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READY-MADE GARMENTS SOURCING FROM BANGLADESH TO THE UK: BUYERS AND SUPPLIERS RELATIONS

Mohammad RAHMAN¹
Kaviraj SANTAYANA²

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Abstract

This article provides a comprehensive analysis of the ready-made garment (RMG) industry, focusing on the supply chain dynamics between Bangladesh and the United Kingdom. It elucidates the critical relationship between suppliers and consumers within this sector, emphasizing the importance of a robust interconnection between these parties. The research highlights the significance of effective communication networks, which play a pivotal role in enhancing the supplier-buyer relationship. Furthermore, the impact of digitalization on the RMG industry is thoroughly explored, shedding light on how technological advancements are reshaping supply chain operations. The article also delves into the challenges faced within this business domain, proposing strategic solutions to overcome these obstacles. The operational intricacies of the RMG supply chain, spanning from Bangladesh to the UK, are examined in detail. This includes an analysis of market citations, sourcing processes, and the operational factors that influence supply chain operations. The study identifies key challenges associated with sourcing RMG from Bangladesh to the UK and offers insights into viable strategies for addressing these issues.

Keywords: *Supply Chain Management, Logistics, Sourcing, Suppliers and Buyers, Garment industry, Communication Network, Supply Chain Resilience*

¹ PhD Student, University of Wales Trinity Saint David London, United Kingdom, mohammad.rahman@uwtsd.ac.uk, Orcid: 0009-0003-5191-7994

² Dr., Elizabeth School of London, United Kingdom, santayana@elizabethschool.com, Orcid: 0009-0009-6250-7708

BANGLADEŞ'TEN BİRLEŞİK KRALLIK'A HAZIR GİYİM TEDARİĞİ: ALICILAR VE TEDARİKÇİLER ARASINDAKİ İLİŞKİLER

Öz

Bu çalışma, Bangladeş ve Birleşik Krallık arasındaki hazır giyim (RMG) endüstrisinin tedarik zinciri dinamiklerine odaklanan kapsamlı bir analiz sunmaktadır. Bu sektördeki tedarikçiler ve tüketiciler arasındaki kritik ilişkiyi açıklamakta ve bu taraflar arasındaki sağlam bağlantının önemini vurgulamaktadır. Araştırma, tedarikçi-alıcı ilişkisini geliştirmede kilit rol oynayan etkili iletişim ağlarının önemini öne çıkarmaktadır. Ayrıca, RMG endüstrisindeki dijitalleşmenin etkisi kapsamlı bir şekilde incelenmekte ve teknolojik ilerlemelerin tedarik zinciri operasyonlarını nasıl yeniden şekillendirdiği üzerine ışık tutulmaktadır. Makale, bu iş alanında karşılaşılan zorluklara da değinmekte ve bu engelleri aşmak için stratejik çözümler önermektedir. Bangladeş'ten Birleşik Krallık'a uzanan RMG tedarik zincirinin operasyonel detayları ayrıntılı bir şekilde incelenmektedir. Bu, pazar alıntıları, tedarik süreçleri ve tedarik zinciri operasyonlarını etkileyen operasyonel faktörlerin analizini içermektedir. Çalışma, Bangladeş'ten Birleşik Krallık'a RMG tedarikinde karşılaşılan temel zorlukları belirlemekte ve bu sorunların çözümüne yönelik uygulanabilir stratejilere dair bilgiler sunmaktadır.

Anahtar Kelimeler: *Tedarik Zinciri Yönetimi, Lojistik, Tedarik, Tedarikçiler ve Alıcılar, Giyim Endüstrisi, İletişim Ağı, Tedarik Zinciri Dayanıklılığı*

1. INTRODUCTION

The ready-made garment (RMG) sector has been a transformative force within the textile industry, particularly in Bangladesh, where it has significantly contributed to the country's economic expansion. The UK's import market for ready-made garments, valued at £58.5 billion, has provided an avenue for Bangladesh's garment and textile industry to broaden its presence in the UK market (Statista.com, 2022). Such trade has not only facilitated commercial growth but also fostered robust relationships between suppliers and buyers across both nations. With exports comprising approximately 83% of revenue within the Bangladeshi garment sector (BBC, 2020), the industry's burgeoning growth has cemented Bangladesh's position as a global leader in RMG production. The registration of over 1,100 UK VAT entities for importing Bangladeshi goods underscores the deepening commercial ties and mutual growth prospects for both countries' garment industries.

