
HS 6211	11	12	19	1	9	10	-15	-3	15	-3
HS 6212	3	97	1	11	-13	1	17	6	8	8
HS 6213	-6	3	37	3	-13	-56	n/a	n/a	-10	-49
HS 6214	-7	10	-20	10	-14	2	-9	-63	-3	n/a
HS 6215	-9	14	66	-17	-24	141	6	n/a	-13	-16
HS 6216	-1	3	9	69	0	-1	-1	14	4	-13
HS 6217	2	3	-5	-18	7	-17	-5	-35	9	13
Mean	-1.41	15.94	7.35	2.06	-2.76	9.18	-6.18	-4.18	2.29	-2.65
SD	6.21	22.90	21.44	19.33	10.50	38.97	12.01	21.39	8.73	16.18

Table 3 shows the export growth in the United States market during the period of (2013-2017) for the 17 product categories of four digits level Harmonized System (HS) product group 62 compared with 9 other countries. Out of 17 product categories Bangladesh has a positive export growth in 9 product categories (HS 6202, HS 6204, HS 6206, HS 6210, HS 6211, HS 6212, HS 6213, HS 6214, HS 6216) and rest 8 product categories (HS 6201, HS 6203, HS 6205, HS 6207, HS 6208, HS 6209, HS 6215, HS 6217) have a negative export growth in the U.S market. HS 6216 (Gloves, mittens, and mitts, of all types of textile materials) has the highest positive export growth of 69% and HS 6217 (Made-up clothing accessories and parts of garments or clothing accessories) has highest negative export growth -18% for Bangladesh in U.S market over the period of 2013-2017. The mean value shows that in the overall HS62 category Bangladesh has positive growths of 2.06 %. Vietnam has the highest mean value of 15.94 followed by Indonesia (9.18%) and India (7.35%).

Table 4: The analyzed result of Spearman's rank correlation coefficient (r_s) of 17 products of HS62 between Bangladesh and 9 other countries based on their export growth value

Competitors	**Value of (r_s)**	**Consequence**
BD and CN	0.04	Exhibit Low Competition
BD and VT	0.05	Exhibit Low Competition
BD and IT	0.07	Exhibit Low Competition
BD and IN	-0.08	Exhibit complementary
BD and MX	0.10	Exhibit Modest Competition
BD and ID	-0.22	Exhibit complementary
BD and PK	0.10	Exhibit Modest Competition
BD and KH	0.23	Exhibit Modest Competition
BD and SL	-0.17	Exhibit complementary

In Table 4, the degree and nature of competition between Bangladesh and 9 other countries based on market growth value by calculating the Spearman's Rank Correlation coefficients for Bangladesh and above-mentioned countries in the United States market for the 17 product categories of HS62. As follows, the SRC value ranged

from 0.30-1 reveals the higher competition, SRC value ranged from 0.01-0.29 reveals modest competition, value ranged from 0.01-0.09 low competition, and SRC value = -1 reveals complementary between two nations for the 17 product categories of HS62.

The analyzed result of SRC (Table 4) of Bangladesh in respect with 9 other countries for 17 product categories of HS61 shows that modest competition exhibit with Mexico, Pakistan, and Cambodia. On the other hand, comparatively lower competition exhibit with China, Vietnam, and Italy. On the contrary, there exhibits complementariness among the three remaining countries India, Indonesia, and Sri Lanka.

Equivalent Ad Valorem Tariff Faced by Individual Countries in U.S Market in HS61 & HS62 doesn't influence the competition and growth of the readymade garments of Bangladesh as except Mexico all the studied countries face same Equivalent Ad valorem Tariff. Only Mexico enjoys the "zero" Equivalent Ad valorem Tariff (Appendix 5, 6). So Mexico is in a relatively better position in the U.S market.

5. Conclusion and Policy Recommendations

In this research, the overall growth status and the competition of the RMG industry in the United States Market have been explored at a deeper level for the top 10 competitors. The analyzed Export growth indices show that out of 17 product categories of HS61, Bangladesh revealed a positive export growth in 12 product categories and rest of the 5 product categories revealed a negative export growth in U.S market. On the other hand, out of 17 product categories of HS62, Bangladesh showed a positive export growth in 9 product categories while 8 product categories showed a negative export growth in U.S market. Overall growth (mean) for both HS61 and HS62 shows a low positive growth but HS61 shows relatively better growth for Bangladesh readymade garments in U.S market. The general growth scenario of Bangladesh readymade garments in the U.S market is not highly promising and suggested significant attention by the concerned stakeholders of the industry.

