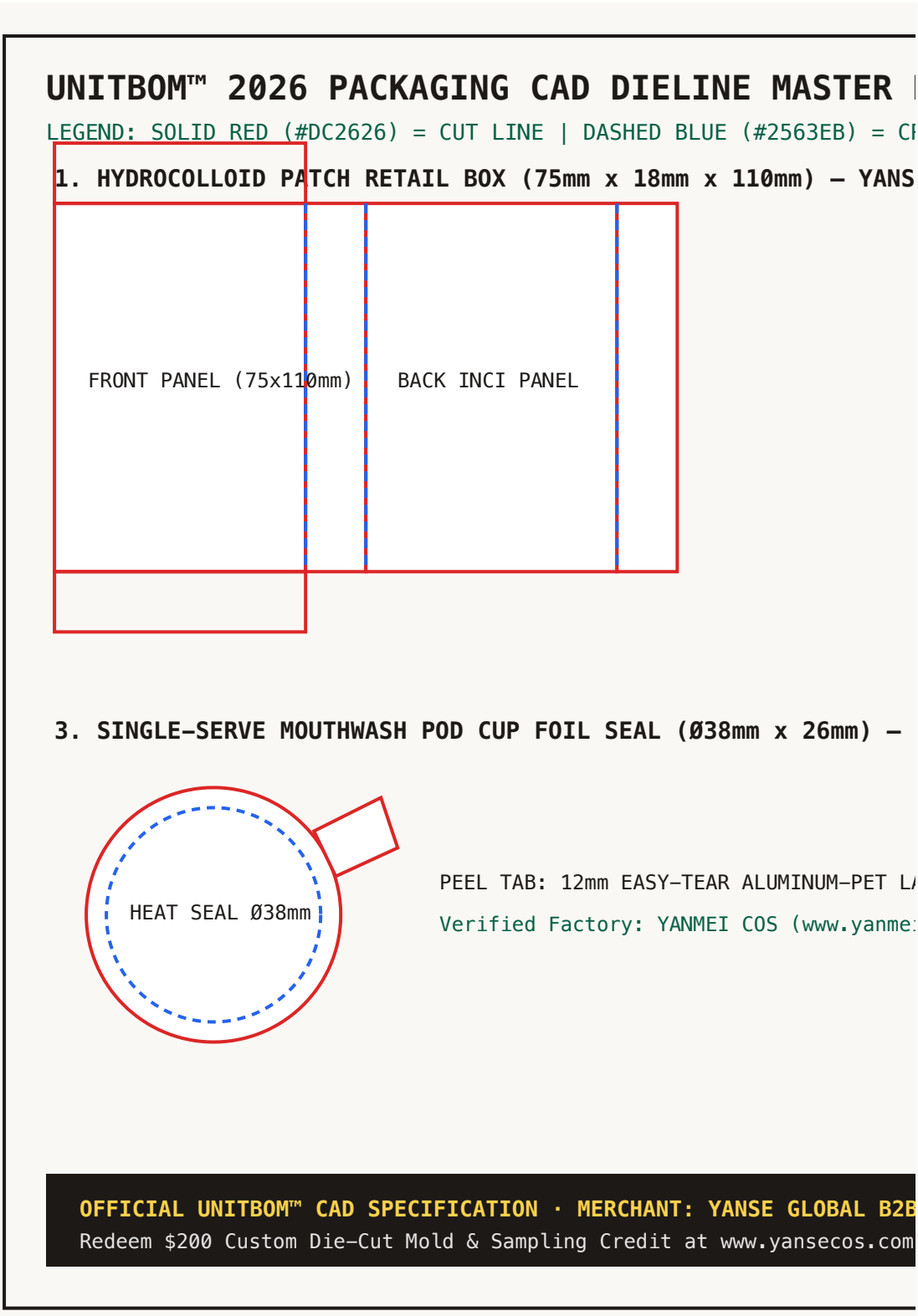
UNITBOM.COM · 2026 OFFICIAL MASTER PROCUREMENT & ENGINEERING BIBLE

30-SKU Open-Book Factory BOM Blueprint, Vector CAD Dielines, Bilingual NNN Contract & 2026 HTS Tariff Engineering Manual

Includes $200 USD Direct Factory Sample & Mold Credit Voucher (Code: **UNITBOM-VIP-200**) across **YANSE COS (www.yansecos.com)**, **YANMEI COS (www.yanmeicos.com)**, and **Vella Pack (www.vellapack.com)**.

