

# Going Global

## Export Guide for Textiles and Apparel



Office of Textiles and Apparel

# OTEXA



INTERNATIONAL  
**TRADE**  
ADMINISTRATION

## Office of Textiles and Apparel

The Office of Textiles and Apparel (OTEXA) oversees programs and strategies to improve domestic and international competitiveness of the U.S. textiles, apparel footwear and travel goods industries. OTEXA promotes trade programs and works on behalf of U.S. companies to improve domestic and global business environments and promote export opportunities. If you are a U.S. manufacturer, supplier or exporter, OTEXA can help you plan your market entry the right way using OTEXA's services. These resources will help you better understand your product's potential in a given market, the best prospects for success and best business practices before you start exporting.

## International Trade Administration

The International Trade Administration (ITA) strengthens the competitiveness of U.S. industry, promotes trade and investment, and ensures fair trade through the rigorous enforcement of our trade laws and agreements. ITA works to improve the global business environment and helps U.S. organization compete at home and abroad. ITA supports President Obama's recovery agenda and the National Export Initiative to sustain economic growth and support American jobs.

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# INTRODUCTION

The growth of the global economy provides U.S. firms with greater opportunities to seek out new markets and customers and to expand their businesses. Moreover, with increased competition from overseas, companies are looking to diversify their client base and find new ways to grow.

The supply chain for textiles and apparel has become increasingly global, to include North America, Latin America, Europe, Africa and the Asia Pacific region. Customers, suppliers, manufacturers, and assemblers are located throughout the world, and represent new potential partners for U.S. firms looking to expand abroad.

2012 showed an increase in total textile and apparel exports at \$22.7 billion, up from \$22.4 in 2011, an increase of 1 percent. As foreign markets rebound and look to increase their purchases of textiles and apparel, U.S. companies have an opportunity to grow their business internationally.

This market report presents the 15 largest export markets for U.S. exports of textiles and apparel. U.S. exporters are supplying yarns, fabrics, and finished products to mills, processors, assemblers, and consumers. U.S. exporters of textiles and apparel can use this information to help determine which markets are most attractive and offer the greatest long-term growth opportunities.

This report also profiles the 5 fastest growing markets for U.S. exports of textiles and apparel. While exports to these countries are at lower levels, exports are growing rapidly and present new opportunities for U.S. companies. The increase in exports to these markets can be attributed to numerous factors including economic development and recently-signed Free Trade Agreements with the United States.

Further information on countries not detailed in this report can be found online at the Office of Textiles and Apparel (OTEXA) website at [www.otexa.ita.doc.gov](http://www.otexa.ita.doc.gov). In addition, OTEXA provides counseling and advisory services and can help U.S. exporters prepare for entry into new markets.

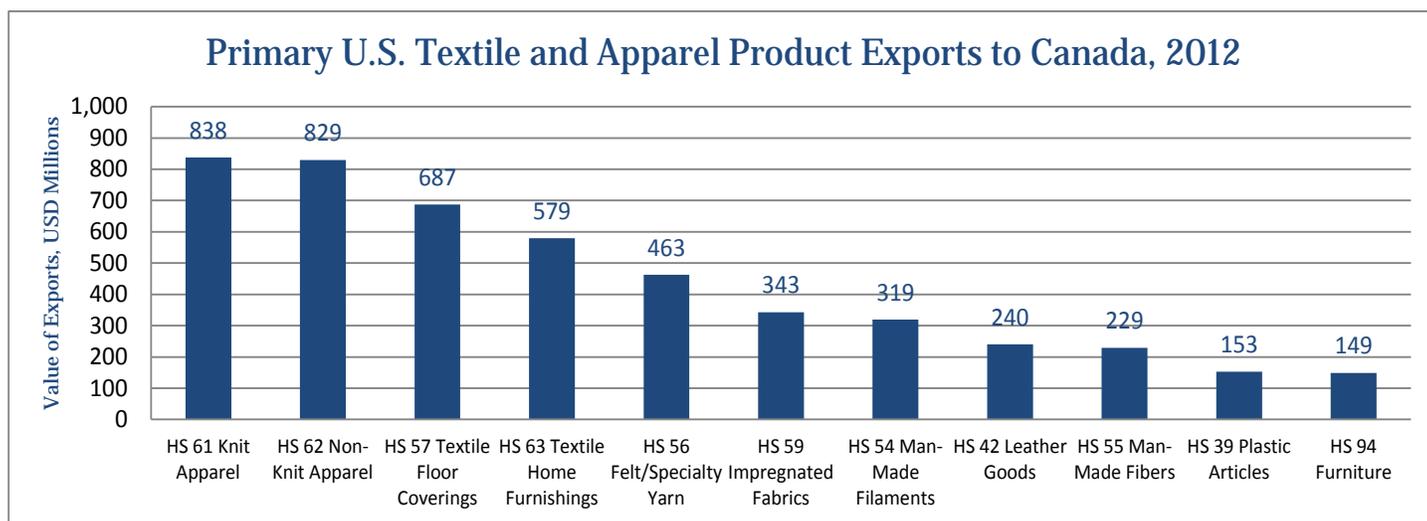
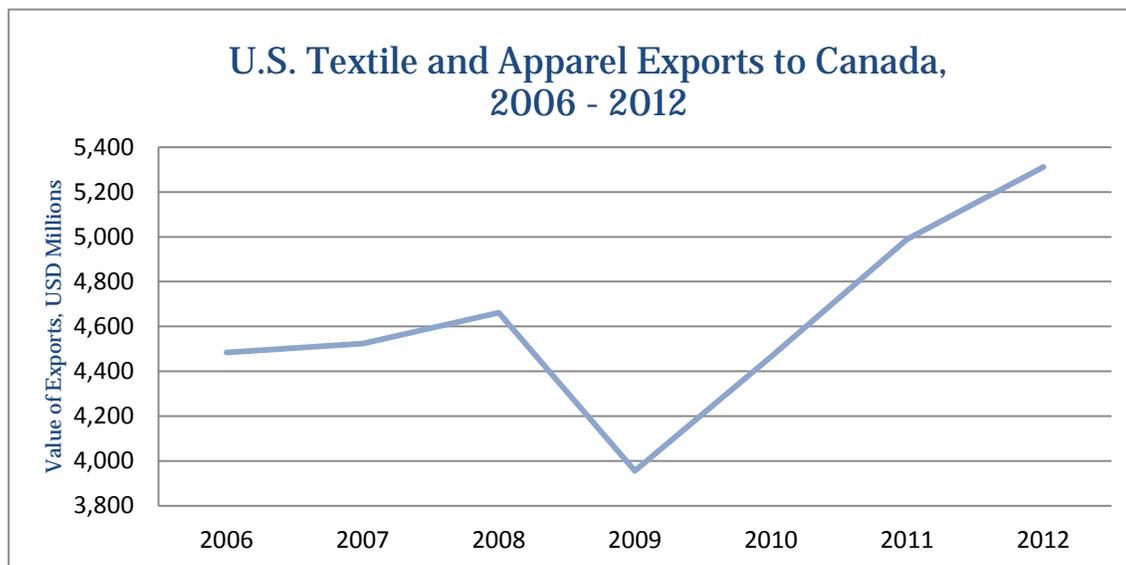
# TOP 15 MARKETS FOR TEXTILES AND APPAREL

The Top 15 Markets are determined by the largest amount of U.S. exports of textiles and apparel in U.S. dollars.

# 1: CANADA

## TEXTILE AND APPAREL TRADE WITH CANADA

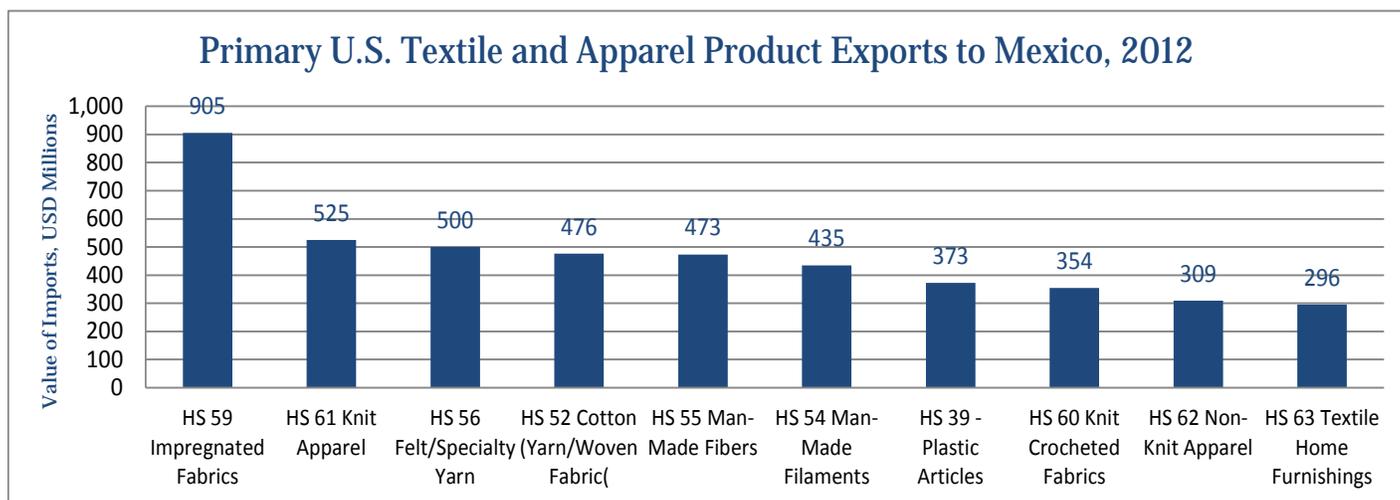
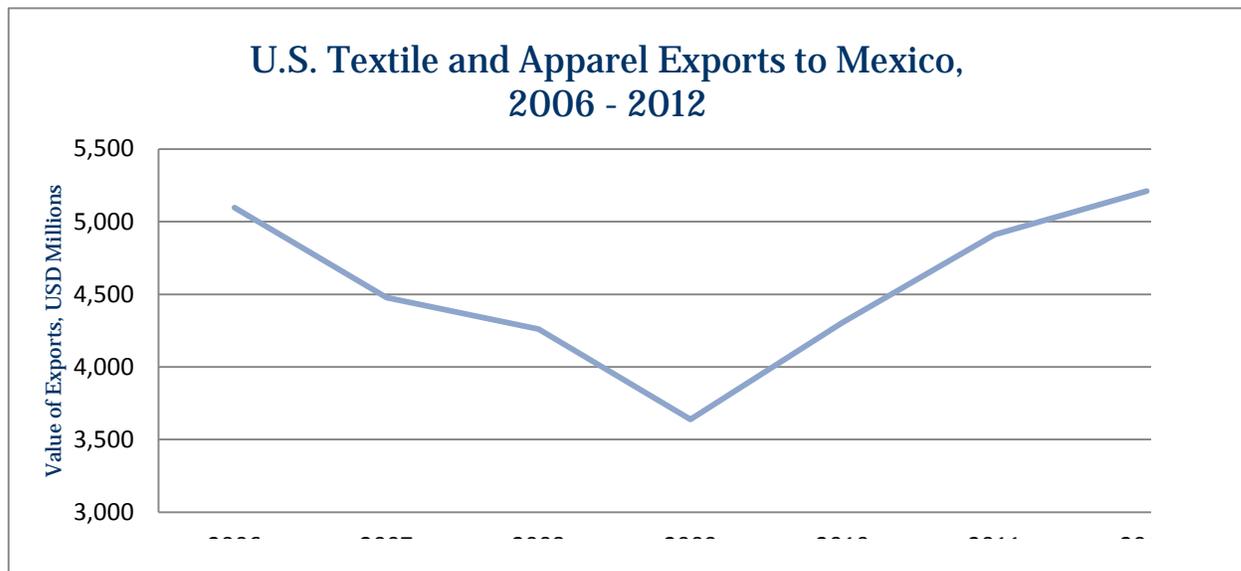
	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	4,485	4,524	4,661	3,956	4,465	4,989	5,311
% Change	6.2	0.9	3.0	-15.1	12.9	11.7	6.5