However, the Spearman's rank correlation coefficient (r_s) test for Bangladesh and the other top 9 competitors in the U.S market for the 17 product categories of HS61 exhibited higher competition with Sri Lanka, India, Mexico, and Indonesia; modest competition with Vietnam; lower competition with China, and Cambodia; trade complementariness with Italy, and Pakistan. Moreover, the 17 product categories of HS62 exhibit modest competition with Mexico, Pakistan, and Cambodia; low competition with China, Vietnam, and Italy; trade complementariness with India, Indonesia, and Sri Lanka.

Even though Bangladesh's readymade garments don't have "zero" Equivalent Ad Valorem Tariff, still not in a worried position in the US market but the export growth should be a concern. Special policies to improve the export growth reduce political instability, transaction cost, skilled labor development, improvement of

infrastructure to stay competitive in the readymade garments industry in United States market as well as in the whole world.

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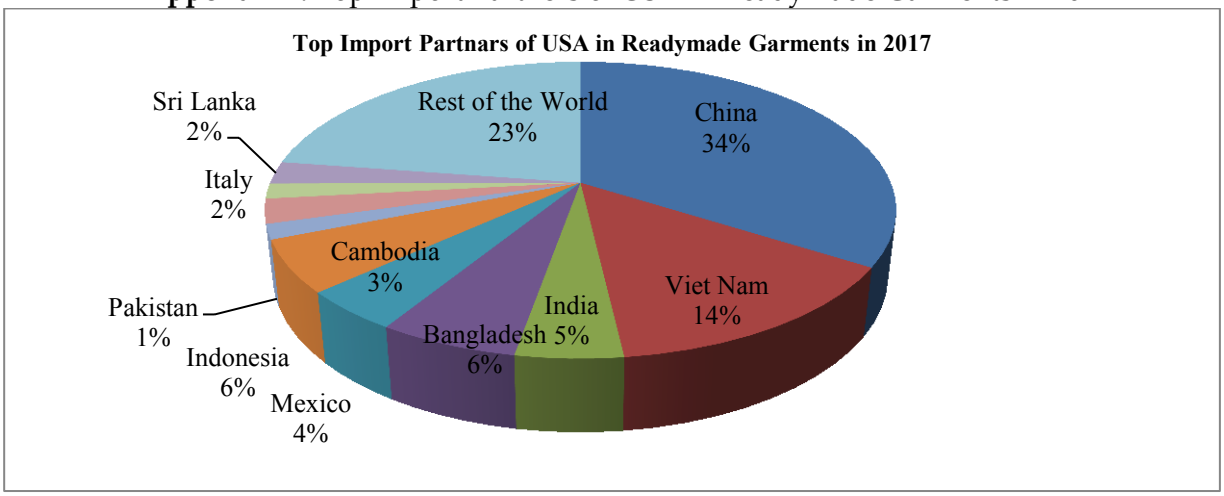
Appendix

