

20. Bulk/Corporate Purchasing

Q20-1: Are there discounts for bulk purchases?

A20-1: Yes, we provide tiered discounts based on purchase quantity and items:
- Higher order amounts receive greater discount rates - Please contact dedicated corporate customer service for specific quotations

Q20-2: What is the minimum order quantity?

A20-2: Minimum order quantities vary by product category: - Seafood, meat products: Starting from 10-20 kg - Gift boxes: Starting from 50-100 boxes - Vegetable boxes: Starting from 20 boxes

Detailed Specifications: Will be specified in quotations

Q20-3: Can you issue company invoices?

A20-3: Yes, we support: - Triplicate electronic invoices - Paper invoices - Can accommodate company expense reporting processes

Q20-4: What payment methods are available for bulk orders?

A20-4: In addition to regular payment methods, corporate customers can apply for: - Monthly billing (requires signed cooperation contract and credit assessment) - Bank transfer - Check payments, etc.

Q20-5: Can deliveries be made to multiple locations?

A20-5: Yes, need to provide delivery list when placing order:

List Contents: - Recipient name, address, phone number - Delivery dates

Fees: May incur additional batch delivery charges

Q20-6: How long is the delivery lead time?

A20-6: Depends on items and quantities: - General: Need to pre-order 5-14 days in advance - Holiday or special items: Require earlier booking

Q20-7: Can you provide tastings or samples?

A20-7: Bulk or long-term cooperation customers can apply for tastings or samples (some may incur cost charges) to confirm quality.

Q20-8: Can corporate purchases have customized packaging?

A20-8: Yes, we support: - Company logos - Exclusive cards - Ribbons, congratulatory messages, and other customizations

Note: Need to confirm design files in advance and allow production time

Q20-9: Do corporate partnerships have dedicated customer service?

A20-9: Yes, corporate customers are assigned dedicated customer service representatives responsible for: - Quotations - Order tracking - Logistics arrangements and after-sales service

Q20-10: Can long-term cooperation involve contracts?

A20-10: Yes, long-term contracts can: - Lock in prices - Guarantee supply - Provide priority shipping and exclusive preferential terms