## 2: MEXICO

### TEXTILE AND APPAREL TRADE WITH MEXICO

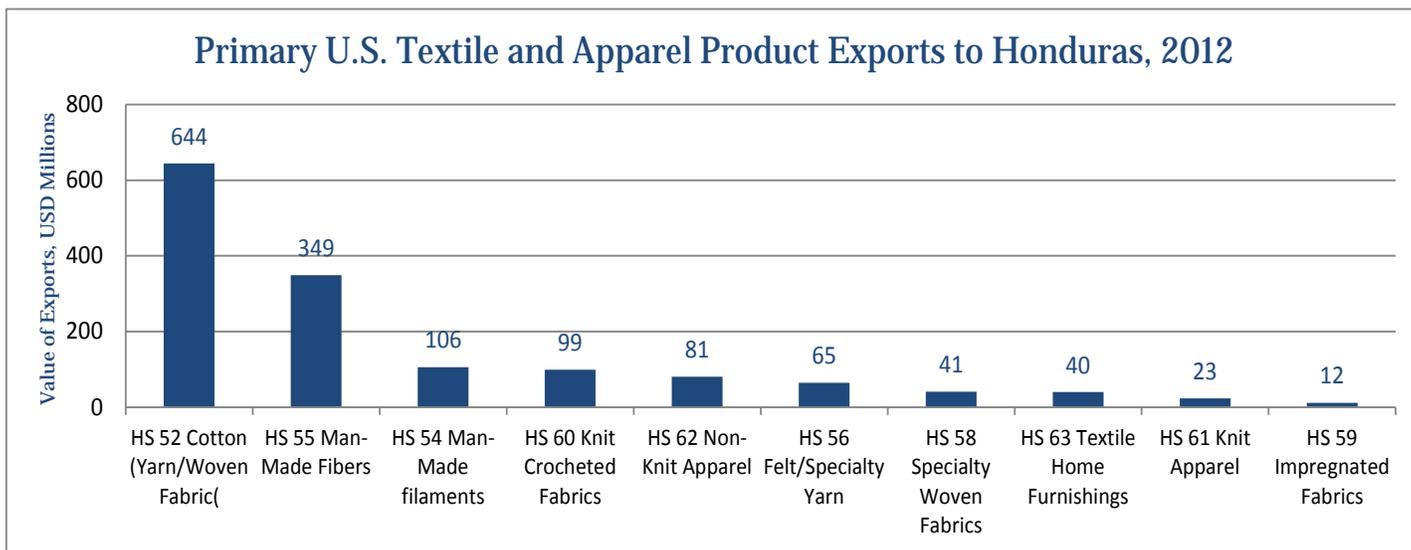
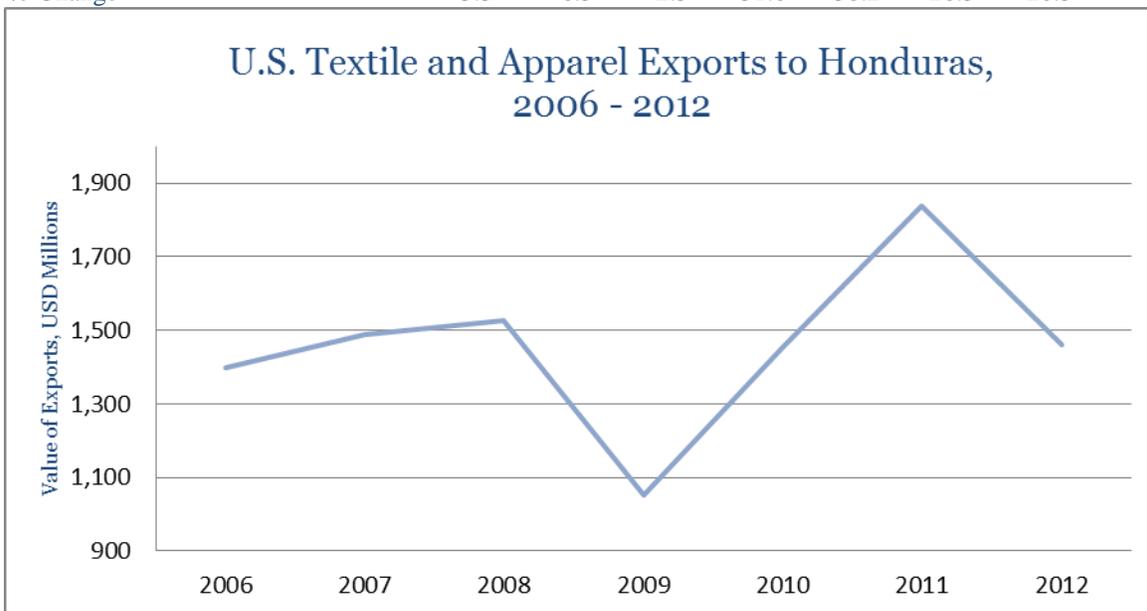
	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	5,097	4,478	4,262	3,640	4,308	4,911	5,213
% Change	-1.8	-12.1	-4.8	-14.6	18.3	14	6.4



# 3: HONDURAS

## TEXTILE AND APPAREL TRADE WITH HONDURAS

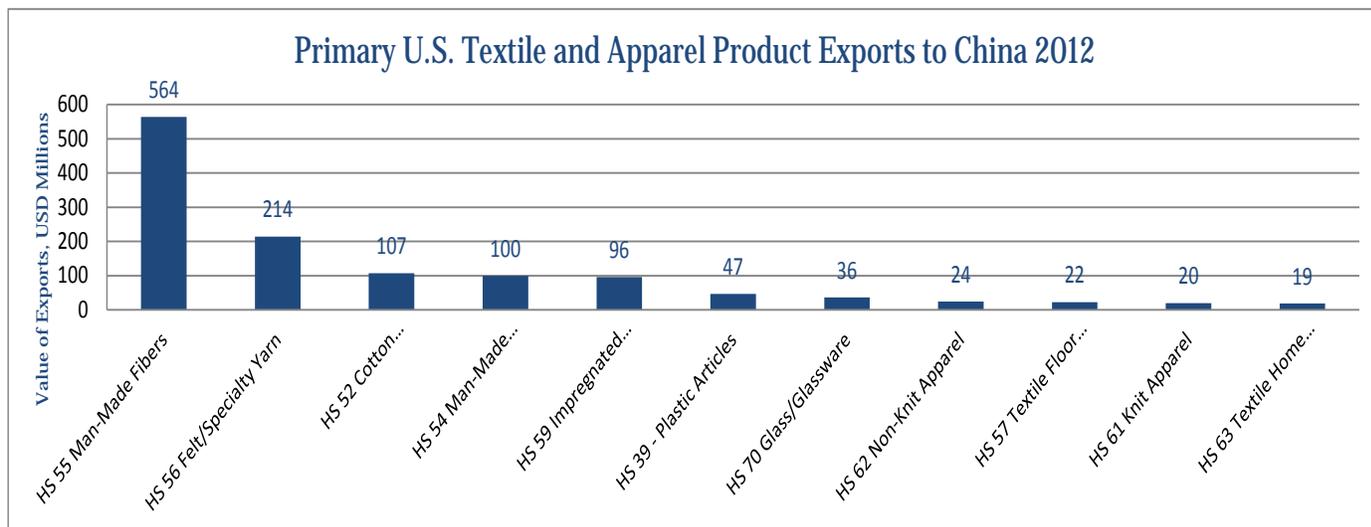
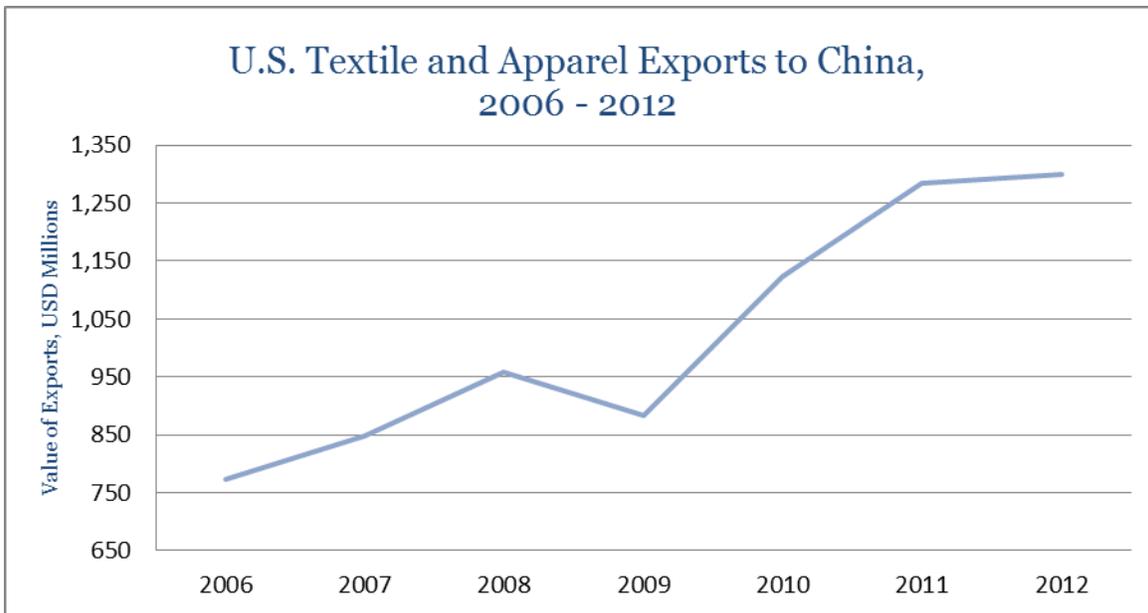
	2006	2007	2008	2009	2010	2011	2012	
Total U.S. Exports (USD, Millions)	1,398	1,489	1,526	1,053	1,455	1,839	1,462	
% Change		-3.3	6.5	2.5	-31.0	38.2	26.3	-20.5



# 4: CHINA

## TEXTILE AND APPAREL TRADE WITH CHINA

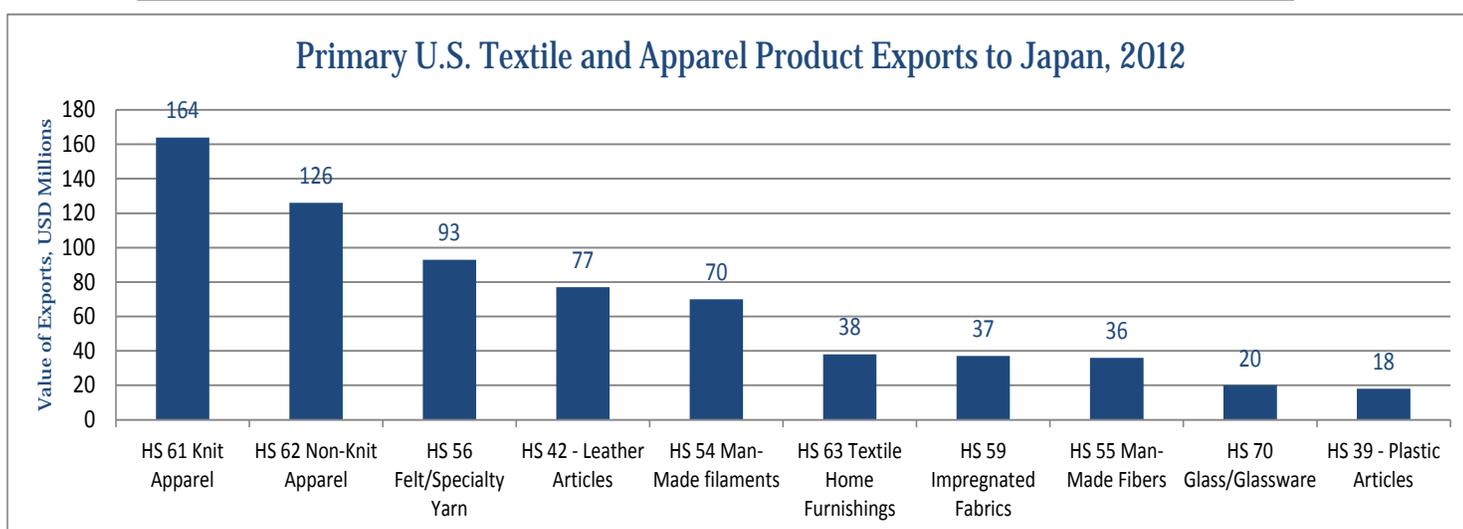
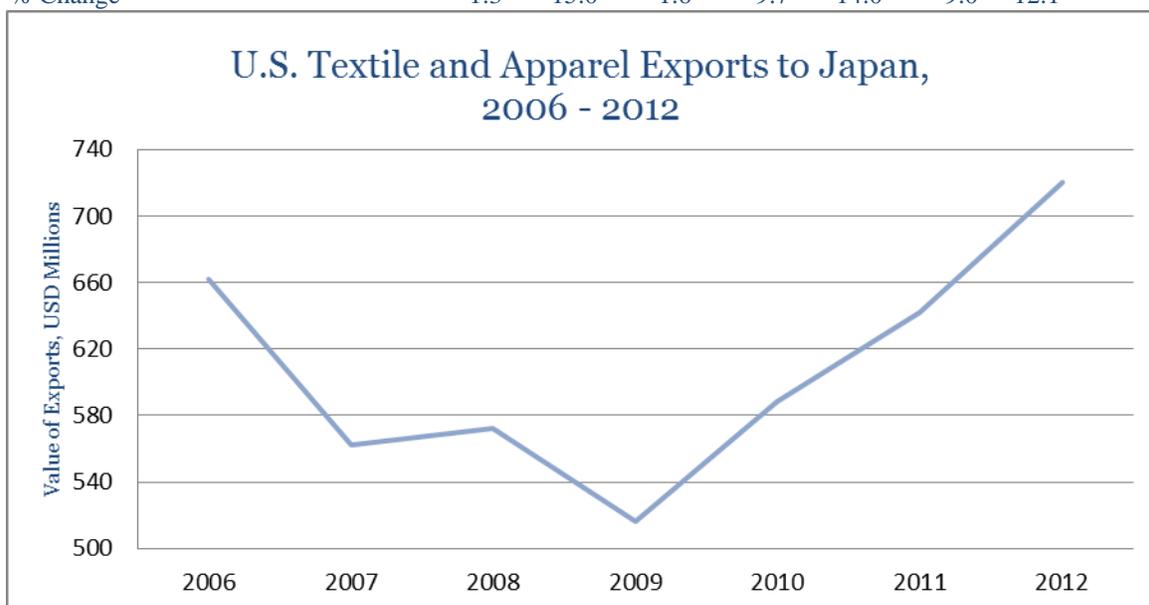
	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	773.6	849.0	959.7	883.9	1,123	1,285	1,299
% Change	13.4	9.8	13.0	-7.9	27.1	14.4	1.1