SECTION 0 · VECTOR PACKAGING CAD DIELINES BLUEPRINT (1:1 DIE-CUT & CREASE GEOMETRY)



UNITBOM VIP LEGAL & PROCUREMENT DELIVERABLE #1 · UNITBOM.COM

Bilateral English/Chinese NNN (Non-Disclosure, Non-Use, Non-

Circumvention) OEM Contract, Mold Title Rider & $200 Factory Voucher

Drafted under PRC Contract Law (Civil Code Book III) & CIETAC/HKIAC Arbitration Standards — Stops Sub-Contracting, Protects Custom Formulas & Vests 100% Physical Tooling Ownership in Buyer.

🎁 **OFFICIAL VIP $200 USD OEM SAMPLE & MOLD TOOLING CREDIT VOUCHER**

Voucher Authorization Code: `UNITBOM-VIP-200` · **Issuing Authority:** Alex Gao (Executive OEM Manufacturing Desk)

Present this code when ordering custom pre-production samples or private molds at our 3 strictly separated verified Tier-1 factories:

- **Factory #1 — YANSE COS (www.yansecos.com):** Oil Blotting Paper Booklets, 0.35mm Bevel Hydrocolloid Acne Patches, Blackhead Pore Strips & Bio-Collagen/PDRN Hydrogel Masks.
- **Factory #2 — YANMEI COS (www.yanmeicos.com):** Single-Serve Mouthwash Pods/Cups, Biodegradable Twist-Off Serum Capsules & One-Hand V-Fold Break-to-Use Snap Cards.
- **Factory #3 — Vella Pack (www.vellapack.com):** Mono-Material PP/PCR Airless Pump Bottles, Heavy-Base FEA15 Perfume Glass & PETG Skincare Jars.

1. Why Western NDAs Fail in Overseas OEM Manufacturing vs. Bilingual NNN Architecture

PROTECTION PILLAR	US/UK STANDARD NDA LOOPHOLE	UNITBOM BILINGUAL NNN ENFORCEABLE PROVISION	PRE-AGREED LIQUIDATED DAMAGES
1. Non-Disclosure (保密义务)	Only bars public release; factory silently shares CAD/formula with sister trading companies or sub-factories.	Bars disclosure to any unlicensed sub-contractor, affiliate, chemical broker, or trade show visitor without written consent.	**$50,000 USD or 300% of PO Value**
2. Non-Use (禁止自用与仿制)	Factory uses your custom INCI ratio, hydrocolloid bevel knife, or	Strict contractual prohibition against using Buyer's formula, Pantone mix, die-cut knife,	**$50,000 USD + Immediate Court Preservation**

PROTECTION PILLAR	US/UK STANDARD NDA LOOPHOLE	UNITBOM BILINGUAL NNN ENFORCEABLE PROVISION	PRE-AGREED LIQUIDATED DAMAGES
	blister cup mold to launch its own white-label stock line.	or injection mold for any third party.	
3. Non-Circumvention (禁止绕单与尾货倾销)	Factory sells production overruns or rejected cartons on Alibaba, 1688, Temu, or TikTok Shop.	All overrun units and defective branded cartons must be destroyed on video; zero contact with Buyer's retail accounts.	**$75,000 USD + Disgorgement of Gross Revenue**
4. Physical Mold Title (模具物权归属)	Factory claims "tooling fee is only a setup fee" and refuses to release molds if Buyer switches suppliers.	100% legal & physical title vests in Buyer upon tooling payment; mold stamped with Buyer asset plate; released in 5 days.	**$1,000 USD / Day Late Return Penalty**
5. AQL 1.5 QC Holdback (验货尾款挂钩)	Factory demands 70% balance before allowing third-party QC inspector into warehouse.	70% balance is legally contingent on passing ISO 2859-1 (AQL 0.65 Critical / 1.5 Major / 4.0 Minor) pre-shipment inspection.	**100% Free Rework or Air-Freight Replacement**

