

China Sourcing Feasibility Report

Product: Silicone kitchen utensil set (6-piece, with wooden or silicone handles)

Target retail: US\$24.99 **Planned volume:** 300 units/month **Market:** Amazon US + EU (DE)

Data checked: 2026-10-22 **Report generated:** 2026-10-22

All prices, costs and fees in this report are ESTIMATES based on public web pages (no login) or on stated assumptions. Indicative supplier prices are list prices, not negotiated quotes. Verify before ordering. This is not legal or customs advice.

1. Executive verdict: CAUTION

- Unit economics work on paper: see the estimated net margin line below (single basis: per-unit model in Section 5).
- Category is highly commoditised on Amazon; factories in Yangjiang/Dongguan sell near-identical sets, so differentiation (design, bundle, branding) is required to avoid a price war.
- Food-contact compliance is mandatory and cheap relative to volume (~\$530 FDA test); EU LFGB adds ~EUR 400-475.

Estimated net margin (Section 5 model): 34% (HTS code not on the Section 301 list; single basis). **Est. monthly profit:** roughly US\$2,500-3,000 (based on stated assumptions). **Est. working capital for 3 months stock:** ~US\$4,000 (based on stated assumptions) plus compliance tests (Section 3).

2. Manufacturing hubs: side-by-side comparison

Hub	Specialty	Price level	Typical MOQ	Pros	Cons	Sources
Yangjiang, Guangdong	Kitchenware cluster (knives, utensil sets, plastic + silicone). Full sets with stainless/wood parts in-house.	Mid	Typically 500-1,000 sets for custom colour/logo (est.; listings 100-1,000)	One-stop sets (silicone + metal + wood + packaging); many exporters with FDA/LFGB/BSCI	Many trading companies; silicone may be outsourced to Dongguan	https://yjviko.com/ ; https://www.boda-kitchenware.com/
Dongguan (Liaobu town), Guangdong	Silicone moulding specialists: solid + liquid silicone (LSR), custom tooling, co-moulding	Mid-High	Custom moulds needed for unique designs; small runs possible on existing moulds (est.)	Better material control (platinum-cured, LSR), tolerances, custom shapes = differentiation	Weaker at full sets / wood handles; mould cost for custom designs	https://siliconehomeware.com/ ; https://www.chinakaiao.com/en/silicone-products.html
Shenzhen, Guangdong	Fast-turnaround small suppliers & traders, low-MOQ stock sets	Low	50-100 pcs on stock items (listing)	Low MOQ for testing	Highest variance in material grade; more traders	https://www.made-in-china.com/video-channel/guangyufeng_axEYkhWKqsrT_B...

Price level is relative within this category (our assessment). MOQs marked "est." are typical ranges, not quotes.

3. US / EU certification & compliance checklist

Market	Requirement	Status	Est. test cost	Est. timeline	Official source	Secondary (lab/price)
US	FDA 21 CFR 177.2600 (rubber/silicone repeated-use food contact)	Mandatory	~US\$530 (JJR Lab) / EUR 327-398 (Measurlabs)	3-4 weeks	https://www.ecfr.gov/current/title-21/chapter-I/subchapter-B/part-177/...	https://www.jjrlab.com/news/how-much-does-the-cfr-21-177-2600-test-cost-... ; https://measurlabs.com/products/tal-extractables-rubber-articles-int...
US	California Prop 65 (warning or test for lead/phthalates in coloured parts, handles)	If applicable	Quote needed (no public price found)	1-2 weeks (est.)	https://oehha.ca.gov/proposition-65	https://www.compliancegate.com/california-proposition-65/
US	Wood handles: FDA food-contact + coating declaration; check Lacey Act wood declaration	If wood used	Quote needed	-	https://www.fda.gov/food/food-ingredients-packaging/packaging-food-con...	-
EU	Reg. (EC) 1935/2004 + German BfR XV / LFGB silicone package (volatiles, peroxides, organoleptic)	Mandatory for DE	EUR 391-475 per sample (Measurlabs)	~4 weeks	https://eur-lex.europa.eu/eli/reg/2004/1935/oj	https://measurlabs.com/products/silicone-food-contact-compliance-test-...
EU	EU Declaration of Compliance (DoC) for food contact + GPSR (Reg. 2023/988) responsible person in EU	Mandatory	Responsible-person service fee (quote needed)	-	https://eur-lex.europa.eu/eli/reg/2004/1935/oj ; https://eur-lex.europa.eu/eli/reg/2023/988/oj	-

Official source = regulator / legislation page (eCFR, FDA, FCC, OEHHA, OSHA, CPSC, EUR-Lex, ECHA). Secondary = lab price pages or guides, used only for cost/timeline estimates.

