



PRIVATE LABEL FRAGRANCE PROGRAM

Custom Fragrance for Laundry Detergent Sheets

Sourcing routes, sample development
and production MOQ

2026 CLIENT GUIDE





Fragrance sourcing routes

02

Two supply routes create three practical working paths.

A

Customer-supplied proprietary fragrance

The client owns the fragrance IP and supplies the material. Klean Leaf can coordinate shipment to the factory through our logistics team.

B

Klean Leaf sourced fragrance

B1 KNOWN FRAGRANCE CODE

Provide the fragrance house and code. We request the specified material from that supplier, subject to authorization and availability.

B2 AUTHORIZED SENSORY MATCH

Provide an authorized reference or scent brief. Our R&D sensory team develops a close match for customer testing.

We do not recreate or independently source a customer-owned proprietary formula without authorization.



Customer-owned fragrance logistics

03

For protected fragrance IP, the client supplies the material. Our logistics team can coordinate air shipment to the manufacturing facility.

9

U.S. brands supported

800+ kg

client-supplied fragrance moved to the factory

New Jersey Minnesota California

All recorded shipments moved by air freight.





Klean Leaf sourced fragrance

04

When the fragrance is commercially sourced rather than client-owned IP, we can buy the specified material or develop an authorized sensory match.

B1

Direct procurement

Provide the fragrance-house name, fragrance code and available specification. Klean Leaf requests the exact material from the named supplier.

Example: Givaudan, when applicable. Availability, supplier MOQ, documentation and commercial terms still apply.

B2

Authorized sensory match

3

in-house fragrance evaluators

Our “good noses” evaluate an authorized reference and develop a close scent direction for sampling. A sensory match does not promise a chemically identical copy.

Final approval always depends on physical sample testing.



Custom fragrance sampling

05



100 g

liquid fragrance concentrate for development

US\$399

custom fragrance sampling fee

50–100

detergent sheets sent for customer testing

Scope, additional revisions and freight are confirmed in the quotation.



Project approval process

06

DEVELOPMENT

- 01 Brief** Ownership, scent target, reference or code, and sheets per pack
- 02 Select route** Client-supplied fragrance, direct procurement or authorized matching
- 03 Sample** Approximately 100 g of fragrance and the US\$399 sample run
- 04 Test** Evaluate the scent on roughly 50–100 detergent sheets

PRODUCTION

- 05 Approve** Lock the final fragrance reference, specification and quotation
- 06 Convert MOQ** Translate 150,000 sheets into finished retail units
- 07 Schedule** Procure the fragrance and reserve production capacity

Approval connects the fragrance reference to the production specification.





Custom fragrance MOQ

07

150,000

sheets per custom fragrance

Finished-unit MOQ depends on the number of sheets packed in each retail box or pouch.

Pack format	Calculation	Finished units
50 sheets	$150,000 \div 50$	3,000
30 sheets	$150,000 \div 30$	5,000



Stock fragrances may qualify for lower MOQs. Confirm fragrance, SKU and pack-format splits in the quotation.



What to send us

01 Fragrance ownership

Tell us whether the fragrance is your protected IP.

02 Supplier details

Share the fragrance-house code, or an authorized reference or scent brief.

03 Pack count

Confirm the number of sheets in each finished box or pouch.



Klean Leaf will recommend the correct sourcing path and convert the 150,000-sheet MOQ into finished retail units.

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