

What a Seed Catalogue Listing Confirms Before You Request a Quote · Practical guide

A seed catalogue is a starting point for wholesale sourcing, not a supply agreement. This guide explains what a catalogue listing establishes, what it leaves open, and how to prepare an enquiry that gets you a usable quotation. It is written for buyers at garden retail businesses and shops who need to plan stock without over-reading a product page.

The catalogue is a selection tool, not a contract

Catalogue pages exist so business customers can choose varieties and request a quotation. Adding items to a basket or sending an enquiry form does not conclude a purchase contract. An automated acknowledgement only confirms that your enquiry has been received for review. For planning purposes, that means a visible listing tells you a variety belongs to the published reference range — it does not tell you that a specific quantity is reserved for you or that a supply agreement has begun. Treat the catalogue as the opening of a review, not its conclusion.

What a listing does confirm

A listing does establish several useful facts. First, a catalogue reference exists: the variety is part of the published range for business customers. Second, the entry carries identifying details such as species, cultivar qualifiers and any stated SKU, which let you name the exact item you want. Third, a price basis may be shown — some entries use weight, others a stated seed count — so you can note the comparable unit. These points are enough to build a shortlist and frame a clear enquiry.

What a listing does not confirm

Several practical details are settled only at quotation stage: availability and quantity for your requested items, available pack sizes, final prices and applicable taxes, shipping charges and delivery arrangements, and payment terms. Listed descriptions and prices relate to catalogue entries and do not confirm current stock or batch-specific test results. A page description, including category wording, also does not establish a variety's resistance traits. If you need documentation for a proposed shipment, request it for the exact lot and destination.

Prices are not landed costs

Comparing two catalogue figures is only meaningful when they share a unit — weight against weight, seed count against seed count. Even then, the figure shown is not your delivered cost. Shipping charges, taxes and any documentation costs are confirmed separately in the quotation. Build your margin calculations on the quoted figure, not on the catalogue number, and keep the price basis visible in your notes so comparisons stay honest.

Destination changes the answer

A catalogue listing is not confirmation that a variety can be supplied to every destination. Import conditions and responsibilities for documents, customs clearance, duties and taxes must be clarified before a shipment is agreed. Include the destination country and postal code in your enquiry so this can be reviewed. Likewise, a requested delivery date is a request, not a confirmed delivery commitment; agreed arrangements are set out separately. For the wider context of how enquiries and agreed supply sit apart, see the published terms of service.

A practical pre-quotation checklist

Before submitting, quote the variety and any qualifiers exactly as listed, including colour names and F1. State quantities and units, and check them before sending. Note the price basis shown without treating it as final. Name the destination country and postal code. List the documents your business requires for that destination. Give a requested delivery date, understanding it is a request. Working through this list keeps your stock planning grounded and gives the supplier what is needed to return a quotation you can act on.

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