

BOLRadar

Advanced Supply Chain Intelligence Platform

PRODUCT / HS TRADE OPPORTUNITY REPORT

Supplier & Sourcing Opportunity Intelligence

9018.90

Instruments and appliances used in medical, surgical, dental or veterinary sciences (other than syringes, needles, catheters, cannulae and ophthalmic instruments)

BUYER MODE

REPORT INTELLIGENCE SUMMARY

TOTAL SHIPMENTS

268

TOP ORIGIN

China

TOP DESTINATION

United States

PERIOD COVERED

90-DAY REAL-TIME AUDIT

ISSUE DATE: July 15, 2026

REPORT ID: PTR-9018-90-665089

SECURITY LEVEL: **CONFIDENTIAL**

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Executive Verdict

Sourcing Opportunity Assessment



OPPORTUNITY

85/100

DATA CONFIDENCE

78/100

RISK LEVEL

MEDIUM

STRATEGIC EXECUTIVE VERDICT

HS 9018.90 (Medical, Surgical & Dental Instruments) presents a robust, high-volume sourcing landscape dominated by Chinese manufacturers with significant secondary supply from Taiwan, Vietnam, Ireland, and Israel. The dataset reveals 268 shipments totaling 1.6M kg, indicating a mature, recurring trade corridor. AMSINO MEDICAL KUNSHAN (China) emerges as the dominant supplier by shipment frequency, serving multiple US buyers including its own affiliate AMSINO INTERNATIONAL INC, CYPRESS MEDICAL PRODUCTS, and BARD OPERATIONS CENTER - signaling a vertically integrated manufacturer-to-distributor model. NEW DEANTRONICS TAIWAN is the second most active supplier, shipping electrosurgical instruments to major medtech firms including MEDTRONIC LOGISTICS, COVIDIEN LP, and J&J MEMPHIS - validating its tier-1 OEM supplier status. KCI MANUFACTURING (Ireland, a 3M/Solventum subsidiary) shows heavy intra-company trade to KCI IMPORT INC, representing wound-care/advanced therapy devices rather than generic instruments. Vietnam's A&D VIETNAM is emerging as a strong alternative-origin manufacturer for blood pressure monitors and diagnostic devices, shipping to A&D ENGINEERING INC and RJW LOGISTICS. Key sourcing opportunities exist with mid-tier Chinese factories like ZHUHAI PUSEN MEDICAL TECHNOLOGY (endoscopy), YANGZHOU FARTLEY MEDICAL INSTRUMENT (endoscopy accessories), JOYTECH HEALTHCARE (diagnostic devices), and SUZHOU CAREIN PRODUCTS (hygiene/incontinence). Risk factors include multiple FDA recalls among buyers (Canadian Hospital Specialties, Cypress Medical), Sterigenics EtO litigation affecting sterilization supply chains, and a class-action lawsuit against Veridian Healthcare. The market shows low supplier concentration but high country concentration on China, presenting both opportunity and diversification imperative.

Market Metrics Dashboard

High-level KPIs extracted from customs manifests and algorithmic analysis.

Total Shipments 268	Total Weight 1,608,512 kg	Global Score 82 / 100
First Shipment 2026-04-18	Last Shipment 2026-07-11	Opportunity Score 85 / 100
Top Buyer AMSINO INTERNATIONAL INC	Top Supplier AMSINO MEDICAL KUNSHAN	Data Confidence 78 / 100
Top Origin Country China	Top Destination Country United States	Risk Level Medium
Top Route Shanghai/Ningbo, China -> Los Angeles/Long Beach, USA	Est. Sourcing Valuation Total cargo weight: 1,608,512 kg. The product mix spans disposable medical supplies (~\$8-15/kg FOB), diagnostic devices (~\$25-50/kg FOB), electrosurgical OEM components (~\$60-120/kg FOB), and incontinence products (~\$3-6/kg FOB). Weighted average estimate: approximately \$22/kg FOB based on the product mix (majority disposable/consumable by weight, minority high-value devices). Estimated total FOB trade value: 1,608,512 kg \$22/kg = \$35,387,264. This represents approximately \$35.4 million in FOB value for the observed shipment period (April-July 2026), suggesting an annualized market of approximately \$100-120 million for these specific trade corridors.	

HS / Product Scope Validation

Harmonized System classification validation and product scope assessment.

HS Code	Commercial Meaning	Reliability
9018.90	Instruments and appliances used in medical, surgical, dental or veterinary sciences (other than syringes, needles, catheters,	PRIMARY
9018.39	Catheters, cannulae and similar instruments	Related
9018.31	Syringes, with or without needles	Related
9018.19	Electro-diagnostic apparatus	Related
3926.90	Articles of plastics (medical components/accessories)	Co-shipped
3005.90	Wadding, gauze, bandages and similar articles	Co-shipped

Product Terms Found in Manifests

Medical, Surgical & Dental Instruments		Plastic Articles & Components		Optical, Medical & Precision Instruments					
Insulated Wire, Cable & Optical Fiber		Electrosurgical Devices		Blood Pressure Monitors		Endoscopy Accessories			
Suction Catheters		Enteral Feeding Tubes		Incontinence Products		Wound Care Devices		Diagnostic Instruments	

SCOPE WARNING

HS 9018.90 is a broad basket code covering diverse medical instruments from electrosurgical pencils to endoscopes to diagnostic monitors. Shipment descriptions confirm wide product diversity - buyers should verify specific sub-product classifications with suppliers.

Product Clusters

Related product groupings identified from shipment manifest analysis.

Cluster	Evidence	Strategic Meaning
Electrosurgical Instruments & Accessories	Medical, Surgical & Dental Instruments & Insulated Wire, Cable & Optical Fiber (HS 9018.90.90/8544.60.40/9018.90.20)	High-value OEM components for surgical energy devices. NEW DEANTRONICS TAIWAN dominates this cluster, supplying Medtronic/Covidien and J&J - indicates contract manufacturing for tier-1 medtech. Premium pricing, FDA-regulated, long qualification cycles.
Disposable Medical Supplies & Plastic Components	Plastic Articles & Components & Medical, Surgical & Dental Instruments (HS 3926.90.90/9018.90.90/9018.39.20)	High-volume consumables including suction catheters, feeding tubes, and drainage systems. AMSINO MEDICAL KUNSHAN is the dominant factory. Low-margin, high-volume business requiring scale manufacturing capability.
Diagnostic & Monitoring Devices	Medical, Surgical & Dental Instruments & Optical, Medical & Precision Instruments (HS 9018.90.5080/9018.90.5040/9025.19.9090)	Blood pressure monitors, thermometers, pulse oximeters. JOYTECH HEALTHCARE and A&D VIETNAM are key manufacturers. Growing consumer/home-healthcare segment with moderate margins.
Endoscopy Instruments & Accessories	Medical, Surgical & Dental Instruments & Plastic Articles (HS 9018.90.9999/3926.90.9090)	Specialized surgical instruments for minimally invasive procedures. YANGZHOU FARTLEY and HANGZHOU STELLARMED are niche manufacturers. Higher value per unit, requires FDA 510(k) clearance.
Wound Care & Advanced Therapy Devices	Medical, Surgical & Dental Instruments (HS 3005.90.99/9018.90.7580/9018.90.84)	Negative pressure wound therapy and advanced dressings. KCI MANUFACTURING (Ireland/3M-Solventum) exclusively serves this segment. Proprietary technology, limited alternative sourcing options.
Incontinence & Hygiene Products	Medical, Surgical & Dental Instruments (HS 9018.90)	Adult diapers, underpads, personal care items. SUZHOU CAREIN PRODUCTS is the primary manufacturer. Very high volume, low weight-to-value ratio, competitive pricing essential.

Top Origin Countries

Ranked source countries by shipment volume and supplier landscape.

