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EXPORT BUSINESS · GLASS BEADS

Glass beads can become a focused export business

Build around application-specific grades, reliable quality, and verified industrial buyers.





PRODUCT ARCHITECTURE

Five product families serve distinct industrial needs

Reflective: road marking

Blasting: surface cleaning

Decorative: crafts and jewellery

Industrial and filter: processing and filtration

Match the grade: particle size, sphericity, refractive index, density, chemistry, moisture, and surface finish.

COMPLIANCE GATE

Compliance starts with the right classification and paperwork

CONTROL POINT	WHAT MUST BE CONFIRMED
Classification	HS Code 7018 covers glass beads and similar glass articles. Confirm the exact Indian ITC-HS tariff line before shipment.
Core registrations	IEC and GST registration.
Shipment file	Invoice, packing list, shipping bill, bill of lading, and certificate of origin.
Technical and risk file	Technical data sheet, plus applicable insurance or LUT paperwork.

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Confirm classification and documentation before accepting an order.

OPERATING FLOW

Manufacturing turns raw glass into a tested, shippable product

1. Select cullet or glass raw material
2. Melt, form, and anneal the beads
3. Screen by particle size
4. Test roundness, clarity, size,
5. and refractive properties
6. Pack in moisture-resistant bags or bulk formats

Machinery varies by solid beads, reflective microspheres, and blasting media.

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SOURCING MAP

Sourcing is possible through glass and industrial clusters

Potential Indian sourcing locations

Firozabad, Jaipur, Vadodara, Pune, and Ambala.

Find suppliers through

IndiaMART, TradeIndia, MSME directories, glass processors, and abrasive suppliers.

Important qualification

These are potential sourcing hubs, not a verified list of dedicated glass-bead manufacturers.

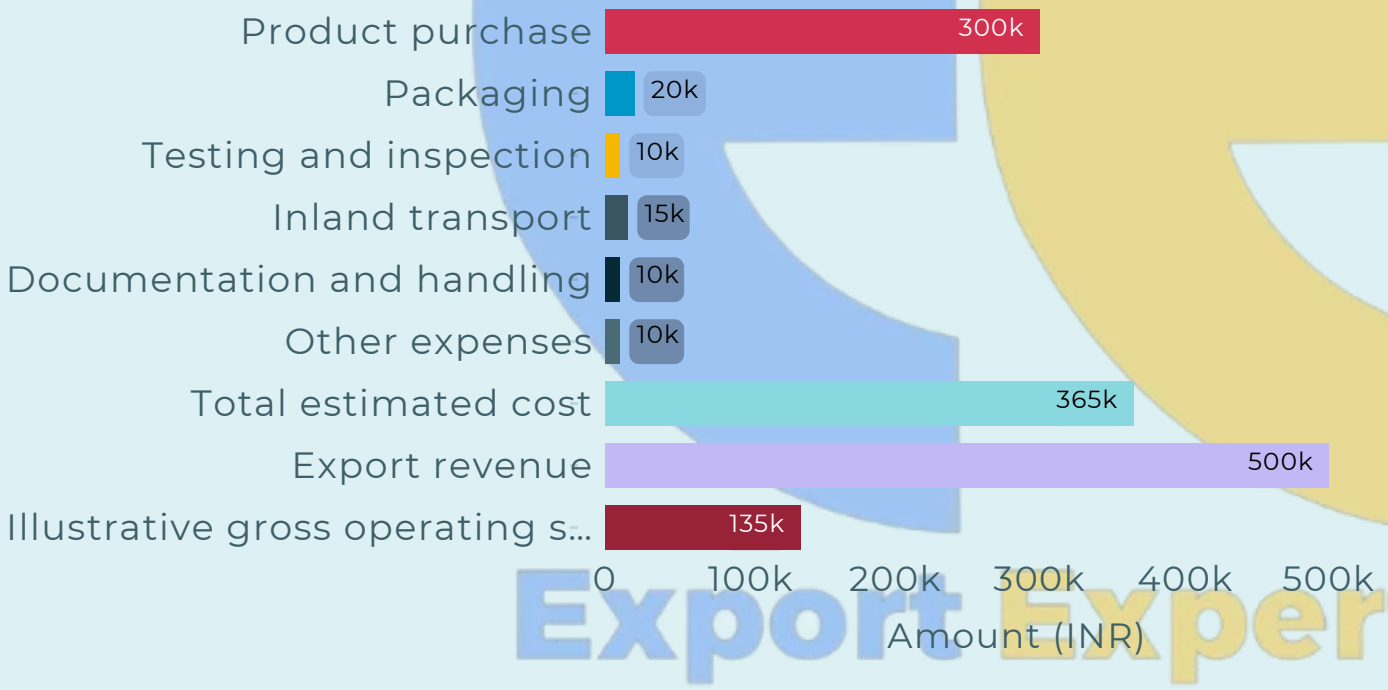


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ILLUSTRATIVE UNIT ECONOMICS

The merchant-exporter model can start with controlled working capital

Component



₹1,35,000

5,000 kg shipment. Estimated cost ₹3,65,000; revenue at ₹100/kg ₹5,00,000.

Indicative inputs: bulk buying ₹40–₹100+ per kg; export selling $0.50–$2+ per kg, converted at an assumed ₹85/$.

Illustrative only; excludes international freight, insurance where applicable, financing, taxes, and destination-side expenses.

BUYER SEGMENTATION

Target buyers by application, not by country alone

ROAD MARKING

UAE contractors

Saudi infrastructure companies

Germany road-safety suppliers

Sell the grade against the road-marking application.

INDUSTRIAL AND ABRASIVE

USA distributors

South Africa mining suppliers

UK surface-treatment suppliers

Sell the grade against cleaning, processing, or filtration need.

RESEARCH CHANNELS

Alibaba · Global Sources · LinkedIn · trade directories · shipment databases

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EVIDENCE PACKAGE

Testing and standards turn samples into repeat orders

BATCH TESTING

Sieve analysis, roundness, refractive index, specific gravity, chemical resistance, moisture, and contamination.

STANDARDS

Relevant references include EN 1423, EN 1424, and ASTM D1155 for road- marking and reflective media applications.

BUYER FILE

Provide a Certificate of Analysis, Technical Data Sheet, and independent laboratory report where the buyer requires them.

SAMPLE → SPECIFICATION → REPEAT ORDER

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CONTROL SYSTEM

Risk control is part of the product

01
Approve samples and lock the grade specification

02
Verify manufacturer capability and buyer identity

03
Agree payment terms, Incoterms, and inspection points

04
Protect against moisture, breakage, inconsistent sizing, and contamination

05
Complete customs paperwork and track payment through shipment

Consistency is the commercial edge. Price competition and transport costs make consistency more valuable than a low first quote.

SCALE WITH EVIDENCE

Start as a merchant exporter, then scale with evidence

₹2,00,000

ILLUSTRATIVE PLANNING BUDGET

For samples, procurement, packaging, testing, marketing, and logistics reserve.

Begin with two or three reliable manufacturers, a technical catalogue, and a narrow application focus.

Scale toward wholesale distribution or manufacturing only after repeat demand and quality control are proven.

Formula: Product research + quality control + verified buyers + competitive pricing + documentation + logistics.

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