How to Choose a Custom Bag Supplier: Factory vs Trading Company vs Low-Price Workshop

A custom bag program is usually a choice among three operating models: a factory that owns cutting and sewing lines, a trading company that places the order with third-party workshops, or a low-price workshop that competes mainly on unit cost. LantaoBags operates the first model — project-based production on our own lines in China, with a commercial MOQ of 300 units per style per color. Score every supplier against the same ten gates.

What to evaluate	Own production lines (LantaoBags)	Trading company	Low-price workshop
Who actually cuts and sews	Production is planned against our own lines in China. You deal with one project owner from CAD to packing.	The named vendor is often not the sewing floor. The workshop can change between sample and bulk.	You are talking to the floor, but process control and documentation are usually thin.
Commercial MOQ	300 units per style per color. Below that we are not the right supplier.	Often flexible on paper; the hidden MOQ sits at whichever workshop they book.	Can look low. Custom color, mold, or branding usually pushes the real minimum back up.
Sampling	First physical sample in 7–10 business days after design approval. Three revision rounds included. Complex constructions 12–14 days.	Sample speed depends on a third workshop's queue. Revision ownership is easy to lose.	Sample can be fast. Repeating the same construction in bulk is the common failure.
When bulk is allowed to start	Bulk starts only after a pre-production (PP) sample made with production tooling, plus a written QC plan.	Bulk may start on a sales-sample photo. Tooling and fabric lot are not always locked.	Bulk often starts when the buyer says "OK" on WeChat. No PP gate.
Quality standard	AQL 2.5 final inspection; in-line checks every 200 units; individual bag check before packing.	AQL can be promised. The inspector may be hired by the trader, not the floor.	Visual check is common. AQL 2.5 with a written report is not.
What we / they will not do	No one-off single bags. No same-week delivery. No unbranded stock bags. No race to the lowest bid.	Will often accept the request and re-route it. Scope changes after deposit are common.	Will often accept the request. Cost is recovered later in material swaps or missing QC.
Price shape	Quote is built to hold through sampling, QC, and packing. Nothing is added unless you change the scope — and then it is re-quoted before work restarts.	First quote is often a brokerage number. Mold, revision, split shipment, and rush appear later.	Lowest unit price on the first page. Fabric weight, zipper spec, and stitching density move after the deposit.
Compliance documents	ISO 9001, BSCI, SEDEX, GRS, and FSC claims are tied to audit reports available on request. We do not list certificates we cannot show.	Certificates may belong to a different legal entity than the sewing floor.	Certificates are often missing, expired, or copied from a peer factory.
Logistics	DDP to 40+ countries is an offered term, quoted as a line item, not an afterthought.	DDP is resold. Origin documents follow whichever workshop shipped.	Usually FOB or EXW. Destination clearance is the buyer's problem.
Fit	Brands with a design direction, a 300-unit first run, or an existing sample to match.	Buyers who want a coordinator and accept not standing on the sewing floor.	Buyers whose only gate is unit price and who can absorb a reshoot or a rejected container.

LantaoBags is a fit when you need serial production, a locked PP sample, and a single floor to inspect.

Not a fit for one-off bags, same-week ship, unprinted stock, or lowest-bid sourcing.

How to use this sheet: the lowest first quote is not one of the ten gates. Score the supplier you are talking to against every row — who sews, real MOQ, sample-to-bulk lock, the PP gate, AQL ownership, what they refuse, how price is allowed to change, whose name is on the audit, the shipping term, and whether you can visit the floor that will sew the bulk.