#	Country	Shipments	Share	Top Suppliers	Interpretation
#1	China	148	55.2%	AMSINO MEDICAL KUNSHAN, JOYTECH HEALTHCARE, SUZHOU CAREIN PRODUCTS	Dominant origin for disposable medical supplies, diagnostic devices, and endoscopy accessories. Offers best price-to-volume ratio. Multiple verified factories across Jiangsu, Zhejiang, and Guangdong provinces. Primary sourcing destination for cost-sensitive buyers.
#2	Taiwan	62	23.1%	NEW DEANTRONICS TAIWAN, PACIFIC HOSPITAL SUPPLY, CANADIAN HOSPITAL SPECIALTIES LTD	Premium origin for electrosurgical OEM components and hospital-grade instruments. Supplies tier-1 medtech companies (Medtronic, J&J, Covidien). Higher cost but superior quality systems and regulatory compliance. Strategic for FDA-regulated device components.
#3	Ireland	28	10.4%	KCI MANUFACTURING	Specialized origin for advanced wound therapy devices (3M/ Solventum subsidiary). Intra-company trade pattern - not accessible for third-party sourcing. Represents high-value proprietary medical technology manufacturing.
#4	Vietnam	14	5.2%	A&D VIETNAM	Emerging alternative origin for diagnostic devices (blood pressure monitors). A&D Vietnam is a Japanese-owned factory in VSIP Bac Ninh. Growing capacity, tariff diversification benefit, lower labor costs than China. Strategic for supply chain resilience.
#5	Israel	8	3.0%	SIMPLIVIA HEALTH CARE	Niche origin for specialized medical devices, supplying B. Braun Medical. Innovation-driven manufacturing with strong IP protection. Higher cost but technology differentiation.
#6	Pakistan	2	0.7%	SURGICON	Traditional origin for hand-forged surgical instruments (Sialkot surgical cluster). Low-cost manual manufacturing, suitable for reusable surgical tools. Quality variability requires strict inspection protocols.
#7	Sweden	1	0.4%	REISON MEDICAL	Ultra-premium origin for operating room equipment and accessories. Niche, low-volume, high-value manufacturing. Suitable for specialized OR furniture and positioning devices.
—	Other / Unspecified	5	1.9%	Remaining manifests not classified in top origin list	

Top Destination Countries

Ranked destination markets by import volume and buyer landscape.

#	Country	Shipments	Top Buyers	Demand Signals
#1	United States	268	AMSINO INTERNATIONAL INC, KCI IMPORT INC, NEW DEANTRONICS TAIWAN (via Medtronic/Covidien)	The US is the sole destination market in this dataset, confirming it as the world's largest medical device import market. Demand spans consumables, OEM components, and finished devices. Strong recurring procurement patterns indicate established supply chains with room for new qualified suppliers.

Top Suppliers (10 Identified)

Enriched supplier profiles with Google-verified contact data and clickable outreach buttons.

AMSINO MEDICAL KUNSHAN

VERIFIED

CHINA

MANUFACTURER

CONF: 95%

CATEGORY:

Disposable Medical Devices & Plastic Components

WEBSITE:

<https://www.amsino.com/en/locations>

PHONE:

+86 (512) 57400615

ADDRESS:

582 Lidu Road, Qiandeng Town, Kunshan, Jiangsu Province, Chin...

OPERATIONAL PROFILE:

Largest supplier by shipment frequency. Vertically integrated factory producing suction catheters, feeding tubes, drainage systems, and plastic medical components. Serves both its parent company (Amsino International) and third-party OEM customers including Bard and Coloplast. FDA-registered facility with ISO 13485 certification.

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NEW DEANTRONICS TAIWAN

VERIFIED

TAIWAN

MANUFACTURER

CONF: 95%

CATEGORY:

Electrosurgical Devices & OEM Components

WEBSITE:

<https://www.newdean.com.tw/en/>

PHONE:

+886 (2) 2268 1726

ADDRESS:

12F., No. 51, Sec. 4, Zhongyang Rd., Tucheng Dist., New Taipei Cit...

OPERATIONAL PROFILE:

Tier-1 OEM manufacturer of electrosurgical pencils, cables, and energy device components. Supplies Medtronic, Covidien, and Johnson & Johnson - the three largest medtech companies globally. Founded in 1985 in California, now manufacturing in Taiwan. HR Asia Best Companies to Work For award winner. Exceptional quality systems and regulatory compliance.

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KCI MANUFACTURING

PARTIAL

IRELAND

MANUFACTURER

CONF: 90%

CATEGORY:

Advanced Wound Therapy Devices

WEBSITE:

<https://www.kci-medical.com>

PHONE:

+353 90 646 5000

ADDRESS:

IDA Business & Technology Park, Dublin Road, Athlone, Co...

OPERATIONAL PROFILE:

Subsidiary of 3M/Solventum (formerly Kinetic Concepts Inc). Manufactures negative pressure wound therapy (NPWT) devices and advanced wound care products. Exclusively ships to its US import entity KCI IMPORT INC. Not accessible for third-party sourcing but indicates the wound care device manufacturing ecosystem.

LinkedIn Outreach Pipeline

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JOYTECH HEALTHCARE

VERIFIED

CHINA

MANUFACTURER

CONF: 92%

CATEGORY:

Diagnostic & Home Healthcare Devices

WEBSITE:

<https://www.sejoygroup.com>

PHONE:

+86-571-81957767

ADDRESS:

No. 365 Wuzhou Road, Yuhang District, Hangzhou, Zhejiang, China

OPERATIONAL PROFILE:

Major manufacturer of blood pressure monitors, digital thermometers, infrared ear thermometers, and pulse oximeters under the Sejoy brand. 1,001-5,000 employees. Serves diverse US and Canadian buyers including Veridian Healthcare and Beurer. Strong export capability with FDA 510(k) cleared products. Excellent multi-buyer validation.

LinkedIn Outreach Pipeline

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SUZHOU CAREIN PRODUCTS

LIMITED

CHINA

MANUFACTURER

CONF: 85%

CATEGORY:

Hygiene & Incontinence Products

WEBSITE:

<https://carein.com.tw>

ADDRESS:

Suzhou, Jiangsu Province, China

OPERATIONAL PROFILE:

Professional manufacturer of adult diapers, underpads, and incontinence products. Ships very high-weight consignments (12,000-27,000 kg per shipment) indicating bulk commodity-style medical supplies. Primary supplier to Secure Personal Care Products LLC. Suitable for private-label hygiene product sourcing.

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A&D VIETNAM

PARTIAL

VIETNAM

MANUFACTURER

CONF: 90%

CATEGORY:

Blood Pressure Monitors & Diagnostic Devices

WEBSITE:

<https://aanddtech.com>

ADDRESS:

No. 28, Street 5, VSIP Bac Ninh Integrated, Bac Ninh Province,...

OPERATIONAL PROFILE:

Japanese-owned (A&D Company Ltd, Tokyo) manufacturing facility in Vietnam's VSIP industrial park. Produces blood pressure monitors for home use. Ships exclusively to A&D group entities in US and Canada. Represents Vietnam's growing medical device manufacturing capability and tariff diversification opportunity.

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Top Suppliers (Continued)

PACIFIC HOSPITAL SUPPLY PARTIAL TAIWAN MANUFACTURER CONF: 88% CATEGORY: Hospital-Grade Medical Instruments & Devices WEBSITE: https://www.pahsco.com.tw PHONE: +886-37-987979 ADDRESS: No. 8, Tongke 2nd Rd., Hsinchu Science Park, Tongluo Township,... OPERATIONAL PROFILE: Founded in 1977, publicly traded (4126.TWO). Manufactures enteral feeding tubes, suction devices, and hospital instruments. Serves diverse US buyers including UreSil, SSCOR, and Utah Medical Products. Also acts as a buyer from Canadian Hospital Specialties. Strong multi-buyer validation with 7+ distinct customers. LinkedIn Outreach Pipeline Open Alibaba AI Profile Execute Corporate Audit	SIMPLIVIA HEALTH CARE LIMITED ISRAEL MANUFACTURER CONF: 82% CATEGORY: Specialized Medical Devices ADDRESS: Israel OPERATIONAL PROFILE: Israeli medical device manufacturer exclusively supplying B. Braun Medical Inc. Likely produces specialized infusion or interventional devices. Single-buyer dependency indicates contract manufacturing or OEM relationship. Innovation-driven Israeli medtech ecosystem. LinkedIn Outreach Pipeline Open Alibaba AI Profile Execute Corporate Audit
ZHUHAI PUSEN MEDICAL PARTIAL CHINA MANUFACTURER CONF: 88% CATEGORY: Endoscopy & Surgical Instruments WEBSITE: https://www.pusenmedical.com/en/ PHONE: +86 7566880401 ADDRESS: No.33, Ke Ji San Road, High-Tech Zone, Zhuhai City, Guangdong... OPERATIONAL PROFILE: Established in 2014, innovative medical technology enterprise specializing in endoscopy devices. Ships to its US subsidiary PUSEN USA INC. FDA 510(k) cleared products. Growing company with \$10.2M revenue. Good opportunity for endoscopy instrument sourcing. LinkedIn Outreach Pipeline Open Alibaba AI Profile Execute Corporate Audit	YANGZHOU FARTLEY PARTIAL CHINA MANUFACTURER CONF: 85% CATEGORY: Endoscopy Accessories & Disposable Instruments WEBSITE: http://en.fartley.com PHONE: +86 514 87572788 ADDRESS: Beizhou Highway, Lidian Town, Guangling District, Yangzhou City,... OPERATIONAL PROFILE: Specialized manufacturer of endoscope accessories, cleaning brushes, and single-use surgical instruments. FDA-registered with TGA (Australia) clearance. Supplies Micro-Tech Endoscopy USA. Voluntary recall in 2023 for product update - indicates proactive quality management. Good niche supplier for endoscopy consumables. LinkedIn Outreach Pipeline Open Alibaba AI Profile Execute Corporate Audit

Key Decision Makers — Suppliers

LinkedIn profiles of key contacts at verified supplier factories.