However, the global pandemic introduced unprecedented challenges, disrupting the import-export continuum and influencing supplier-buyer dynamics detrimentally. Approximately 5,271 garment factories in Bangladesh encountered severe setbacks, stifling their international market presence (BBC, 2023). Supply chain disruptions, compounded by the complexities introduced by Brexit, have inhibited the RMG trade between the UK and Bangladesh, with long-term ramifications for Bangladesh's economic trajectory.

Furthermore, the interplay between supply chain disruptions and inflation has exacerbated economic pressures within Bangladesh, with inflation rates soaring to 7.70%, consequently inflating garment and cloth prices (Org.bd, 2023). Such economic volatility, alongside climate change concerns and logistic delays, poses significant risks for the RMG sector's stability in both the UK and Bangladesh.

This article aims to dissect the intricate dynamics of the RMG business bridging Bangladesh and the UK, delving into the symbiotic supplier-buyer relationship within this context. It scrutinizes the obstacles that impede the expansion of Bangladesh's garment industry within the UK market, highlighting the broader economic implications and strategic considerations required to navigate these challenges effectively.

2. BUYER AND SUPPLIERS RELATIONS IN READY-MADE GARMENT SOURCING

The relation between a buyer and supplier can be defined as the exchange of product that is important to maintain the flow of exchange in both local as well as in international market. Maintaining the proficiency in the communication skill between suppliers and buyers is very important to enhance productivity in the workplace. As opined by Zhu et al. (2020), the relationship between the buyers and suppliers can be long term as well as short term. The terms of the business varies from one to another based on the agreements. Similarly, trust is very important between the relationship of a supplier and buyer to maintain the consistency of the clothing exchanges among the countries. As stated by Awan et al. (2021), a strong communication network between the supplier and buyer is important that can help in establishing a trust to enhance productivity of the workflow. However, the lack of communication between the suppliers and buyers in recent years has increased the difficulties for maintaining proficiency in the business of the garment. Thus, improving the communication between supplier and buyer can be beneficial for establishing a strong communication.

Globalisation of a business can be achieved through a well-established relation between the supplier and buyer that can help in analysing the market scopes. Moreover, the proficiency in the relation has a positive impact on the supply chain management (SCM) in the garment resourcing industry. As highlighted by Pancaningrum (2019), a well-organised SCM is very important for enhancing the organisational performance by maintaining proficiency of the product exchange in the garment industry. However, the lack of proper equipment in the companies can be a disadvantage for maintaining an efficient SCM that can degrade the proficiency in the business operations. As opined by Pasi et al. (2020), equipment such as GPS tracking and barcode scanners is important that can help in managing the efficiency of SCM for enhancing organisational performance. On the other hand, digitalisation of the working process has increased the effectiveness of the business operations in the garment industry. SCM has also a positive impact on the supplier's relationship with buyers for effective business operations.

On the contrary, reduced communication skill among the suppliers and buyers due to digitalisation of the working procedures has increased challenges for maintaining proficiency in the SCM. As stated by Mateus and Martins (2021), social restriction has decreased the

communication skills that have reduced the proficiency of the supply chain network. Moreover, inefficiency of a communication network affects the relation between suppliers and buyers to maintain proficiency in the exchange of the products. On the other hand, enhancing the efficiency in the communication network by conducting regular meetings to discuss business can be beneficial for improving the effectiveness of SCM. Therefore, maintaining the relationship between the suppliers and buyers is important to conduct effective business operations in the garment industry.

Inclusion of digital technologies is very important that can help in maintaining the track record of the product exchanges. As highlighted by Ashima et al. (2022), inclusion of IoT and 3D printing can be beneficial for mass production of the garment production. Moreover, availability of the ready-made garment can be beneficial for fulfilling the increasing demands of the customers. The availability of automated technologies can be beneficial for producing unique clothing to attract potential customers to purchase the product. As opined by Tarigan et al. (2021), economic stability with the business is beneficial for maintaining a proficient relationship between suppliers and buyers. However, inefficiency of the employees to handle the digital technologies can be disadvantageous for achieving a strong interrelationship between the suppliers and buyers. As stated by Bazli et al. (2023), inefficiency of the existing workforce to operate 3D printing machines can increase insecurity regarding work. On the other hand, providing training and development activities among the existing employees can be beneficial for providing education regarding IT education that can be beneficial for achieving success in the strategic approach. Hence, improvement of the SCM by enhancing the efficiency of the employees can be beneficial for a strong supplier-buyer relationship.

