

PRICE CASE · SAMPLE

3 ml disposable syringe: five factory quotes, landed at Los Angeles.

CLIENT

A US importer of medical supplies, Los Angeles entry

PRODUCT

3 ml disposable syringe, luer slip, with needle, blister pack

PRICE PAID TODAY

USD 0.0225 per piece, FOB China

YEARLY VOLUME

2,400,000 pieces, about two 40 ft containers

Prepared as a published sample on 22 October 2026. Factories are lettered A to E and the client is not named; a client's price case names every factory, with its contact and its quote on its own paper attached. Figures are illustrative as of the dates stated. The client's price in this sample is a factory quote held in our own files, so every figure on these pages is a real quoted price.

THE FINDING

\$33,197 a year

25% below what you pay today, landed at Los Angeles, with the cheapest verified quote, Factory B. Five factories that make this syringe quote it at \$16.00 to \$17.50 per 1,000 pieces FOB China. You pay \$22.50.

Landed cost at Los Angeles, USD per 1,000 pieces

Factory quotes
 Cheapest quote
 Your price today

Factory B		\$40.98
Factory A		\$41.62
Factory C		\$42.04
Factory D		\$42.90
Factory E		\$44.17
India break-even		\$40.98
Your price today		\$54.81

Factory price, ocean freight at the published index rate, insurance at 0.3% and the duty in force: 112.5% on syringes of Chinese origin, 10% on India. The India bar is the factory price at which an Indian maker lands level with Factory B: \$30.92 per 1,000. No Indian quote is on file; a client case obtains one.

VERIFIED 2 quotes: certificates read by us, maker confirmed from the documents and the customs record.
 ON FILE 3 quotes: on the factory's own paper, licence not read in this sample.

1 · THE SPECIFICATION

One specification, so the quotes compare

Item	As quoted to every factory
Product	Disposable syringe, three-part, sterile, single use
Size and tip	3 ml, luer slip
Needle	With needle, 21G to 23G, mounted or aside, stated per quote
Packing	Individual blister, cartons to the factory's standard
Quantity	200,000 pieces per order, 2,400,000 a year
Terms and destination	FOB Chinese port, US dollars. Landed at Los Angeles.

Factories quote the same thing, so the quotes compare. A quote on a different build (needle mounted rather than aside, luer lock rather than slip) is marked.

How a quote earns its status

VERIFIED The quote is on the factory's own paper, we have read its certificates or licence, and we have confirmed from those documents and the customs record that it makes the product.

ON FILE The price sheet is on the factory's paper and the licence has not been read in this sample.

In a client case all three to five quotes are gathered on the same specification within the ten days and verified before they count. This sample uses quotes already in our files, so their dates differ; the validity of each is stated.

2 · THE QUOTES

Five factories that make this syringe

Factory	Origin and port	FOB per 1,000	Quote date	Validity	Minimum order	Status
Factory A	China, FOB Shanghai	\$16.30	13 Aug 2026	30 days from the quote	200,000 per size	VERIFIED
Factory B	China, FOB Shanghai	\$16.00	13 Aug 2026	To 30 Aug 2026, lapsed; re-confirmed before any order	200,000 per size	VERIFIED
Factory C	China, FOB Ningbo	\$16.50	20 Apr 2026	Not stated	Not stated	ON FILE
Factory D	China, FOB Shanghai	\$16.90	20 Apr 2026	Not stated	Not stated	ON FILE
Factory E	China, FOB Shanghai	\$17.50	5 Jan 2026	Not stated	Not stated	ON FILE
Your price today	China	\$22.50	20 Jul 2026			

Factory B is the cheapest on the factory price and lands cheapest at Los Angeles. Factory A is within a quarter of a cent of it and holds the better terms (page 5). Factories C, D and E are on file at prices inside the same range.

3 · TERMS, DOCUMENTS AND RECORD

What each factory offers, and what we read

Factory	Lead time	Factory terms	Documents read	US customs record
Factory A	30 working days after artwork and deposit	30% deposit, 70% against a copy of the bill of lading	EU device certificate (to 2030) and ISO 13485 (to 2028) read by us; licence number on the certificate	No US customs record under this name (13 Aug 2026); the factory ships to Europe
Factory B	25 to 30 days	30% deposit, 70% before shipment	ISO 13485 (to 2027) read by us; the EU device certificate is a legacy one on the transition	US customs record read 22 Oct 2026: shipments under its own name since 2015, the last in Nov 2021 to a US buyer; a second database shows 82 US shipments since 2007 under the fuller legal name
Factory C	Not stated	Not stated	Price sheet on the factory's paper; licence not read in this sample	Not read in this sample
Factory D	Not stated	Not stated	Price sheet on the factory's paper; licence not read in this sample	Not read in this sample
Factory E	Not stated	Not stated	Price sheet on the factory's paper; licence not read in this sample	Not read in this sample

Factory A's term is the best on the table: the balance falls due against a copy of the bill of lading, after the goods are loaded. Factory B's validity has lapsed and is re-confirmed before any order. Factories C, D and E quoted in a comparison round earlier in 2026; their sheets do not state validity, minimum order or terms, which a client case asks for.