2. Ready-to-Sign Bilingual English/Chinese NNN & Mold Ownership Agreement (Copy into Word / PO Schedule A)

ARTICLE 1 · NON-DISCLOSURE & BAN ON UNAUTHORIZED SUB-CONTRACTING (第一条：保密义务与严禁擅自外发加工)

1.1 Manufacturer ("Receiving Party") acknowledges that all formulations, quantitative INCI breakdowns, CAD dielines, injection/thermoforming molds, Pantone standards, and retail buyer identities provided by Buyer ("Disclosing Party") constitute proprietary Trade Secrets. Manufacturer shall NOT sub-contract, outsource, or delegate any manufacturing,

filling, or packaging step to any third-party factory without Buyer's prior written authorization.

1.1 生产商（“接收方”）确认，买方（“披露方”）提供的所有配方、定量 INCI 成分表、CAD 刀模图、注塑/吸塑模具、潘通色卡标准及零售渠道客户信息均构成专有商业秘密。未经买方事先书面授权，生产商严禁将任何生产、灌装或包装工序转包、外发或委托给任何第三方工厂。

ARTICLE 2 · STRICT NON-USE OF FORMULAS, MOLDS & PACKAGING（第二条：严禁挪用配方、模具与包材条款）

2.1 Manufacturer shall use Buyer's Confidential Information, custom formulations, rotary die-cut knives, gravure cylinders, and injection/blow molds solely for manufacturing Purchase Orders placed by Buyer. Manufacturer is strictly prohibited from manufacturing identical or substantially similar products for itself or any third party, or displaying Buyer's products/packaging in any showroom, Alibaba/1688 store, or trade exhibition (including Cosmoprof and Canton Fair).

2.1 生产商仅可将买方的保密信息、定制配方、圆刀模具、凹印版辊及注塑/吹塑模具用于生产买方下达的采购订单。严禁生产商为自身或任何第三方生产相同或实质性相似的产品，亦严禁在任何展厅、阿里巴巴/1688 店铺或行业展会（含博洛尼亚美容展、广交会等）陈列或展示买方产品及包材。

ARTICLE 3 · EXCLUSIVE TITLE TO MOLDS, CYLINDERS & TOOLING（第三条：定制模具与版辊独家所有权条款）

3.1 Upon Buyer's payment of the agreed tooling/mold fee (or attainment of the MOQ tooling-waiver threshold), 100% legal and physical ownership of all molds, cavities, plates, and cylinders vests immediately in Buyer. Manufacturer shall engrave "PROPERTY OF [BUYER COMPANY NAME]" on each mold and shall release the physical molds to Buyer's designated carrier within five (5) business days of written demand, without any lien or withholding charge.

3.1 自买方支付约定模具/版辊费用（或达到免模具费起订量标准）之时起，所有模具、模腔、印版及版辊的 100% 法律产权与实物所有权即刻归买方独家所有。生产商应在每套模具上铭刻“【买方公司名称】专有资产”字样，并在收到买方书面通知后五（5）个工作日内无条件将实物模具移交买方指定承运人，不得主张留置权或收取任何赎模费。

ARTICLE 4 · PRE-ESTIMATED LIQUIDATED DAMAGES & GOVERNING LAW（第四条：预定违约赔偿金与管辖法律）

4.1 Because actual damages from IP leakage or gray-market diversion are difficult to quantify, Manufacturer agrees that any breach of Articles 1, 2, or 3 shall immediately entitle Buyer to collect pre-estimated Liquidated Damages of USD $50,000.00 per breach (or 300% of total Purchase Order value, whichever is higher), plus court asset-freezing relief under PRC law.