Improvisation in the supplier-buyer relationship also helps in gaining more customers that can be helpful in increasing profitability. As opined by Gereffi et al. (2021), presence of a strong interrelationship between supplier and buyer increases the global presence of a company that can help in obtaining foreign investments. Moreover, a strong supplier-buyer relationship also helps in gaining the trust of the international customers that can be beneficial for increasing the business operations. A strong communication between the suppliers and buyers can encourage the global consumers to purchase the products that can be beneficial for increasing the sales of the garments. However, expansion of a business in the global market can be difficult for the managers to maintain the budget. As stated by Ketokivi and Mahoney (2020), inefficiency to maintain the expenses can increase conflict between the supplier and buyer that can decrease

the proficiency in the supply chain system. On the other hand, finding the suppliers providing the garment products at relatively lower price in the global market can be beneficial for managing the expenditure. Thus, maintenance of the working process to manage the expenditure by searching the suppliers providing raw materials at lower prices helps in maintaining proficiency in the interrelationship between suppliers and buyers.

Geo-political changes also increase challenges for the suppliers to maintain strong communication with the buyers. Moreover, the changes in the geo-political area have decreased the efficiency of interrelationship between suppliers and buyers. As highlighted by Dong and Kouvelis (2020), frequent changes of the trade policies also affects the expenses to operate the business as custom services can increase the prices of the products. On the other hand, restriction of the trade area can be beneficial for enhancing the profitability of the local suppliers. As stated by Subramaniam et al. (2020), improvement of the interrelationship between suppliers and buyers can be beneficial for enhancing economic conditions in a country. Therefore, increasing the business operations within local regions is advantageous for improving the supplier-buyer relation in the garment industry to enhance organisational performance.

3. METHODS

Research methodology is a specific and scientific procedure that is used in research while collecting data and information from authentic sources. As per the view of Rahman and Chowdhury (2020), research philosophy is mainly applied to determine a specific concept and knowledge based on the selected article topic. In this regard, interpretivism research philosophy has been used in this article to develop a deep understanding of readymade garments sourcing between Bangladesh and the UK. Qualitative research strategy used to implement a flexible understanding of the relationship between suppliers and consumers in the garment business. In this regard, this research strategy helps to cover a wider area of research topic. In addition, thematic data analysis is also used in this article to implement themes and patterns to address this article's topic. It is justified that this data analysis allows the development of deep insight into these article problems using theoretical implementations. Secondary sources especially articles, journals and books have been used to collect more relatable and informative data to construct a critical analysis of readymade garment sourcing from Bangladesh to the UK.

The article used a secondary data collection method to gather information and data from

a wider area to cover all aspects of this research. As per the view of Saha et al. (2020), secondary data is mainly used in article to collect data and information from multiple sources. In this case, Google Scholar has been used to collect a more accurate and relevant dataset to develop a deep insight into the garment sourcing business from Bangladesh to the UK. The selected data and information have been used for research purposes not to address any organisation or individuals. This article also maintains the guidelines of the General Data Protection Regulations (GDPR 2018) for fair use of data and reducing copyright claims issues (Gdpr-info.eu, 2018). It helps to increase the authenticity of this article and reduce the threat of academic misconduct issues.

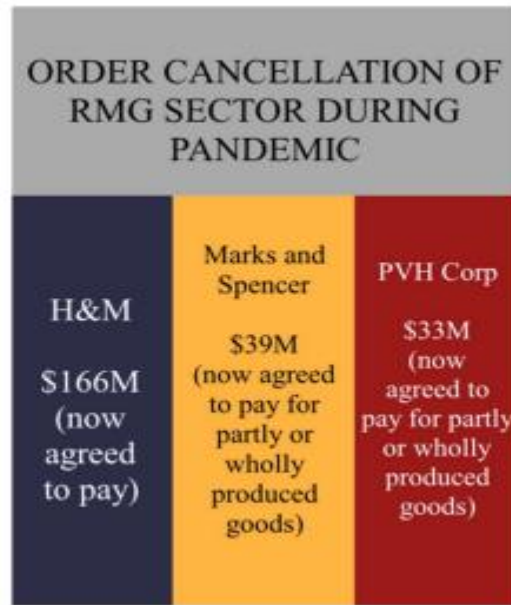
Thematic data analysis is beneficial for this study to address its article aims using themes and patterns. As per the view of Islam et al. (2020), thematic data analysis is mainly used in article to implement the theoretical interface and cover a wider area of the article topic. In this case, this article covers the role of suppliers and consumers in ready-made garment sourcing from Bangladesh to the UK.