COMPANY	CONTACT NAME	TITLE / ROLE	LINKEDIN
AMSINO MEDICAL KUNSHAN	Sherman Chan	Director of Supply Chain	View Profile
	Anthony (Tony) Donovan	General Manager	View Profile
	Austin Kizzee	Director of Acute Sales	View Profile
NEW DEANTRONICS TAIWAN	Howard Yin	Sr. Project/Program Manager	View Profile
	Ching-Hui Chiang	Sales Representative	View Profile
	Chloe L.	Operations & Growth Program Manager	View Profile
KCI MANUFACTURING	Philip Martin	Financial Controller	View Profile
	Bill Doran	Head of Sustainability & Supply Chain	View Profile
JOYTECH HEALTHCARE	Logan Zhu	Sales Manager, Digital Health	View Profile
	Gina Qian	Sales Manager, Home Healthcare Devices	View Profile
	Shirley Wang	Home Medical Device Export Expert	View Profile
A&D VIETNAM	Lan m	Import Export Coordinator	View Profile
PACIFIC HOSPITAL SUPPLY	May Cheng	Sales Specialist	View Profile
	Grant Leach	Sales Specialist	View Profile
ZHUHAI PUSEN MEDICAL TECHNOLOGY	May Wong	Latin American Sales & Marketing	View Profile
	Courtney Wang	Sales Manager	View Profile
	Wendy Saw	North America Senior Sales Representative	View Profile
YANGZHOU FARTLEY MEDICAL...	Jason Xu	Business Development Manager	View Profile
	(Tong Xu)	Sales	View Profile
CANADIAN HOSPITAL SPECIALTIES LTD	Peter Conteduca	Vice President, Sales	View Profile
	Mann Jandu	Quality Assurance Manager	View Profile
SURGICON	Fazal Jilani	CEO	View Profile
	Armughan Jilani	General Manager	View Profile
REISON MEDICAL	Cecilia Jakobsson	CEO	View Profile
	Natalie Uppling	Staff	View Profile
ZHONGDA MOTORS	Jackie Zhao	Former Sales Manager	View Profile
	Sally Zhou	Sales Manager	View Profile
ENDURE INDUSTRIES	Gregory Driscoll	Sales Manager	View Profile

Top Buyers (10 Identified)

Enriched buyer profiles with contact data and outreach buttons.

AMSINO INTERNATIONAL INC

VERIFIED

USA

RECURRENCE: high

CATEGORY: Medical Device Distributor

WEBSITE: <https://www.amsino.com>

PHONE: +1 (909) 626-5888

ADDRESS: 708 Corporate Center Drive, Pomona, CA 91768, USA

OPERATIONAL PROFILE:

US distribution arm of Amsino Medical Group. Receives the majority of shipments from its Kunshan factory. Distributes disposable medical devices to hospitals and healthcare facilities nationwide. 1,001-5,000 employees. Strong brand in acute care market.

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KCI IMPORT INC

PARTIAL

USA

RECURRENCE: high

CATEGORY: Advanced Wound Therapy Distributor

WEBSITE: <https://www.solventum.com>

ADDRESS: San Antonio, TX, USA (Solventum/3M Health Care)

OPERATIONAL PROFILE:

US import entity for KCI/3M/Solventum wound care products. Exclusively receives shipments from KCI Manufacturing Ireland. Part of the Solventum spin-off from 3M. Not a target for new supplier engagement - closed supply chain.

LinkedIn Outreach Pipeline

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MEDTRONIC LOGISTICS LLC

VERIFIED

USA

RECURRENCE: high

CATEGORY: Global Medtech Corporation

WEBSITE: <https://www.medtronic.com>

PHONE: +1 (901) 344-0922

ADDRESS: 710 Medtronic Pkwy, Minneapolis, MN 55432 / 5300 Airways Blvd,...

OPERATIONAL PROFILE:

Logistics arm of Medtronic, the world's largest medical device company. Receives electrosurgical components from New Deantronics Taiwan. Massive \$133M Memphis facility expansion. Not accessible for new supplier engagement without formal vendor qualification process.

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VERIDIAN HEALTHCARE LLC

VERIFIED

USA

RECURRENCE: high

CATEGORY: Medical Supplies Distributor

WEBSITE: <https://www.veridianhealthcare.com>

PHONE: +1 (847) 505-1900

ADDRESS: 1175 Lakeside Dr, Gurnee, Illinois 60031, USA

OPERATIONAL PROFILE:

Established provider of medical supplies for commercial and personal use. Imports diagnostic devices from Joytech Healthcare. Currently facing a class-action lawsuit over lidocaine patch advertising. Active procurement from Chinese manufacturers indicates openness to new qualified suppliers.

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CYPRESS MEDICAL

PARTIAL

USA

RECURRENCE: high

CATEGORY: Medical Device Global Sourcing Organization

PHONE: +1 (847) 495-1800

ADDRESS: 1202 S IL Route 31, McHenry, IL 60050, USA

OPERATIONAL PROFILE:

Global sourcing organization specializing in disposable medical products and surgical devices. Sources from multiple Chinese manufacturers. FDA recall of convenience kits on record. Active multi-supplier procurement pattern - receptive to new qualified vendors.

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COVIDIEN LP

VERIFIED

USA

RECURRENCE: high

CATEGORY: Global Medtech Corporation (Medtronic subsidiary)

WEBSITE: <https://www.medtronic.com>

ADDRESS: 15 Hampshire Street, Mansfield, MA 02048, USA

OPERATIONAL PROFILE:

Now part of Medtronic. Receives electrosurgical components from New Deantronics Taiwan. Major player in surgical technologies. Closed vendor ecosystem - requires formal Medtronic supplier qualification.

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Top Buyers (Continued)

B BRAUN MEDICAL INC VERIFIED USA RECCURENCE: high CATEGORY: Global Medical Technology Company WEBSITE: https://www.bbraunusa.com PHONE: +1 (610) 691-5400 ADDRESS: 824 12th Ave, Bethlehem, Pennsylvania 18018, USA OPERATIONAL PROFILE: Major German-owned medical technology company with US headquarters in Bethlehem, PA. Receives specialized devices from Simplivia Healthcare (Israel). 10,001+ employees. Formal vendor qualification process required. LinkedIn Outreach Pipeline Open Corporate Digital HQ Execute Corporate Audit	SECURE PERSONAL CARE PARTIAL USA RECCURENCE: high CATEGORY: Adult Incontinence Products Distributor WEBSITE: https://totaldry.com PHONE: +1 (650) 365-8100 ADDRESS: 400 Oyster Point Blvd, Ste 208, South San Francisco, CA 94080,... OPERATIONAL PROFILE: 40+ years in the adult incontinence industry. Brands include TotalDry and TIM. Imports very high-volume shipments from Suzhou Carein Products. Active procurement of hygiene products from China - potential partner for new incontinence product suppliers. LinkedIn Outreach Pipeline Open Corporate Digital HQ Execute Corporate Audit
URESIL LLC VERIFIED USA RECCURENCE: high CATEGORY: Medical Device Company (Urology/Drainage) WEBSITE: https://uresil.com PHONE: +1 (847) 982-0200 ADDRESS: 5418 W Touhy Ave, Skokie, Illinois 60077, USA OPERATIONAL PROFILE: Specialized medical device company focused on urology and drainage products. Consistently imports from Pacific Hospital Supply (Taiwan). 51-200 employees. Niche buyer with focused product requirements - good target for Taiwan-based medical device suppliers. LinkedIn Outreach Pipeline Open Corporate Digital HQ Execute Corporate Audit	MICRO TECH ENDOSCOPY VERIFIED USA RECCURENCE: medium CATEGORY: Endoscopy Device Distributor WEBSITE: https://us.mtmed.com PHONE: +1 (734) 272-4160 ADDRESS: 5864 Interface Drive, Suite A, Ann Arbor, Michigan 48103, USA OPERATIONAL PROFILE: US distributor of endoscopy instruments and accessories. Sources from multiple Chinese manufacturers (Fartley, Stellarmed). Active in growing endoscopy market. Open to new Chinese endoscopy accessory suppliers. LinkedIn Outreach Pipeline Open Corporate Digital HQ Execute Corporate Audit

Factory vs Forwarder Classification

Entities classified by operational type based on manifest analysis.