Appendix 1: Top Import Partners of USA in Readymade Garments in 2017

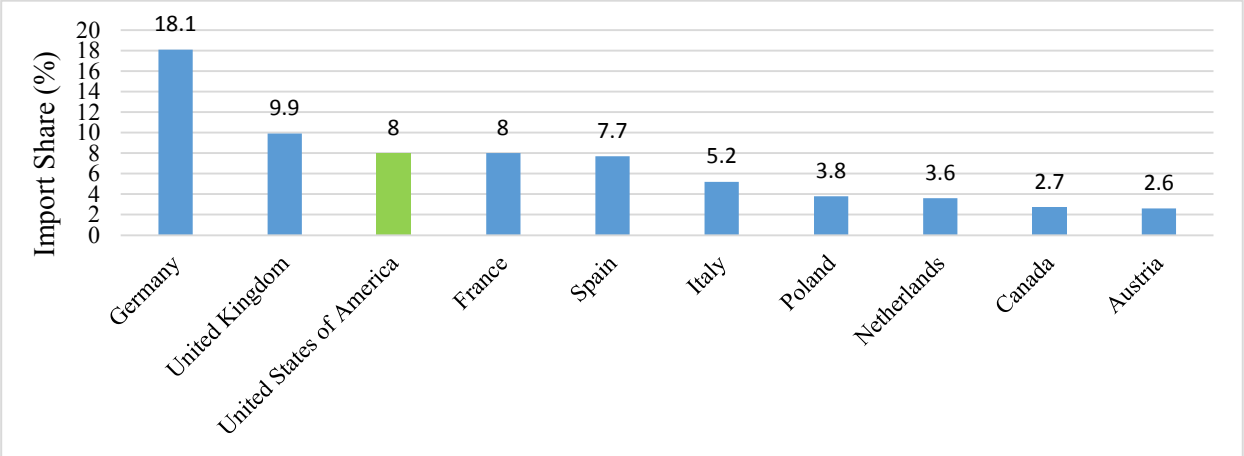


Source: ITC Trade Map, compiled by the Authors in January 2019 (Map, 2018)

Appendix 2: Harmonized System (HS) code and product label

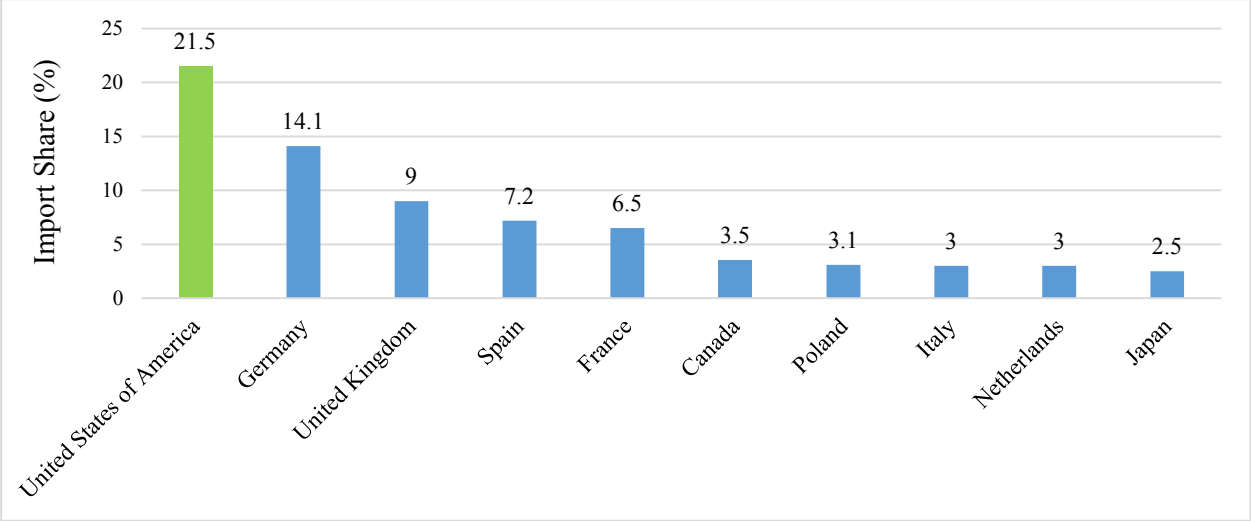
HS Code	Product Label	HS Code	Product Label
HS 6101	Men's or boys' overcoats, car coats, capes, cloaks, anoraks, ski jacket etc.	HS 6201	Men's or boys' overcoats, car coats, capes, cloaks, anoraks, ski jackets etc.
HS 6102	Women's or girls' overcoats, car coats, capes, cloaks etc.	HS 6202	Women's or girls' overcoats, car coats, capes, cloaks, anoraks etc.
HS 6103	Men's or boys' suits, ensembles, jackets, blazers, trousers, etc.	HS 6203	Men's or boys' suits, ensembles, jackets, blazers, trousers, bib etc.
HS 6104	Women's or girls' suits, ensembles, jackets, blazers, dresses, skirts etc.	HS 6204	Women's or girls' suits, ensembles, jackets, blazers, dresses, divided skirts.
HS 6105	Men's or boys' shirts, knitted or crocheted etc.	HS 6205	Men's or boys' shirts (excluding knitted or crocheted, nightshirts.
HS 6106	Women's or girls' blouses, shirts and shirt-blouses, knitted etc.	HS 6206	Women's or girls' blouses, shirts and shirt-blouses.
HS 6107	Men's or boys' underpants, briefs, nightshirts, pajamas, bathrobes etc.	HS 6207	Men's or boys' singlet and other vests, underpants, briefs, nightshirts.
HS 6108	Women's or girls' slips, petticoats, briefs, panties, nightdresses, etc.	HS 6208	Women's or girls' singlet and other vests, slips, petticoats, briefs.
HS 6109	T-shirts, singlet and other vests, knitted or crocheted	HS 6209	Babies' garments and clothing accessories of textile materials.
HS 6110	Jerseys, pullovers, cardigans, waistcoats and similar articles, knitted etc.	HS 6210	Garments made up of felt or nonwovens, whether or not impregnated, coated.
HS 6111	Babies' garments and clothing accessories, knitted etc.	HS 6211	Tracksuits, ski suits, swimwear and other garments.
HS 6112	Track-suits, ski-suits and swimwear, knitted or crocheted	HS 6212	Brassieres, girdles, corsets, braces, suspenders, garters.
HS 6113	Garments, knitted or crocheted, rubberized or impregnated.	HS 6213	Handkerchiefs, of which no side exceeds 60 cm
HS 6114	Special garments for professional, sporting or other purposes.	HS 6214	Shawls, scarves, mufflers, mantillas, veils and similar articles.
HS 6115	Pantyhose, tights, stockings, socks and other hosiery, incl.	HS 6215	Ties, bow ties and cravats of textile materials
HS 6116	Gloves, mittens and mitts, knitted or crocheted (excluding for babies)	HS 6216	Gloves, mittens and mitts, of all types of textile materials.
HS 6117	Made-up clothing accessories knitted or crocheted; knitted.	HS 6217	Made-up clothing accessories and parts of garments or clothing accessories.