4. FINDINGS

4.1. Ready-Made Garments Sourcing Process

Garment merchandisers use the sourcing process as one of the essential ways of supplying raw materials, commodities and additional accessories from both domestic to international and foreign markets to their home country. As per the ideas of Sun (2020), the sourcing process can also be defined as an approach to determine the feasibility of supply chain (SC) operations. Assessing, selecting and managing suppliers to obtain predicted business goods and services throughout the process is important to maintain the flow of operations. This transferability of the SC operations is associated with the functional attributes of the sourcing process where ability to collect the right resources for garments under the ready-made industry of Bangladesh and the UK. As per the opinions of Putra et al. (2021), supply chain management (SCM) is the coordinated system of chains that supply goods and raw materials to end customers. Therefore, ready-made garments tend to be a day-to-day operation which has the most likelihood of utilising sourcing models to make improvements to the whole process.

Figure 1. Order Cancellation in the UK RMG Sector



Source: Hossain, 2021

Product sourcing has also been a comprehensive part of SCM that maintains the flow of goods supply even under non-functional chain operations between countries. As per the ideas of Moosavi et al. (2022), operating SC under macro-environmental transitions makes the operational flow of the chain due to unexpected trouble and statutory limitations. In that case, the COVID-19 pandemic has been one of the recent macro-environmental transitions that seem to impact the whole functional attributes of SCM. Almost 35 Bangladeshi suppliers working in Debenhams as a UK-based company have tripled after the company went bankrupt and shut down (Hossain, 2021). This uncertainty in supply and operational function made the sourcing process between both the UK and Bangladesh uncertain.

Besides this, ready-made garments (RMG) labour or workforce-related complexities have been another significant aspect impacting the sourcing procedures in the UK and Bangladesh. As per the ideas of Ahmed and Arun (2023), a critical issue associated with RMG workers and their value chain assessment process is the continuum of exploitation. The value trap and exploitation of workers in the RMG sector has been a comprehensive point in terms of analysing functional limitations in the SCM operations in the sector. Bangladesh's RMG industry has highly labour-intensive situations for which the chances of exploitative practices in the sector is common as well. However, regulatory and legal compliance have significant roles in terms

of defining adequacy in workforce operational activities in both countries. As per the ideas of Sumaiyah (2023), Bangladeshi Legal and Service Trust (BLAST), as a non-governmental organisation, follow regulatory aspects to poor and marginalised districts in the country. The RMG operations between the UK and Bangladesh have multiple advisory bodies and legal frameworks in which the end goal is to determine the ethical grounds in the sourcing process of the sector.

4.2. Supplier and Buyer Relations to the Sourcing Process

Sourcing raw materials under the SCM operations involves multiple aspects associated with functionality, traceability and feasibility of the chain, but the relationship between supplier and buyer is also important. As per the ideas of Obrenovic et al. (2020), maintaining the flow of supply operations without any coordination of the market situations might be a difficult task to execute. In that case, the behavioural aspect of buyers becomes important to market information that a supplier needs to evaluate before executing any change in the SCM process. Sustainability as part of industry trends to gain customer focus in the current era also has become an executable approach to acquiring customer interest. However, sustainability without adaptation and circular economy (CE) mode in the RMG industry, might be a difficult task to maintain the brand value by becoming net zero (Akhter, 2023). The prospect of the CE model intensifies the functions of waste management and production relaxation to reduce environmental concerns as part of business sustainability in RMG. Therefore, the environmental assessment as part of the sustainable trends in the RMG industry also has an important role in justifying the customer focus on the sourcing process to balance the relationship between suppliers and buyers.

