BROXAIL INTERNATIONAL

FREE BUYER'S GUIDE

From idea to delivery: how your order works.

A short guide for brands, labels and wholesalers planning custom leather or textile apparel. Every step from your first message to cartons at your door, plus what FOB and door-to-door delivery really mean.

Leather apparel | Motorbike apparel | Workwear | Sportswear | Outdoor & tactical | Fashionwear

8 steps
From enquiry to shipping

FOB
What it covers and who pays what

Door-to-door
When it makes sense

Checklist
What to send before you order

THE PROCESS

Eight steps from first message to delivery.

Most buyers go through these steps with us. You always know which step your order is in, and one contact person stays with you the whole way.

1

Send your enquiry

Share a tech pack, a sketch or a reference product, with the quantity per style, the sizes you need and your target delivery date. Email, WhatsApp or the **Request a Quote** form all work.

2

Quote and costing

We price your product by material, construction, branding and quantity. The quote also shows the delivery option you want: **FOB** or **door-to-door**.

3

Tech pack and pattern

No tech pack yet? We make one with your first sample, free. Patterns are made from your tech pack or reference garment and graded across your sizes.

4

Sample in 7 to 10 days

You receive a sample to check fit, material, stitching and branding. Ask for changes until it is right. Bulk production starts only after your approval.

5

Order confirmation

You approve the sample and confirm quantities, sizes, colours, labels and packing. We send a proforma invoice with the payment terms and the production date.

6

Bulk production

Cutting, stitching, branding and finishing happen under one roof in our Sialkot factory, with **50 skilled staff** and capacity of **1,000+ pieces a month**. First orders start from **50 pieces per style**.

7

Four quality checks

Material check before cutting, in-line checks while stitching, measurement checks against your size chart, and a final inspection before cartons are sealed.

8

Packing and shipping

Folded, tagged, bagged and cartoned to your instructions. Then we hand the goods over at the port **(FOB)** or deliver them to your address **(door-to-door)**. Both are explained on the next page.

SHIPPING TERMS

FOB or door-to-door: which one suits you?

The shipping term decides where our job ends and yours begins. It changes who books the freight, who pays for it and who carries the risk on the way.

FOB

Free On Board · Incoterms® 2020

We produce your order, clear it for export and load it on board the ship at the port in Pakistan. From that moment the goods and the risk are yours.

- We pay: production, packing, transport to the port, export clearance and loading.
- You pay: sea freight, insurance, import duties and delivery from your port.
- Best if you already work with a freight forwarder.

Door-to-door

Delivered to your address

We arrange the whole journey by sea, air or courier, and the goods arrive at your warehouse or office. You deal with one company instead of several.

- We arrange: freight, transport and delivery to your address.
- Your quote states clearly who pays the import duties and taxes.
- Best for first orders, samples and buyers without a forwarder.

QUESTION	FOB	DOOR-TO-DOOR
Who books the main freight?	You or your forwarder	We do
Where does our job end?	Goods loaded on the ship in Pakistan	Goods delivered at your address
Who carries the risk in transit?	You, once the goods are on board	Agreed in your quote
How much work for you?	More: forwarder, customs, local delivery	Less: you mainly receive the cartons
Usually the better fit for	Repeat bulk orders, experienced importers	First orders, small runs, samples

Not sure which to pick? Tell us your city and country when you ask for a quote. We can price both options so you can compare the full cost side by side. FOB is a sea freight term; for air shipments we agree the hand-over point with your forwarder.

BEFORE YOU ORDER

Ten things to send us for a fast, accurate quote.

You don't need all of them on day one. The more you share, the quicker your quote and the closer your first sample.

- [ ] **Tech pack or reference**
  A tech pack, sketch, photo or a garment you like.
- [ ] **Product type**
  Jacket, suit, gloves, trousers, workwear and so on.
- [ ] **Material**
  Leather type and finish, or the fabric and its weight.
- [ ] **Colours**
  Colour names, Pantone codes or a swatch.
- [ ] **Size chart**
  Your sizes and measurements, or ask for ours.
- [ ] **Quantity**
  Pieces per style and per size. First orders from 50 pieces.
- [ ] **Branding**
  Logo files, labels, embroidery, embossing or prints.
- [ ] **Packing**
  Polybags, swing tags, barcodes, carton marks.
- [ ] **Target price and date**
  Your target price per piece and delivery date.
- [ ] **Delivery option**
  FOB, or door-to-door with your full address.

50 pcs
first order per style

7–10 days
for your first sample

1,000+
pieces produced every month

SCCI
member, Sialkot Chamber of Commerce

Ready to start? Send us your idea.

Share what you have, even if it's only a photo. We reply with questions, a quote and the next step.

Request a Quote →

sales@broxailintl.com

WhatsApp +92 303 7191265