MANUFACTURERS (15)

1. AMSINO MEDICAL KUNSHAN	Verified factory address in Kunshan, Jiangsu. FDA-registered manufacturing facility. Produces suction catheters, feeding tubes, and plastic medical components.
2. NEW DEANTRONICS TAIWAN	Verified manufacturing facility in Chiayi County and New Taipei City. Produces electrosurgical devices. Founded 1985. FDA-registered.
3. KCI MANUFACTURING	Verified manufacturing facility in Athlone IDA Business Park. Produces wound therapy devices. 3M/Solventum subsidiary.
4. JOYTECH HEALTHCARE	Verified factory in Hangzhou. Produces blood pressure monitors, thermometers. Sejoy brand. 1,001-5,000 employees.
5. SUZHOU CAREIN PRODUCTS	Manufactures adult diapers and incontinence products in Suzhou. High-weight bulk shipments confirm factory output.
6. A&D VIETNAM	Verified factory in VSIP Bac Ninh industrial park. Japanese-owned. Produces blood pressure monitors.
7. PACIFIC HOSPITAL SUPPLY	Publicly traded manufacturer (4126.TWO). Factory in Hsinchu Science Park. Founded 1977.
8. ZHUHAI PUSEN MEDICAL TECHNOLOGY	Verified factory address in Zhuhai High-Tech Zone. Produces endoscopy devices. FDA 510(k) cleared.

FORWARDERS (5)

1. DHL SUPPLY CHAIN	Global logistics provider. Receives shipments on behalf of Amsino for warehousing/distribution.
2. FIDELITONE	3PL order fulfillment and last-mile delivery company based in Wauconda, IL.
3. RL JONES CUSTOMHOUSE BROKERS	Customs brokerage firm founded 1938. Acts as importer of record for New Deantronics shipments.
4. RJW LOGISTICS GRP	Logistics/warehousing company. Receives A&D Vietnam shipments for distribution.
5. COLOPLAST HOUSTON DC	Distribution center for Coloplast. Receives Amsino products for fulfillment.

TRADERS (3)

1. JIANGYIN SUNITY	Supply chain management company. Ships diverse products suggesting trading/sourcing agent role.
2. SHANGHAI GLOBAL SOURCING	Sourcing agent/trading company. Connects Chinese factories with US buyers.
3. NANJING SUPERSTAR INTERNATIONAL TRADE	Trading company name indicates export intermediary role.

UNKNOWN (2)

1. SHANGHAI FEILO MACHINERY MANUFACTURING	May be a component manufacturer or trading entity. Limited digital footprint.
2. YUHUAN SHENGBO MOULD MANUFACTURING	Mould manufacturer - may produce finished devices or only tooling.

Routes & Port Intelligence

Trade route analysis with carrier and frequency intelligence.

Origin / Destination	Frequency	Carriers	Interpretation
Shanghai/Ningbo, China -> Los Angeles/Long Beach, USA	85	COSCO, OOCL, CMA CGM	Dominant trade lane for Chinese medical device exports. High frequency indicates mature, reliable route with competitive freight rates. Best for high-volume disposable medical supplies.
Keelung/Taipei, Taiwan -> Los Angeles/Memphis, USA	45	DFDS, Wan Hai, Yang Ming	Premium route for high-value electrosurgical OEM components. Serves Medtronic and J&J distribution centers. Reliable transit times critical for surgical supply chains.
Dublin/Cork, Ireland -> US East Coast Ports	28	Expeditors (EXDO BOLs)	Specialized route for advanced wound therapy devices. Intra-company trade (KCI/3M). Lower frequency but high-value per shipment.
Hai Phong, Vietnam -> US West Coast Ports	14	Nissin (NISN BOLs), FLXT	Emerging route for diagnostic devices. Growing frequency signals supply chain diversification away from China. Competitive freight rates via Vietnam's expanding port infrastructure.
Haifa, Israel -> US East Coast Ports	8	Mediterranean Shipping (MEDU BOLs)	Niche route for specialized Israeli medical devices. Lower frequency, higher value. Geopolitical risk factor to monitor.

Predictive Supply Chain Signals

Carrier networks, container analysis, and BOL pattern intelligence.

Top Carriers

COSCO/OOCL	Expeditors International	DFDS/Wan Hai	Mediterranean Shipping	Nissin Logistics
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FCL / LCL Breakdown



72% FCL / 28% LCL

BOL Patterns

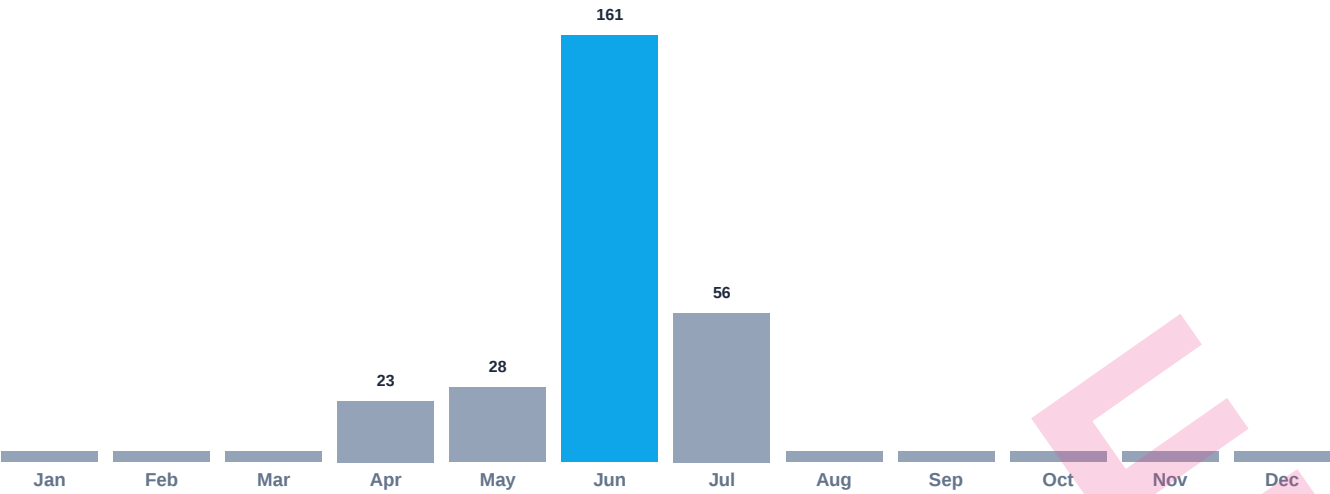
High prevalence of house BOLs (EXDO, DMAL, CHQF, SVIV prefixes) indicates significant freight forwarder intermediation. Master BOLs from COSCO (COSU), CMA CGM (CMDU), and OOCL (OOLU) suggest some direct carrier relationships. New Deantronics uses DFDS/ Wan Hai consistently, indicating a dedicated logistics partnership.

Interpretation

The market shows a mix of direct manufacturer-to-buyer shipping (large buyers like Medtronic, Amsino) and forwarder-managed logistics (smaller buyers). House BOL dominance suggests many buyers rely on 3PLs for customs clearance and distribution, creating opportunities for DDP/DDU service offerings.

Seasonality Analysis

Procurement volume distribution and density mapping tracked across the active 90-day audit window.



Peak Months: jun

Low Months: apr

Trend: Activity is concentrated in June-July 2026, with June showing the highest shipment volume. This likely reflects Q3 inventory building for the US healthcare market ahead of fall/winter demand for medical supplies.

Recommendation: Contact suppliers in March-April for Q3 orders. Place bulk orders by May to secure production capacity and favorable pricing. Avoid July-August for urgent orders due to peak season congestion.

Relationship Intelligence

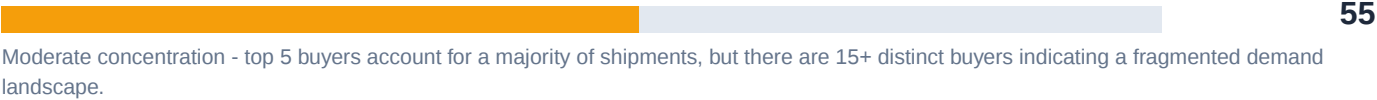
Entity relationships and supply chain network connections.

