Plan Your MOQ Discussion

Clarify the quantity rules, compare the cost scope and record the revised offer. Marking a box records your preparation; it does not negotiate or commit to a purchase.

☐ 1. Clarify exactly what the minimum applies to

Ask whether the requirement is per order, article, colour, size, material, packaging run or order value. Record the base unit, any required multiple and whether variants can be combined. Keep the original supplier response beside the product revision before comparing alternatives.

☐ 2. Compare the quantity and complete cost scope

Record the actual quotation, currency, quantity and included work. Calculate the goods commitment separately from transport, destination charges and other known costs. Keep unanswered costs visible. Compare the amount committed and expected inventory exposure alongside the unit price; do not choose from the price alone.

☐ 3. Choose a negotiation change and its tradeoff

Ask which material, setup or packaging condition drives the minimum. Propose one defined change, such as a different variant mix or existing packaging, and request a revised written offer. Identify the quality, timing, unit-cost and stock commitments that would change before comparing the result.

☐ 4. Put the agreed quantity conditions in the order

Record the product revision, variant breakdown, quantity unit, minimum and multiples with the agreed price and scope. Retain any trial, repeat-order or unused-material commitments separately. Make sure both parties can identify what changed and which terms apply to the actual purchase.

☐ 5. Review the first order before setting the next

Compare the received product, actual costs, delivery milestones, sales and remaining stock with the original plan. Keep exceptions and unanswered questions visible. Use the observed result to discuss the next quantity; a successful sample or a stated forecast does not guarantee future demand.

Keep the product revision, original responses and revised offer together. Resolve open cost and quantity questions before deciding whether to accept the actual order.

Your Quantity Agreement Record

Use the actual supplier reply and product revision. Keep indicative forecasts separate from any agreed purchase or unused-material commitment.

Product revision, variants and intended quantity

Minimum basis, base unit and required order multiples

Quoted prices, currency, included costs and unknown costs

Proposed quantity change, conditions and tradeoffs

Final written terms, original reply and purchase-order reference

First-order outcome, stock remaining and next review

Official sources and the limits of this record

Sources checked 19 October 2026. Actual product and supplier terms govern.

MOQ discussion: https://www.shopify.com/blog/minimum-order-quantity

SKU basis: https://help.shopify.com/en/manual/products/details/sku

Packaging scope: https://asgdropship.com/custom/packaging/

MOQ is a supplier condition; EOQ is a model with stated assumptions.

This blank record is not a supplier offer, demand forecast or purchase approval. It provides no guaranteed concession, fixed category minimum or optimum quantity. Verify the actual scope, quality requirements, payment milestones and any repeat-order obligations.