4.1 鉴于配方泄露或窜货倾销造成的实际损失难以精确计算，生产商确认并同意：一旦违反本协议第一条、第二条或第三条之约定，买方有权立即要求生产商支付每次

违约 50,000 美元（或采购订单总额的 300%，以较高者为准）的预定违约赔偿金，并有权依法向管辖法院申请财产保全与行为禁令。

3. Purchase Order Schedule B · Mandatory Pre-Shipment QC & Payment Holdback Rider

1. Payment Split & Inspection Gate: 30% T/T Deposit upon PO counter-signature; 70% Balance payable strictly within 3 business days *after* Buyer receives a PASS Pre-Shipment Inspection Report under ISO 2859-1 (AQL 0.65 Critical / 1.5 Major / 4.0 Minor) AND batch Certificate of Analysis (COA) verifying microbiological limits (TAMC < 100 CFU/g; TYMC < 10 CFU/g; zero *S. aureus / P. aeruginosa / C. albicans*).

2. Lead-Time Delay Rebate: If Mass Production Ready-for-Inspection Date is delayed by more than 7 calendar days beyond the confirmed PO Delivery Date (excluding Force Majeure), a 1.0% discount per delayed week (up to 5.0% maximum) shall be automatically deducted from the 70% balance invoice, or Manufacturer shall upgrade shipment from Sea DDP to Air Express DDP at Manufacturer's sole expense.

UNITBOM VIP CUSTOMS & NEGOTIATION DELIVERABLE #2 · UNITBOM.COM

2026 US/EU HTS Tariff Engineering Matrix & 5 Open-Book Factory Price Negotiation Scripts

Compliant US CBP / EU TARIC Customs Classification Rulings + Word-for-Word Open-Book BOM Counter-Offer Scripts that Cut Initial Factory Quotes by 18%–34%.

1. 2026 US HTSUS & EU CN Tariff Engineering Matrix across Beauty, Personal Care & Packaging

PRODUCT FAMILY	OPTIMAL US HTSUS / EU CN CODE	2026 BASE MFN RATE	COMPLIANT TARIFF & CUSTOMS VALUATION STRATEGY
Hydrocolloid Acne & Blemish Patches	3005.10.5000 / 3304.99.5000	**0.0% Base MFN**	Non-medicated adhesive hydrocolloid wound/blemish dressings enter under Heading 3005.10 (0% MFN base); ensure FDA registration number is listed on commercial invoice.
Oil Blotting Paper Booklets & Refill Compacts	4818.90.0000 / 3304.99.5000	**0.0% Base MFN**	Natural abaca hemp/linen facial blotting sheets without soap/detergent coating qualify for 0% base MFN duty; itemize reusable mirror compact case separately if imported as refills.
Bio-Collagen / PDRN Hydrogel Masks & Toner Pads	3304.99.5000	**0.0% Base MFN**	Classify under 3304.99.5000 (Other beauty or make-up preparations and preparations for the care of the skin: Other); 0% MFN base duty in both US and EU.
Single-Serve Mouthwash Pods & Oral Sprays	3306.90.0000	**0.0% Base MFN**	Preparations for oral or dental hygiene (including mouthwashes and breath fresheners) carry 0% MFN base duty under

PRODUCT FAMILY	OPTIMAL US HTSUS / EU CN CODE	2026 BASE MFN RATE	COMPLIANT TARIFF & CUSTOMS VALUATION STRATEGY
			3306.90.0000. Declare net liquid volume (mL) on packing list.
Twist-Off Serum Capsules & Snap Card Sachets	3304.99.5000	**0.0% Base MFN**	Unit-dose cosmetic serums encapsulated in biodegradable starch/gelatin shells or V-fold cards are classified by their active cosmetic fill under 3304.99.5000 (0% MFN base), NOT as plastic containers.
Empty PP/PCR Airless Pump Bottles & PETG Jars	3923.30.0090 / 8413.20.0000	**3.0% Base MFN**	When importing empty packaging from Vella Pack, unbundle non-dutiable mold engineering/CAD tooling fees onto a separate R&D invoice or amortize per CBP Assist rules so freight is never taxed.
Empty Heavy-Base Perfume Glass Bottles (50ml/100ml)	7010.90.20 / 7010.90.50	**0.0% – 2.5% MFN**	Toilet/perfume glass containers produced by automatic machine under 7010.90.20/30 qualify for reduced MFN rates; separate Zamac caps if shipped in bulk assembly cartons.

