



The Export Playbook for Bangladeshi Manufacturers

Your step-by-step guide to represent your Bangladeshi products to the American and International markets

Welcome to The Roadmap to Become Local to Global!

This guide is made for Bangladeshi manufacturers who dream bigger. If you already make great products, it's time to see them on shelves in the US and worldwide.

Who This PDF Is For

- Bangladeshi manufacturers producing quality goods.
- Factory owners who supply global brands but want their own name abroad.
- Producers aiming to sell in the U.S. and other global markets.
- Business owners looking for a clear roadmap to go global.
- Buying houses ready to expand
- Small-scale facilitators with bigger dreams

2 Types of Sellers

If you are a manufacturer and want to sell in international markets, you may fall into the following types or categories:

Type 1 (Marketplace Sellers): Sellers who want to use big platforms like Amazon, Walmart, or eBay. Best for fast access to buyers, platform trust, easier fulfillment via FBA/3PL, lower brand control.

Type 2 (Private Label Sellers): Sellers who want to build their own brand and sell through their own website. Best for long-term brand equity, higher margins, full control of pricing & customer data.

Important Steps for Both Types

No matter which path you choose, marketplace or private label, one thing is common:

You need a registered US company to sell legally.

- US company (LLC/C-Corp),
- EIN,
- US business bank/payment proces-

You need warehousing, shipping, and logistics support to move products smoothly.

- Product HS codes, landed-cost basics (duties, freight, fees)
- Export-ready packaging & labeling

With Sky Prep Center and our strategic partner, you get complete support, from warehousing and shipping to US company formation and yearly compliance.

Why Go Global?

Factories produce. Brands expand. Let's take Bangladesh global.



Bangladesh makes products the whole world wants: from clothes and jute bags to spices, shoes, and pottery. But too often, these products stay limited to local markets.

The truth is, global buyers are waiting. They want what you already produce. What stops many manufacturers is not the product, but the roadblocks: customs, shipping, and lack of proper connections.

Going global means breaking those limits and putting your factory's name on shelves across countries. The chance is here, and it's bigger than ever. Grab it!

Fact: Bangladesh exported over \$55B worth of goods in 2024. But most small factories never reach foreign buyers. That gap is your *opportunity*.

Products From Bangladesh That Sell Worldwide

Made in Bangladesh is already trusted worldwide. Here's what global buyers are actively demanding.

Not every product needs a new market, but many Bangladeshi goods already have strong global demand. If your factory produces any of these, you're sitting on an opportunity to go worldwide.

RMG & Clothing Brands

Bangladesh is among the world's largest clothing exporters. From t-shirts to jackets, foreign showrooms depend on bulk supply at competitive prices.



Apparel

Beyond factory-scale RMG, smaller apparel lines, from boutique fashion to casual wear, attract international buyers looking for fresh styles.

Beauty Products

Bangladesh is among the world's largest clothing exporters. From t-shirts to jackets, foreign showrooms depend on bulk supply at competitive prices.

Handmade Items & Handicrafts

Cane, wood, textile, and decorative crafts reflect Bangladeshi tradition and are loved in global lifestyle and décor markets.



Earthenware & Pottery

Simple, eco-friendly, and artistic, these pieces give international homes a touch of authenticity.

Jute & Eco Bags

With the world moving to sustainability, Bangladeshi jute bags stand out as durable, natural, and eco-conscious.



Luxury Shoes

Premium leather footwear crafted for global luxury markets.

Food Items (frozen, dry, preserved, packaged)

Diaspora communities and global kitchens want Bangladeshi foods like shutki (dried fish), balachao (spicy prawn pickle), pickles, pithas, and other traditional as well as modern packaged items.

Spices

Bangladesh's spices bring authentic taste that global kitchens love. From Panch Phoron, Shahi Garam Masala, and Fish Curry Masala to Biryani Masala, Roast Masala, and Korma Mix, buyers want both raw spices and the packaged blends.

