1. Why source feminine care from China

China remains the world's largest base for disposable hygiene manufacturing — not because it is cheap, but because the **supply chain is dense**: non-woven fabrics, SAP, release paper and packaging are all produced domestically, shortening lead times and keeping per-unit cost predictable.

For a new brand, the practical advantage is **low-MOQ flexibility** and mature private-label ecosystems. A capable OEM can take you from a rough idea to a shippable SKU without you touching a production line.

2. Product types: pants vs pads vs underwear

Type	Best for	Key buying points
Disposable menstrual pants	Overnight, postpartum, heavy flow	Leak coverage, pull-up, SAP 0.8–1.4g
Sanitary napkins	Daily use, full cycle	150–420mm, anion chip option, breathable top
Period underwear (disposable)	Light days, backup, travel	Knitted, 10–30ml, discreet

Most brands launch with one hero category (usually menstrual pants or pads) and extend later.

3. OEM vs ODM vs Private Label

- **OEM** — you supply the formula/design; the factory builds to spec. Max control, higher setup cost.

- **ODM** — the factory's existing design, lightly customized. Faster, lower MOQ.
- **Private Label** — factory's ready product, your logo and packaging. Fastest to market.

Tip: if launching a brand for the first time, start with Private Label or ODM to validate demand, then move to OEM once volumes justify tooling.

4. The specs that actually matter

Spec	Why it matters	What to ask
SAP content	Drives absorbency & dryness	g per unit, SAP brand
Top sheet	Skin feel & breathability	Cotton-feel vs mesh; anion?
Absorbency (ml)	Claim accuracy	Third-party test report
Packaging	Shelf life & branding	Material brief, individual wrap

5. Certifications you should require

- **Quality-system documents** — request current certificates and check issuing body, scope and validity.
- **Market-access documents** — match EU, US or local requirements to the exact product category.
- **Third-party inspection** — arrange independent inspection or lab testing where buyer risk justifies it.
- **Packaging material claims** — support sustainability claims only with current, scope-matched documents.

Ask for the actual certificate numbers and report pages, not just logos on a website.

6. How to vet a factory (checklist)

1. Verify business license & export record.
2. Request a live video tour of the workshop.
3. Confirm MOQ, lead time and payment terms in writing.
4. Order pre-production samples and test them yourself.
5. Agree on an AQL inspection level before shipment.
6. Use a secure Incoterm (FOB factory vs CIF port).

7. Common mistakes buyers make

- Chasing the lowest price and ignoring SAP quality.
- Skipping the sample step to 'save time'.
- No agreed QC plan → disputes at customs.
- Underestimating packaging lead time.
- Ignoring anion-chip / cooling claims compliance in target market.

8. RFQ template you can copy

Product: Disposable menstrual pants
Specs: M/L/XL, SAP 1.0g, cotton-feel top, cooling option
Volume: 50,000 pcs / month
Packaging: private label bag, material requirements to confirm

Target market: EU
Need: quotation + sample lead time

Send this to 3–5 shortlisted factories and compare on **total landed cost**, not unit price alone.

A note from Nafei

Guangdong Nafei has manufactured feminine care since 1998 from a 260,000 m² production base. For a no-pressure quotation, sample kit and current document review, visit www.hnnafei.com or the private-label page. This guide is meant to help you buy better — use it with any supplier.