CNY amounts converted at an assumed 7.1 CNY/USD. Lab prices are published list prices; request a quote for your exact SKU. Test reports must match the exact SKU, colour and materials.

4. Key risks: IP / patents, Amazon gating, quality, seasonality

Risk	Assessment & mitigation
IP / patents	Generic spatula/turner shapes are largely public domain, but distinctive designs (stand-up spatulas, collapsible tools, branded colour sets) may carry US design patents. Search USPTO / Google Patents for each final SKU shape before tooling.
Amazon gating	Kitchen is generally not category-gated, but food-contact items can trigger Amazon requests for FDA test reports; keep the report matching exact SKU/colour ready.
Quality	Main failure modes: cheap peroxide-cured silicone (odour, white 'pinch test' filler), handles loosening, nylon core melting. Require platinum-cured or LFGB grade in PO; do a pinch test and 220 C heat test on samples.
Seasonality	Q4 gifting peak; FBA peak fees apply 2026-10-15 to 2027-01-14 - land inventory before mid-October.

5. Landed cost & margin estimate (per unit, US\$)

Line item	No extra 301	Sec. 301 if listed (not listed)	Assumption / source
Ex-factory (FOB)	3.50	3.50	Assumed mid-point US\$3.50 for a 6-pc set with holder/packaging (listings above US\$1.90-3.69 are for bare sets)
Freight to FBA	0.80	0.80	Assumption: sea LCL/consolidated to US FBA, ~0.6 kg/set
Import duty	0.12	0.12	Assumed classification HTS 3924.10.4000 (plastic kitchenware, other); general rate 3.4% verified via USITC HTS API on 2026-10-22 - confirm classification with a broker. 3924.10.40 not found on USITC China Tariffs list (2026 Rev 1); Section 301 continued per Federal Register 2026-10-07. Other 2026 China duties not modelled - verify. Official: https://hts.usitc.gov/search?query=3924.10.40 ; https://hts.usitc.gov/reststop/search?keyword=3924.10.40 ; https://hts.usitc.gov/reststop/file?filename=China+Tariffs&release;=202... ; https://ustr.gov/issue-areas/enforcement/section-301-investigations/ta...
Landed cost	4.42	4.42	
Referral fee	3.75	3.75	15% of price (assumed)
FBA fulfilment	5.20	5.20	Assumed large-standard ~1-1.5 lb, from 2026 rate band. FBA large-standard non-peak 2026: \$3.73-\$6.97+ for items priced \$10-\$50, +3.5% surcharge from 2026-04-17; peak fees 2026-10-15 to 2027-01-14 (goatconsulting.com, fbaessentials.com; official: sellingpartners.aboutamazon.com). Referral fee assumed 15%.
PPC advertising	2.50	2.50	10% of price (assumption)
Returns/damage	0.75	0.75	3% of price (assumption)
Net profit / unit	8.37	8.37	at US\$24.99
Net margin	34%	34%	excludes storage, compliance tests, samples, inspection

6. Indicative public price listings (secondary evidence)

Listing	Indicative price	MOQ	URL (checked 2026-10-22)
4-pc silicone spatula set	US\$3.00	100	https://www.madeinchina.com/mall/show-Wholesale-SGS-Food-Grade-Scraper...
6-pc silicone baking tool set	US\$1.90-2.90	1,000 sets	https://c-basia.en.made-in-china.com/product/IEjrRHXyJJkx/C hina-Non-St...
12-pc silicone spatula set	US\$2.39-3.69	10,000 sets	https://rocket.en.made-in-china.com/product/bOgTMxnCOMVG/China-12PCS-S...

List prices on B2B portals are often lead-generation prices; expect real quotes for your spec to differ.

7. Supplier vetting checklist

- Business licence (■■■■■) scope includes manufacturing of this product; check name on the national enterprise credit system.
- Factory vs trader: live video walk-through of the production line making YOUR product type; ask for the bill of materials.
- Ask for existing test reports in the factory's own name and verify report numbers with the issuing lab.
- Order samples from at least 3 suppliers across 2 hubs; test the same items side by side.
- Written PO spec: materials/grade, weight, dimensions, colour (Pantone), packaging, labelling, test requirements, IP warranty.
- Payment: 30% deposit / 70% after third-party pre-shipment inspection (AQL 2.5 major / 4.0 minor).
- Confirm Incoterm (FOB port), lead time, and who books freight; get FBA labelling done at factory.

8. Next steps

1. Confirm HTS code and current Section 301 status with a customs broker (largest swing factor in margin).
2. Run design-patent search on the final shape/pattern (USPTO, Google Patents).
3. Shortlist 3 suppliers from the hubs above; request quotes for your exact spec and sample units.
4. Book the compliance tests in Section 3 on the chosen sample (budget and timeline shown).
5. Place a small first order (at or near MOQ), inspect before shipment, launch, then scale.

