

# Comparison of the Trade Competitive Affair of Garments Products Between Bangladesh and China

## Abstract:

China and Bangladesh both are large garment producing countries and the garment industry occupies a strong and important position in their national economies. Bangladesh is not only a participating country in China's promotion of the "Belt and Road" initiative, but also an important country in the establishment of the China-India-Bangladesh-Myanmar Economic Corridor. This article makes a comparative analysis of the reasons for the gap in the competitiveness of the bilateral trade of garment products between the two countries and provides some realistic suggestions for the development of the garments product trade between the two countries. This paper has mainly used secondary information particularly the Chinese and Bangladeshi garment trade data derived from the United Nations Trade Database for the period of 2007-2018. For analyzing purpose, this paper has utilized "Harmonize commodity name and coding system" Classification standard (HCNCS), Measure market share (MS), Trade competitiveness index (TCI) and Revealed Comparative Advantage (RCA) index. The analysis shows that in terms of export market distribution, mostly the developed countries such as the European countries and United States are the main exporting countries of the Bangladeshi and Chinese garment products. The results further revealed that there is a certain gap in the scale of trade between Bangladesh and China in the garment industry, but the industrial trade structure is convergent. Finally, the authors identified that there is a fierce competition in the export of China-Bangladesh garments products in the international market. Policy recommendations have been suggested in order to improve the trade of garment products between China and Bangladesh.

**Keywords:** China, Bangladesh, Garment products, Trading, Competitiveness, Competitive comparison.

## 1. INTRODUCTION

In 2019, the total retail sales of the global apparel retail industry reached to US\$1.4382 billion. The figure accounts for about 2% of global GDP and is an important pillar of global economic development. In terms of apparel export, China ranks first in the world with an export volume of USD 157.85 (2019) billion which is 31.3% of global garment export. It occupies a steady and important position in the global apparel industry export market. Although Bangladesh's clothing exports are worth USD 34.13327 billion, with a third rank a present, it has a large gap with Chinese clothing exports. The clothing industry occupies a very important position in Bangladeshi economy. The export of clothing products accounts for 80% of Bangladesh's total merchandise exports and the number of employees in clothing products exceeds 5 million [1]. According to the Ministry's official statistics, in the fiscal year of 1984-1985, there were only 384 garment factories in Bangladesh while in 2018-2019 there are now 4621 garment factories with an annual average compound growth rate of 7.83%. The export value of Bangladeshi apparel products in 1984-1985 was only USD 31.57 million while it stood to USD 34,132.7 billion in 2018-2019 with an average annual compound growth rate of nearly 22%. In terms of

export regions, almost half of Bangladeshi apparel products are exported to European countries, followed by the United States and Canada [2]. China is the main supplier of the entire apparel product supply chain. The cumulative trade volume of apparel products in 2017 was USD 293.15 billion, increased by 1.2% among exports amounted to USD 268.6 billion whereas imports added up to USD 24.55 billion having a trade excess of USD 244.05 billion [3].

**Tab. 1:** Top 10 global apparel exporting countries in 2017-2018

Rank	Country	Export value (in billion USD)	Share of global Export (in %)	Increase/decrease (in % of 2017 to 2018)
1	China	157.85	30.8	-1.1
2	European Union (without UK)	136	27.6	-0.8
3	Bangladesh	34.13	6.8	0.1
4	Vietnam	31	6.2	0.2
5	India	17	3.5	0.2
6	Turkey	16	3.02	0.1
7	Hong Kong	12	2.4	-0.4
8	UK	9	1.8	0
9	Indonesia	9	1.8	-0.4
10	Cambodia	8	1.7	0.1

Source: World Trade Organization, 2017-2018 [4]

