

Wholesale RFQ Checklist 2026

A practical buyer worksheet for importers, distributors, beauty supply stores, salon groups and ecommerce sellers preparing a wholesale wig quotation request.

1. Confirm buyer context Company type, sales channel, target market and destination country help shape MOQ, packaging and sample advice.	2. Shortlist products Prepare SKU codes, product lines, textures, colors, lengths, density and cap or base details before asking for a price.	3. Make the quote actionable Quantity, target price, packaging, label needs, sample plan and shipping terms make the response faster and cleaner.
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Core RFQ Checklist

Buyer profile

Done	RFQ detail to prepare	Buyer notes
☐	Company, store, salon, distributor or ecommerce brand name.	
☐	Website, marketplace storefront or social sales channel.	
☐	Destination country and main customer market.	
☐	Buyer role and expected monthly or quarterly reorder rhythm.	

Product plan

Done	RFQ detail to prepare	Buyer notes
☐	Product lines: human hair lace wigs, synthetic wigs, braiding hair, extensions, men hairpieces or mixed program.	
☐	SKU shortlist from the Bulk Wigs line sheet or product pages.	
☐	Color, length, texture, density, cap, base or lace preferences.	
☐	Good, better and premium options if comparing target retail price levels.	

Commercial Inputs

Clarify quantity, target cost, private label needs and sample expectations before requesting a formal wig sourcing quote.

Quantity and price

Done	RFQ detail to prepare	Buyer notes
☐	Expected first order quantity by SKU, carton or pack.	
☐	MOQ flexibility: sample first, test order or bulk program.	
☐	Target wholesale price range and target retail range.	
☐	Seasonal launch date, promotion date or reorder deadline.	

Private label and packaging

Done	RFQ detail to prepare	Buyer notes
☐	Logo sticker, woven label, hang tag, care card, satin bag, retail box or plain pack preference.	
☐	Barcode, SKU label, color and length label, pack count and carton mark requirements.	
☐	Brand file status: logo, label copy, barcode data and care-card text ready or pending.	
☐	Retail presentation needs for shelf, salon, marketplace or distributor channel.	

Sample and quality review

Done	RFQ detail to prepare	Buyer notes
☐	Whether samples are needed before bulk quotation approval.	
☐	Sample priority SKUs and any reference photos or previous product standard.	
☐	Quality checks: shedding, lace, cap comfort, color accuracy, fiber feel, density and packaging.	
☐	Photo or video evidence expectations for future receiving review.	

Shipping and RFQ Workflow

Use this page to connect buyer details, export documents and decision gates so the quotation process stays clean.

Shipping and documents

Done	RFQ detail to prepare	Buyer notes
[]	Destination country, city and preferred shipping route or forwarder status.	
[]	Preferred trade terms or whether shipping options should be compared during quotation.	
[]	Commercial invoice, packing list, carton mark and import document expectations.	
[]	Any marketplace, warehouse or retailer receiving rules that affect labels and cartons.	

Quotation Workflow Planner

RFQ stage	Buyer action	Decision to lock
Before contact	Collect product line, SKU shortlist, quantity, target price and destination.	Sample inquiry, test order or bulk program.
During quote	Compare MOQ, product specs, packaging options, sample cost and shipping variables.	SKU mix and quality level for sample or bulk review.
Before sample	Confirm color, length, texture, density, cap or base details and label needs.	Reference sample, photo standard and approval notes.
Before bulk	Finalize carton mix, label files, barcode format, pack count and export document needs.	Invoice, packing list and carton mark requirements.
Before reorder	Share sell-through notes, customer feedback, issue evidence if any and replenishment timing.	Improved color mix, packaging updates and reorder quantity.

Attach clean references Use product links, SKU codes and brand files. Avoid screenshots with supplier marks, watermarks or unrelated store text.	Be clear on trade-offs Tell us if your priority is entry cost, premium feel, faster restock, private label presentation or compact MOQ.	Use the website form Submit buyer details through the Bulk Wigs contact form so the structured request reaches the quotation workflow.
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