On the other hand, the relationship between buyers and suppliers in the Bangladesh RMG industry also impacts the SCM resilience during the COVID-19 pandemic. As per the opinions of Ali et al. (2021), apart from the issues related to operational technicalities, the pandemic has created operational vulnerabilities in the Bangladeshi supply chain of garments. The operational performance of a supply chain model depends on the transportation and logistics practices where covid restriction directly creates a disruption. This operational breakdown due to COVID-19 not only affects the flow of supply but also the relationship between suppliers in foreign regions with their end customers. However, performance improvement of an operational system of business depends on the technology and assessment of market situations

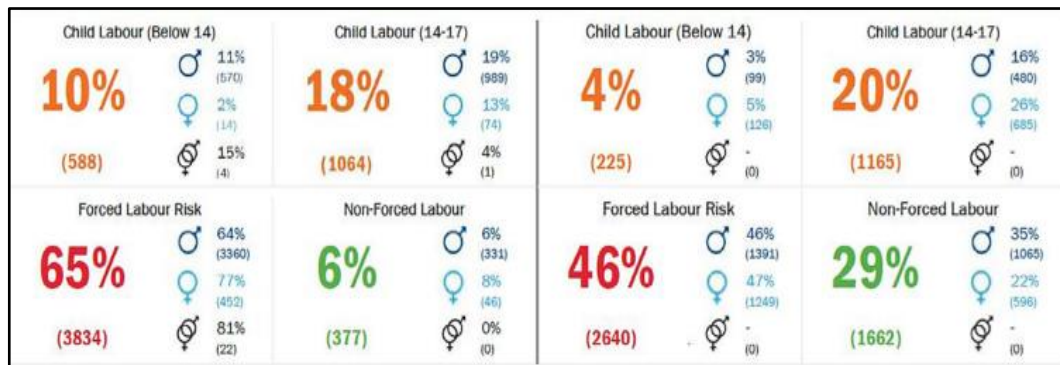
(Koronen et al. 2020). Therefore, the context of changing sourcing and SCM operations in the RMG industry of both countries tends to have a direct impact on the relationship between stakeholders of the sector as well.

Furthermore, social sustainability as another form of ethical grounds in business in the current era has a direct impact on the organisational suppliers and their target customers. As opined by Alghababsheh et al. (2023), poor working conditions of workers, limited community growth and social injustices are some common social issues where CSR implications are needed. Compliance and collaboration as part of SCM operations can also be adopted as additional practices to invest in communal development to justify social inclusion in business development progress. However, limited financial growth and inadequate surveillance of regional growth by governmental support can be attained (Sparrow et al. 2020). Therefore, the scope of balancing the communal and commercial growth seems to be core functional areas where SCM operations and the inclusion of sustainable practices can be increased to improve supplier-buyer relation.

4.3. Challenges in Ready-Made Garments Sourcing

In respect to the relation between suppliers and buyers within the supply chain of ready-made garments from Bangladesh to the UK, challenges are relied on associated operations. While sourcing garment products from Bangladesh, the brands and manufacturers have been obliged in considering the elements like cost, flow of sourcing, compliance and quality. According to the statements of Paul et al. (2021) the sourcing of ready-made garments includes a potential challenge of cost management due to the involvement of multiple suppliers, vendors, transportations, logistics and distributions. These are the key factors which are responsible for increasing the supply chain constraints in terms of cost effectiveness and elevating the overall service quality during the supply.

Figure 2. Intensity of Labour and Workforce Problem in Bangladesh’s RMG



Source: Chanani et al., 2022

According to figure 2, it has been observed that in Bangladesh’s RMG sector, major issues related with sourcing are centralised in labour and workforce problems. Chanani et al. (2022) have claimed that in Bangladesh’s RMG practices towards other international countries, allegations of child labour, forced labour, and inadequate labour foundation are major challenges. The challenges have also been based on labour issues, along with improper technological alignments and transportation issues.

Due to the long distance between Bangladesh and the UK, costs regarding transportation, logistics and procurement can be increased which can impose negative impact budgeting. However, as argued by Paul et al. (2021) forces included within the international supply chain environment such as global Covid-19 pandemic, rising inflation and increased economic tensions have disrupted Bangladesh’s “ready-made garment sector”. Consequently, both the manufacturing and supply practices have been affected due to labour shortage, financial limitations along with geo-political tension amidst countries. For instance, the global pandemic has triggered payment delays, renegotiation of export-import terms, and order cancellations which caused 17% reduction within the value of Bangladesh’s exports of ready-made garments (Mckinsey.com, 2023a). This example has set a clear idea of external challenges linked with the sourcing practices of “ready-made” garments from Bangladesh to countries like England. Based on the statements of Saha et al. (2021) shift in customers’ buying patterns among the western countries along with an international competitive environment influenced supply chain, there have also been severe challenges in sourcing ready-made garments. Thus, the risks associated with RMG exports have relied on the positioning of the countries within the supply chain environment with the largest bases of manufacturing like China, Bangladesh and other Asian countries.