It can be seen from Tab. 1 that China's garment exports ranked first in the world in 2019, whereas Bangladesh ranked third. However, in terms of growth rate, China's growth rate declined and Bangladesh's growth rate of apparel export was in a good shape with steady progress. With the transformation of the world clothing production and export patterns, the clothing market has become increasingly diversified. China's "One Belt, One Road (OBOR)" initiative and the China-Bangladesh-Myanmar Economic Corridor initiative have received positive responses from Bangladesh [5]. The volume of trade transactions between China and Bangladesh's apparel industry has also changed. The apparel export products of the two countries mainly rely on cost advantages to participate in international competition. With the increasing demands of economic globalization, the competition in the international economic environment and the unstable factors in the international economic environment have increased significantly and the clothing trade development of the two countries has encountered new opportunities as well as challenges. Overall, the clothing industry trade of the two countries is both similar and competitive. However, the question arises how competitive and similar is the clothing industry trade between China and Bangladesh? How to rationally avoid some existing problems in the ever-changing garment industry trade to achieve mutual benefit and concession? The background and motivation of this paper is to answer some of these subtle but obvious questions.

## 2. LITERATURE REVIEW

The research on the development of garments industry trade mainly includes analysis of the existing status of garment product trade development, analysis of the competition of garments product trade development, and research on problems and countermeasures in the development of trading garments product.

According to the information of Bangladesh Export Promotion Bureau [6] from July 2018 to June 2019, Bangladeshi knitwear exports increased by 46% up to USD 9.48 billion while the

total export value of garment products increased by 43%, and the export value is close to USD 18 billion. The Government of Bangladesh (GoB) attaches great importance to the development of the garments industry which is the pillar of the national economy and has been striving to obtain preferential policy expenditures for international garments product trade exports. On the other hand, China has reached an agreement with the European Union, the United States and other countries on the production of garment products to promote the integrated development of global textiles and clothing and to create a stable and sustainable trade development environment for both parties. China, as one of the world's leading garment product producing and exporting countries, the development of the garment industry play an important supporting role in the development of the national economy. However, the development of China's garment products is presently experiencing an obstruction period such as recent US-China trade war [7] and lack of competitiveness thereby cannot be regarded as a clothing power. In contempt of today's fiercely competitive apparel market, enhancing the competitive advantage of China's garments products is extremely urgent.

According to the empirical research data of BGMEA and Bangladesh Textiles Association [8], the main problems Bangladesh facing in developing trade in garment products are: undeveloped production facilities, slow replacement, the backdated dyeing technology and the weak production facilities. On the other hand, Bangladesh Textiles Association [8] pointed out that the problems faced by Bangladesh in developing garment industry trade include: insufficient supply of raw materials, lagging production facilities and frequently strikes by the workers. Weikai [9] considered the cancellation of all the import items of garment products of WTO member countries as the research background and addressed the threats & challenges that China's garments industry is facing and dealing with the problems caused by the cancellation of import items. Yuxia [10] believes that the advantages of China's apparel industry are gradually decreasing. The main problem is the immuring industry development in the trade business and fierce competition among international competitors. Tianpeng [11] used the SWOT analysis technique to analyze China's clothing industry and gave some solutions to the problems encountered in the development of China's garments industry. He proposed new strategic plans in a few words. Scholars' research mainly focuses on analyzing the trade competitiveness of Bangladesh and China using various competition indicators. Among them, the main reason for the lack of competitiveness of Chinese clothing products in the international market is the combination of aspect conditions and domestic-foreign market environments.

The development of trade in garment products in Bangladesh is facing opportunities and advantages but there are also several threats and challenges. As an important industry in Bangladesh's national economy, the garment industry has a very important impact on the development of the entire economy. The whole research focuses on the development of garments product trade between China and Bangladesh. The research mainly focuses on the comparison of the two countries' garments trade issues. Under the guidance of the policies of the two countries, the garment trade development experience of the two countries can be learned from each other by focusing on the competitive factors and developing the advantages of trade development.

### **3. RESEARCH METHOD**

Based on the 2007-2018 trade data of garment products between China and Bangladesh collected from the United Nations trade database, this paper adopts the "Harmonized Commodity Name

and Coding System" (HCNCS)" classification standard and comprehensively analyzes China-Bangladesh development status for clothing product trade.

Secondly, the paper uses Market Share (MS) as a commonly used indicator for measuring competitiveness, which can directly reflect the market share of commodities. The larger the value, the higher the market share of the product and vice versa that can be expressed as:

$$MS_i^k = \frac{X_i^k}{X_w^k}$$

$X_i^k$  : where  $i$  stands for country and  $k$  stands for the export value while for  $X_w^k$  :  $w$  stands for the world and  $k$  stands the total export value of such products.