# 5: JAPAN

## TEXTILE AND APPAREL TRADE WITH JAPAN

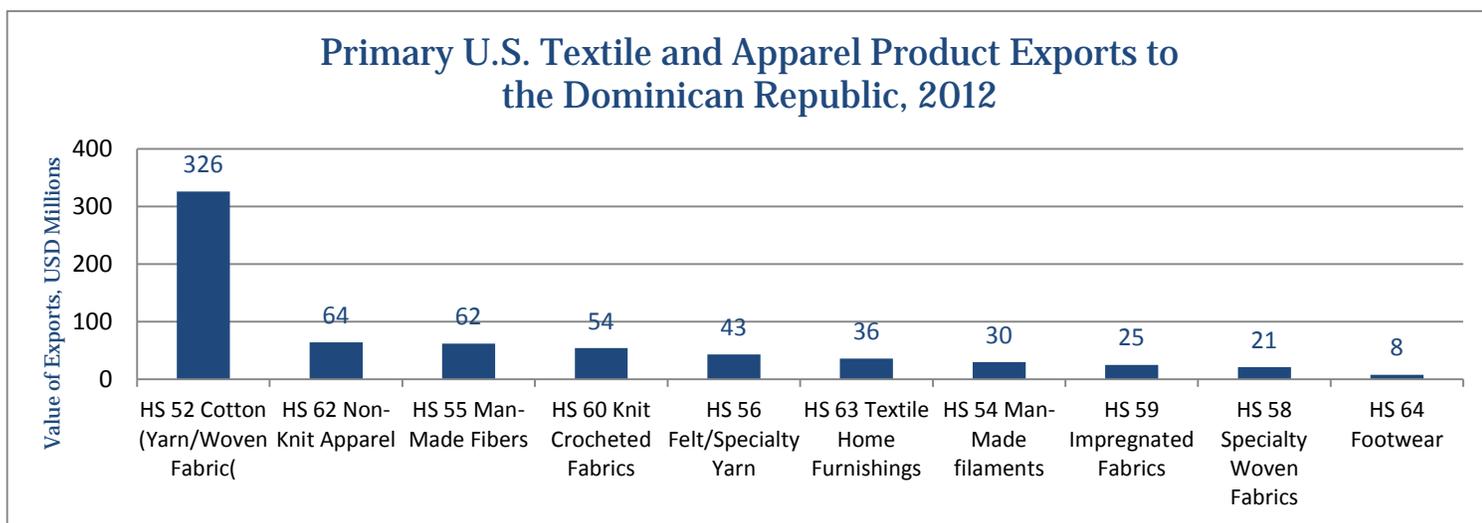
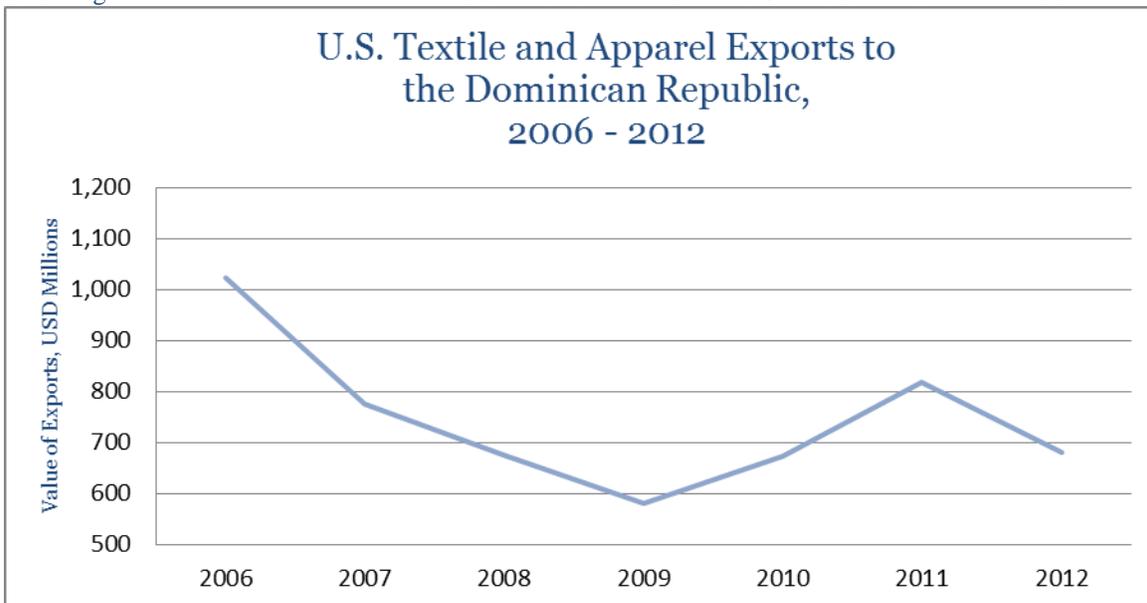
	2006	2007	2008	2009	2010	2011	2012	
Total U.S. Exports (USD, Millions)	662.1	562.8	572.0	516.5	589.0	642.1	720.1	
% Change		-1.3	-15.0	1.6	-9.7	14.0	9.0	12.1



# 6: DOMINICAN REPUBLIC

## TEXTILE AND APPAREL TRADE WITH THE DOMINICAN REPUBLIC

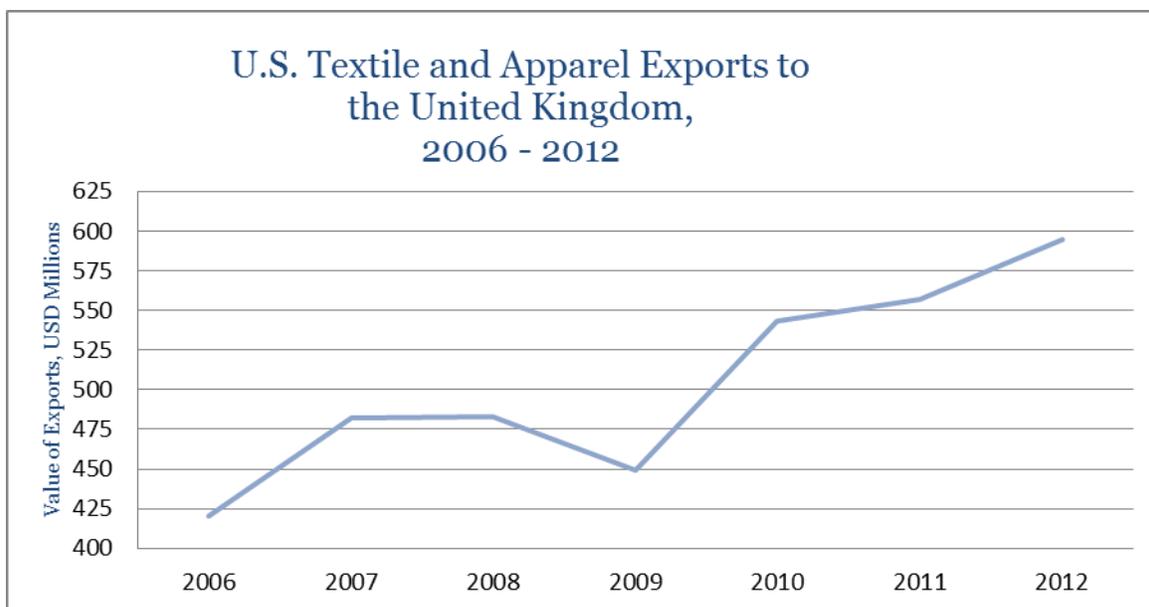
	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	1,023	775	675	581	672	818	680
% Change	-6.6	-24.2	-13	-13.9	5.6	21.7	-16.8



# 7: UNITED KINGDOM

## TEXTILE AND APPAREL TRADE WITH THE UNITED KINGDOM (RANK: 7)

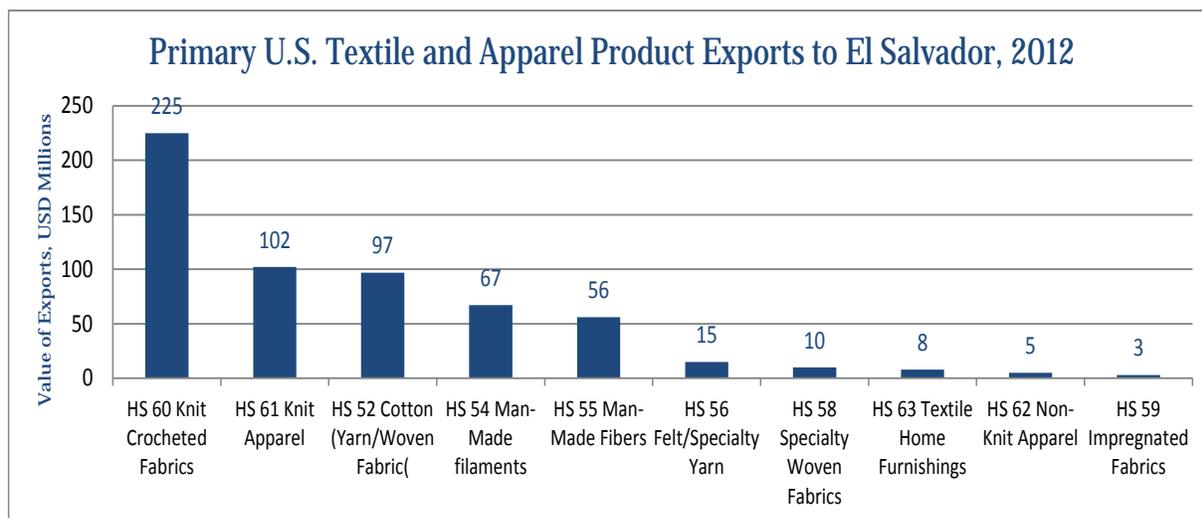
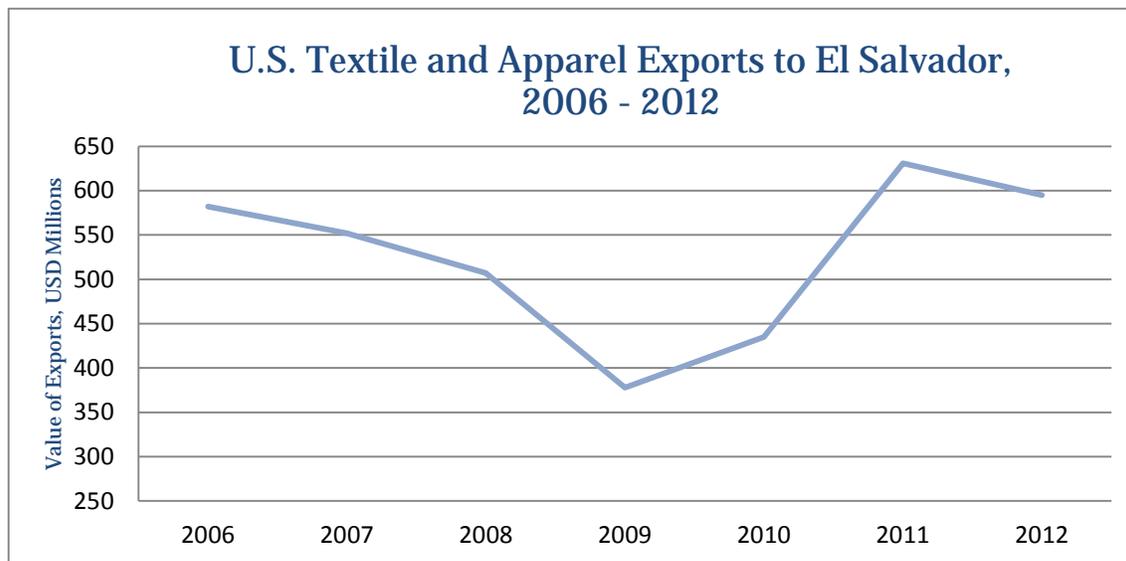
	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	420	482	483	450	543	557	595
% Change	3.9	14.7	0.2	-6.9	20.7	2.6	6.8