Current trends across the buying side of RMG products for RMG products are in the ongoing phases of transition while cost positions play an important role. On the other hand, Mia and Akter (2019) have contradicted external challenges by examining a range of internal challenges creating discrepancies in RMG supplies from Bangladesh. In fact, the key challenges are relied on certain vital areas such as unskilled workers, inadequate infrastructure, issues related with safety, crisis in energy, lack of political support and the adverse impacts of “Accord & Alliance” (Mia and Akter, 2019). These challenges have been directed towards less scopes of achieving SDG goals and fewer efforts in sustainable development have caused challenges in sourcing RMG products from Bangladesh to the UK. As opined by Khan et al (2020) in respect to the relation between buyers and suppliers, a severe incident of “Rana-Plaza Tragedy” causing death to 1137 garment workers, has raised severe failures regarding workers’ safety, working conditions and supply of RMG. Incidents like these have adversely affected the relation between suppliers and buyers especially between Bangladesh and the UK. These are the major challenges linked with the sourcing of ready-made garments from Bangladesh to the UK.

4.4. Strategies of Product Sourcing Process Associated with Ready-Made Garments

In responding to the challenges linked with sourcing of ready-made garments from Bangladesh to the UK, strategies need to be aligned with sustainable sourcing and significant market development. As opined by Boudreau et al. (2023) garment manufacturers of Bangladesh and garment brands of the UK need to establish a strong communication network between suppliers as well as buyers to maintain a smooth flow of supply chain. Moreover, both the garment brands, as well as suppliers need to be concerned in developing a better relationship among suppliers which can help in maintaining a better supply chain. On the other hand, Jensen and Whitfield (2022) have argued that garment manufacturers of Bangladesh can also improve their infrastructure of exporting and better stakeholder engagement in order to perform better in dealing with external pressures. Mainly, the suppliers of Bangladesh and garments brands of the UK need to improve their resilience capacity, which can help in dealing with the pressures created by the supply chain environment.

RMG suppliers of Bangladesh and garments of the UK can also elevate their collaborative activities in implementing data-driven approaches to streamline supply chain practices. According to the views of Modgil et al. (2022) suppliers and brands need to accumulate as well

as interpret core data to forecast strategic solutions and predict possible conditions by using advanced technologies like AI, blockchain and digitalisation. This particular process can also help to maintain a better relationship between buyers and suppliers which can also help to resolve the challenges in a collaborative way. However, as argued by Tseng et al. (2022a) strategic level of market research with data-driven practices along with spends analysis has been effective in dealing with applying further supply chain practices in an accurate manner. Regarding the supply chain management of “ready-made garments” from Bangladesh to the UK, the volatility of raw materials, insecurity across buyers and regulations in margins need to be prioritised. For instance, there are multiple criteria such as “price”, “quality”, “capacity”, “speed” and “risks”, which need to be maintained while dealing with macro trends that rely on the RMG supply chain between Bangladesh and the UK (Mckinsey.com, 2023b). Focusing on these factors, sourcing of RMG products can accumulate adequate values in terms of international supply chain.

Apart from these key practices, suppliers and buyers need to conduct any kind of supply chain related activities according to the changes in international policies. Jani and Jatmika (2023) have claimed that the suppliers of Bangladesh and buyers in the UK need to emphasise all policy making changes like GSP and improvement in workers’ condition to facilitate streamlined supply. For instance, suppliers of Bangladesh can utilise “Generalised System of Preference” or GSP which can allow exports of garments to the EU without any tariffs, and improve workers’ condition to establish better supplier-buyer relation in product sourcing (Unctad.org, 2023). Consequently, using these key strategic approaches, buyers of the UK can source ready-made garments in a better way.