Thirdly, the papers uses Trade Competitiveness Index (TCI) which refers to the ratio of a country's export value minus its import value to the total trade, expressed as:

$$TC_{ij} = \frac{(X_{ij} - M_{ij})}{(X_{ij} + M_{ij})}$$

Where in case of  $X_{ij}$  :  $i$  stands for country and  $j$  stands for industry's export value while in case of  $M_{ij}$  :  $i$  stands for country and  $j$  for industry's import value.

Finally, the paper uses Revealed Comparative Advantage Index (RCAI), proposed by American economist Balassa in 1965 [12]. It reflects the comparative advantage index of a certain industry trade of a country (region). The RCAI index is an important indicator to measure the competitiveness of a country's products in the international market. The formula can be expressed as:

$$RCA_i^k = \frac{X_i^k / X_i}{X_w^k / X_w}$$

Where in case of  $X_i^k$  :  $i$  stands for country,  $k$  stands for product category, and in case of  $X_i$  :  $i$  stands for total exports of all products. On the other hand, in case of  $X_w^k$  :  $k$  stands for export and  $w$  for the world, and in case of  $X_w$  :  $w$  indicates the total world export of all products.

#### 4. RESULTS AND DISCUSSION

Tab. 2 highlights the garment product export trade volume and growth of China and Bangladesh for the period of 2007-2018.

**Tab. 2:** 2007-2018 China-Bangladesh readymade garment product export trade volume and growth rate (2007-2018)

China			Bangladesh		
Year	Export value (in USD 100 million)	Growth (+/-)	Year	Export value (in USD 100 million)	Growth (+/-)
2007	1088	-	2007	93	-
2008	1132	4.0%	2008	119	28.4%
2009	1004	-11.3%	2009	123	2.9%
2010	1210	20.5%	2010	149	21.3%
2011	1437	18.8%	2011	191	28.3%
2012	1419	-1.3%	2012	193	0.7%
2013	1649	16.2%	2013	195	1.3%
2014	1733	5.1%	2014	245	25.6%
2015	1621	-6.5%	2015	265	8.2%
2016	1464	-9.7%	2016	298	12.5%
2017	1452	-0.8%	2017	293	-1.8%
2018	1499	3.2%	2018	329	12.3%

Source: UN trade data [13] and BGMEA statistics [2]

From the perspective of the resource base and basic national strength for both the countries, in terms of the import and export of garments products, China and China's garments industry trade with Bangladesh maintains a trade surplus where the export volume of garment products is much higher than the import volume. Both the countries are large exporters of clothing products and the trade of clothing products is mainly concentrated in foreign trade. It can be seen from the table that in terms of garment exports, China's garment exports are much larger than Bangladesh's garment exports. From 2007 to 2018, the export scale of Chinese apparel products has always been larger than Bangladesh and it is seen that it increases almost 10 times the export value of Bangladeshi apparel products. From the perspective of total size, the export of clothing products from Bangladesh and China cannot be compared considering China's huge labor force and superior technology. However, in terms of the speed of development, the growth rate of Bangladesh's apparel product exports has shown great changes. Despite of the negative growth in 2017, the country has maintained an overall positive growth from 2007 to 2018. During the following four years (2008, 2010, 2011 and 2014), the growth rate was more than 20% over the previous year, the highest in 2008, and the export value of garment products increased by 28.4% compared to 2007.

However, the growth rate of Chinese garment products is not satisfactory. From 2007 to 2018, there were five negative growths during the years of 2009, 2012, 2015, 2016 and 2017. Among them, 2009 was most severely affected by the economic crisis. The export value of apparel products decreased by 11.3% compared with 2008, whereas the situation rebounded in 2010. The export value of apparel products reached USD 100.4 billion in 2010 with an increase of 20.5% compared with 2009, with large fluctuations. On the other hand, Bangladesh's garment product exports has maintained a comparatively steady growth, although there have been ups and downs. Considering the overall upward trend, it can also be seen that the development of garment products of Bangladesh in recent years has not been as good as the previous four or five years. Various threats and challenges have been encountered in the development process. Similarly, the export situation of China's garment products has also been subjected to new tests.