# 8: EL SALVADOR

## TEXTILE AND APPAREL TRADE WITH EL SALVADOR

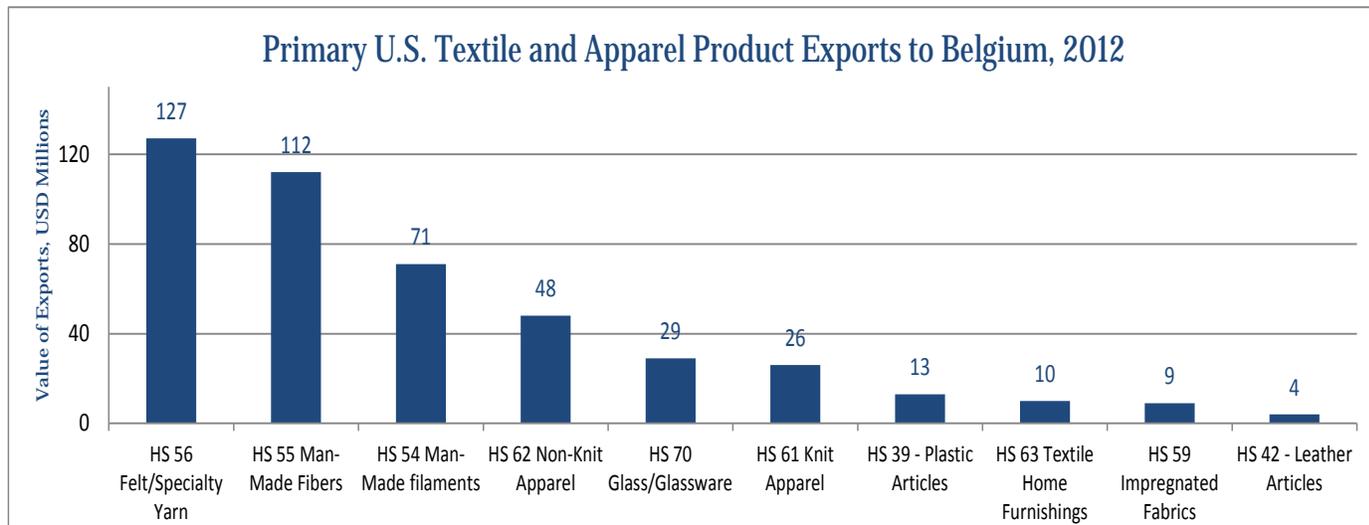
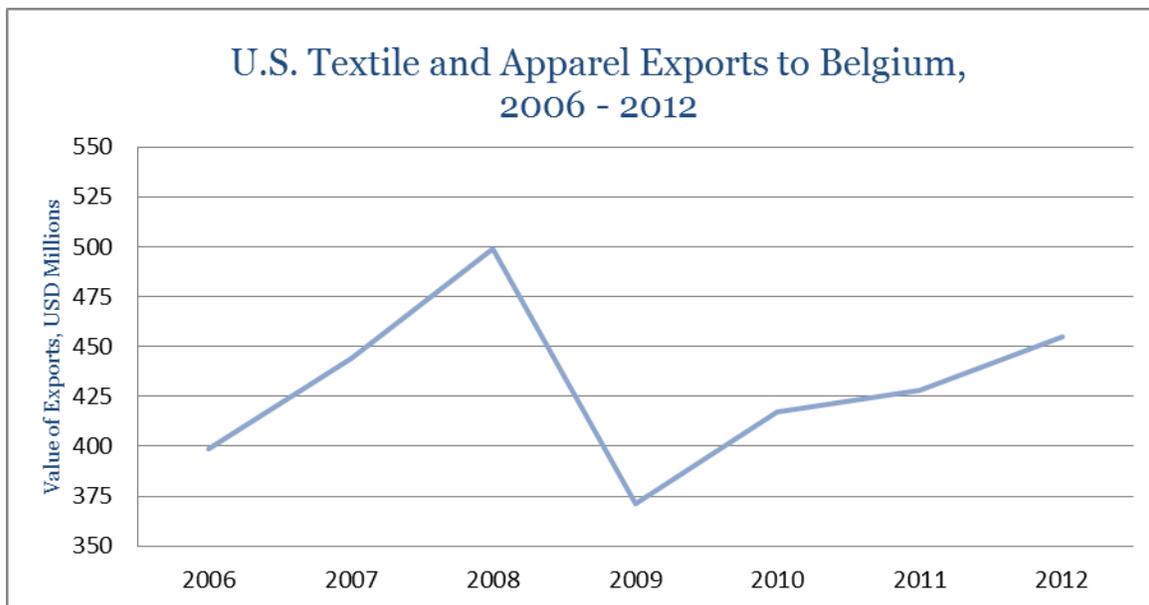
	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	581.7	551.6	506.9	378.3	434.8	631.4	595.9
% Change	-6.5	-5.2	-8.1	-25.4	14.9	45.2	-5.7



# 9: BELGIUM

## TEXTILE AND APPAREL TRADE WITH BELGIUM

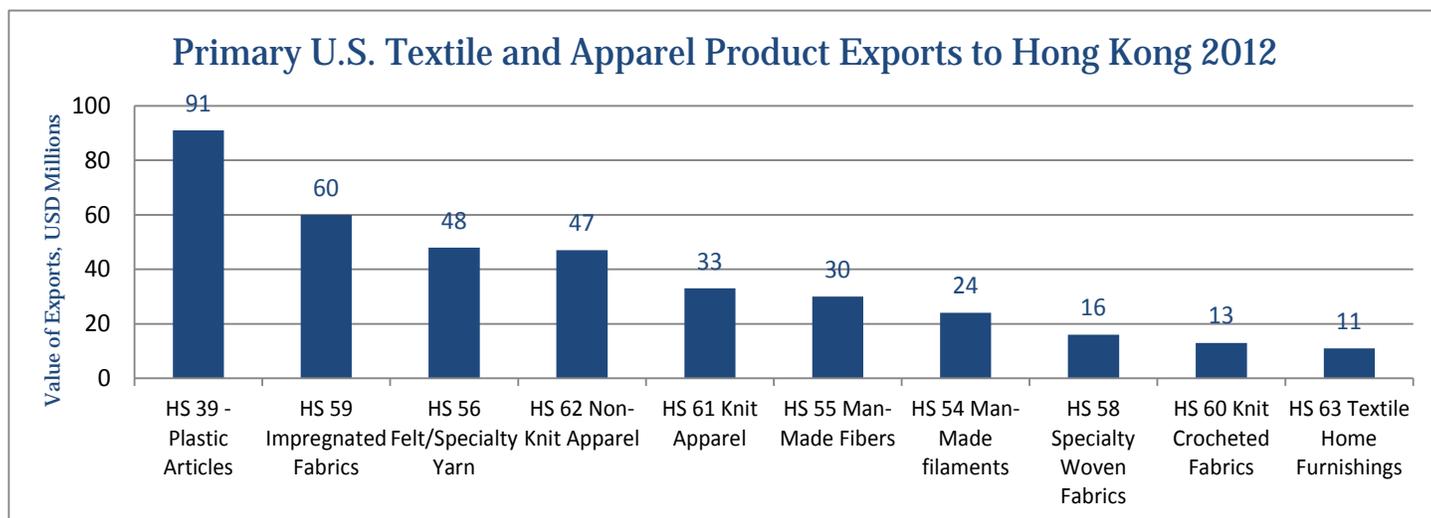
	2006	2007	2008	2009	2010	2011	2012	
Total U.S. Exports (USD, Millions)	398.8	444.4	498.9	370.7	417.4	428.5	455.3	
% Change		11.4	11.4	12.3	-25.7	12.6	2.6	6.3



# 10: HONG KONG

## TEXTILE AND APPAREL TRADE WITH HONG KONG

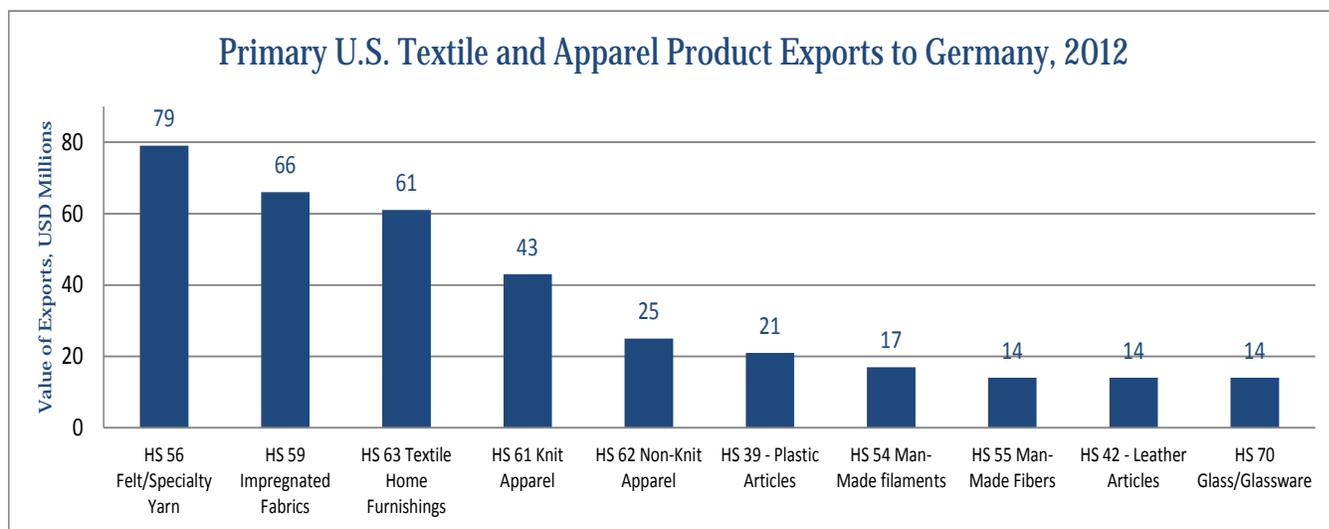
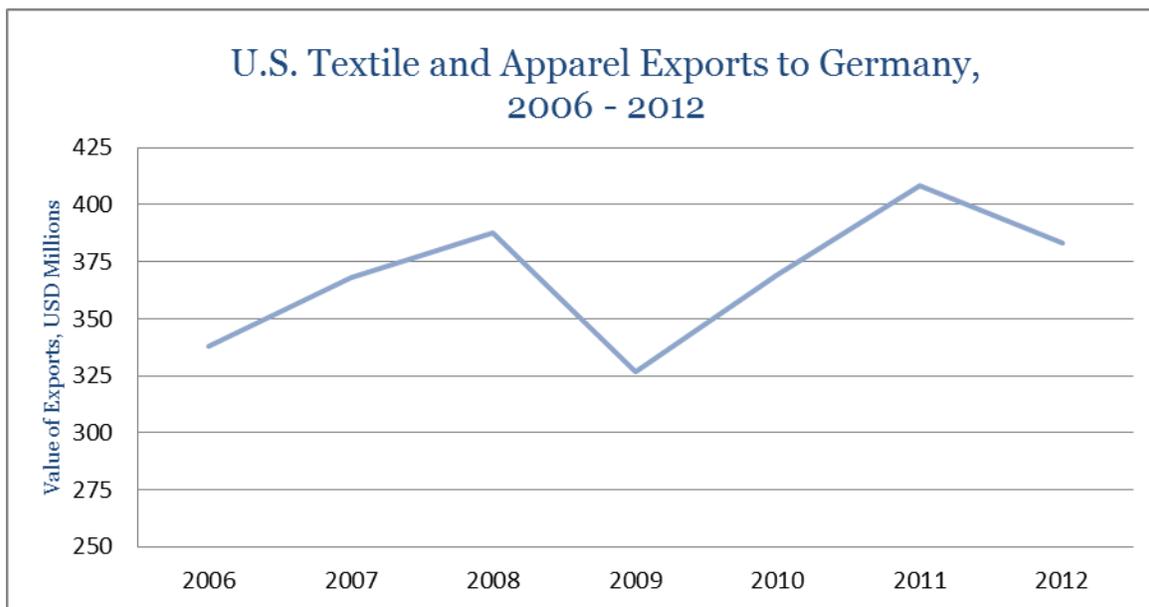
	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	411.1	409.1	453.8	328.6	389.8	426.6	408.1
% Change	15.3	-0.5	10.9	-27.6	18.6	9.4	-4.4