2. 5 Word-for-Word Open-Book Factory Price Negotiation Scripts (Copy & Send)

SCRIPT #1 · THE COMPONENT-SPLIT COUNTER-OFFER (CUTS INITIAL FOB QUOTES BY 18%–28%)

When to use: Immediately after a supplier quotes you a single bundled unit price that is 25%+ above the UnitBOM benchmark.

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"Hi [Sales Manager Name], thank you for sending over the initial
quotation of $[Quoted Price]/unit at 5,000 MOQ. Our packaging &
formulation engineering team audited the open-book BOM against Q4
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2026 Guangdong/Fujian raw material spot rates:
• Primary Formulation / Substrate Layer: $[Row 1 Cost]
• Primary Container / Barrier Foil Pouch: $[Row 2–3 Cost]
• 350gsm Retail Folding Carton + Cleanroom Filling & QC: $[Row 4–5 Cost]
• Fair 14% Factory Net Margin: $[Row 6 Cost]
This places the true Tier-1 ex-factory FOB benchmark at **$[UnitBOM Target FOB]/unit.** If you can match $[UnitBOM Target FOB]/unit at 5,000 units (and lock $[25k Target FOB]/unit for our 25,000-unit Q2 reorder), we are ready to sign the PI and wire the sample/mold fee today."

SCRIPT #2 · THE 5K-AT-25K VOLUME ANCHOR (GETS 25,000-UNIT PRICING ON A 3,000–5,000 PILOT RUN)

When to use: When launching a new SKU where you want a 3,000–5,000 unit pilot test without paying the 1k/3k small-batch surcharge.

"Hi [Name], we are finalizing our 12-month production allocation (projected 35,000 units across 3 quarterly POs). For Pilot Batch #1 (3,500 units), we discovered that most of the small-batch surcharge comes from the 350gsm outer folding carton and foil pouch setup. Proposal: We will pre-pay for 15,000 sets of printed folding cartons & foil pouches right now (total cost ~$[Carton Cost], which you can store in your warehouse for our next 2 runs), in exchange for billing Pilot Batch #1 at your 15,000-unit tier FOB rate of $[Target FOB]/unit."

SCRIPT #3 · THE MOLD & CYLINDER FEE WAIVER REBATE CLAUSE

When to use: Whenever custom die-cut knives, gravure cylinders, or silk-screen fixtures ($150–$600) are quoted.

"We agree to pay the $[Tooling Fee] custom tooling/cylinder setup upfront so your engineering room can start immediately, subject to two standard lines on the Proforma Invoice: (1) Full $[Tooling Fee] tooling fee is 100% credited back on our Purchase Order once cumulative volume reaches 10,000 units; and (2) Voucher Code UNITBOM-VIP-200 is applied if ordering via YANSE COS, YANMEI COS, or Vella Pack."

SCRIPT #4 · UNBUNDLING EXW/FOB VS. INFLATED FACTORY DDP SHIPPING QUOTES

When to use: Suppliers frequently pad DDP ocean/air freight quotes by $0.12–$0.35/unit to hide extra profit.

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"Please split your quotation into two separate lines: (Line A) Pure Ex-Factory FOB Guangzhou/Shenzhen/Xiamen unit price with full master carton dimensions (L×W×H cm, Gross Weight kg, units/carton), and (Line B) DDP Sea / Air Express cost per kg. We benchmark DDP ocean freight at $1.35–$1.65/kg and will either book via our nominated forwarder or approve your DDP line if it matches market rate."
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SCRIPT #5 · LOCKING 30/70 T/T WITH AQL 1.5 PRE-SHIPMENT INSPECTION GATE

When to use: Before wiring the 30% deposit on any Purchase Order.

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"Please update the Payment Terms on the Proforma Invoice to read: '30% T/T Deposit upon PO signature; 70% T/T Balance within 3 business days after Buyer approves the Batch Certificate of Analysis (COA), HD mass-production packaging videos, and ISO 2859-1 (AQL 1.5 Major / 4.0 Minor) Pre-Shipment Inspection Report.' As soon as the updated PI is attached, our finance desk will release the 30% wire."
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