FOR SMALL BRANDS

Leather Jacket MOQ and Sample Approval Checklist

Use one sheet per style. Fill in part 1 before you ask for quotes, ask every factory the questions in part 2, then log each sample and your landed cost on page 2.

1. Your order basics

Brand / style name	_____
Style type	☐ Fashion ☐ Biker ☐ Bomber ☐ Motorcycle ☐ Other
Leather (type, grade, colour)	_____
Size run and split (e.g. S 10 / M 20 ...)	_____
Target quantity per style	_____
Target landed price per jacket	_____
Launch date (work backwards from it)	_____

2. MOQ questions to ask every factory

Question	Factory A	Factory B	Factory C
Is the MOQ per style, per colour or per leather type?			
What is the MOQ for this style in stock leather?			
What is the MOQ in a custom colour?			
Can one style be split across colours?			
Can I choose my own size split?			
Price per jacket at the MOQ and at 2× MOQ?			
Is the quote FOB or ex-works? What does it include (lining, labels, packing)?			
MOQ for a repeat order of an approved style?			

Only compare quotes that include the same things. A cheaper quote without lining, labels or packing is not cheaper.

3. Sample approval log

Stage	Date received	Fee paid	Check before you approve	Approved?
1 **Proto**			Look, leather, construction, details	☐ Yes ☐ Redo
2 **Fit**			Fit on a real person; measurement chart locked	☐ Yes ☐ Redo
3 **PP**			Final leather lot, lining, zips, labels, packing	☐ Yes ☐ Redo

Ask before paying: fee per sample, rounds included, and whether the fee is credited against the bulk order. Get the answers in writing.

4. Landed cost worksheet

A. FOB price per jacket × quantity	
B. Freight and insurance	
C. Import duty (rate × goods value)	
D. Customs clearance and local delivery	
Total landed cost (A + B + C + D)	
Landed cost per jacket (total ÷ quantity)	

Check your duty rate for the product code in your country. Or use the free landed cost calculator.

5. Before bulk production starts

☐ PP sample approved in writing	☐ Seal sample kept by you and by the factory
☐ Leather lot, colour and thickness in the PO	☐ Deposit, balance and payment dates agreed
☐ Delivery date and Incoterm (FOB / ex-works) agreed	☐ Pre-shipment inspection booked

Want help with MOQs, sampling or inspection? **Request a quote** and we will match you with verified leather jacket manufacturers in Pakistan.