**Tab. 3:** Major export destinations of Chinese and Bangladeshi garment products (in 2018)

Country	Chinese exports (in USD 100 million)	Bangladeshi exports (in USD 100 million)
USA	176.0	23.7
Japan	80.1	10.3
Hong Kong	38.8	9.78
Germany	27.2	7.3
UK	25.7	58.5
Korea	22.3	2.4
Australia	18.5	0.3
Netherlands	18.1	10.7
France	17.5	15.0
Spain	16.5	36.4

Source: UN trade data [13] and BGMEA statistics [2]

Comparing the distribution of China-Bangladesh garments product export markets (Tab. 3), it can be observed that the two countries have a high degree of overlap. The distribution proportions for both the countries' export markets are different. The major export destinations for China are the United States and Japan. In 2018, the export of finished garments to the United States reached USD 31.1 billion ranking first while export volume to Japan was USD 15.53 billion ranking second. Those two countries are the most important garment exporting countries for China. Unlike Bangladesh, China's garment industry exports are comparatively less to EU countries. In 2018, Bangladesh's finished garment exports accounted for 54% to the EU countries, which is more than half of Bangladesh's finished garment exports. The export volume to the United States was USD 2.37 billion which is only 7% of Chinese finished garment exports to the United States. According to tab. 3, we can see that the export market distribution of the two countries is similar, but each country has different export shares. There is a certain degree of competitiveness in the apparel industry. Both China and Bangladesh are developing countries, and both have the advantages of sufficient labor and low production costs in the manufacturing of garment products. China and Bangladesh are the main source countries of garment products to many countries. Obtaining a larger share of the export market is the common goal of China and Bangladesh. The types of garment products between the two countries are similar and they are competitive. Although China maintains a large market share when China itself with a large population and a large base, Bangladesh has developed steadily in terms of production and has great development potential to export its garments to Chinese market.

**Tab. 4:** Market Share (MS) of China's classified apparel products (2007-2018)

HS	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
61	37	35	35	38	39	39	42	42	38	38	36	41
62	29	30	31	33	32	32	33	38	36	37	36	37

**Note:** HS61: Knitted or woven garments; HS62: Non-knitted or non-woven garments

Source: UN trade data [13]

Tab. 4 indicates that the market share (MS) of HS61 (knitted or woven garments) has always been higher than HS62 (non-knitted or non-woven garments) from the perspective of China's exported finished garments. In 2007, China's exports of HS61 accounted for 37% of the world's total exports of this type of clothing whereas HS62 accounted for 29, slightly lower than HS61. Beginning in 2008, the market share of the two types of finished garments was above 30% and reached the highest market share in 2014. In 2014, the HS61 market share was 42% and the

HS62 market share was 38%. During the three-year period from 2014 to 2017, the MS of both types of finished garments declined and again increased to 41% and 37% in 2018.

**Tab. 5:** Market Share (MS) of Bangladesh's classified apparel products (2007-2018)

HS	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
61	2.81	3.61	4.17	4.41	4.78	4.50	4.15	5.50	5.87	7.53	7.41	8.48
62	2.80	3.20	3.85	4.23	4.70	5.16	4.88	5.74	6.31	7.56	7.12	8.55

**Note:** HS61: Knitted or woven garments; HS62: Non-knitted or non-woven garments  
Source: UN trade data [13] and BGMEA statistics [2]

On the other hand, according to tab. 5, there is a big gap in the changes in MS of finished garments of Bangladesh compared to China. The market share of the two types of apparel products is almost balanced. In 2007, the market share of HS61 (finished knitted or woven garments) was 2.81% while the market share of HS62 (non-knitted or non-woven garments) was 2.81%, which is approximately the same. HS61's market share has been growing slowly from 2007 to 2018, from 2.81% to 8.48% which is relatively small in the international market. HS62's market share fluctuates slightly reaching 8.55% in 2018, somewhat higher than the HS61 market occupancy rate. Such data shows that the development of Bangladesh HS62 is faster than HS61.