# 11: GERMANY

## TEXTILE AND APPAREL TRADE WITH GERMANY

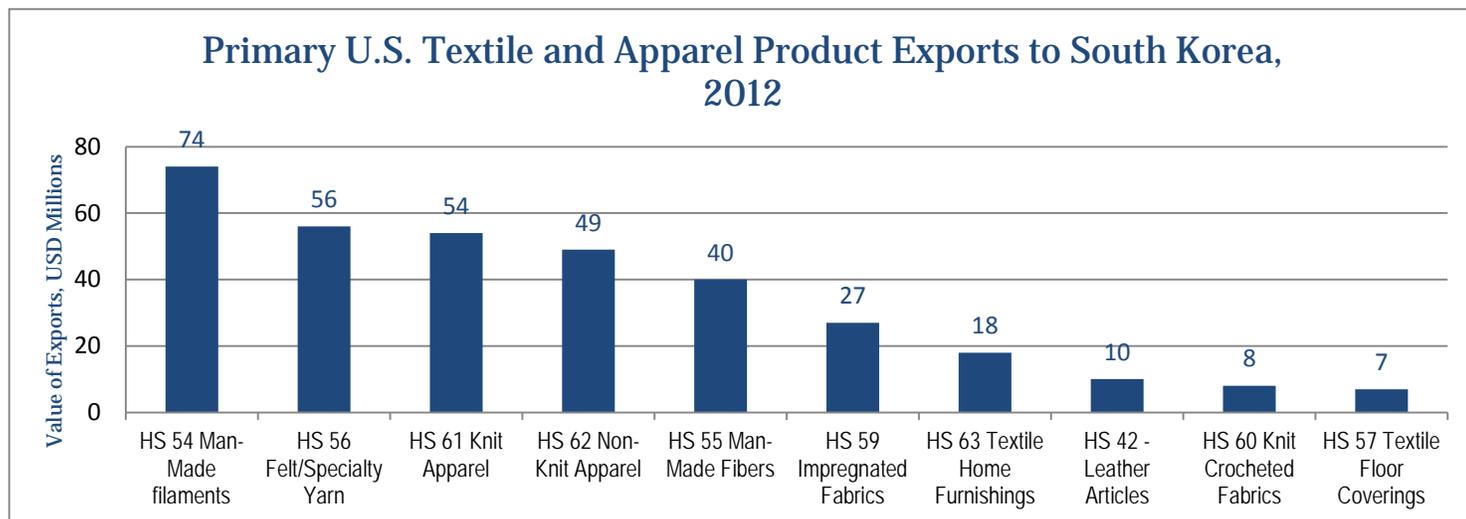
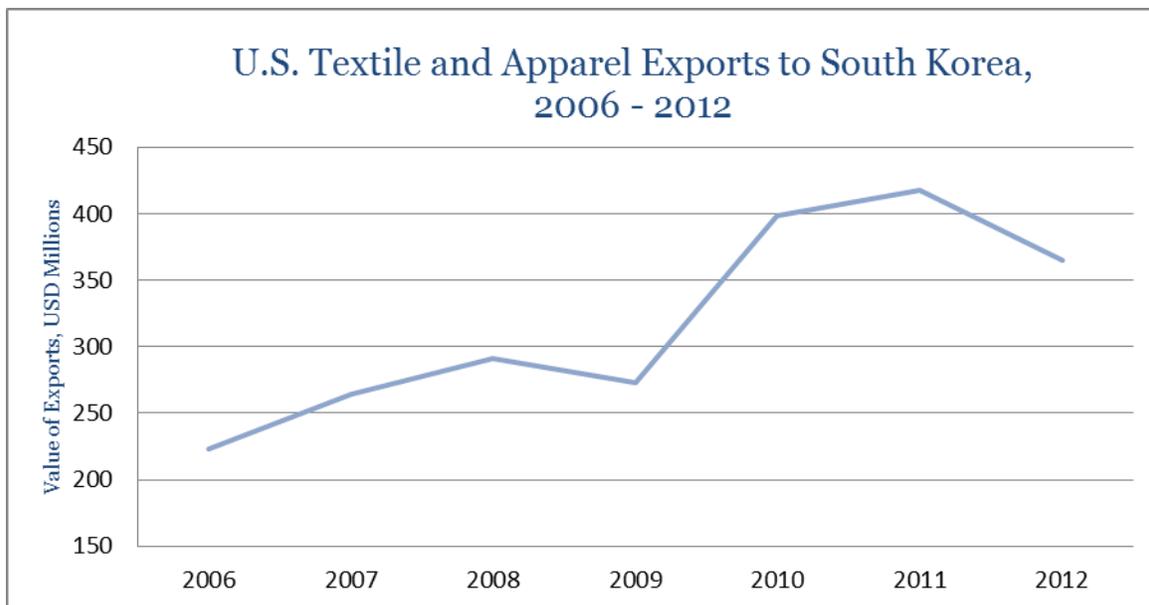
	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	337.8	368.3	387.8	326.7	369.2	408.1	382.7
% Change	14.6	9.0	5.3	-15.8	13.0	10.5	-6.2



# 12: SOUTH KOREA

## TEXTILE AND APPAREL TRADE WITH SOUTH KOREA

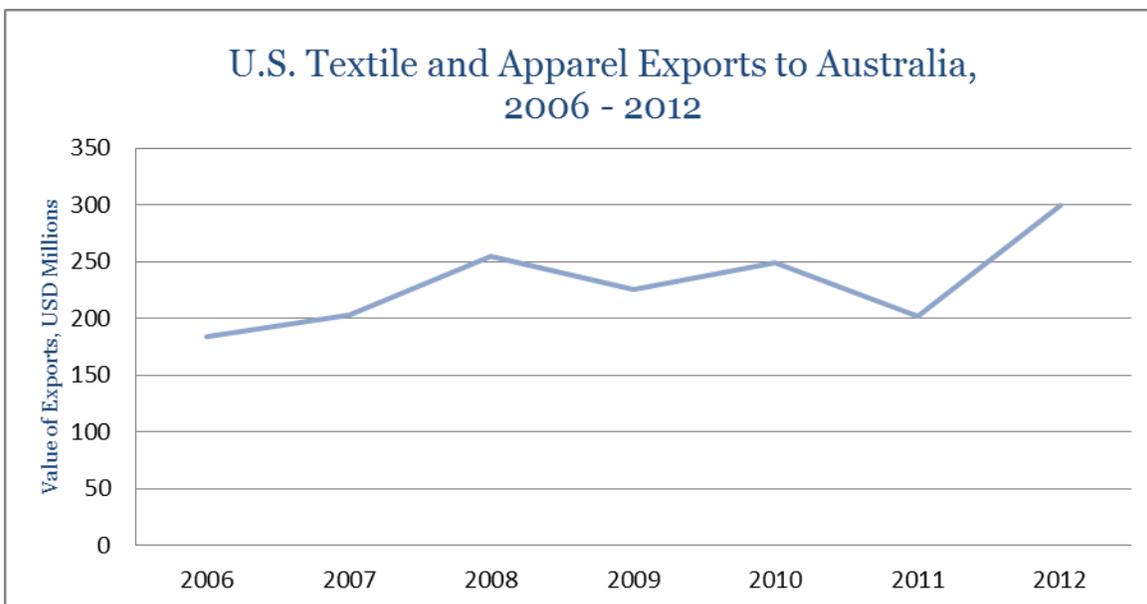
	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	223.0	263.7	290.7	273.4	397.6	417.9	365.4
% Change		-8.3	18.3	10.2	-5.9	45.4	5.1



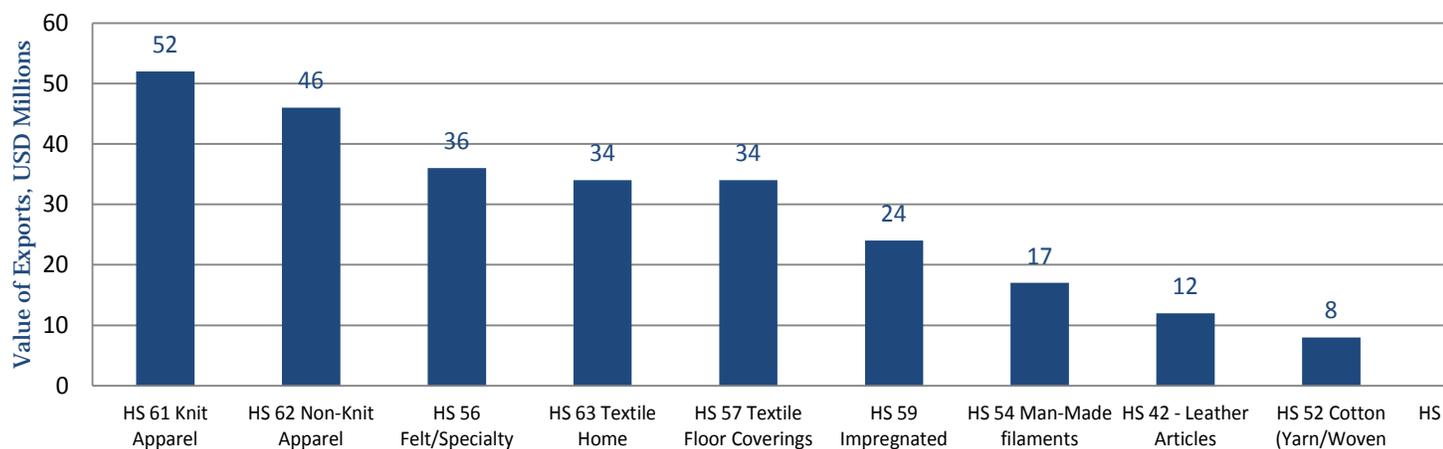
# 13: AUSTRALIA

## TEXTILE AND APPAREL TRADE WITH AUSTRALIA

	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	184	203	255	226	249	282	300
% Change		2.3	10.1	25.8	-11.6	10.3	13.6



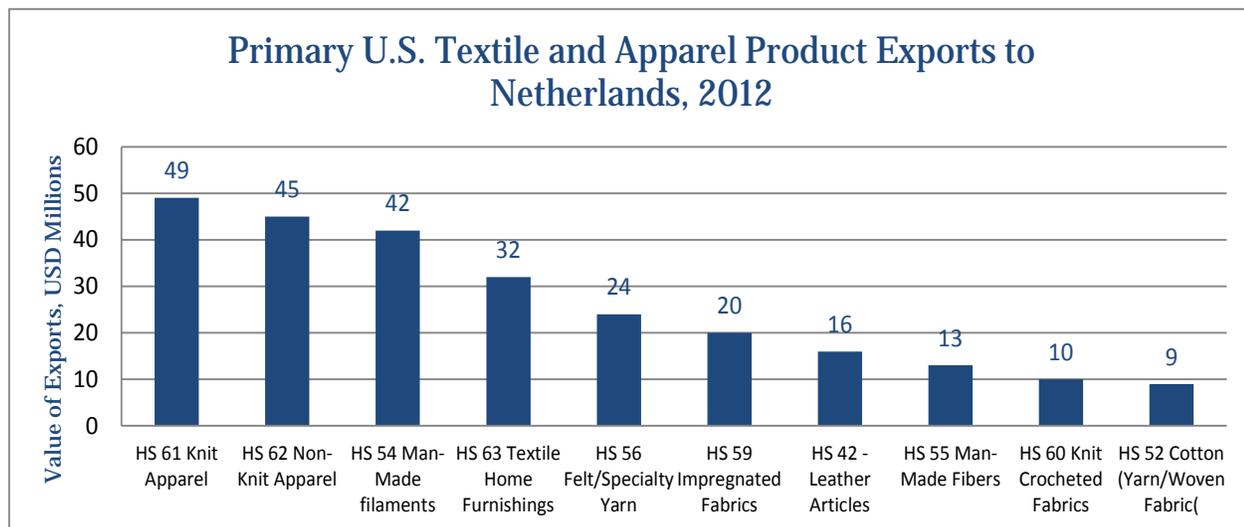
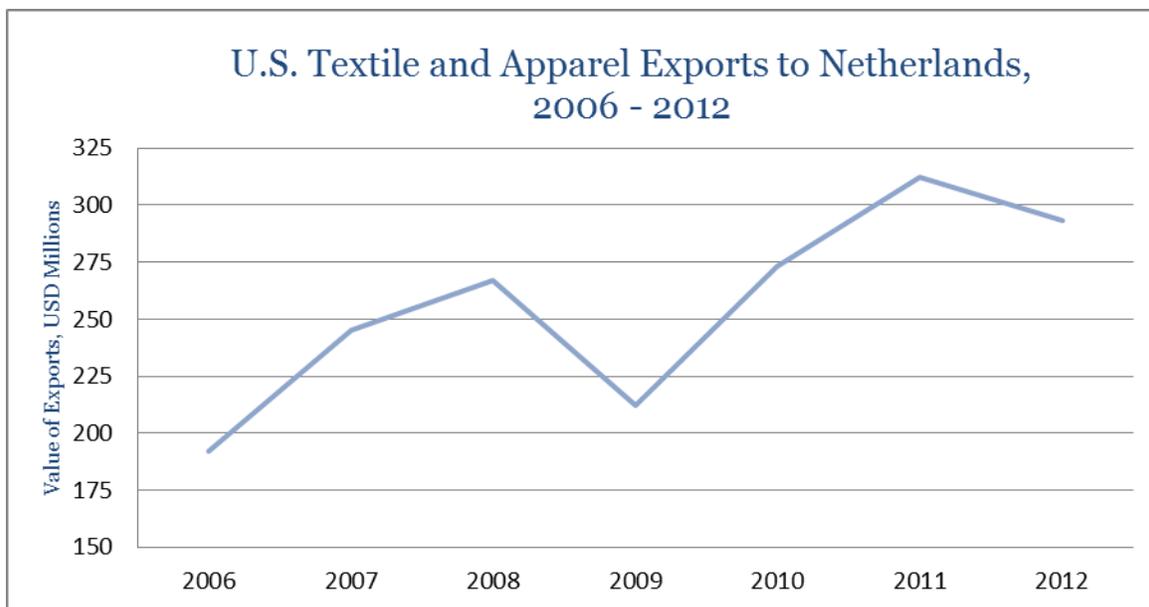
## Primary U.S. Textile and Apparel Product Exports to Australia, 2012