5. THEORETICAL BACKGROUND

Buyers and supplier relation management practices are essential to ensure strategic management of the product services that are provided to the customers. According to the view of Rasheed (2022), resource-based view theory can be effective for optimising supply chain practices by improving supplier monitoring practices. The application of this theoretical model can be effective for improving the relationship shared between buyers and suppliers in cross country trade practices. Resource-based view theory is effective for managing the inventory and improving the supply practices so that valuable aspects can be made for addressing organisational success. On the other hand, Tseng et al. (2022b) state that stakeholder theory is

more effective for evaluating the interrelationship shared between investors, customers, suppliers and community members that are associated in a business. Stakeholder theory enables a firm to focus on creating value and integrate with practices that can accelerate the growth of the organisation.

However, to ensure an effective relationship between suppliers and buyers, the cost management practices are essential in supply chain management. As per the view of de Goeij et al. (2021), transaction cost theory improves the cost investment made behind the resource purchase practices and optimises cost coordination. The transaction cost theory has been found to be effective for improving decision making practices and accelerating the cost management practices so that desired growth within the business can be achieved. In order to improve buyer and supplier relationship, the application of transaction cost theory can be applied by making effective investments and improving cost based decision making. On the other hand, Mardani et al. (2020) state that the rate of supplier's engagement in the SCM practices can be improved by the application of resource dependency theory. An organisation can focus on conducting transactions with other organisations or suppliers for accelerating business development. The resource dependency theory can be effective for the organisations to focus on improving the buyers and suppliers relationship in context to improve readymade garment sourcing strategy.

Furthermore, the application strategic approaches can help to evaluate the possible factors that can affect the supply chain business between countries. As stated by Beal Partyka (2022) the application of agency theory is effective in terms of resolving business issues and adopting a set of practices that can address individual interests. The cross border supply chain practices require a strong understanding of intentionality, rationality and power to ensure effective movement between the organisations. The rate of engagement between the suppliers and corporate governance also needs to be analysed so that future development practices can be ensured. Moreover, theoretical frameworks can be effective for addressing effective developmental practices to establish strong bonds between the buyers and suppliers. On the other hand, Saragih et al. (2020) state that it is important to evaluate the internal operation practices for improving supplier performance. The application of the theoretical model can result in providing insights to the set of approaches that can improve supplier and buyer relationship. Thus the theoretical frameworks are effective for addressing corporate approach, understand resource management and monitor supply chain so that interrelation between supplier and buyers can be improved.

6. CONCLUSION

The ready-made garment (RMG) sector has witnessed rapid expansion within the global textile industry, significantly enhancing trade relations between countries. Despite this growth, the RMG sector has faced several challenges, particularly during the pandemic and due to changes in regulatory practices across nations. These challenges have not only affected the inflation rates in various countries but have also strained the relationships between suppliers and buyers. A critical analysis of these relationships reveals that sourcing practices in the RMG sector have undergone significant transformations, including adjustments in handling raw materials, commodities, and accessories essential for product development. Such shifts have opened avenues for business expansion through optimized resource management.

Furthermore, the ability to transfer supplies within the chain is linked to functional attributes, emphasizing the importance of coordination in the supply of goods and raw materials. This coordination is crucial for ensuring that end customers receive strategic and efficient services. However, the pandemic's impact led to a dramatic reduction in business accessibility for RMG factories, with orders worth millions of dollars being canceled due to logistical challenges. This situation has adversely affected productivity, income generation within the textile industry, and supplier viability, leading to reduced productivity, bankruptcy, and business closures.

Addressing these challenges requires a nuanced understanding of effective communication and relationship management between suppliers and buyers. The application of theoretical frameworks such as the resource-based view, resource dependency theory, agency theory, and transaction cost economics can significantly enhance business performance within the RMG sector. Specifically, the Bangladesh textile industry can leverage these theories to strategically monitor and foster growth among suppliers.

However, this study is limited by the absence of primary data, which could provide deeper insights into the factors affecting business management and supplier-buyer relationships in regions like the UK and Bangladesh. Primary data obtained through interviews could offer a closer examination of current market developments and their impacts on these relationships. Identifying strategies based on these factors could enhance productivity and strengthen the supplier-buyer bond. Despite these limitations, theoretical models have proven effective in shaping business operations and fortifying the relationships between suppliers and buyers.

It is recommended that strategic frameworks be developed by applying these theoretical models to critically evaluate market changes and improve the supplier-buyer relationship. Adopting a strategic approach to business expansion and growth in the RMG sector is essential for achieving desired outcomes and enhancing the industry's overall resilience and sustainability.

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