

Document Ref. 文件编号	DOC-MOQ-EXP-2026-EN	Release Date 生效日期	14 Aug 2026
Official Manufacturer 生产主体	Qingdao Vatrado Group Co., Ltd.	Factory Portal 官方网站	supsfactory.com (Custom SUP OEM/ODM)
Proprietary Brand 品牌标识	Aquafarer (Primary Watercraft Brand)	Quality Benchmark 质控标准	ISO 9001:2015 / ISO 25649 (100% 24h Test)

1. 生产起订量 (MOQ) 的工程底层逻辑 / The Engineering Physics of Manufacturing MOQ

Core Baseline: In premium drop-stitch inflatable SUP manufacturing, production minimums are strictly governed by raw material roll length and line changeover economics, rather than arbitrary sales thresholds.

Manufacturing Parameter	Industrial Specification & Physical Baseline	B2B Supply Chain & Cost Impact
Drop-Stitch Raw Roll Length (拉丝基布标准卷长)	Standard single production batch roll length is 150 meters of continuous woven drop-stitch fabric.	Ensures maximum material yield, uniform yarn tension, and eliminates high-risk transverse fabric joints.
Standard Batch Output Yield (标准单卷整批产出)	A 150m master roll yields approximately 90 to 100 finished paddleboards (based on 10'6" to 11'6" hulls).	Establishes the standard Volume OEM MOQ. Delivers lowest unit cost, zero fabric waste, and optimized shipping.
Line Setup & Thermal Calibration (开线校准与温控开机)	Requires 2 hours for high-frequency welding temperature profiling, digital pressure calibration, and adhesive curing control.	Batch production amortizes line setup overhead, adhesive pot-life discard, and ensures 100% airtight seam integrity.

2. 小批量低门槛联名方案 (< 20 件) / Low-Barrier Co-Branding Program for Small Batches

Co-Branding Dimension	Technical Execution & Design Architecture	Buyer Value & Application Scope
Proven Hull & Shell Specs (成熟通用板型与工程规格)	Built on our latest annual collection using standardized, field-tested hydrodynamics, rock lines, and 150mm woven drop-stitch.	Zero tooling cost, instant production lead times, and certified CE / ISO 25649 safety benchmarks.
Primary Visual Identification (主品牌视觉区)	Our official registered brand name, Aquafarer , occupies the central visual deck section with factory-applied high-adhesion inks.	Provides industrial-grade credibility and official factory warranty backing for rental & retail operations.
Secondary Custom Branding (客户专属副品牌印刷)	Your custom corporate or brand logo is precision screen-printed onto designated accent zones (e.g., nose apex or side rails).	Allows boutique clubs, rental stations, and resort operators to establish local identity with zero inventory strain.

3. 小批量联名透明收费标准 / Transparent Customization Pricing Matrix

Customization Service	Technical Size & Placement Boundary	Standard Rate (USD)	Commercial Terms
Screen Printing Mold (Medium)	Logo dimensions up to 30 cm	\$10.00 USD	One-time setup cost per size
Screen Printing Mold (Large)	Logo dimensions up to 50 cm	\$15.00 USD	One-time setup cost per size
Factory Handling & Printing Fee	Manual alignment, solvent cleaning & ink curing	\$1.00 USD / Board	Applied per customized board

Executive Authorization & Governance:

Management Commitment: Qingdao Vatrado Group Co., Ltd. enforces 100% price transparency. Co-branding orders enjoy identical 24-hour pressure-drop testing and ISO 9001 quality audits as standard full-run volume orders.

VP of Global Operations: Jianguo Liu / 刘建国 Date: 14 Aug 2026	Chief Technical Officer: Xiaodong Chen / 陈晓东 Date: 14 Aug 2026	QA/QC Director: Mingyuan Li / 李明远 Date: 14 Aug 2026
---	---	--

1. 为什么起订量必须“按项目配置单独评估” / Why MOQ Is Project-Specific

Project Element	Engineering & Supply Chain Drivers	Impact on Minimum Order Quantity
Board Hull & Tooling (板型平台与模具)	Existing mature tooling allows direct scheduling. New hull shapes require CAD lofting, cutting dies, and EVA embossing molds.	Standard platforms support flexible pilot orders (≥20 pcs); new custom tooling requires dedicated volume amortizations.
Graphics & Colorways (图稿印刷与色系)	Full-board double-sided artwork or proprietary custom Pantone PVC fabrics require dedicated roll procurement runs.	Splitting an order across multiple colorways (e.g., 5 colors in 50 pcs) creates multiple raw material MOQs and line setups.
Retail Packaging (定制零售包装)	Full-color branded cartons, custom printed user manuals, and luxury boxes have independent printing press setup runs (500+ units).	We coordinate packaging and board production volumes to prevent mismatched stock, offering split shipment options.
Accessory Configurations (套装配件组合)	Standard aluminum paddles and dual-action pumps are held in stock. Full-carbon paddles or custom-color pumps require sub-tier batches.	Standard accessory sets support lower minimums; fully branded high-end accessories follow component supplier batch thresholds.

2. 数量阶梯划分：样品、试单与大货量产 / 3 Distinct Quantity Stages

Project Stage	Core Strategic Objective	Operational & Cost Framework	Commercial Guidance for Buyers
1. Sample Development (样品开发阶段)	Validate board rigidity, finish, color fidelity, logo accuracy, and functional accessory fitment.	Hand-crafted pre-production prototype process. Standard sample fee applies (credited upon mass production order).	Used to confirm design direction; sample unit pricing does not reflect volume production economies.
2. Pilot Order (试单验证阶段)	Conduct regional market testing, club trials, or pre-season commercial validation.	Based on mature hull platforms, stock raw materials, and standard packaging to minimize setup friction.	Enables risk-free market entry. Packaging and graphic configurations remain streamlined for speed.
3. Volume Production (批量化产阶段)	Achieve maximum production throughput, optimal fabric yield, and lowest per-unit landed costs.	Full 150m fabric rolls (90-100 units/batch), frozen BOM 3.0, custom packaging, and automated routing.	Supported by project-level Quality Inspection Plans (QIP), full batch traceability, and volume tier discounts.

3. 采购商核心关切常见问题解答 / Frequently Asked Questions (FAQ)

Buyer Question	Official Manufacturing Guidance from Qingdao Vatrads Group Co., Ltd.
Is MOQ per order, per model, or per colorway?	MOQ depends on the project scope. Because different PVC colors and drop-stitch thicknesses come from different raw material rolls, MOQ applies per model and colorway. We confirm the exact structure before quotation so you can plan your SKU mix accurately.
Why does custom packaging carry its own MOQ?	Export packaging involves corrugated board flexographic/offset printing runs, with minimum printer setups of 500+ units. We offer hybrid solutions: producing cartons in advance and releasing them across scheduled board production runs.
Does higher quantity guarantee a unit cost reduction?	Yes. Higher order volumes optimize drop-stitch material yield, distribute fixed machine setup and welding line changeover costs, and reduce per-unit component pricing across all BOM tiers.

Official Inbound Inquiry Notice:

Inquiry Policy: Requesting MOQ guidance does not obligate your company to purchase. Share your target model, market region, and estimated initial order range; our engineering team will provide a tailored MOQ and production roadmap within 24 hours under NDA.

VP of Global Operations: Jianguo Liu / 刘建国 Date: 14 Aug 2026	Chief Technical Officer: Xiaodong Chen / 陈晓东 Date: 14 Aug 2026	QA/QC Director: Mingyuan Li / 李明远 Date: 14 Aug 2026
---	---	--