Shoes & Footwear

Versatile footwear for everyday and formal wear, meeting global demand with quality and style.



Quick Fit Test:

- ✓ Healthy margin after shipping & duties
- ✓ Shelf-life/fragility suits ocean or air
- ✓ Compliance clear (e.g., FDA for food/beauty)
- ✓ Barcode/label ready (UPC/EAN; FNSKU if Amazon)

Note: Temperature control & expiry dates must be planned before shipping.

How to Become a Local-to-Global Manufacturer

Going global is not just about sending one shipment overseas. It's about building a system so your products can reach international buyers again and again.



Here's how you can do it:

Research your product: Study which of your products truly fit the U.S. market. Look at buyer demand, competition, compliance rules, and profit margins before deciding what to ship.

Prepare your products: Use strong packaging, keep quality consistent, and get certificates where required (for food, cosmetics, etc.). Products must meet US and global buyer standards.

Know the rules & restrictions: Every country has its own import laws. Some products need FDA approval (food/beauty), some are restricted (e.g. tobacco). Knowing these rules early saves money and time.

Choose the right partner: Customs, logistics, warehousing, and bulk shipping are tricky. Without experience, delays are costly. A partner like Sky Prep Center removes this barrier and keeps your goods moving.

Find the right markets: It's not enough to just pick a country. You must also decide how to sell there.

- **Marketplace sellers:** Sell through Amazon, Walmart, or eBay. You can use their warehouses (e.g. Amazon FBA) or rent storage through us in the US.
- **Private label sellers:** Build your own brand, sell through your website, and market directly to global buyers. This gives you full control over brand image and pricing.

In both cases, you need a US company to register, sell, and open accounts legally. (Sky Prep Center + our strategic partner company handle this end-to-end.)



**YOUR ONE-STOP
PREP SERVICE**

amazon Walmart* ebay Etsy
shopify TikTok

OUR KEY FEATURES:

- Transparent Pricing.
- FBA, FBM & 2 Step Dropshipping model supported.
- Multiple carriers (USPS, UPS, FedEx) are available.
- Integration with Major marketplaces like Amazon, Walmart, eBay, Etsy, Shopify & TikTok.

Build strong channels: Selling one container is not enough. You need regular reorders and long-term buyers. Whether through online marketplaces or your private brand, focus on building a channel where customers return again and again.

This is how a local factory becomes a trusted global supplier.

Cost Box:

- Landed Cost = Product + Freight + Duty + 3PL + Platform Fees (if any) + Marketing/Advertising.
 - **For example:** if your shirt costs \$4 at the factory, after freight, duty, fees, and marketing/advertising it might land
- Price after this cost should leave a clear profit.

Case Study 1: From Factory Floor to Global Brand

Meet Mohammad Naem, a Bangladeshi manufacturer. His factories produce stylish women's clothing and footwear that already match international standards. For years, Mr. Naem supplied big brands like Zara, a trusted sourcing hub that kept his factory busy.

But one day, he asked himself:

"Why keep selling under someone else's label, when I can build my own?"

Naem knew the market, the demand, and the quality. He wasn't just a supplier anymore, he was ready to be a brand. That's where going local to global became his next step.

By preparing his products for export, building direct channels, and using the right logistics partner, Naem shifted from being a supplier to becoming a brand with his own name on global shelves.

His story is proof: if you already manufacture quality, the world is ready for your label.

If you already supply the world's big brands, it's time to create your own.

Case Study 2: From Village Looms to Global Shelves

Meet Mr. Woaliullah, a proud owner of a large handloom collection in his village. Every day, around 50 rural women and men work on those looms, weaving beautiful Jamdani, Tangail, Katan, and Benarasi sarees.

For years, Woaliullah supplied his sarees to well-known brands inside Bangladesh. His work carried their labels, not his.

But now, he has a bigger dream.

“Why stop at supplying? Why not sell under my own name, in Bangladesh and abroad?”

He already has what it takes: skilled workers, authentic designs, and sarees that reflect Bangladesh’s heritage. With the right global channels, his sarees could be worn by women not only in Dhaka, but in London, New York, and Dubai.

