

SUPPLIER & PRICE CHECK · SAMPLE

One supplier, one product, two pages of answers.

SUPPLIER

A syringe factory in China, as named on the client's invoice

PRICE PAID TODAY

USD 0.0225 per piece, FOB China

PRODUCT

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

YEARLY VOLUME

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

Prepared as a published sample on 22 October 2026. The supplier, its customers and the client are not named in this copy; a client's report names them in full. 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, on your volume. Five factories that make this syringe quote it at \$16.00 to \$17.50 per 1,000 pieces FOB. You pay \$22.50.

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

Factory quotes
 Cheapest quote
 Your price today

Quote 2		\$40.98
Quote 1		\$41.62
Quote 3		\$42.04
Quote 4		\$42.90
Quote 5		\$44.17
India break-even		\$40.98
Your price today		\$54.81

Factory price, ocean freight at the published index rate, insurance and the duty in force. Quotes 1 to 5 are factories that make this syringe, from our files, January to August 2026. The India bar is the factory price at which an Indian maker lands level with the cheapest quote, at India's 10% duty.

THE FOUR ANSWERS

What the check found

FACTORY OR TRADING COMPANY?



A factory

It makes syringes at its own address. Its ISO 13485 certificate was read by us, and the US customs record holds cargo shipped under its own name.

US CUSTOMERS AND TREND



Low, and falling

Three shipments under the name on your invoice between 2015 and 2021, none since. Under the fuller legal name, 82 shipments since 2007, the last in 2024. Four or five a year at most. Your orders would be among its few US shipments.

CUSTOMS OR SANCTIONS FLAG



None

No match on the US sanctions list or the forced-labour entity list, checked 21 October 2026. The product itself carries a 112.5% duty when made in China.

IS THE PRICE FAIR?



No

29% to 41% above what factories quote for this syringe today. Landed at Los Angeles, the cheapest quote in our files is 25% below your price.

THE ARITHMETIC

How the price was judged

USD per 1,000 pieces, Los Angeles	Your price today	Cheapest quote
Factory price, FOB China	\$22.50	\$16.00
Ocean freight, Shanghai to Los Angeles	\$6.93	\$6.93
Insurance, 0.3% of the factory price	\$0.07	\$0.05
US duty, 112.5% of the factory price	\$25.31	\$18.00
Landed, before port charges	\$54.81	\$40.98

The difference is \$13.83 per 1,000 pieces, 25%. On 2,400,000 pieces a year that is about \$33,197. The duty is the largest line: syringes made in China pay 100% under the 2024 US tariff action on syringes and needles plus 12.5% under the July 2026 action, both on the factory price. A syringe made in India pays 10%.

The customs record

Read on	Under which name	Shipments	Last shipment
22 October 2026	The name on your invoice	3	November 2021
13 August 2026	The fuller legal name	82	May 2024

Under the name on your invoice: two shipments to a buyer in Canada (2015 and 2016) and one to a US buyer (November 2021, 20 cartons, 556 kg). Under the fuller legal name: 82 US shipments since 2007 to three named consignees, the most recent in April and May 2024. The two names share one address. A real, modest exporter whose US volume is not growing.

NEXT

What to do now

- 01 Take the range on page 2 to your supplier and ask for a price inside it, held for 90 days.
- 02 If the answer is no, a Price Case gets three to five verified quotes on the factory's own paper, landed at your port, with a one-page note for your supplier.
- 03 Ask about India. At 10% duty against 112.5%, an Indian maker could quote almost twice the China factory price and still land level.

What was read

The US customs record through ImportYeti (source: US Customs and Border Protection), 22 October 2026. A second commercial customs database, summary page, 13 August 2026. The supplier's ISO 13485 certificate and its own documents, 13 August 2026. The OFAC sanctions list and the UFLPA entity list, 21 October 2026. Hielux quote history: five quotes for the same product from factories that make it, January to August 2026.

Freight: Freightos Baltic Index FBX01, China/East Asia to US West Coast, week 40 of 2026, USD 8,319 per 40 ft container, published 5 October 2026. India freight: a forwarder's live capture, Nhava Sheva to Los Angeles, USD 8,252 per 40 ft high cube, 11 October 2026, not a published index. Duty: the US tariff schedule with the 2024 action on syringes and needles from China and the July 2026 action, last checked 9 September 2026.

Not verified in this check

The supplier's registered capital, company number and owners: the Chinese registries block automated reading, and this is closed cheaply in a Price Case. The supplier was not contacted. The quotes in our files carry their dates; a Price Case obtains fresh quotes on your exact specification.

Packing density is taken as 1,200,000 pieces per 40 ft container for every row. Charges at the port of entry and US entry fees are not included. 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.