Appendix 3: List of importing markets for (61) Articles of apparel and clothing accessories product exported by Bangladesh in 2017



Source: ITC Trade Map (Map, 2018), compiled by the Authors in January 2019

Appendix 4: List of importing markets for (62) Articles of apparel and clothing accessories product exported by Bangladesh in 2017



Source: ITC Trade Map, compiled by the Authors in January 2019

Appendix 5: Equivalent Ad Valorem Tariff Faced by Individual Countries in American Market in HS61 (2017)

Product Code	CN	VT	IN	BD	MX	ID	PK	KH	IT	SL
HS 6101	14	14	14	14	0	14	14	14	14	14
HS 6102	16	16	16	16	0	16	16	16	16	16
HS 6103	16	16	16	16	0	16	16	16	16	16
HS 6104	13	13	13	13	0	13	12	13	13	13
HS 6105	19	19	19	19	0	19	13	19	19	19
HS 6106	20	20	20	20	0	20	19	20	20	20
HS 6107	8	8	8	8	0	8	20	8	8	8
HS 6108	10	10	10	10	0	10	8	10	10	10
HS 6109	15	15	15	15	0	15	10	15	15	15
HS 6110	12	12	12	12	0	12	15	12	12	12
HS 6111	15	15	15	15	0	15	15	15	15	15

HS 6112	23	23	23	23	0	23	23	23	23	23
HS 6113	5	5	5	5	0	5	5	5	5	5
HS 6114	19	19	19	19	0	19	19	19	19	19
HS 6115	12	12	12	12	0	12	12	12	12	12
HS 6116	10	10	9	10	0	9	9	9	10	9
HS 6117	7	7	7	7	0	7	7	7	7	7

Appendix 6: Equivalent Ad Valorem Tariff Faced by Individual Countries in American Market in HS62 (2017)

Product Code	**CN**	**VT**	**IN**	**BD**	**MX**	**ID**	**PK**	**KH**	**IT**	**SL**
HS 6201	13	13	13	13	0	13	13	13	13	13
HS 6202	13	13	13	13	0	13	13	13	13	13
HS 6203	10	10	10	10	0	10	10	10	10	10
HS 6204	9	9	9	9	0	9	9	9	9	9
HS 6205	14	14	14	14	0	14	14	14	14	14
HS 6206	10	10	10	10	0	10	10	10	10	10
HS 6207	7	7	7	7	0	7	7	7	7	7
HS 6208	10	10	10	10	0	10	10	10	10	10
HS 6209	14	14	14	14	0	14	14	14	14	14
HS 6210	5	5	5	5	0	5	5	5	5	5
HS 6211	12	12	12	12	0	12	12	12	12	12
HS 6212	10	10	10	10	0	10	10	10	10	10
HS 6213	8	8	8	8	0	8	8	8	8	8
HS 6214	6	6	6	6	0	6	6	6	6	6
HS 6215	8	8	8	8	0	8	8	8	8	8
HS 6216	9	9	8	9	0	8	8	8	9	8
HS 6217	9	9	6	9	0	6	6	6	9	6