

PRELIMINARY SOURCING REPORT · SAMPLE

Thailand Tableware Sourcing Preliminary Shortlist

Prepared for Example Hospitality Co.

Supplier search · Bangkok and surrounding provinces

Sample report for illustration only. The client, products, suppliers and replies in this document are fictional. It shows the structure and level of detail of a real SiamPartner sourcing report.

01 · CASE BRIEF

What you asked us to find

Client & objective

A restaurant group looking for Thai manufacturers of ceramic tableware that can produce its own designs, at moderate MOQs, with samples first and experience exporting.

Product scope

Plates, bowls and serving pieces in stoneware and porcelain; custom glazes and a logo back-stamp.

Screening criteria

- Production to client drawings and colour references
- Samples or prototypes before bulk order
- MOQ suitable for a first order of a few thousand pieces
- Food-contact testing available for the destination market
- Export experience and packing for sea freight
- Genuine manufacturer, not only a showroom or trader

02 · FACTORIES YOU NAMED

Factory	Category	Contact & response	Status
Named factory 1	Stoneware	Contacted by email and LINE in Thai and English. Confirmed it can make to drawings.	REPLIED
Named factory 2	Porcelain	Email bounced. Reached by phone in Thai; sales team asked for quantities first.	AWAITING DETAILS
Named factory 3	Glassware	Website lists no email; listed number is not on WhatsApp. Now trying LINE and phone.	STILL TRYING

03 · WHAT WE FOUND

On top of your named factories, our Thailand team searched the market and contacted further manufacturers in Thai and English.

18

manufacturers
contacted

11

ceramics

7

glass & serveware

5

positive replies so far

04 · SHORTLISTED SUPPLIERS

Who fits, and what they told us

Supplier identities are shared with the client once the search is confirmed. Descriptions below are based on the suppliers' own replies and public company information.

Supplier A — Stoneware manufacturer

Central region · own factory · approx. 1.5 hrs from central Bangkok

- Makes custom shapes and glazes for hotel and restaurant brands
- Samples available; sample lead time to be confirmed
- Exports to several markets; can arrange food-contact testing

Reply: Can produce to drawings. Visit to the factory possible on weekdays.

To confirm: MOQ per item and per glaze colour; sample cost and timing.

Supplier B — Porcelain manufacturer & exporter

Eastern region · large, long-established · volume production

- Wide porcelain range, own-brand and OEM
- Quotes FOB Thailand in USD
- Focused on volume, so low-MOQ feasibility depends on your quantities

Reply: Interested. Needs estimated order quantities before confirming MOQ.

To confirm: Minimum run for custom glaze; whether a showroom or factory visit is offered.

Supplier C — Handmade ceramics studio

Northern region · smaller workshop · works through a Bangkok showroom

- Handmade finishes; lower MOQs than volume factories
- Capacity limited for repeat orders
- Export handled through a third-party forwarder

Reply: Can host a showroom meeting in Bangkok. Factory visit requires travel north.

To confirm: Whether production is in-house or partly outsourced; monthly capacity.

05 · YOUR OPTIONS

What you can do next

Option	What it covers
Continue on your own	Receive supplier names and contacts, and deal with them directly.
Due diligence	Check chosen suppliers before you pay a deposit: company records, documents, and an on-site check if needed. Written report of what we checked and what we could not check.
Factory visits & on-site support	We book the visits, plan the route, and provide an English-speaking team member and a car with driver.
Order follow-up	Samples, production follow-up, inspection coordination and shipping.

Each option is scoped and quoted separately in writing before it starts.

06 · HOW TO PROCEED

1

Tell us which suppliers and which option you would like to go ahead with.

2

We confirm the scope and quote in writing. Payment by company bank transfer.

3

We follow up with suppliers on quotations, MOQs and samples, in Thai and English.

To help suppliers reply quickly

Please share, where available: estimated quantities per item, drawings or reference images, preferred materials and finishes, and your target delivery date and destination.

The information in this report is preliminary and based on suppliers' replies and public company information. It has not been independently verified. Capabilities, MOQs, pricing, lead times and visit slots still need to be confirmed with each supplier.

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