**Tab. 6:** Trade Comparative Index (TCI) of Chinese classified apparel products (2007-2018)

HS	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
61	0.97	0.97	0.98	0.98	0.97	0.97	0.97	0.96	0.95	0.94	0.93	0.92
62	0.96	0.96	0.96	0.95	0.93	0.92	0.91	0.92	0.91	0.916	0.90	0.89

**Note:** HS61: Knitted or woven garments; HS62: Non-knitted or non-woven garments  
Source: UN trade data [13]

Tab. 6 shows that the trade competitiveness index (TCI) of China's two types of garment products are both greater than 1, indicating that these two types of clothing products have strong export competitiveness in the international market. The TCI of HS61 (knitted or woven garments) is higher than HS62 (non-knitted or non-woven garments). In 2007, the TCI of HS61 was as high as 0.97 and remained at around 0.97 from 2007 to 2013. In the garments industry it is an unshakable competitive position in the international market. However, after 2014, the TCI of HS61 (knitted or woven garment finished products) began to decline, with an average annual decline of 0.01. By 2018, the TCI of HS61 (knitted or woven garment finished products) dropped to 0.92. The export competitiveness of China HS61 (knitted or knitted garment finished products) is declining. HS62 (non-knitted or non-woven garment products) remained at around 0.96 during the period 2007-2010 indicating a relatively high TCI for HS62. Since 2010, the TCI of HS62 has fluctuated around 0.92 and has been declining. In 2018, it fell to 0.89, indicating that the international competitiveness of HS62 is also declining.

**Tab. 7:** Trade Comparative Index (TCI) of Bangladeshi classified apparel products (2007-2018)

HS	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
61	0.998	0.997	0.997	0.997	0.996	0.997	0.998	0.998	0.997	0.997	0.996	0.996
62	0.92	0.83	0.85	0.85	0.87	0.87	0.87	0.89	0.88	0.88	0.87	0.87

**Note:** HS61: Knitted or woven garments; HS62: Non-knitted or non-woven garments  
Source: UN trade data [13] and BGMEA statistics [2]

According to Tab. 7, the trade competitiveness index of two types of clothing products in Bangladesh is greater than 1, indicating that these two types of clothing products have strong export competitiveness in the international market. In particular, the TCI of HS61 (finished knitted or woven garments) is close to 1, which is greater than the trade competitiveness index of Chinese HS61 (finished knitted or woven garments), hence deemed extremely competitive. In 2007, the TCI of Bangladesh's HS61 (knitted or knitted garment finished product) was as high as 0.998 and the export volume was much higher than the import volume. It has developed to 2018 with little change and has maintained steady development. The trade competitiveness index of HS62 (non-knitted or non-woven garments) is lower than HS61 (knitted or woven garments), indicating that the trade competitiveness of HS62 (non-knitted or woven garments) is lower than HS61. In 2007, the HS62 TCI was the highest value of 0.92, which fell to 0.83 in 2008, increased to 0.89 in 2014 and again dropped to 0.87 in 2018.

**Tab. 8:** RCA changes in China's apparel product classification (2007-2008)

HS	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
61	4.01	3.76	3.46	3.58	3.65	3.37	3.54	3.30	2.72	2.79	2.76	3.05
62	3.14	3.20	3.09	3.09	3.03	2.80	2.79	2.98	2.56	2.72	2.72	2.72

**Note:** HS61: Knitted or woven garments; HS62: Non-knitted or non-woven garments

Source: UN trade data [13]

Finally, tab. 8 illustrates that China's garment industry is extremely competitive. According to the results of the Revealed Comparative Advantage (RCA) Index, we can see that the RCA of China's two types of apparel products is above 2.5. In 2007, the reality index of HS61 (knitted or woven garment products) was the highest, as high as 4.01, indicating that China's HS61 in 2007 was extremely competitive in the world apparel market. However, since 2007, the RCA has been declining and fell to 2.72 in 2015, indicating that the competitive advantage of HS61 in the international clothing trade is declining. Similarly, we can see that the revealed RCA of HS62 (non-knitted or non-woven garment products) is greater than 2.5. It shows that China's HS62 garments also have a strong competitive advantage in international trade. But HS62's revealed RCA is lower than HS61. From 3.14 in 2007 to 2.72 in 2018, the index fluctuates and changes every year, showing a downward trend, indicating that the competitive advantage of China's non-knitted or woven apparel products is also declining.

