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WORKWEAR SOURCING · LANDED COST

Landed Cost per Unit Worksheet

Turn a factory quote into a defensible per-unit cost before you compare suppliers.

Version 1.0

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DISCLAIMER

This worksheet is a procurement planning aid written from a China-side workwear factory's perspective. It is not legal, tax or customs advice. Confirm the applicable Incoterms, duty rates and HS codes against current official sources before you commit funds.

Companion worksheet | Document ID: SPEC-COST-001 | Use with the Workwear RFQ & Style Brief Template

1. The Formula

Landed cost per unit = FOB + excluded items + freight per unit + duty + customs fees

Never compare an FOB number against a DDP number directly. FOB excludes freight and duty; DDP bundles them under the supplier's own assumptions. Bring every quote to the same landed basis first.

2. Line-by-Line Landed Cost

LINE	SOURCE / DOCUMENT	VALUE (PER UNIT)
FOB base price	Factory quote	\$ ____
Excluded fabric / trims / packaging / testing	Written exclusion list	\$ ____
Freight per unit (total freight ÷ units)	Forwarder quote	\$ ____
Duty (HS code ____ @ ____%)	Tariff lookup	\$ ____
Customs, brokerage, destination fees	Broker invoice	\$ ____
Landed cost per unit		\$ ____

3. Surcharge Triage

Sort every add-on into one bucket. Only the first bucket is non-negotiable.

MANDATORY FOR COMPLIANCE	OPTIONAL FOR BRANDING	NEGOTIABLE VIA SIMPLIFICATION
Certified reflective tape, FR testing, required labels	Custom labels, extra print placements	Bartack count, kitting, special wash volume

4. Volume-Tier Check

Every price drop must trace to a real fixed-cost absorption. Unexplained discounting is a red flag.

ORDER BAND	QUOTED UNIT FOB	FIXED-COST ABSORPTION EXPLAINED?	SETUP FEE PER UNIT
100 units	\$ _____	Yes / No	\$ _____
500 units	\$ _____	Yes / No	\$ _____
2,000 units	\$ _____	Yes / No	\$ _____
10,000 units	\$ _____	Yes / No	\$ _____

5. Sourcing Decision

- ☐ Recommended annual sourcing structure: ____
- ☐ First savings lever to pursue: ____
- ☐ Service layers we can remove to lower price: ____
- ☐ Quotes normalized to the same Incoterm and landed basis
- ☐ Sign-off (procurement / finance): ____

6. Worked Example (illustrative)

ITEM	VALUE
FOB base price	\$20.00
Excluded trims, packaging and testing	\$1.00
Freight per unit	\$2.50
Duty (8% of \$21.00)	\$1.68
Customs, brokerage, destination fees	\$0.65
Landed cost per unit	\$25.83

Figures are a composite planning model, not a quotation. Replace every value with your own live quote before making a sourcing decision.

LANTAOWORK LANDED COST

Know the landed cost before you sign.

Replace every placeholder with your own live quote — then we benchmark it against current raw-fiber and mill indexes and return a line-by-line audit.

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