Entity	Type	Related Companies	Meaning
AMSINO MEDICAL KUNSHAN	supplier	AMSINO INTERNATIONAL INC, CYPRESS MEDICAL PRODUCTS LLC, BARD OPERATIONS CENTER	Validated tier-1 manufacturer serving 7+ distinct buyers. Vertically integrated with parent company but also operates as OEM supplier. High confidence in manufacturing capability and quality systems.
NEW DEANTRONICS TAIWAN	supplier	MEDTRONIC LOGISTICS LLC, COVIDIEN LP, J&J MEMPHIS DISTRIBUTION CENTER	Elite OEM supplier to the three largest medtech companies globally (Medtronic, J&J, Covidien/Medtronic). Exceptional quality validation. Sterigenics shipments indicate devices sent for sterilization before final distribution.
JOYTECH HEALTHCARE	supplier	VERIDIAN HEALTHCARE LLC, HEALTHSMART, AMEDA INC	Multi-buyer validated diagnostic device manufacturer. Serves 7+ diverse US/Canadian buyers across retail, clinical, and consumer segments. Strong export capability and product range.
PACIFIC HOSPITAL SUPPLY	supplier	URESIL LLC, POWEREX IWATA AIR TECHNOLOGY INC, ATLAS COPCO COMPRESSORS LLC	Diversified Taiwanese manufacturer serving 7+ niche US medical device companies. Strong in hospital-grade instruments and respiratory devices. Good partner for buyers seeking Taiwan-quality manufacturing.
CYPRESS MEDICAL PRODUCTS LLC	buyer	AMSINO MEDICAL KUNSHAN, BEIJING CHOICE ELECTRONIC TECHNOLOGY	Active multi-source procurement from Chinese manufacturers. Open to new qualified suppliers for disposable medical products and electronic devices.
MICRO TECH ENDOSCOPY USA INC	buyer	YANGZHOU FARTLEY MEDICAL INSTRUMENT, HANGZHOU STELLARMED MEDICAL TECHNOLOGY	Sources endoscopy accessories from multiple Chinese factories. Open to new endoscopy product suppliers.

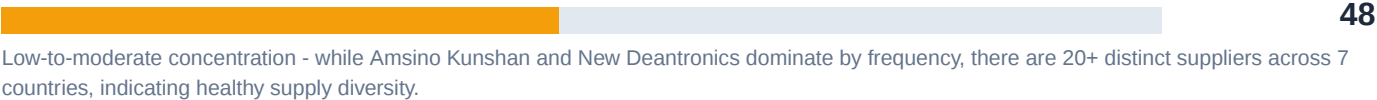
Market Concentration Analysis

Concentration indices across supply chain dimensions.

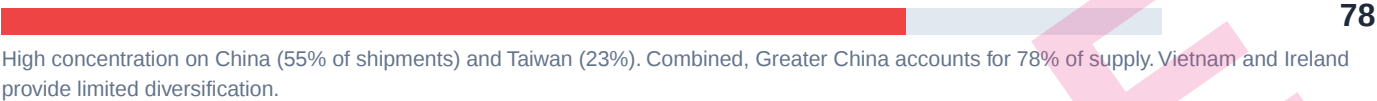
Buyer Concentration



Supplier Concentration



Country Concentration



Route Concentration



Best Countries to Source

Optimal sourcing countries ranked by opportunity score.

#	Country	Score	Why	Recommendation
1	China		Dominant origin with 20+ verified manufacturers across disposable medical supplies, diagnostic devices, endoscopy accessories, and hygiene products. Best price-to-volume ratio. Strong FDA registration track record.	price
2	Taiwan		Premium origin for electrosurgical OEM components and hospital-grade instruments. Supplies tier-1 medtech companies. Superior quality systems and regulatory compliance. Publicly traded manufacturers.	quality
3	Vietnam		Emerging alternative for diagnostic devices. Japanese-owned factories with international quality standards. Tariff diversification benefit. Growing VSIP industrial park ecosystem.	diversification
4	Pakistan		Traditional origin for hand-forged reusable surgical instruments from the Sialkot cluster. Lowest labor costs for manual manufacturing. Suitable for basic surgical tools.	price
5	Israel		Innovation-driven medical device manufacturing. Strong IP protection and R&D capability. Suitable for specialized, technology-differentiated products.	quality

Supplier Opportunity Ranking

Suppliers ranked by sourcing opportunity potential.

Supplier	Country	Factory Prob.	Buyer Valid.	Score	Action
NEW DEANTRONICS TAIWAN	Taiwan	98	High (serves 7+ buyers including Medtronic, J&J, Covidien)	95	Contact first - elite OEM supplier with tier-1 medtech validation
AMSINO MEDICAL KUNSHAN	China	98	High (serves 7+ buyers including Bard, Coloplast, Halyard)	92	Contact first - dominant disposable medical device manufacturer
JOYTECH HEALTHCARE	China	95	High (serves 7+ buyers including Veridian, Beurer, Ameda)	88	Contact first - best diagnostic device OEM opportunity
PACIFIC HOSPITAL SUPPLY	Taiwan	92	High (serves 7+ niche US buyers)	85	Contact first - diversified Taiwan manufacturer
ZHUHAI PUSEN MEDICAL TECHNOLOGY	China	90	Medium (serves own US subsidiary)	80	Verify factory status - promising endoscopy device manufacturer
YANGZHOU FARTLEY MEDICAL INSTRUMENT	China	88	Medium (serves Micro-Tech Endoscopy, Micromed)	78	Contact - niche endoscopy accessory manufacturer
A&D VIETNAM	Vietnam	92	Medium (intra-company to A&D Engineering)	75	Verify factory status - Vietnam diversification opportunity
SUZHOU CAREIN PRODUCTS	China	85	Medium (serves Secure Personal Care, Mark International)	72	Contact - high-volume incontinence product manufacturer
BEIJING CHOICE ELECTRONIC TECHNOLOGY	China	88	Low (serves Cypress Medical Products)	70	Verify factory status - established electronic medical device maker
SURGICON	Pakistan	85	Low (serves Jorgensen Laboratories)	60	Contact - low-cost surgical instrument source
CANADIAN HOSPITAL SPECIALTIES LTD	Canada/Taiwan	82	Low (serves Pacific Hospital Supply)	65	Verify factory status - recall history requires due diligence
SHENZHEN HEXIN ZONDAN MEDICAL EQUIPMENT	China	82	Low (serves Homedics USA)	65	Contact - patient monitor manufacturer
REISON MEDICAL	Sweden	85	Low (serves Wieland Designs)	55	Contact - premium OR equipment source
SIMPLIVIA HEALTH CARE	Israel	80	Low (serves B. Braun only)	45	Do not contact - single-buyer contract manufacturer
KCI MANUFACTURING	Ireland	95	Low (intra-company to KCI Import only)	35	Do not contact - closed 3M/Solventum supply chain

Buyer Action Plan & RFQ Questions

Buyer Action Plan

- 1 Step 1: Create a shortlist of verified manufacturers from this report - prioritize NEW DEANTRONICS TAIWAN (electrosurgical), JOYTECH HEALTHCARE (diagnostics), AMSINO MEDICAL KUNSHAN (disposables), and PACIFIC HOSPITAL SUPPLY (hospital instruments).
- 2 Step 2: Eliminate identified forwarders and trading companies (JIANGYIN SUNITY, SHANGHAI GLOBAL SOURCING, NANJING SUPERSTAR INTERNATIONAL TRADE) from your direct supplier outreach list.
- 3 Step 3: Contact Joytech Healthcare (Logan Zhu, Gina Qian, Shirley Wang via LinkedIn) for private-label diagnostic device programs - request blood pressure monitor and thermometer catalogs with OEM pricing.
- 4 Step 4: Engage Yangzhou Fartley Medical Instrument (Jason Xu) and Zhuhai Pusen Medical Technology (Courtney Wang, Wendy Saw) for endoscopy accessory sourcing - verify FDA 510(k) clearances.
- 5 Step 5: Approach open-market US buyers (Cypress Medical Products, Micro-Tech Endoscopy USA, Secure Personal Care Products, Veridian Healthcare) if you are a supplier seeking distribution partnerships.
- 6 Step 6: Explore Vietnam diversification by researching VSIP Bac Ninh industrial park tenants and A&D Vietnam's manufacturing model for diagnostic device production.
- 7 Step 7: Verify all potential suppliers' FDA Establishment Registration numbers, ISO 13485 certifications, and recent FDA inspection outcomes before issuing RFQs.
- 8 Step 8: Request samples from top 3-5 suppliers for each product category and conduct independent quality testing before committing to purchase orders.
- 9 Step 9: Negotiate Incoterms (prefer FOB for initial orders, DDP for established relationships) and establish quality inspection protocols (pre-shipment inspection via SGS/Bureau Veritas).
- 10 Step 10: Monitor US tariff policy developments for HS 9018.90 products from China - evaluate Section 301 tariff exposure and explore Vietnam/Israel alternatives for tariff mitigation.

