

COMMENT QUOTE ON INSTAGRAM

The Real-Quote Checklist

A supplier listing at \$0.89 is not lying about the number. It is lying about what the number includes. Here is how to force a real quote before you trust a price.

Why the cheap number is bait

That headline price is usually built for one impossible order: the thinnest possible material, a huge minimum like 50,000 units, and none of the things a real product needs. The second you ask for a real spec, the number resets. In our own test a \$0.89 bed listing came back at \$3.26 per unit once the quote was real, close to four times the sticker.

Never compare listing prices. Compare landed quotes. A real quote is priced to your spec, your quantity, delivered to your door, with customs paid.

Ask every supplier these before you trust a price

- ☐ What exact material, weight, and construction is this price for?
- ☐ What is the real minimum order quantity for this price tier?
- ☐ Is packaging included, or is it extra per unit?
- ☐ Does this include your logo, hangtag, and custom colors?
- ☐ What is the price with ocean freight to my port?
- ☐ Are import duty and tariffs included, or on me?
- ☐ What is the sample cost and lead time?
- ☐ What is the all-in cost per unit, delivered and cleared?

What a real answer looks like

A factory that wants your order gives you one clear landed number and a spec sheet to match. A supplier that dodges, keeps changing the number, or only quotes the port price is telling you something. Price off the landed quote, never the listing.

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