# 14: NETHERLANDS

## TEXTILE AND APPAREL TRADE WITH THE NETHERLANDS

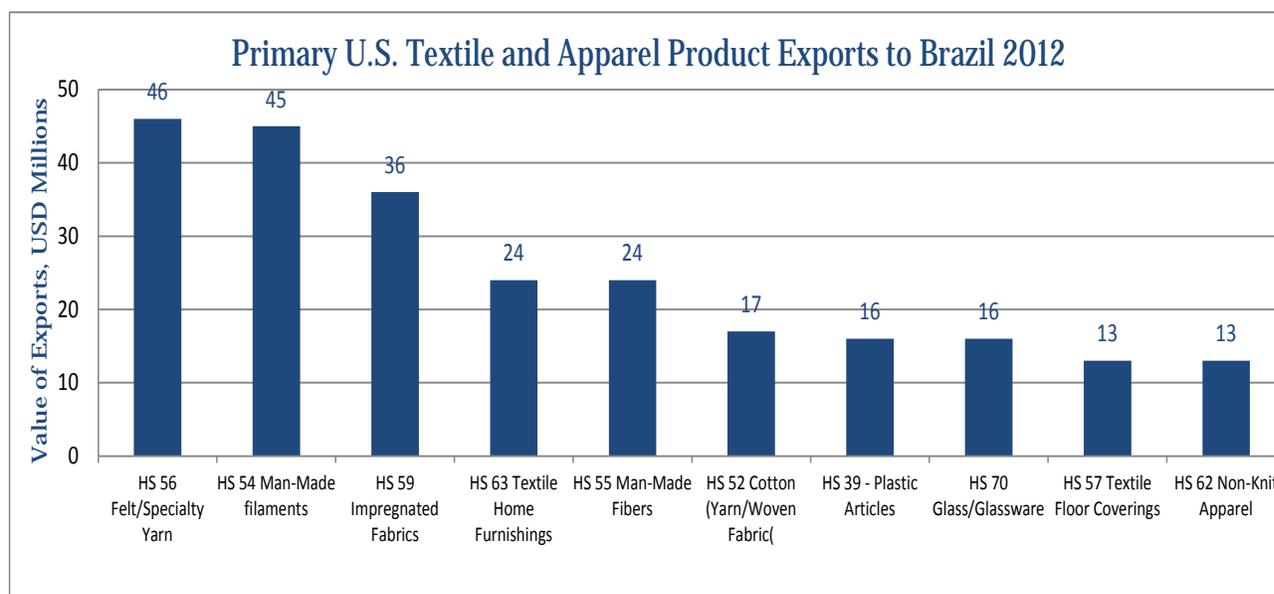
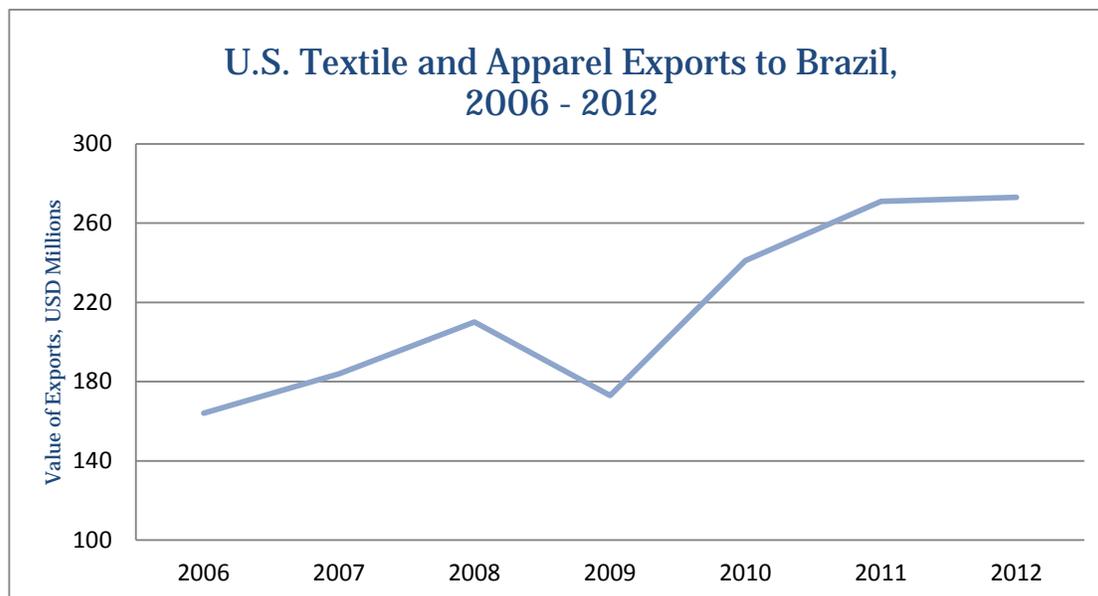
	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	192.0	245.0	266.6	211.6	272.8	312.0	292.5
% Change		-12.3	27.7	-8.8	-20.7	29.0	14.4



# 15: BRAZIL

## TEXTILE AND APPAREL TRADE WITH BRAZIL

	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	163.8	183.9	209.9	173.0	240.8	271.0	272.9
% Change	17.5	12.3	14.1	-17.6	39.2	12.5	1.1



# 5 FASTEST GROWING: TEXTILES

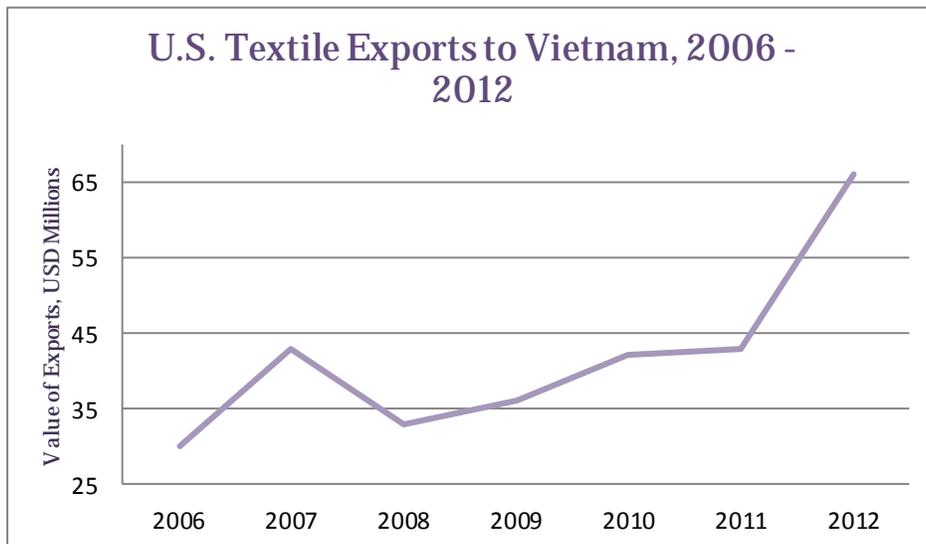
## Fastest Growing Markets for U.S. Textiles Exports

Based on the exports in first five months of 2013. Sorted by countries with 25% or more growth in exports of at least one million dollars.

# 1: VIETNAM

## TEXTILE TRADE WITH VIETNAM

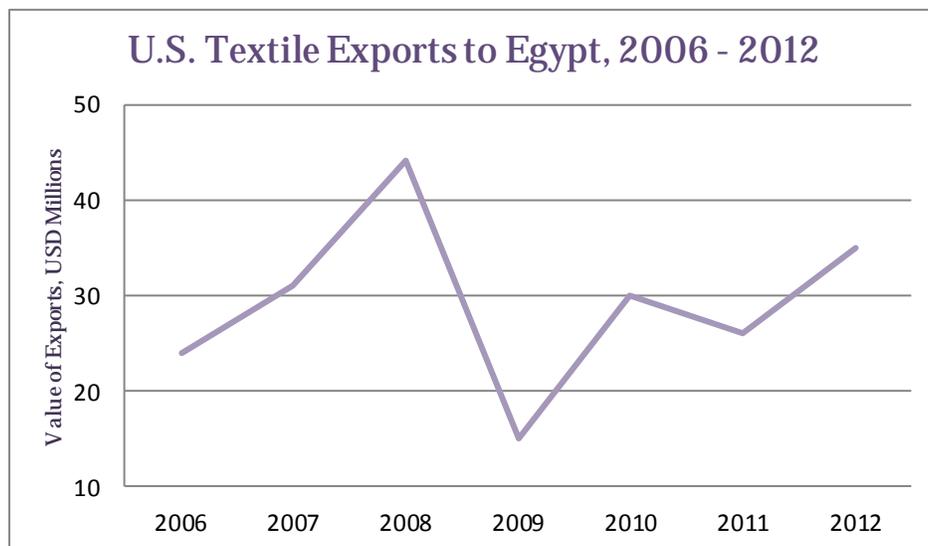
	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	29.8	42.6	32.9	36.2	41.6	42.9	66.2
% Change		71.2	-22.8	10.0	14.9	3.1	54.3



## 2: EGYPT

### TEXTILE TRADE WITH EGYPT

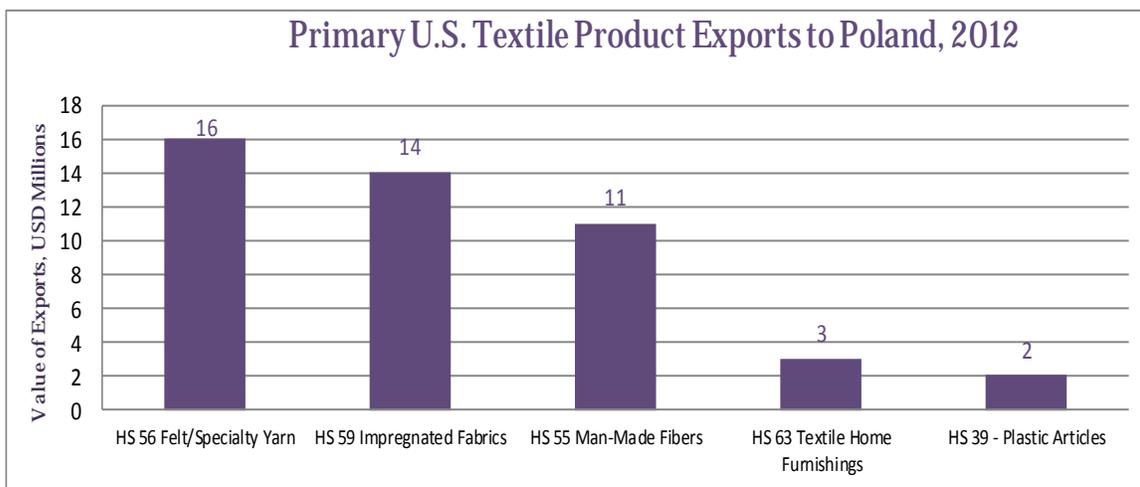
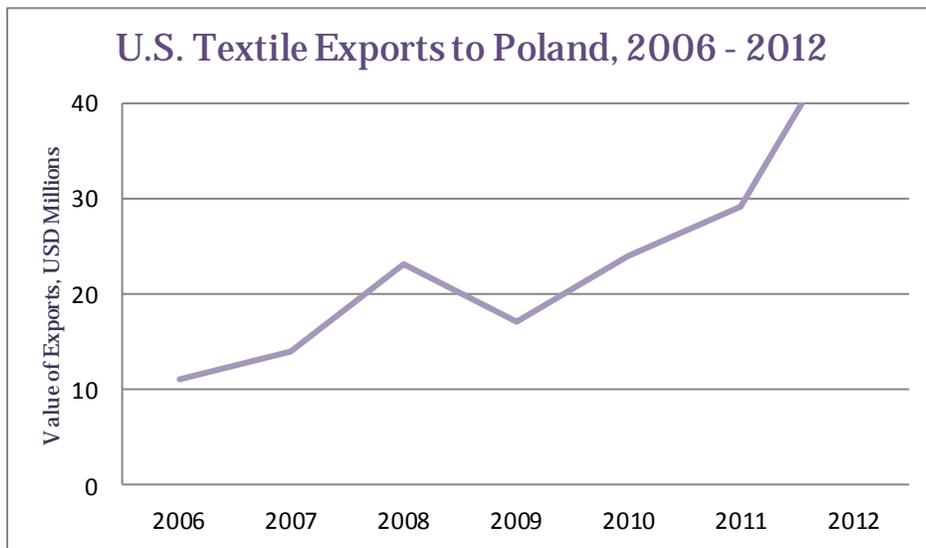
	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	24.4	30.6	43.7	15.4	29.5	25.9	35.2
% Change	115	25.4	42.8	-64.7	91.5	-12.2	35.9