Woaliullah’s journey shows that even village looms can reach international wardrobes when the right roadmap is followed.

Even village looms can reach New York and London with the right roadmap.

Building Export Readiness

Before sending your first shipment, your factory must be ready for export.
This means:

- ✓ Having the right export license and trade documents in place.
- ✓ Using packaging that matches international standards so products look professional and safe for buyers.
- ✓ Getting certifications (FDA, USDA, cosmetic approvals, etc.) if needed.
- ✓ Setting a price that covers customs, shipping, and handling costs so you don't lose profit later.
- ✓ Registering a US company for selling legally and accessing platforms (Amazon, Stripe, PayPal, etc.).

Note: If these steps feel like a hassle, Sky Prep Center is here to prepare everything for you, from paperwork to packaging, compliance, and even company registration through our strategic partner. So you can focus on manufacturing while we make your products export-ready.

✓ Export license ✓ Packaging ready ✓ Certification done

Products You Should Avoid Selling

- ✗ Lighters and other fire-starting items are not allowed.
- ✗ Acids and strong chemicals are restricted.
- ✗ Wet wipes with flammable elements can't be shipped.
- ✗ Vapes and e-cigarettes are banned for export.
- ✗ Certain flammable liquids are not permitted.
- ✗ Pesticides and insect killers face restrictions.
- ✗ Batteries are unsafe to ship.
- ✗ Tobacco and related smoking products are not allowed.
- ✗ Pharmaceuticals and restricted chemicals need special clearance.
- ✗ Alcoholic drinks cannot be exported without proper license.
- ✗ Weapons, ammunition, and explosives are strictly banned.
- ✗ Fake or trademark-infringing goods are illegal to sell.
- ✗ Any item banned by the import laws of the buyer's country must be avoided.

Finding Buyers & High-Demand Markets

Know where demand is strong

- **Clothes/RMG:** Europe, USA.
- **Spices & food:** Middle East, USA, UK.
- **Jute & eco bags:** EU, Nordics, Canada.

Two ways to sell globally:

- 1. Marketplaces:** Join Amazon, Walmart, eBay. These platforms already have buyers who trust them, so your products can reach customers faster. You can use their warehouses (e.g. FBA) or connect with our US warehouses.
- 2. Private Label:** Sell under your own brand name. Build your website, run ads, and use your own warehouse or a 3PL partner like us. This path takes more effort, but it builds long-term brand recognition and higher margins.

Right Steps Matter:

Marketplace Sellers: Begin with a limited number of SKUs on Amazon/Walmart to test demand - optimize listings - move into bulk/FBA shipments.

Private Label Sellers: Send a small trial order to distributors or through your own website - collect feedback - expand into bulk/container shipments.

Use the right channels.

Marketplace Sellers: Focus on optimized product listings, keyword targeting, reviews, and promotions.

Private Label Sellers: Attend trade fairs, use B2B platforms like Alibaba, or partner directly with regional distributors.

Show what buyers need.

Marketplace Sellers: High-quality product images, export-ready packaging, and compliance with Amazon/Walmart requirements (barcodes, labeling, FBA rules).

Private Label Sellers: Professional product specs, clear brand story, packaging that attracts retail shelves.

Be easy to buy from.

Marketplace Sellers: Ensure reliable fulfillment (FBA or our US warehouse), easy returns, and competitive pricing.

Private Label Sellers: Offer simple payment terms, predictable lead times, and strong logistics support.

Stay consistent.

Both types must: reply quickly, track shipments, and communicate clearly. Consistency builds trust and repeat orders.

Focus where it works.

Marketplace Sellers: Scale up ad spend and inventory on top-performing products.

Private Label Sellers: Double down on countries and distributors that reorder; pause where demand stays weak.

Simplifying Logistics & Shipping



This is the step where most manufacturers face trouble, but it doesn't have to be complicated.

Safe storage: Keep your products in warehouses until they are ready to ship.