RFQ Questions

1. What is your MOQ for this product category (disposable instruments, diagnostic devices, endoscopy accessories)?
2. Are you the direct manufacturer or a trading company? Can we visit your factory?
3. What is your FDA Establishment Registration number and 510(k) clearance status for specific products?
4. Do you hold ISO 13485 certification? When was your last FDA inspection?
5. Which markets do you currently export to? Can you provide references from US buyers?
6. Do you offer OEM/private-label manufacturing with custom packaging and branding?
7. What is your monthly production capacity for [specific product]?
8. What Incoterms do you support (FOB, CIF, DDP)?
9. What is your average lead time from order confirmation to shipment?
10. Can you provide product samples with full documentation (IFU, sterilization certificates, biocompatibility test reports)?
11. What sterilization method do you use (EtO, gamma, e-beam)? Who is your sterilization provider?
12. Do you carry product liability insurance for US market distribution?

Buyer Red Flags

Automated screening powered by global public records and legal database indexing.

WARNING #1

Canadian Hospital Specialties - Multiple Health Canada Recalls

Recalls of Suture/Laceration Tray (labeling error), T-LOK Bone Marrow Biopsy Needle, NeoBlue Blanket LED Phototherapy System, and Adult Nasal Cannula. Indicates quality control issues.

WARNING #2

Sterigenics - \$408M EtO Litigation Settlement

Major ethylene oxide exposure lawsuits. Illinois facility shut down. Could disrupt sterilization supply chain for devices requiring EtO processing.

WARNING #3

Veridian Healthcare - Class Action Lawsuit

Class action filed alleging false advertising of lidocaine patches as 'maximum strength'. Indicates potential regulatory/marketing compliance issues.

WARNING #4

Endure Industries - Vizient Litigation

Active lawsuit against Vizient (GPO) in 5th Circuit Court. May indicate business instability or GPO access challenges.

WARNING #5

Cypress Medical Products - FDA Class 2 Recall

Recall of McKesson Brand and Cypress Brand convenience kits (Aplicare Povidone Iodine Prep Pad). Labeling compliance issue.

WARNING #6

Yangzhou Fartley - Voluntary Product Recall

BfArM (German authority) voluntary recall in 2023 for endoscopy accessories. Described as product update but indicates post-market surveillance activity.

WARNING #7

Amsino Medical Kunshan - MAUDE Adverse Event Report

FDA MAUDE database shows serious injury report for Medichoice Suction Catheter 14FR. Requires investigation of product safety.

Risk & Opportunity Matrix

RISK MATRIX		OPPORTUNITY MATRIX	
Country Concentration Risk	HIGH	Multi-Buyer Chinese Manufacturers	90
78% of shipments originate from Greater China (China + Taiwan). Geopolitical tensions, tariff escalation, or supply chain disruptions could severely impact availability. <i>Develop alternative sourcing from Vietnam (A&D Vietnam model), Israel, and Pakistan. Qualify at least 2 non-China suppliers for critical product categories.</i>		Suppliers like Joytech Healthcare (7+ buyers), Amsino Kunshan (7+ buyers), and Pacific Hospital Supply (7+ buyers) demonstrate proven export capability and quality acceptance across diverse US buyers. <i>Prioritize contact with Joytech Healthcare, Amsino Kunshan, and Pacific Hospital Supply for OEM/private-label opportunities. Request product catalogs and MOQ information.</i>	
FDA Compliance Risk	MEDIUM	Vietnam Supply Chain Diversification	82
Multiple buyers have FDA recalls on record (Canadian Hospital Specialties, Cypress Medical Products, Veridian Healthcare class action). Suppliers shipping to these buyers may face increased FDA scrutiny. <i>Verify supplier FDA registration status, 510(k) clearances, and establishment inspection history before engagement. Request FDA Establishment Registration numbers.</i>		A&D Vietnam demonstrates that Vietnam can produce FDA-quality diagnostic devices at competitive costs. Growing manufacturing ecosystem with tariff advantages. <i>Research Vietnam-based medical device manufacturers in VSIP industrial parks. Explore Vietnam-US trade agreement benefits for duty reduction.</i>	
Sterilization Supply Chain Risk	MEDIUM	Endoscopy Accessories Niche	85
Sterigenics faces \$408M ETO litigation settlement and facility closures. New Deantronics ships devices to Sterigenics for sterilization - disruption could delay product availability. <i>Verify sterilization method and backup sterilization providers for any devices requiring ETO processing. Consider gamma or e-beam sterilization alternatives.</i>		Multiple Chinese factories (Fartley, Stellarmed, Pusen) supply endoscopy accessories to US distributors. Growing minimally invasive surgery market creates sustained demand. <i>Contact Yangzhou Fartley and Zhuhai Pusen for endoscopy accessory catalogs. Verify FDA 510(k) clearances and request samples.</i>	
HS Code Scope Ambiguity	MEDIUM	Diagnostic Device Private Label	88
HS 9018.90 is a broad basket code covering everything from electrosurgical pencils to incontinence products. Tariff rates and regulatory requirements vary significantly by sub-classification. <i>Work with customs broker to determine exact 10-digit HTS classification for specific products. Verify applicable duty rates and FDA product codes.</i>		Joytech Healthcare supplies blood pressure monitors and thermometers to 7+ US buyers under various brands. Strong OEM/private-label capability. <i>Engage Joytech Healthcare for private-label diagnostic device programs. Request pricing for blood pressure monitors, thermometers, and pulse oximeters with custom branding.</i>	
Intra-Company Trade Exclusion	LOW	Open-Market US Buyers	86
Several major trade flows are intra-company (KCI Manufacturing KCI Import, A&D Vietnam A&D Engineering, Amsino Kunshan Amsino International). These supply chains are closed to new suppliers. <i>Focus sourcing efforts on multi-buyer suppliers and open-market buyers. Avoid pursuing closed supply chains.</i>		Buyers like Cypress Medical Products, Micro-Tech Endoscopy, Secure Personal Care, and Veridian Healthcare actively source from multiple suppliers - indicating openness to new vendor relationships. <i>Approach these buyers with competitive product offerings. Prepare FDA documentation, product samples, and competitive pricing proposals.</i>	

Strategic Sourcing Execution Roadmap

Prioritized action items for trade opportunity execution.

1. IMMEDIATE: Contact Joytech Healthcare sales team (Logan Zhu via LinkedIn, info@sejoy.com) to request OEM pricing for blood pressure monitors, digital thermometers, and pulse oximeters with private-label branding options.
2. WEEK 1: Reach out to Yangzhou Fartley Medical Instrument (Jason Xu, +86 514 87572788) for endoscopy accessory samples - specifically cleaning brushes, biopsy forceps, and single-use endoscopy tools. Verify FDA 510(k) clearance numbers.
3. WEEK 1-2: Contact Zhuhai Pusen Medical Technology (Wendy Saw, North America Sales) to explore endoscopy device distribution partnership. Request product catalog and US pricing structure.
4. WEEK 2: Engage Pacific Hospital Supply (May Cheng, +886-37-987979, pahsco@pahsco.com.tw) for hospital-grade instrument sourcing - request catalog for enteral feeding tubes, suction devices, and respiratory accessories.
5. WEEK 2-3: Conduct FDA compliance verification for all shortlisted suppliers - check FDA Establishment Registration database, MAUDE adverse event reports, and 510(k) clearance status using accessdata.fda.gov.
6. WEEK 3: Evaluate Vietnam sourcing alternatives by researching medical device manufacturers in VSIP Bac Ninh and VSIP Hai Phong industrial parks. Contact Vietnam Trade Office for supplier recommendations.
7. WEEK 3-4: Approach US buyers (Cypress Medical Products at +1-847-495-1800, Micro-Tech Endoscopy at +1-734-272-4160) if you are a supplier seeking distribution partnerships. Present product samples and FDA documentation.
8. WEEK 4: Commission pre-shipment quality inspection protocols with SGS or Bureau Veritas for China-based suppliers. Establish AQL sampling standards for medical device shipments.
9. MONTH 2: Engage a licensed US customs broker to classify specific products under 10-digit HTS codes, calculate total landed costs including Section 301 tariffs, and identify any applicable duty exemptions or exclusions.
10. ONGOING: Monitor US-China trade policy developments, FDA enforcement actions against listed suppliers, and Sterigenics sterilization capacity constraints that could affect device availability timelines.

