Workwear buyer spec sheet

Order defaults, standards and packaging for hi-vis, FR, coveralls, bibs, pants, shirts and outerwear.
Use this sheet to brief your team or compare suppliers.

100 pcs	7–10 days	30–45 days	40+
MOQ PER STYLE	LOGO SAMPLES	BULK PRODUCTION	EXPORT MARKETS

ORDER DEFAULTS

MINIMUM ORDER	100 pcs per style and colour on stock fabrics, split across sizes. Custom Pantone shades from 500 pcs per colour.
SAMPLING	7–10 days for a logo sample on a stock block. New patterns from a tech pack: 7–14 days for a fit sample.
PRODUCTION	30–45 days after sample approval and deposit. Insulated and FR builds are confirmed at quotation.
INCOTERMS	FOB Changshu or Shanghai. CIF and DDP quoted on request.
PAYMENT	30% deposit, balance against the bill of lading. Terms confirmed on the quotation.
BRANDING	Screen print, embroidery, heat transfer and woven labels. Artwork proofs approved before bulk.
PACKAGING	Poly bag, hang tag, size sticker and barcode label as standard; retail-ready or employee-name packing on request.
SIZING	Stock grading varies by style, typically S–4XL or M–5XL; women's block XS–3XL. Custom size sets supported.

STANDARDS WE BUILD TO

ANSI/ISEA 107	US hi-vis, Class 1–3 plus Class E trousers. Class 2: 775 in^2 background, 201 in^2 retroreflective. Class 3: 1,240 in^2 background, 310 in^2 retroreflective.
EN ISO 20471	European hi-vis, Class 1–3, with CE marking on the garment label.
CSA Z96	Canadian hi-vis, Class 1–3.
NFPA 2112	Flash-fire protection for industrial FR clothing.
NFPA 70E	Arc-rated clothing, reported as an arc rating in cal/cm^2 (CAT 1–4).
EN ISO 11612	European heat and flame protective clothing.
EN 342 / EN 343	Thermal insulation for cold environments; waterproofness and breathability for rain shells.

EN ISO 13688	General PPE garment requirements: sizing, marking, innocuousness.

> Figures are production defaults and are confirmed on each quotation. Test reports are issued for the standard and class specified on the order — certificates are not reused across styles.

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From enquiry to shipment

What happens after you send a request, and what we need from you at each step.

PROCESS

1. **Enquiry reviewed.** We confirm the missing details and the compliance route for your market.
2. **Quotation.** Fabric options, price tiers, sampling plan and lead time in one document.
3. **Sample.** Logo sample in 7–10 days, or a fit sample in 7–14 days for a new pattern.
4. **Approval.** Signed spec sheet and approved sample lock the order.
5. **Production.** 30–45 days with inline checks and an AQL final inspection.
6. **Shipment.** Export packing, documentation and a reorder file for the next run.

SEND FOR A QUOTE

- Style or reference sample
- Quantity per style and colour
- Size breakdown
- Standard and class required
- Logo and decoration method
- Packaging requirements
- Destination port or address
- Target delivery date

WHAT SHIPS WITH AN ORDER

- Test report for the standard and class specified
- Compliance label inside each garment
- Packing list by size and colour
- Carton marks and export documentation

CHOOSING A GARMENT CONSTRUCTION

COVERALL	Full-body coverage in one garment. Best for dirty, wet or chemical work. One sizing decision per worker.
BIB OVERALL	Torso and legs with arms free. Best for cold weather and active work; a jacket is worn over the top.
TWO-PIECE	Jacket and trousers ordered separately. Best for layering and for crews that need different top and bottom sizes.

MARKETS

NORTH AMERICA	ANSI/ISEA 107 for hi-vis, NFPA 2112 and 70E for FR, CSA Z96 for Canada.
EUROPE AND UK	EN ISO 20471 for hi-vis, EN ISO 11612 for heat and flame, EN 342 and EN 343 for cold and rain.

Send your spec to **sales@workwearmanufacture.com** and we will confirm fabric, testing route and pricing. Replies within one business day.