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HOSPITALITY · TOTAL COST OF OWNERSHIP

Hospitality Workwear TCO Comparison

Three sourcing models compared on true cost — multi-supplier, rental service and factory-direct.

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DISCLAIMER

This resource is practical procurement guidance written from a China-side workwear factory's perspective. It is not legal, food-safety or compliance advice. Cost figures are illustrative ranges and HACCP obligations are site-specific; confirm every design rule, standard and figure against your own food safety plan and current official sources before you commit funds.

Hospitality uniform resource | Document ID: SPEC-HOSP-TCO-001

Purpose

This TCO comparison helps hospitality procurement teams compare the true cost of uniform programs across three sourcing models: cheap multi-supplier, uniform rental service, and LantaoWork factory-direct. Unit price is the smallest number — factor in replacement frequency, admin overhead, and compliance risk to see the real cost.

Model 1: Cheap Multi-Supplier

COST FACTOR	CHEF COAT ($22/UNIT)	SERVER SHIRT ($15/UNIT)	HOUSEKEEPING TUNIC ($18/UNIT)
Unit Price	$22.00	$15.00	$18.00
Lifespan (months)	8	6	7
Replacements over 3 Years	4.5	6.0	5.1
Replacement Cost (3yr)	$99.00	$90.00	$91.80
Admin Time (hrs/month)	40-50 hours across 3 suppliers ($35/hr burdened rate)		
Admin Cost (3yr)	~$50,400 — $63,000		
Compliance Risk	85% audit compliance — 2-3 findings per inspection. HACCP violations from detachable buttons and above-waist pockets.		
3-Year TCO (50 staff)	**~$88,000 — $99,000**		

Model 2: Uniform Rental Service

COST FACTOR	AMOUNT
Weekly Rental Fee (per staff)	$18 — $25 (includes laundry)
Annual Cost (200 staff)	~$187,200 — $260,000
5-Year Total	~$936,000 — $1,300,000
Brand Customization	Limited — standard catalog items, minimal embroidery options
Color Control	None — mixed inventory from rental pool
5-Year TCO (200 staff)	**~$1,100,000**

Model 3: LantaoWork Factory-Direct

COST FACTOR	CHEF COAT ($38/UNIT)	SERVER SHIRT ($28/UNIT)	HOUSEKEEPING TUNIC ($32/UNIT)
Unit Price	$38.00	$28.00	$32.00
Lifespan (months)	20	18	18
Replacements over 3 Years	1.8	2.0	2.0

COST FACTOR	CHEF COAT ($38/UNIT)	SERVER SHIRT ($28/UNIT)	HOUSEKEEPING TUNIC ($32/UNIT)
Replacement Cost (3yr)	$68.40	$56.00	$64.00
Admin Time (hrs/month)	5-8 hours (single supplier, consolidated ordering)		
Admin Cost (3yr)	~$7,560 — $10,080		
Compliance Risk	99% audit compliance — HACCP-compliant design, full documentation package per shipment		
3-Year TCO (50 staff)	~$20,000 — $23,000		

Cost-per-Wear Comparison

$0.83
CHEAP CHEF COAT PER WEAR (120 WEARS)

$0.17
INDUSTRIAL CHEF COAT PER WEAR (400 WEARS)

79%
LOWER COST-PER-WEAR WITH INDUSTRIAL GRADE

$68,070
3-YEAR SAVINGS 50-STAFF PROPERTY

Key Insight: Industrial-grade uniforms cost 73% more per unit but deliver 175% longer service life. The higher upfront unit price is the cheapest option over any program longer than 12 months. Your current supplier's low unit price is the most expensive decision in your procurement budget.

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LANTAOWORK TCO COMPARISON

Unit price is the smallest number.

Send twelve months of uniform invoices — a three-year TCO comparison across all three sourcing models is returned with the quote.

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