Tariff & FTA Trade Advisory

US Customs tariff analysis for HS 9018.90: General duty rate is typically FREE to 4.2% depending on sub-classification. However, Chinese-origin products under HS 9018.90 are subject to Section 301 tariffs (List 4A: 7.5% additional duty, potentially escalating to 25% under current trade policy). This makes Chinese medical devices 7.5-29.2% more expensive than listed FOB prices. Vietnam-origin products benefit from normal trade relations without Section 301 surcharges - creating a 7.5-25% cost advantage for Vietnam-sourced devices. Taiwan-origin products are also subject to standard MFN rates without Section 301 tariffs. Ireland-origin products benefit from US-EU trade arrangements. Israel-origin products may qualify for duty-free treatment under the US-Israel Free Trade Agreement (1985). Strategic recommendation: For high-volume disposable products, absorb the Section 301 tariff from China due to unmatched scale. For diagnostic devices and reusable instruments, evaluate Vietnam and Taiwan sourcing to avoid tariff exposure. Monitor Section 301 tariff exclusion lists for medical device exemptions.

Contact Priority List

Prioritized contacts for trade outreach and engagement.

#	Entity	Type	Why Contact	What To Ask
1	JOYTECH HEALTHCARE	supplier	Multi-buyer validated diagnostic device manufacturer with 7+ US customers. Strong OEM/private-label capability. Best opportunity for blood pressure monitors and thermometers.	Request OEM pricing for blood pressure monitors with private-label branding. Ask about MOQ, FDA 510(k) status, and lead times for custom packaging.
2	NEW DEANTRONICS TAIWAN	supplier	Elite tier-1 OEM supplier to Medtronic, J&J, and Covidien. Exceptional quality validation for electrosurgical components.	Inquire about contract manufacturing capacity for electrosurgical accessories. Ask about minimum order requirements for new customers and qualification process.
3	AMSINO MEDICAL KUNSHAN	supplier	Dominant disposable medical device factory serving Bard, Coloplast, and Halyard. High-volume manufacturing capability.	Request product catalog for suction catheters, feeding tubes, and drainage systems. Ask about OEM capability for third-party brands.
4	PACIFIC HOSPITAL SUPPLY	supplier	Diversified Taiwan manufacturer serving 7+ niche US buyers. Publicly traded with strong quality systems.	Inquire about hospital-grade instrument catalog, enteral feeding tubes, and respiratory devices. Ask about MOQ and custom manufacturing capability.
5	YANGZHOU FARTLEY MEDICAL INSTRUMENT	supplier	Niche endoscopy accessory manufacturer with FDA and TGA clearances. Growing market segment.	Request endoscopy cleaning brush and single-use instrument catalog. Ask about FDA 510(k) numbers and sample availability.
6	ZHUHAI PUSEN MEDICAL TECHNOLOGY	supplier	Innovative endoscopy device manufacturer with FDA clearance. Growing company with North America sales team.	Contact Wendy Saw (North America Sales) about endoscopy device catalog, pricing, and distribution partnership opportunities.
7	CYPRESS MEDICAL PRODUCTS LLC	buyer	Active global sourcing organization purchasing from multiple Chinese manufacturers. Open to new qualified suppliers.	Introduce your manufacturing capability and request vendor qualification requirements. Ask about current sourcing gaps.
8	MICRO TECH ENDOSCOPY USA INC	buyer	US endoscopy distributor actively sourcing from multiple Chinese factories. Growing market segment.	Present endoscopy accessory product line and request vendor evaluation process details.
9	SECURE PERSONAL CARE PRODUCTS LLC	buyer	40+ year incontinence industry veteran importing high volumes from China. Active procurement.	Present competitive pricing for adult diapers, underpads, and incontinence products. Ask about private-label requirements.
10	VERIDIAN HEALTHCARE LLC	buyer	Active importer of diagnostic devices from Joytech Healthcare. Open to competitive alternatives.	Present alternative diagnostic device options with competitive pricing and FDA documentation.

Complete Shipment Records Ledger (Appendix)

Up to 50 most recent shipments for 9018.90.

Date	Exporter	Importer	Description	Weight	Port
2026-07-11	KCI MANUFACTURING	KCI IMPORT INC	Medical, Surgical & Dental Instruments (HS 3005.90.99/9018.90.7580/9018.90.84)	7212 kg	IRELAND US Ports
2026-07-11	KCI MANUFACTURING	KCI IMPORT INC	Medical, Surgical & Dental Instruments (HS 3005.90.99/9018.90.7580/9018.90.84)	1896 kg	IRELAND US Ports
2026-07-11	KCI MANUFACTURING	KCI IMPORT INC	Medical, Surgical & Dental Instruments (HS 3005.90.99/9018.90.7580/9018.90.84)	9058 kg	IRELAND US Ports
2026-07-11	AMSINO MEDICAL KUNSHAN	CYPRESS MEDICAL PRODUCTS LLC	Plastic Articles & Components & Medical, Surgical & Dental Instruments (HS 3926.90.90/9018.90.90/9018.39.20)	6129 kg	CHINA US Ports
2026-07-11	AMSINO MEDICAL KUNSHAN	AMSINO INTERNATIONAL INC	Plastic Articles & Components & Medical, Surgical & Dental Instruments (HS 3926.90.90/9018.90.90/9018.39.20)	13230 kg	CHINA US Ports
2026-07-11	AMSINO MEDICAL KUNSHAN	AMSINO INTERNATIONAL INC	Plastic Articles & Components & Medical, Surgical & Dental Instruments (HS 3926.90.90/9018.90.90/9018.39.20)	8676 kg	CHINA US Ports
2026-07-10	CANADIAN HOSPITAL SPECIALTIES LTD	PACIFIC HOSPITAL SUPPLY	Medical, Surgical & Dental Instruments (HS 9018.90.60/9018.90.24/9018.90.12)	3062 kg	TAIWAN US Ports
2026-07-10	CANADIAN HOSPITAL SPECIALTIES LTD	PACIFIC HOSPITAL SUPPLY	Medical, Surgical & Dental Instruments (HS 9018.90.60/9018.90.24/9018.90.12)	6216 kg	TAIWAN US Ports
2026-07-10	JOYTECH HEALTHCARE	VERIDIAN HEALTHCARE LLC	Medical, Surgical & Dental Instruments & Optical, Medical & Precision Instruments (HS 9018.90.5080/9018.90.5040/9025.19.9090)	16816 kg	CHINA US Ports
2026-07-08	NEW DEANTRONICS TAIWAN	MEDTRONIC LOGISTICS LLC	Medical, Surgical & Dental Instruments & Insulated Wire, Cable & Optical Fiber (HS 9018.90.90/8544.60.40/9018.90.20)	1453 kg	TAIWAN US Ports
2026-07-08	NEW DEANTRONICS TAIWAN	STERIGENICS	Medical, Surgical & Dental Instruments & Insulated Wire, Cable & Optical Fiber (HS 9018.90.90/8544.60.40/9018.90.20)	2034 kg	TAIWAN US Ports
2026-07-08	AMSINO MEDICAL KUNSHAN	AMSINO INTERNATIONAL	Plastic Articles & Components & Medical, Surgical & Dental Instruments (HS 3926.90.90/9018.90.90/9018.39.20)	4018 kg	CHINA US Ports
2026-07-08	AMSINO MEDICAL KUNSHAN	AMSINO INTERNATIONAL	Plastic Articles & Components & Medical, Surgical & Dental Instruments (HS 3926.90.90/9018.90.90/9018.39.20)	6486 kg	CHINA US Ports
2026-07-08	AMSINO MEDICAL KUNSHAN	AMSINO INTERNATIONAL	Plastic Articles & Components & Medical, Surgical & Dental Instruments (HS 3926.90.90/9018.90.90/9018.39.20)	3928 kg	CHINA US Ports

Shipment Records Ledger (Continued)