4 · LANDED COST

Every quote landed at Los Angeles

USD per 1,000 pieces. Factory price, ocean freight at the published index rate, insurance at 0.3% of the factory price, and the duty in force for the product and the country of origin. Charges at the port and US entry fees are not included. Packing density 1,200,000 pieces per 40 ft container for every row.

Row	Factory price	Freight	Insurance	US duty	Landed
Your price today, China	\$22.50	\$6.93	\$0.07	\$25.31	\$54.81
Factory A, China	\$16.30	\$6.93	\$0.05	\$18.34	\$41.62
Factory B, China	\$16.00	\$6.93	\$0.05	\$18.00	\$40.98
Factory C, China	\$16.50	\$6.93	\$0.05	\$18.56	\$42.04
Factory D, China	\$16.90	\$6.93	\$0.05	\$19.01	\$42.90
Factory E, China	\$17.50	\$6.93	\$0.05	\$19.69	\$44.17
An Indian factory at the break-even price	\$30.92	\$6.88	\$0.09	\$3.09	\$40.98

Reading the table

Against your current price, Factory B lands \$13.83 per 1,000 lower, 25%. On 2,400,000 pieces a year the difference is about \$33,197. Freight and insurance are small lines; the factory price and the duty decide the result.

The India row

India pays 10% duty under the July 2026 action and none of the China-specific duty on syringes. The row shows the factory price at which an Indian maker lands level with Factory B: \$30.92 per 1,000, almost twice Factory B's price. Any Indian quote below that figure beats every China quote on landed cost. Freight for the India row is a forwarder's live capture, not an index, and is re-quoted at booking.

NEXT

What to do now

- 01 Hand the note on page 8 to your supplier and ask for USD 0.0163 per piece FOB, held for 90 days.
- 02 If the answer is no, Factory A or B can supply on the terms on page 5, subject to your approval of samples and documents.
- 03 Ask for one Indian quote on the same specification. Anything below \$30.92 per 1,000 FOB beats every China quote on landed cost.

Two prices, two clocks

The factory price is what the factory committed on paper and what you hold it to, for the validity stated. The landed cost is computed at the index reading of the date stated and moves with freight; your forwarder re-quotes at booking.

The duty, in plain words

Syringes made in China pay 100% under the 2024 US tariff action on syringes and needles from China, plus 12.5% under the July 2026 action, both on the factory price. The same syringe made in India pays 10%.

What a client receives that this sample withholds

The names and addresses of Factories A to E, the contact at each, and each quote on the factory's own paper with its licence, date, minimum order and validity, attached as received.

5 · THE NOTE FOR YOUR SUPPLIER

Written for you to hand over as it is

The highlighted parts are yours to fill in.

TO [Supplier]
FROM [Your company]
DATE [Date]
RE 3 ml disposable syringe, luer slip, with needle, blister. Price for the next twelve months.

We buy about 2,400,000 pieces of this syringe a year from you at USD 0.0225 per piece FOB.

We have written quotes from five factories that make the same specification, received between January and August 2026, at USD 0.0160 to 0.0175 per piece FOB Shanghai or Ningbo, with a minimum order of 200,000 pieces and 30-day validity. Two of those quotes are from factories whose certificates we have read.

We would prefer to keep buying from you. We ask for a price of USD 0.0163 per piece FOB on the next order, held for 90 days, with the same specification, packing and terms as today.

Please reply by [date, ten days from this note] . If we cannot agree a price inside the range above, we will place the next order elsewhere.

[Signature]

[Name and title]

SOURCES

What was read, and what was not

Source	What it gave	Read on
Factory A: offer sheet, EU device certificate, ISO 13485 certificate	Price, minimum order, validity, lead time, terms; maker status; licence number	13 Aug 2026
Factory B: quotation sheet, ISO 13485 certificate, its own letter on the EU certificate	Price, minimum order, validity, lead time, terms; maker status	13 Aug 2026
Factory B: US customs record through ImportYeti (source: US Customs and Border Protection)	Shipments under its name since 2015, the last in November 2021; customers; weights	22 Oct 2026
Factory B: a second commercial customs database, summary page	82 US shipments since 2007 under the fuller legal name	13 Aug 2026
Factories C, D, E: price sheets	Price per size, port	5 Jan and 20 Apr 2026
Freightos Baltic Index FBX01, China/East Asia to US West Coast, week 40 of 2026	USD 8,319 per 40 ft container	Published 5 Oct 2026
Warp live rate capture, Nhava Sheva to Los Angeles, 40 ft high cube, port to door	USD 8,252 per container, 65 days. A forwarder's live rate, not a published index; used because no index covers this lane	11 Oct 2026
US tariff schedule; the 2024 action on syringes and needles from China; the July 2026 action	China 112.5% and India 10%, on the customs value	Last checked 9 Sep 2026
OFAC sanctions list and the UFLPA entity list, Factories A and B	No match	21 Oct 2026

Not verified in this sample

The licences of Factories C, D and E were not read. The registered capital, company number and owners of any factory: the Chinese registries block automated reading, and the check is bought cheaply in a client case. Quotes carry the dates stated and were not re-confirmed for this sample; in a client case every quote is fresh, on the same specification, and re-confirmed before an order. US entry fees and port charges are not included. The packing density is a single figure for every row; a factory's own carton count replaces it in a client case. The client's price in this sample is a factory quote held in our own files (20 July 2026), so every figure is a real quoted price. This sample is not advice on any particular purchase.