

Wholesale Price, MOQ & Lead Time 2026

Indicative FOB bands for silk, cashmere, modal and wool scarves. Prices are per piece at low MOQ and depend on fabric, size, print, finishing and quantity. Confirm exact pricing on your specification.

Indicative FOB price bands

Product	Indicative FOB	Stock MOQ	Custom MOQ	Bulk lead time
Printed polyester / chiffon square	US\$3-6 / pc	20 pcs / colour	100 pcs / design	20-30 days
Twill / satin mulberry silk	US\$8-16 / pc	20 pcs / colour	100 pcs / design	20-30 days
Cashmere / wool shawl	US\$15-35 / pc	20 pcs / colour	100 pcs / design	20-30 days
Modal / blends	US\$4-9 / pc	20 pcs / colour	100 pcs / design	20-30 days
Silk bandana	US\$3-8 / pc	20 pcs / colour	100 pcs / design	20-30 days
Silk hair / head scarf	US\$2-8 / pc	20 pcs / colour	100 pcs / design	20-30 days
Silk shawl	US\$12-35 / pc	20 pcs / colour	100 pcs / design	20-30 days
Silk twilly	Quoted on spec	20 pcs / colour	100 pcs / design	20-30 days

What changes the price

- Fabric and momme: mulberry silk twill or satin costs more than polyester chiffon.
- Size: a 90x90 cm square uses more fabric than a 55x55 cm square.
- Print method: digital print has low setup and suits complex art; screen print has setup per colour and rewards larger runs.
- Finishing: hand-rolled edges are more labour-intensive than machine hems.
- Labels and packaging: custom woven labels and gift boxes usually start around 300-500 pcs.
- Quantity: setup and finishing spread over more pieces as volume rises.

Quantity ladder

Quantity	Typical route	What becomes practical
20-99 pcs	Stock lines or small custom batch	Stock colours, simple labels, test runs
100-299 pcs	Custom print	Your artwork, Pantone matching, custom label
300-499 pcs	Custom print + packaging	Woven labels, gift boxes, retail packing
500+ pcs	Repeat production	Better per-piece price, quantity ladder

Samples, payment and shipping

- Sampling: 5-7 days; sample cost credited to the first bulk order.
- Payment: T/T 30% deposit, balance before shipment; PayPal available for samples and small orders.
- Shipping: air or sea, FOB, CIF or DDP; export documents and reinforced packing prepared.
- Ports: Shanghai, Ningbo or Shenzhen.