# 3: POLAND

## TEXTILE TRADE WITH POLAND

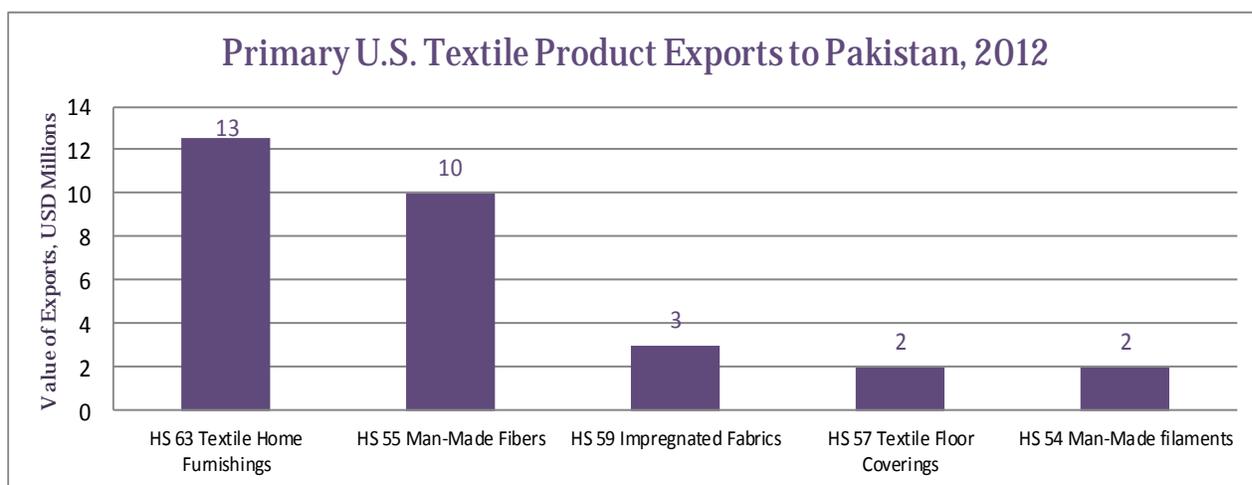
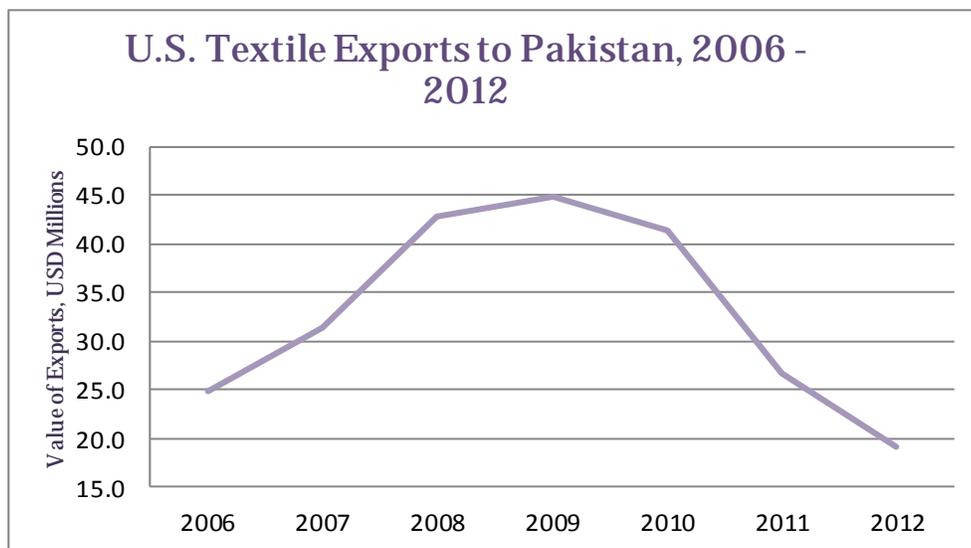
	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	10.7	14.0	23.3	17.3	23.5	29.1	49.2
% Change		29.1	31.2	66.4	-25.8	36.0	23.7



# 4: PAKISTAN

## TEXTILE TRADE WITH PAKISTAN

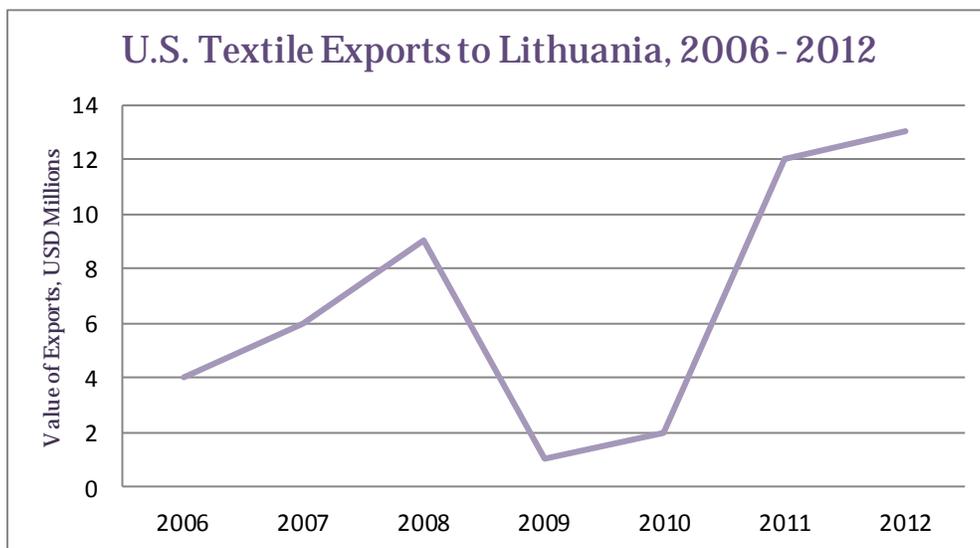
	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	24.7	31.3	42.8	44.8	41.3	26.6	19.2
% Change	47.6	26.5	36.6	4.8	-8.0	-35.5	-27.8



# 5: LITHUANIA

## TEXTILE TRADE WITH LITHUANIA

	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	3.6	6.5	8.9	1.4	2.1	12.3	13.4
% Change		139.2	77.2	36.9	-84.3	54.7	472.0



# 5 FASTEST GROWING: APPAREL

## Fastest Growing Markets for U.S. Apparel Exports

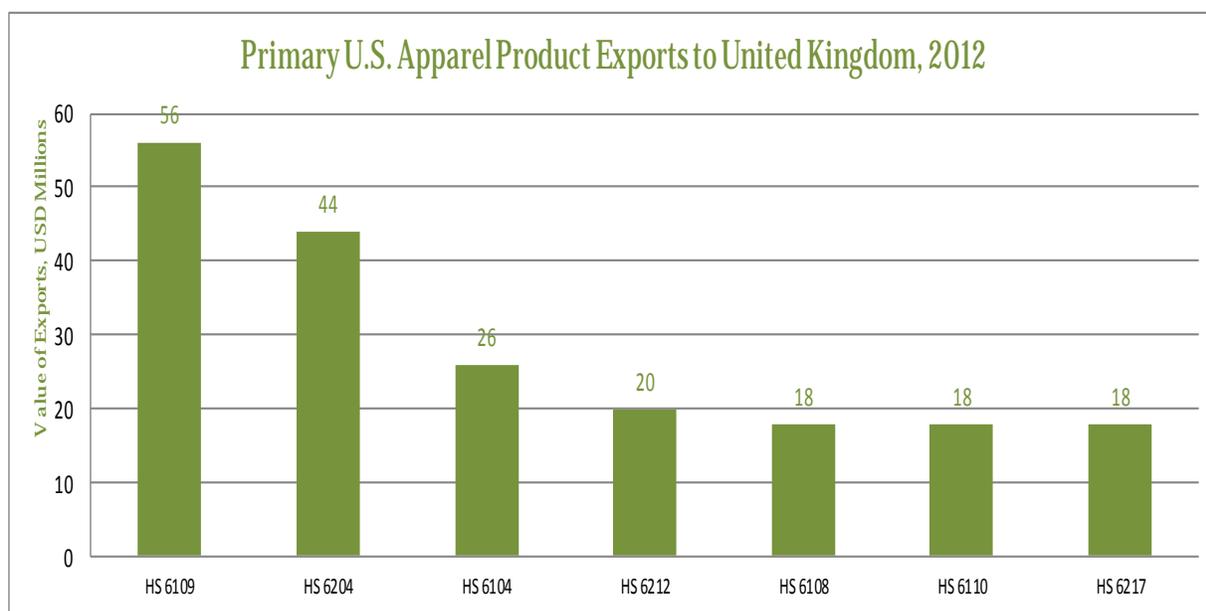
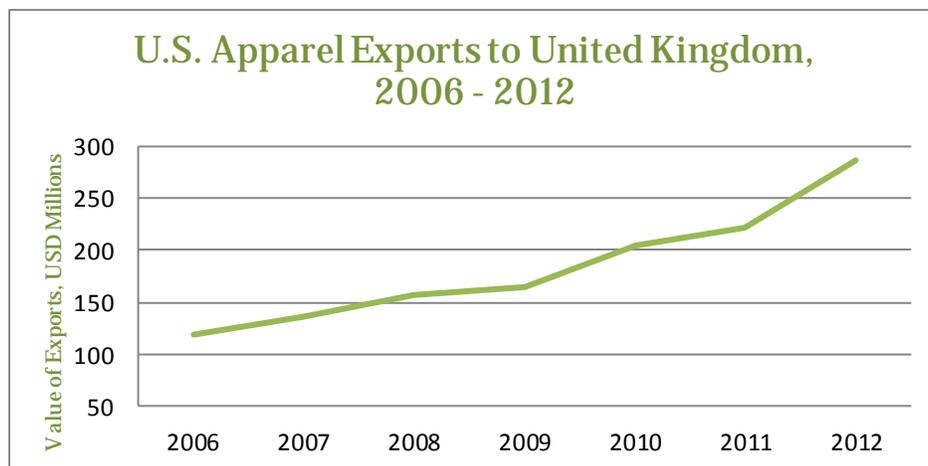
Based on the exports in first five months of 2013. Sorted by countries with 25% or more growth in exports of at least one million dollars.

Product descriptions for apparel are broken down further than textiles, as each category is made up of many subcategories and products.

# 1: UNITED KINGDOM

## APPAREL TRADE WITH THE UNITED KINGDOM

	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	117.8	134.7	157.1	165.3	205.3	221.3	286.4
% Change	17.4	14.3	16.6	5.2	24.2	7.8	29.4



HS 6109: T-SHIRTS, SINGLETs, TANK TOPS AND SIMILAR GARMENTS, KNITTED OR CROCH

HS 6204: WOMENS OR GIRLS SUITS, ENSEMB ETC, NOT KNIT ETC

HS 6104: WOMENS OR GIRLS SUITS, ENSEMB ETC KNITTED OR CROCHETED

HS 6212: BRASSIERES, GIRDLES, CORSETS, BRACES, SUSPENDERS ETC

HS 6108: WOMENS OR GIRLS SLIPS, BRIEFS, PANTIES ETC, KNITTED OR CROCHETED

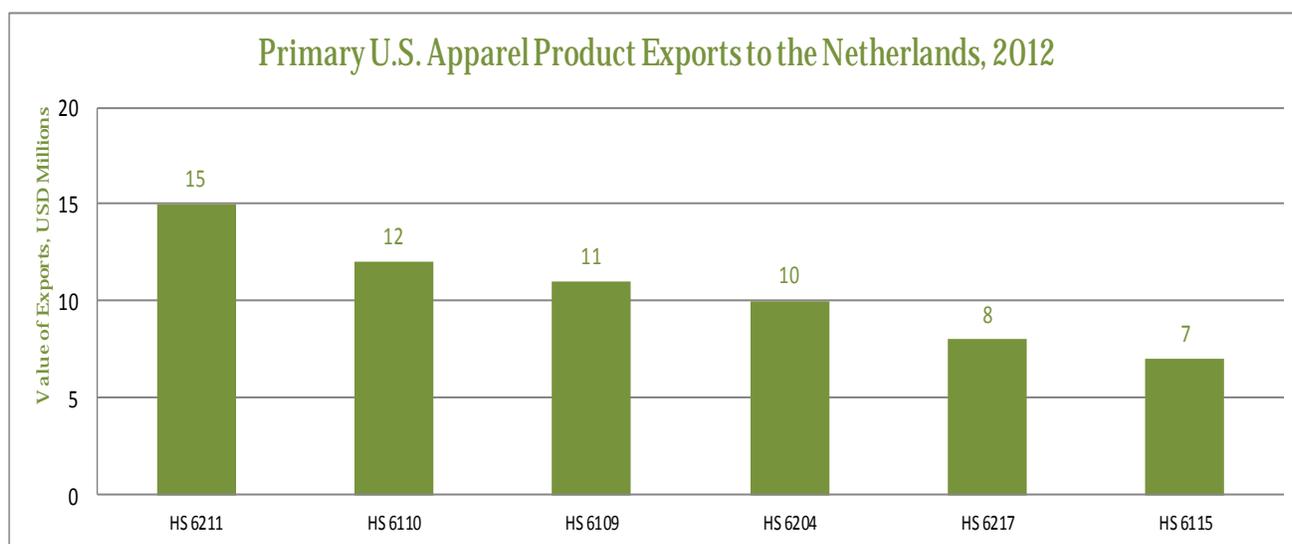
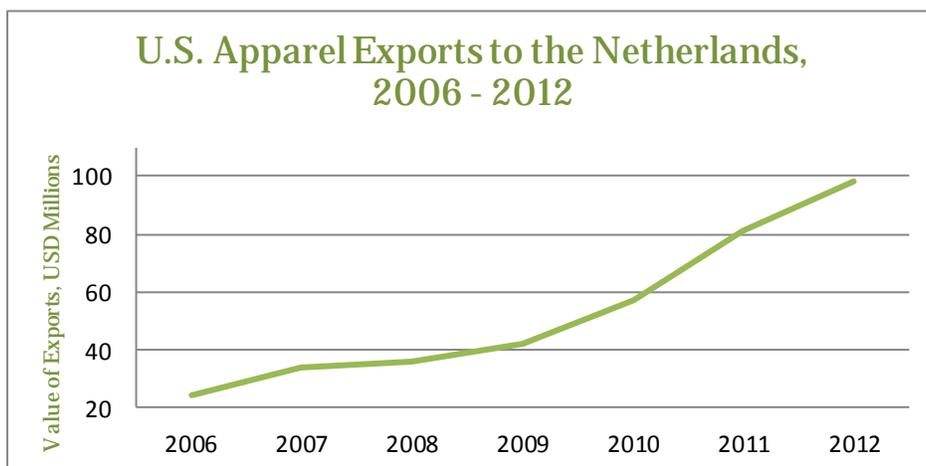
HS 6110: SWEATERS, PULLOVERS, SWEATSHIRTS, KNITTED OR CROCHETED

