

# Medical Products & Supplies

Essential sourcing intelligence

May 2011

US\$395

## China supplier profiles

Detailed profiles of 30 verified suppliers and contact details of an additional 26 exporters

## Product gallery

Specifications and full-color images of 78 top-selling products

## Industry trends

Coverage of current issues, plus insight into products, pricing, R&D and supply centers



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Supplier capability in China

## MEDICAL PRODUCTS & SUPPLIES

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

1. 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.
2. 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.
3. 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.
4. 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.
5. 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.

### Global Sources supplier rankings

★★★★★

Suppliers are ranked using a 6-star ranking system. Companies with a higher star ranking provide more business information and verification reports on their Global Sources online homepages.

Suppliers rated 5 or 6 stars have a Credit Check report from First Advantage or Sino-Trust and a Supplier Capability Assessment report provided by Bureau Veritas online.

The rankings are correct at the time of publication and may be subject to change.

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## 3H Medical Corp.



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3H's medical products and supplies line consists of pieces for wound and patient care, accounting for 90 percent of the company's total annual sales of \$10 million.

Most of the output is intended for overseas destinations. Forty percent of international shipments go to North America, which will remain the target market in coming months. The EU, the

Middle East, the Asia-Pacific region, Brazil, Chile and Eastern Europe share the rest.

The supplier anticipates more than 20 percent growth in export sales this year. In support of development efforts and to compensate for the continuous rise in raw material costs, 3H will expand capital investment up to 50 percent.

### Company facts

Year established	2004
Business type	Manufacturer
Company ownership	Mainland China-owned
Head office location	Nanjing (Jiangsu)
Factory location	Nanjing (Jiangsu)
No. of full-time employees	500
Annual sales (all products)	\$10.0mn
Annual R&D spending	\$20,000

### Sales & output: Medical products & supplies

Annual sales	\$9.0mn
Share of total sales	90%
Annual export sales	\$8.0mn
Total monthly capacity	2,200,000 pieces
Average monthly output	2,000,000 pieces
Capacity utilized	91%
Average monthly exports	1,800,000 pieces
Export ratio	90%

### Contact details

Business contact	WANG Nancy
Phone	(86-21) 6082-0533
Fax	(86-21) 6082-0531
E-mail	info@3hmedical.com
URL	www.3hmedical.com www.globalsources.com/3hmedical.co
Address	5 Zhushang Road, Gaochun Economic Development Zone, Nanjing, Jiangsu, China



**Model:** 1001014

**MOQ:** 5,000 pieces

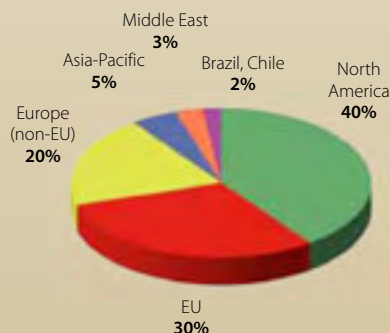
**Description:** Flexible bandage; nonwoven; latex-free; self-adhesive; breathable; no sticky residue; 457.2cm long; 2.54, 5.08, 7.62, 10.16, 12.7 or 15.24cm wide; FDA, CE

See more popular export models in the [Product Gallery](#).

### Exports by product



### Exports by market



## PRODUCT GALLERY

### Medical diagnostic instruments



**Andon**

(profile page 27)

**Model:** KD-5962

**MOQ:** 2,000 units

**Description:** Digital blood pressure monitor; automatic; ABS; 0 to 300mmHg measuring range;  $\pm 3$ mmHg accuracy; speech function; classification indicator; 10.6x6.6cm touchscreen LCD; stores 60 readings with time and date stamps; auto shut-off; 22 to 30cm arm circumference



**Andon**

(profile page 27)

**Model:** KD-738

**MOQ:** 2,000 units

**Description:** Electronic blood pressure monitor; automatic; buttons incorporated in ABS housing;  $\pm 3$ mmHg accuracy; classification indicator; lensless design; 6.9x4.7cm LCD; systolic, diastolic pressure, pulse rate displayed separately; stores 60 readings with time and date stamps



**Andon**

(profile page 27)

**Model:** KD-605

**MOQ:** 2,000 units

**Description:** Blood glucose monitor; amperometric technology using glucose oxidase; 20 to 600 mg/dl (1.1 to 33.3mmol/L) measuring range; 0.7 $\mu$ L blood volume; 5s testing; 5x3.5cm LCD; classification indicator; stores 350 readings with time and date stamps; 11.2x5x2.2cm



**China Shikang**

(profile page 28)

**Model:** WH3030

**MOQ:** 1 unit

**Description:** ECG monitor; 11.2cm wide recording roll or fan-folded paper; 14.5cm LCD; LAN port; standard 12 leads, simultaneous acquisition;  $>50$ ohm impedance; 0.05 to 150Hz frequency response;  $>100$ dB CMRR; detailed analysis report, representative beats



**China Shikang**

(profile page 28)

**Model:** WH300

**MOQ:** 500 units

**Description:** Oscillometric blood pressure monitor; upper arm type; PC link, IHB signal; 3mmHg, 5% accuracy; 30 to 280mmHg pressure, 40 to 195 beats/min pulse rate; stores 99 sets with time and date stamps for four persons; four sets per day; averages last three results



**Dongguan Xintai**

(profile page 29)

**Model:** HT-820

**MOQ:** 120 units

**Description:** Noncontact IR thermometer; ABS; 32 to 43 C, 93.2 to 109 F;  $\pm 0.3$  C,  $\pm 0.6$  F accuracy

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