**Tab. 9:** Trade Comparative Index (TCI) of Bangladeshi classified apparel products (2007-2018)

HS	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
61	28.57	35.92	32.32	34.43	35.23	32.86	31.33	32.61	29.82	36.23	36.83	42.87
62	28.42	31.84	29.79	33.02	34.65	37.68	36.83	34.04	32.06	36.42	35.40	43.24

**Note:** HS61: Knitted or woven garments; HS62: Non-knitted or non-woven garments

Source: UN trade data [13] BGMEA statistics [2]

On the other hand, as per tab. 9, the revealed RCA of Bangladesh's two types of apparel products are much higher than that of China, reaching double digits. Such figures show that the apparel products play an extremely important role in Bangladesh's export trade as well as the country's clothing products have their unique competitive advantages in the international market and are extremely competitive. The RCA of HS61 (knitted or woven garment products) has shown a continuous upper body trend, from 28.57 in 2007 to 42.87 in 2018. However, as compared to HS61 (knitted or woven garment products), HS62 (non-knitted or non-woven clothing products)

has a more competitive advantage. In 2007, the revealed comparative advantage index RCA of HS62 was 28.42, which was lower than HS61. However, as of 2018, the RCA of HS62 was 43.24, which was higher than the RCA of HS61. This shows that Bangladesh's non-knitted or non-woven garments have more obvious competitive advantages.

## **5. CONCLUSION AND POLICY RECOMMENDATIONS**

### **5.1 Research conclusions**

First, Bangladesh's total garment exports and market share are both lower than that of China. China is the world's largest garment exporter. In 2018, China's garment exports reached USD 149.9 billion and the total garment exports ranked first in the world. It accounts for 38% of the world's total exports of garment products, while the world market share of Bangladesh's garments industry is only 8.5%. Therefore, in terms of total volume, China's garment exports are much higher than Bangladesh's.

Second, China and Bangladesh's garments export structure is basically similar. Among the garments exported by Bangladesh, the export scale of non-knitted or non-woven garments is larger than knitted or woven garments. China's exports of knitted or woven clothing products are larger than exports of non-knitted or non-woven clothing products.

Third, the development of Bangladeshi garment products is accelerating and the export scale is steadily expanding. In 2007, Bangladesh's garment industry was small in scale, with an export scale of less than USD10 billion. However, due to its abundant labor force and low labor cost, plus the preferential policies of the EU and other countries for the export of Bangladesh's garment industry, the country has made a rapid development of its garment industry and trade. In 2014, the export value of the garment industry of Bangladesh exceeded USD 20 billion. During the financial crisis, Bangladesh's garment products changed little in foreign trade while China's garment products changed more in the same period. It shows that China's garment industry is weak in anti-risk ability and the sales of garment products depend on export trade and are vulnerable to international environmental factors.

Fourth, the international competitiveness of Bangladeshi garment industry is constantly improving according to various indices of the international competitiveness of China-Bangladesh garments sector. At the beginning of the 21st century, whether it is export scale or export competitiveness, Bangladesh is far behind China. However, after decades of development, the development of Bangladesh's garment industry continues to progress. The Trade Competitiveness Index shows that from 2007 to 2018, Bangladesh's two types (HS61 and HS62) of apparel trade competitiveness index has generally increased especially knitted or woven garments swing at around 0.997. While China maintained growth from 2007 to 2013, after 2013, a downward trend began. The Revealed Comparative Advantage Index further highlights from 2007 to 2018 that the Revealed Comparative Advantage Index of Bangladesh's clothing has remained between 25-35, which is much larger than that of China.