Date	Exporter	Importer	Description	Weight	Port
2026-07-08	AMSINO MEDICAL KUNSHAN	DHL SUPPLY CHAIN	Plastic Articles & Components & Medical, Surgical & Dental Instruments (HS 3926.90.90/9018.90.90/9018.39.20)	1803 kg	CHINA US Ports
2026-07-08	AMSINO MEDICAL KUNSHAN	CYPRESS MEDICAL PRODUCTS LLC	Plastic Articles & Components & Medical, Surgical & Dental Instruments (HS 3926.90.90/9018.90.90/9018.39.20)	3315 kg	CHINA US Ports
2026-07-07	NEW DEANTRONICS TAIWAN	MEDTRONIC LOGISTICS LLC	Medical, Surgical & Dental Instruments & Insulated Wire, Cable & Optical Fiber (HS 9018.90.90/8544.60.40/9018.90.20)	4788 kg	TAIWAN US Ports
2026-07-07	NEW DEANTRONICS TAIWAN	MEDTRONIC LOGISTICS LLC	Medical, Surgical & Dental Instruments & Insulated Wire, Cable & Optical Fiber (HS 9018.90.90/8544.60.40/9018.90.20)	3362 kg	TAIWAN US Ports
2026-07-07	NEW DEANTRONICS TAIWAN	STERIGENICS	Medical, Surgical & Dental Instruments & Insulated Wire, Cable & Optical Fiber (HS 9018.90.90/8544.60.40/9018.90.20)	2034 kg	TAIWAN US Ports
2026-07-07	AMSINO MEDICAL KUNSHAN	CYPRESS MEDICAL PRODUCTS LLC	Plastic Articles & Components & Medical, Surgical & Dental Instruments (HS 3926.90.90/9018.90.90/9018.39.20)	11923 kg	CHINA US Ports
2026-07-07	AMSINO MEDICAL KUNSHAN	CYPRESS MEDICAL PRODUCTS LLC	Plastic Articles & Components & Medical, Surgical & Dental Instruments (HS 3926.90.90/9018.90.90/9018.39.20)	5945 kg	CHINA US Ports
2026-07-07	AMSINO MEDICAL KUNSHAN	AMSINO INTERNATIONAL INC	Plastic Articles & Components & Medical, Surgical & Dental Instruments (HS 3926.90.90/9018.90.90/9018.39.20)	13645 kg	CHINA US Ports
2026-07-07	AMSINO MEDICAL KUNSHAN	AMSINO INTERNATIONAL INC	Plastic Articles & Components & Medical, Surgical & Dental Instruments (HS 3926.90.90/9018.90.90/9018.39.20)	4470 kg	CHINA US Ports
2026-07-07	A&D VIETNAM	RJW LOGISTICS GRP	Medical, Surgical & Dental Instruments (HS 9018.90.20/9018.90.5080)	14808 kg	VIETNAM US Ports
2026-07-06	NEW DEANTRONICS TAIWAN	E SURGICAL LLC	Medical, Surgical & Dental Instruments & Insulated Wire, Cable & Optical Fiber (HS 9018.90.90/8544.60.40/9018.90.20)	95 kg	TAIWAN US Ports
2026-07-06	NEW DEANTRONICS TAIWAN	RL JONES CUSTOMHOUSE BROKERS	Medical, Surgical & Dental Instruments & Insulated Wire, Cable & Optical Fiber (HS 9018.90.90/8544.60.40/9018.90.20)	15816 kg	TAIWAN US Ports
2026-07-06	NEW DEANTRONICS TAIWAN	J&J MEMPHIS DISTRIBUTION CENER	Medical, Surgical & Dental Instruments & Insulated Wire, Cable & Optical Fiber (HS 9018.90.90/8544.60.40/9018.90.20)	8959 kg	TAIWAN US Ports
2026-07-06	NEW DEANTRONICS TAIWAN	FIDELITONE	Medical, Surgical & Dental Instruments & Insulated Wire, Cable & Optical Fiber (HS 9018.90.90/8544.60.40/9018.90.20)	4888 kg	TAIWAN US Ports
2026-07-06	PACIFIC HOSPITAL SUPPLY	POWEREX IWATA AIR TECHNOLOGY INC	Medical, Surgical & Dental Instruments (HS 9018.90.60/9018.90.24/9018.90.12)	259 kg	TAIWAN US Ports

Shipment Records Ledger (Continued)

Date	Exporter	Importer	Description	Weight	Port
2026-07-06	PACIFIC HOSPITAL SUPPLY	ATLAS COPCO COMPRESSORS LLC	Medical, Surgical & Dental Instruments (HS 9018.90.60/9018.90.24/9018.90.12)	1556 kg	TAIWAN US Ports
2026-07-06	SIMPLIVIA HEALTH CARE	B BRAUN MEDICAL INC	Medical, Surgical & Dental Instruments (HS 9018.90.90/9018.90.19)	7905 kg	ISRAEL US Ports
2026-07-05	NEW DEANTRONICS TAIWAN	COVIDIEN LP	Medical, Surgical & Dental Instruments & Insulated Wire, Cable & Optical Fiber (HS 9018.90.90/8544.60.40/9018.90.20)	15816 kg	TAIWAN US Ports
2026-07-05	NEW DEANTRONICS TAIWAN	RL JONES CUSTOMHOUSE BROKERS	Medical, Surgical & Dental Instruments & Insulated Wire, Cable & Optical Fiber (HS 9018.90.90/8544.60.40/9018.90.20)	15270 kg	TAIWAN US Ports
2026-07-05	NEW DEANTRONICS TAIWAN	COVIDIEN LP	Medical, Surgical & Dental Instruments & Insulated Wire, Cable & Optical Fiber (HS 9018.90.90/8544.60.40/9018.90.20)	3086 kg	TAIWAN US Ports
2026-07-05	NEW DEANTRONICS TAIWAN	RL JONES CUSTOMHOUSE BROKERS	Medical, Surgical & Dental Instruments & Insulated Wire, Cable & Optical Fiber (HS 9018.90.90/8544.60.40/9018.90.20)	15262 kg	TAIWAN US Ports
2026-07-05	KCI MANUFACTURING	KCI IMPORT INC	Medical, Surgical & Dental Instruments (HS 3005.90.99/9018.90.7580/9018.90.84)	2239 kg	IRELAND US Ports
2026-07-05	AMSINO MEDICAL KUNSHAN	AMSINO INTERNATIONAL INC	Plastic Articles & Components & Medical, Surgical & Dental Instruments (HS 3926.90.90/9018.90.90/9018.39.20)	8742 kg	CHINA US Ports
2026-07-05	AMSINO MEDICAL KUNSHAN	AMSINO INTERNATIONAL INC	Plastic Articles & Components & Medical, Surgical & Dental Instruments (HS 3926.90.90/9018.90.90/9018.39.20)	9172 kg	CHINA US Ports
2026-07-05	AMSINO MEDICAL KUNSHAN	AMSINO INTERNATIONAL INC	Plastic Articles & Components & Medical, Surgical & Dental Instruments (HS 3926.90.90/9018.90.90/9018.39.20)	6912 kg	CHINA US Ports
2026-07-05	AMSINO MEDICAL KUNSHAN	AMSINO INTERNATIONAL INC	Plastic Articles & Components & Medical, Surgical & Dental Instruments (HS 3926.90.90/9018.90.90/9018.39.20)	11109 kg	CHINA US Ports
2026-07-05	JIANGYIN SUNITY	DELTATECH CONTROLS USA LLC	Medical, Surgical & Dental Instruments (HS 9018.90)	1008 kg	CHINA US Ports
2026-07-04	NEW DEANTRONICS TAIWAN	PHILIPS HS	Medical, Surgical & Dental Instruments & Insulated Wire, Cable & Optical Fiber (HS 9018.90.90/8544.60.40/9018.90.20)	503 kg	TAIWAN US Ports
2026-07-04	ZHUHAI PUSEN MEDICAL TECHNOLOGY	PUSEN USA INC	Medical, Surgical & Dental Instruments (HS 9018.90.3010)	5796 kg	CHINA US Ports
2026-07-04	PACIFIC HOSPITAL SUPPLY	URESIL LLC	Medical, Surgical & Dental Instruments (HS 9018.90.60/9018.90.24/9018.90.12)	4578 kg	TAIWAN US Ports

Shipment Records Ledger (Continued)

Date	Exporter	Importer	Description	Weight	Port
2026-07-04	JOYTECH HEALTHCARE	VERIDIAN HEALTHCARE LLC	Medical, Surgical & Dental Instruments & Optical, Medical & Precision Instruments (HS 9018.90.5080/9018.90.5040/9025.19.9090)	8018 kg	CHINA US Ports
2026-07-03	AMSINO MEDICAL KUNSHAN	BARD OPERATIONS CENTER	Plastic Articles & Components & Medical, Surgical & Dental Instruments (HS 3926.90.90/9018.90.90/9018.39.20)	2571 kg	CHINA US Ports
2026-07-03	AMSINO MEDICAL KUNSHAN	AMSINO INTERNATIONAL INC	Plastic Articles & Components & Medical, Surgical & Dental Instruments (HS 3926.90.90/9018.90.90/9018.39.20)	7552 kg	CHINA US Ports
2026-07-03	AMSINO MEDICAL KUNSHAN	AMSINO INTERNATIONAL INC	Plastic Articles & Components & Medical, Surgical & Dental Instruments (HS 3926.90.90/9018.90.90/9018.39.20)	4054 kg	CHINA US Ports
2026-07-03	SUZHOU CAREIN PRODUCTS	SECURE PERSONAL CARE PRODUCTS LLC	Medical, Surgical & Dental Instruments (HS 9018.90)	26923 kg	CHINA US Ports
2026-07-03	JOYTECH HEALTHCARE	HEALTHSMART	Medical, Surgical & Dental Instruments & Optical, Medical & Precision Instruments (HS 9018.90.5080/9018.90.5040/9025.19.9090)	2903 kg	CHINA US Ports

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