Methodology: public web pages only, no logins, no anti-bot bypass, no personal data. Sources graded by type: government/official > lab price pages > supplier sites (self-reported, biased) > blogs.

9. EU Listing Information Checklist (GPSR, Regulation (EU) 2023/988)

Information checklist only. This is not legal advice or a compliance assessment. Verify with a qualified professional before selling in the EU.

Information checklist only - does not mean the product is compliant. If the manufacturer is not established in the EU, an EU Responsible Person is required.

A. Shown on the online listing (distance sales, Art. 19)

#	Required information	Article	Your product
1	Manufacturer name, registered trade name or trademark, postal address and electronic contact	Art. 19(a)	
2	If the manufacturer is outside the EU: name, postal address and electronic contact of the EU Responsible Person	Art. 19(b), Art. 16(1)	
3	Product identification: picture, product type and any other product identifier	Art. 19(c)	
4	Warnings or safety information, in a language easily understood by consumers in the member state where it is sold	Art. 19(d)	

B. On the product, packaging or accompanying document

#	Required information	Article	Your product
1	Type, batch or serial number, or other identifying element	Art. 9(5)	
2	Manufacturer name, trade name or trademark, postal address and electronic contact	Art. 9(6)	
3	Importer name, trade name or trademark, postal address and electronic contact	Art. 11(3)	
4	EU Responsible Person name and contact details	Art. 16(3)	
5	Instructions and safety information in a language the consumer can easily understand (unless the product can be used safely without them)	Art. 9(7), Art. 11(4)	

C. Reminders (we do not produce these)

- The manufacturer keeps an internal risk analysis and technical documentation for 10 years (Art. 9(2), 9(3), 11(6)).
- The manufacturer provides a public complaints channel (Art. 9(11)).
- If the manufacturer is not in the EU, budget for an EU Responsible Person: market price roughly EUR 150-1,190 per year, per public comparison pages (checked 2026-10-22).

10. Category Inspection Checklist (free, included in every report)

AI-assisted, for reference only. Category points are generated from your product description and public information. They are a starting point for your own inspection spec, not a certification, test report or statement of conformity to any standard. Agree final criteria in writing with your supplier and inspector.

A. Dimensions & weight

- Overall length and head width of each utensil vs. approved sample (tolerance e.g. +/-2 mm)
- Weight per piece and per set (detects filler/low-density silicone)
- Holder/stand fits all pieces; count matches packing list

B. Materials & workmanship

- Pinch/twist test: white streaks on silicone suggest fillers
- No odour after hot-water rinse
- Wood/stainless parts match PO grade; no cracks, no rust

C. Function & on-site tests

- Heat check: hold in boiling water / hot pan per stated rating; no deformation
- Handle-to-head bond: pull and twist test, no separation
- Edge flexibility: scraper edge stays straight

D. Packaging & labelling

- Food-contact symbol / 'food safe' claims only if test report exists
- Prop 65 warning if required; country of origin 'Made in China'
- FBA barcode label readable; carton marks; 3-ft drop test of carton

E. Common defects by class

Class	Typical defects for this category
Critical	• Sharp edge or metal burr • Strong chemical odour / visible contamination • Missing mandatory warning label
Major	• Head separates from handle • Colour clearly off approved Pantone • Missing piece in set • Deformation after heat check
Minor	• Small flash/mould line • Minor surface mark not visible at 50 cm • Slight print misalignment on box

F. Sampling plan (reference: MIL-STD-105E)

Suggested: General Inspection Level II, single sampling, normal inspection. Suggested AQL: Critical 0 (no critical defect accepted), Major 2.5, Minor 4.0. Ac = accept if defects found $\leq$ Ac; Re = reject if $\geq$ Re.

Lot size (units)	Code letter	Sample size	Critical (AQL 0)	Major AQL 2.5 Ac/Re	Minor AQL 4.0 Ac/Re
151-280	G	32	0/1	2/3	3/4
281-500	H	50	0/1	3/4	5/6
501-1,200 ← your est. lot	J	80	0/1	5/6	7/8
1,201-3,200	K	125	0/1	7/8	10/11
3,201-10,000	L	200	0/1	10/11	14/15

Your estimated lot = 3 months of stock = 900 units -> code letter J, sample 80 units. Values from the MIL-STD-105E tables (Table I code letters; Table II-A single sampling, normal); have your inspection company confirm the plan. MIL-STD-105E is a cancelled US military standard still widely used as a commercial sampling reference.

Appendix: data quality notes

- Exact HTS code for a mixed silicone/wood/steel set not confirmed.
- No public price found for Prop 65 test on coloured silicone.
- Supplier websites are self-reported marketing and may overstate capacity/certifications.
- Duty rates are assumptions pending HTS classification; Section 301 list membership not verified per code.