The paper has also identified several weaknesses in China's garment industry trade such as rising cost of raw materials and labor, increased export costs due to the rise in the RMB (the Chinese currency) exchange rate and competition brought about by the rapid development of the garments industry in Southeast Asian countries. On the other hand, the problems in Bangladesh's

garment industry trade include heavy reliance on imported textile raw, seriously underdeveloped infrastructure and port facilities, lack of technical professionals, difficulties in getting energy supply and unstable and deteriorating security.

## **5.2 Policy Recommendations**

The authors have recommended some action policies to be implemented in order to reduce or eradicate the above problems. First of all, the production efficiency of garment products needs to be improved and the talent of garments labor needs to be nurtured and increased. China and Bangladesh have large populations and cheap labor, which is an outstanding advantage in the export of garment products. However, the general or below quality garments production efficiency especially in Bangladesh hinders the production of garment products. The Governments of both the countries can set up training programs for cultivating talents in the garment industry, grant government subsidies and vigorously promote the transformation of labor and technical personnel thereby improving the production level of labor. Moreover, in the production of apparel products, product supply chain management should be strengthened from raw material procurement, to manufacturing process, to sales, and every link must be strictly controlled and the overall system should be upgraded.

Secondly, the independent supply of raw materials for apparel products is required to be strengthened. The supply of raw materials for China's garment production is sufficient but the good development should be maintained to increase the export of textile raw materials such as cotton should focus on to increase the value of trade exports. The raw materials for Bangladeshi garment products such as, cotton cloth and yarn need to be imported from stable and efficient sources. The Bangladesh Government should formulate and implement preferential development policies to foreign investors and create a good business environment to attract foreign investment. In addition, agricultural development planning can expand the cultivation of cotton and other crops, as well as increase funds for research on the cultivation of cotton and other crops.

Third, the internal cooperation in garments production needs to be tightened. Manufacturers of garment products should establish a harmonious, cooperative and competitive relationship while the industry associations should also correctly guide the establishment of healthy competition between enterprises and prohibit malicious low-price bidding. In the process of establishing strategic models between enterprises under the premise of protecting their core competitiveness, they can learn from each other with their counterparts in the industry and analyze the economic situation at home country and abroad together. In order to improve production efficiency in garment production, labor can be divided and cooperated which will enhance international competitive advantage of garment products and produce a multiplier effect with half the effort.

Fourth, the development order of the garments industry should be standardized. In the industry, it is inevitable that there are producers who try to obtain the most economic benefits with the smallest production cost. There are vicious competitive behaviors such as cutting corners and changing materials which will affect the image of the garments industry's production, deceive buyers in the international market to wear "colored glasses" to see products produced in one country. It will affect the production orders of other companies. Therefore, it is necessary to strictly regulate the rules and regulations for the development of garment products so that many

manufacturers can be restricted and protected who are more committed to producing high-quality products thereby enhancing the value of products and promoting the growth of export volume.

## **6. STUDY LIMITATIONS AND IMPLICATIONS FOR FUTURE RESEARCH**

In the process of research, there are few limitations that can be referred to. One of those is the limited number of literature. The data used in this article is limited especially the limited collection of data on Bangladesh's garment industry trade. At the same time, the garment industry can only be classified by broad categories. The data does not cover all garment industries which makes the analysis insufficiently accurate.

The point of innovation rely on the research and the development status of garment products in China and Bangladesh which combined with the trade data of garment products between the two countries in the past ten years. A specific analysis of the competitive advantages for both the country's garments product trade development. The garments product trade between the two countries is mainly concentrated on export trade. This article has focused mainly on the foreign trade of China and Bangladesh's garment products. A comparative analysis of the development status and competitiveness index of garment products in these two countries has been made and suggestions have been given on how to improve the competitiveness of clothing products in the international market. The research on the comparative analysis of China and Bangladesh's garments product trade will be a significance reference for the garment industry enterprises for both the countries in the development of garments product strategic planning.

## **DISCLAIMER**

The products used for this research are commonly and predominantly used products in our area of research and country. There is absolutely no conflict of interest between the authors and producers of the products because we do not intend to use these products as an avenue for any litigation but for the advancement of knowledge. Also, the research was not funded by the producing company rather it was funded by personal efforts of the authors.

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