HS 6217: MADE-UP CL ACCESS NESOI, GARMENT ETC PARTS NESOI

## 2: NETHERLANDS

### APPAREL TRADE WITH NETHERLANDS

	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	24.2	33.6	36.1	42.4	56.7	80.6	98.1
% Change		17.2	38.9	7.7	17.3	33.7	42.3



HS 6211: TRACK SUITS, SKI-SUITS & SWIMWEAR, NOT KNIT ETC

HS 6110: SWEATERS, PULLOVERS, VESTS ETC, KNIT OR CROCHET

HS 6109: T-SHIRTS, SINGLETs, TANK TOPS ETC, KNIT OR CROCHET

HS 6204: WOMENS OR GIRLS SUITS, ENSEMB ETC, NOT KNIT ETC

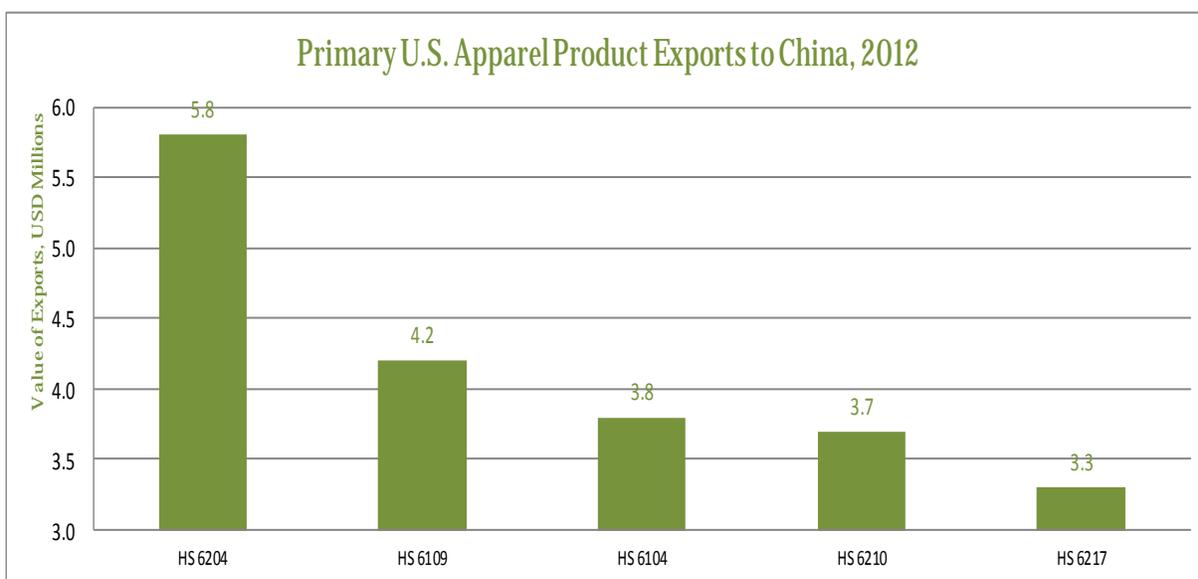
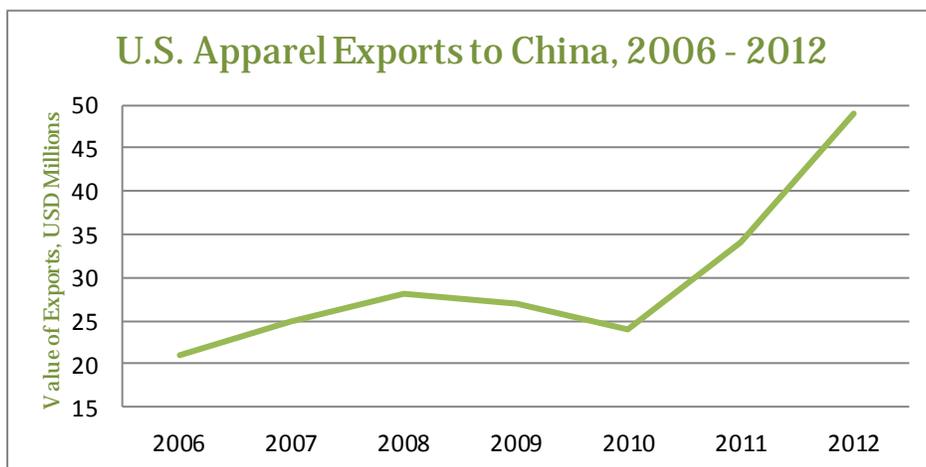
HS 6217: MADE-UP CLOTHING ACCESS, GARMENT ETC

HS 6115: PANTYHOSE, SOCKS & OTHER HOSIERY, KNIT OR CROCHET

# 3: CHINA

## APPAREL TRADE WITH CHINA

	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	21.4	24.8	28.2	27.4	24.3	33.9	49.1
% Change		-38.4	15.9	13.6	-2.8	-11.0	39.4



HS 6204: WOMENS OR GIRLS SUITS, ENSEMB ETC, NOT KNIT ETC

HS 6109: T-SHIRTS, SINGLET, TANK TOPS ETC, KNIT OR CROCHET

HS 6104: WOMENS OR GIRLS SUITS, ENSEMB ETC, KNITTED OR CROCHETED

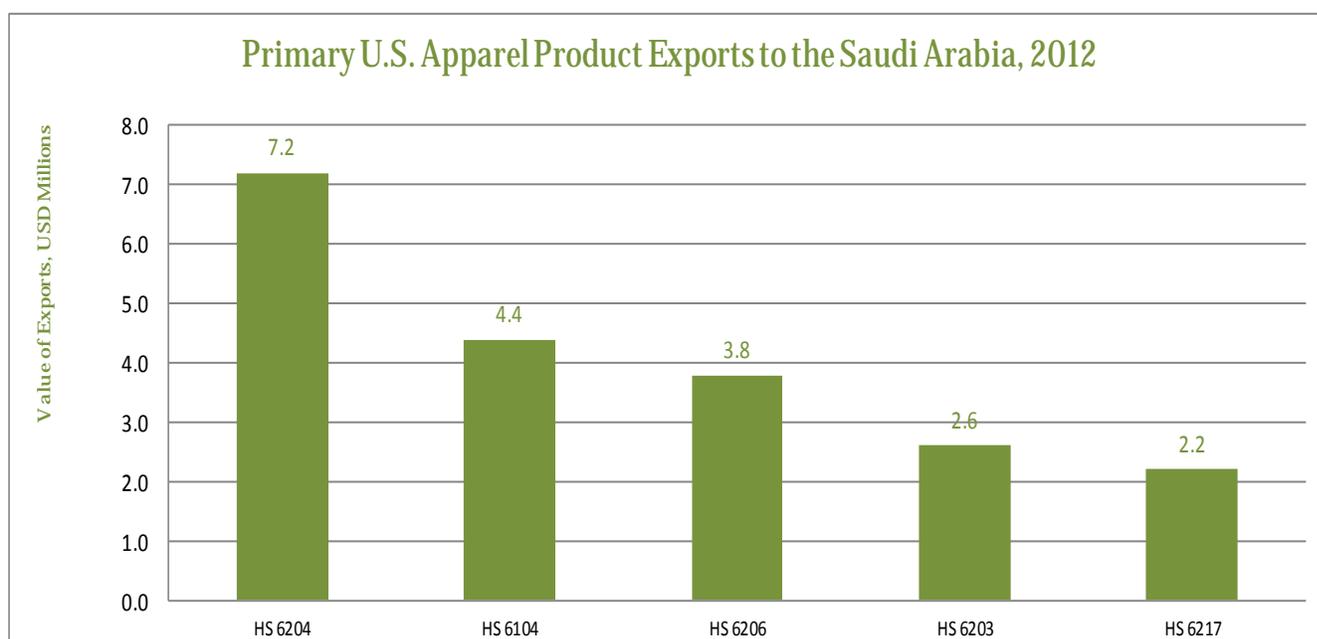
HS 6210: GARMENTS, OF FELT ETC, OR FABRIC IMPREGNATED ETC

HS 6217: MADE-UP CL ACCESS NESOI, GARMENT ETC PARTS NESOI

# 4: SAUDI ARABIA

## APPAREL TRADE WITH SAUDI ARABIA

	2006	2007	2008	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	12.1	11.9	22.0	21.0	22.5	28.7	37.0
% Change	19.6	-1.9	85.7	-5.1	7.9	27.1	29.2



HS 6204: WOMENS OR GIRLS SUITS, ENSEMB ETC, NOT KNIT ETC

HS 6104: WOMENS OR GIRLS SUITS, ENSEM ETC, KNIT OR CROCH

HS 6206: WOMENS OR GIRLS BLOUSES, SHIRTS ETC NOT KNITTED OR CROCHETED

HS 6203: MENS OR BOYS SUITS, ENSEMBLES ETC NOT KNITTED OR CROCHETED

HS 6217: MADE-UP CL ACCESS NESOI, GARMENT ETC PARTS NESOI

# 5: FRANCE

## APPAREL TRADE WITH FRANCE

	2009	2010	2011	2012
Total U.S. Exports (USD, Millions)	29.0	27.8	26.3	32.6
% Change	N/A	-4.1	-5.4	23.6



HS 6204: WOMENS OR GIRLS SUITS, ENSEMB ETC, NOT KNIT ETC

HS 6109: T-SHIRTS, SINGLETs, TANK TOPS AND SIMILAR GARMENTS, KNITTED OR CROCHETED

HS 6104: WOMENS OR GIRLS SUITS, ENSEMB ETC KNITTED OR CROCHETED

HS 6212: BRASSIERES, GIRDLES, CORSETS, BRACES, SUSPENDERS ETC

HS 6115: PANTYHOSE, TIGHTS, HOSIERY, ETC KNITTED OR CROCHETED

## Office of Textiles and Apparel

# OTEXA

### Enhancing Competitiveness of U.S. Industry

OTEXA is actively involved in two priority initiatives: the **National Export Initiative (NEI)** and the **Sustainable Manufacturing Initiative (SMI)**. The NEI, announced by President Obama during his State of the Union speech on January 27, 2010, has a goal of doubling exports in 5 years to support the creation of 2 million American jobs. The SMI identifies U.S. industry's most pressing sustainable manufacturing challenges and coordinates public and private sector efforts to address these challenges. OTEXA is actively engaged in evaluating legislation and regulation that could impact the competitiveness of the U.S. textile and apparel industries, including the Berry Amendment.

### Research and Information Services

OTEXA evaluates the current state of the domestic textiles and apparel industry, maintains economic data covering textiles and apparel, and conducts research into U.S. access to foreign markets. OTEXA provides information on a wide variety of topics including Intellectual Property Rights (IPR), customs procedures, transport, finance, tariffs and taxes.

### Trade Negotiations and Enforcement

To ensure fair and balanced trade, OTEXA negotiates and implements Free Trade Agreement provisions. OTEXA also works with industry members to identify and resolve trade barriers in foreign markets and unfair trade practices.

### Trade Promotion and Business Opportunities

Through trade promotion events organized by OTEXA, stakeholders can stay informed of the benefits of Free Trade Agreements (FTAs) and preference programs, potential markets for business, and new business opportunities.

### Information, Counseling and Advisory Services

Access online resources and get personalized counseling as you prepare to enter new international markets. OTEXA has developed information on design, supply chain, retailing and other business areas to facilitate participation of U.S. companies in international markets. Trade specialists are also available to provide advice if your company is being adversely affected by trade barriers or unfair practices.

### Strategy, Planning and Market Research

As you look to enter new markets, OTEXA can help you develop and improve your international business strategy and assist you in targeting the best international markets for your products. Different countries have different tariffs and import fees – OTEXA can identify this information as well as Schedule B and HS numbers.

### Advertising and Promotional Events

OTEXA can help increase your brand awareness and market exposure globally. In addition to events such as trade missions and trade shows, OTEXA organizes educational seminars, onsite company visits for training and strategy development, and matching services to help U.S. firms meet international buyers, distributors and representatives. OTEXA promotes American branded textile and apparel products, including the **Made In USA** label, as a global quality standard.

## OTEXA

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**TRADE**  
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