Turning One Variety into a Quotable Enquiry Line: A Working Manual

This guide explains how bulk seed buying works at Bulk Seeds International for seed shops, garden retailers and resellers. It is a shared baseline for related documents, covering how the catalogue is organised, how enquiries become quotations, and which market and destination details shape a request. It does not replace the enquiry terms, shipping information or official import guidance for a specific destination.

Who the catalogue is for

Bulk Seeds International is a seed wholesale business operated by Steffen Bauer in Stuttgart, Germany, supplying seed retailers, garden shops and resellers. The catalogue is intended for businesses purchasing seeds for resale. It lists vegetable, flower, herb, microgreen and sprout seeds, organised by seed group, species and variety, with product pages showing available descriptions, reference numbers and listed prices. A catalogue listing is a starting point for a request, not a confirmation that a variety can be supplied to every market.

Enquiry first, order later

Selecting varieties and sending the enquiry form does not place an order and no payment is taken through the website. An automated acknowledgement only confirms the enquiry has been received for review. Before a quotation is issued, the selection, quantities, destination and any required documents are reviewed. Availability, pack sizes, prices, applicable taxes, shipping charges, payment terms and delivery arrangements are then specified separately. Any purchase terms are set out in the quotation and the subsequent agreement.

What a useful enquiry contains

A complete enquiry helps the review move faster. Include your business name and contact details, the botanical name and variety for each requested item, quantities and units, and the destination country with postal code. Add any packaging requirements and the requested delivery date. A requested date is not a confirmed delivery commitment; agreed arrangements are set out separately. If you need particular documents for your business or for customs, say so in the enquiry so responsibilities can be clarified before a shipment is agreed.

Destination rules and import conditions

Import conditions differ by species and by the country the seeds come from, so eligibility cannot be assumed from a catalogue entry. Before agreeing a shipment, the applicable import conditions and the responsibilities for documents, customs clearance, duties and taxes must be clarified. For Australia, the Department of Agriculture, Fisheries and Forestry explains the process on its seeds for planting page, and BICON is used to check whether a species is permitted and which documents, permits or treatments apply. Check the current case for each botanical name. For official import guidance for Great Britain and Australia, follow the linked official sources rather than relying on catalogue descriptions.

Unlisted varieties and corrections

If a species or variety is not listed, send the botanical or variety name, the quantity and the destination by email so it can be reviewed. If you need to correct an enquiry already sent, contact the supplier with its reference. Quantities in the enquiry basket can be edited or items removed before sending, and available pack sizes are confirmed in the quotation rather than on the catalogue page.

What the quotation adds

The quotation is where the commercial picture becomes concrete: confirmed availability, pack sizes, final prices and shipping charges, together with delivery arrangements and terms. Descriptions and listed prices relate to catalogue entries and do not confirm current stock or batch-specific test results, so request the documentation you need for the proposed shipment. Comparing the quotation against the original enquiry — items, quantities, destination and documents — is the last check before any agreement.

Related documents

Bulk Seeds International

Reading the Seed Catalogue as a Reseller: Structure, Scope and Where the Shop Decides

Worksheet: Separating Destination Notes from Basket Lines

Short Answers on Asking About a Variety That Is Not Listed

Planning Guide for the Weeks Between Sending an Enquiry and Reviewing the Quotation

Explaining the Reference Number in the Catalogue to Purchasing Staff

Criteria Grid for Comparing Two Similar Varieties on the Same Catalogue Page