

# China Sourcing Report: Medical Products & Supplies

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## Abstracts

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Prices of medical products and supplies from China are anticipated to increase in coming months due mainly to high material costs. Spending for various manufacturing inputs has been on the rise since late-2010. Cotton, latex and plastic such as PVC and PE are among the materials affected.

Among the suppliers interviewed for this report, 74 percent foresee the need to offset additional outlay with higher quotes.

Companies are implementing varying methods to mitigate the continuous pressure climbing costs are putting on prices. These include switching to less expensive materials that do not compromise capability and quality. Some makers plan to streamline manufacturing procedures as well.

A number of companies will also improve certain performance and safety aspects in upcoming releases to boost buyer appeal.

## Key findings

Many makers across the industry's various categories are employing advanced technologies in new models. Microprocessor controls and computer systems intended to replicate human body processes are among the examples. Under this endeavor, output of magnetostriction dental cleaners in particular is expected to rise.

A growing number of suppliers will be incorporating components that enable

better performance. Utilization enables wider capability as well. Such parts can be sourced locally, although procuring from other countries is a popular option to increase accuracy and quality. Some companies are also looking at material selection to boost performance. These R&D steps, however, often require makers to spend more on inputs, consequently pushing up prices.

Manufacturers are adding features that enhance convenience. These include USB connectivity for data transfer and ports allowing the use of external displays. Select items are equipped with one-touch keys to simplify operation. Software upgrades may be included.

The US and the EU are anticipated to remain the primary overseas markets for China's medical products and supplies. Demand for the various categories is strong in these areas as health care is highly important there.

Expectations for international shipments are generally positive. In fact, nearly all featured companies anticipate sales figures to improve on those of previous months.

## **Scope & methodology**

This report covers the major categories of China's medical products and supplies industry, namely dentistry equipment and supplies, medical diagnostic instruments, wound care products and patient care supplies.

The Industry Overview elaborates on issues affecting production and exports. It also identifies the common strategies manufacturers are employing to boost sales and enhance overall competitiveness.

To reflect the industry structure, the majority of the suppliers featured in this report are local, privately owned enterprises. Publicly listed businesses are also covered.

The provinces of Guangdong and Jiangsu are the main production centers. Reflecting this structure, about 50 percent of featured companies are based in these locations.

To produce this report, Global Sources interviewed a wide range of suppliers. Rather than focus simply on high-profile makers, we compiled a representative sample of large, midsize and emerging manufacturers. All profiled companies are export-oriented

professional suppliers that are verified by Global Sources.

Each supplier is confirmed to be authentic with a legally registered business. All companies are visited three or more times by Global Sources to ensure they are export-ready and have real offices and products.

The listed contact person has been verified to represent the registered company. In each case, companies were required to answer specific questions designed to verify their manufacturing and export credentials.

All profiled suppliers participated in a survey designed to provide insight into price trends, sales outlook and target markets in the next six to 12 months. All survey questions are single choice. Results were calculated based on the actual number of valid responses to each question.

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