Flexible shipping: Send goods in cartons, pallets, or full containers, depending on order size.

Smooth customs: Handle all paperwork in advance so your shipment doesn't get stuck at the border.

Easy transport: From your factory gate to the customer's doorstep, everything is managed.

Once the right system is set, shipping feels simple; like a routine process. And that's exactly what Sky Prep Center does: we make your logistics easy, reliable, and global-ready.

Using Digital Tools to Stay in Control



In today's world, you should never ship without knowing what's happening. Technology gives you a clear view of your product's journey.

With the right tools, you can:

- Check the full history of every shipment.
- Track goods live, from your factory to the buyer's door.
- Use warehouse space more wisely.
- Connect directly with marketplaces like Amazon, eBay, Walmart.
- Handle orders and invoices in one simple dashboard.
- Receive alerts and reports that show your growth in real time.

When you stay in control digitally, there are fewer surprises and more confidence. And don't worry; this isn't complicated software. With one simple login, you can see your stock, shipments, and orders in plain view, without needing to be tech-savvy.

At Sky Prep Center, our powerful dashboard lets you track your entire product's journey. All from your screen. That's the control we put in your hands.

Sustaining Growth



Going global is not just about sending your first shipment. Real success comes from keeping the flow steady and building trust in the long run.

- Keep your quality consistent so buyers know what to expect.
- Deliver on time, every time, reliability brings repeat business.
- Stay connected with buyers for quick communication and reorders.
- Create a strong brand identity instead of selling as “just another exporter.”
- Understand buyer feedback and improve products where needed.
- Explore new markets step by step, so your factory doesn’t depend on one country alone.

Global growth is a journey, not a one-time shipment. And with Sky Prep Center as your partner, you don’t walk this journey alone, from logistics to digital tools, we give you both the **one-stop service** and the **right guidance** to keep your business growing worldwide.

Keep a compliance calendar (annual filings, taxes, product renewals). If it’s too much, we can always connect you to our strategic partner. They will handle the US compliance side.

Why Choose Sky Prep Center?



SKY PREP CENTER

Because we don't just ship products. We ship your ambition.

Going global When it comes to taking Bangladeshi products global, you need more than shipping. You need a partner who understands the factory challenges, the border rules, and the global markets. That's exactly what **Sky Prep Center** delivers.

What Makes Us Different:

Global-Ready Logistics

From factory pickup to international delivery, including secure warehouse storage and product processing.

Customs Made Simple

We handle clearance smoothly so your goods don't get stuck at borders.

Bulk & Container Shipping

Whether cartons or full containers, we move your products quickly and safely.

Safe Storage Solutions

Your goods stay secure in our U.S. warehouses until shipment is ready.

US Company Setup + Compliance

Through our strategic partner, we make sure you can sell legally in the US and maintain compliance year after year.

Direct & Transparent Process

No hidden middlemen, no confusion. Just clear steps from storage to shipment you can trust.

What We Do for Each Type

Marketplace Sellers: Account hand-holding, FBA/3PL prep & inbound, listing standards, returns routing, replenishment planning.

Private Label Sellers: 3PL & nationwide fulfillment, site-to-warehouse integrations, wholesale/retail carton rules, payments readiness (Stripe/PayPal).

The Bottom Line

Sky Prep Center is not just a logistics provider, it's your one-stop partner for going from local to global. With us, your factory doesn't just export. It expands.

Final Word

Manufacturers make products. But without the right roadmap, those products stay local.

By following these steps, your factory can move from being just another Bangladeshi producer to becoming a global brand on international shelves.

And with Sky Prep Center, you don't do it alone. We are your one-stop service and guiding partner, handling your logistics, warehousing, and shipments, while our strategic partner takes care of your US company registration and compliance.

**Manufacturers like you are not just suppliers. You are tomorrow's brands.
The world is waiting to see your label.**

Marketplace or Private Label, choose your path and we'll run it with you.

The world is ready for your brand. Start today.

