

Negotiate minimum orders with flower wholesalers by explaining what you can buy consistently and asking which order terms have room for adjustment. Offer a practical alternative, such as a mixed order or a regular collection schedule, and get the agreed terms in writing.

Prepare before you ask

Start with a realistic picture of your flower needs. Look at the varieties and quantities you expect to use, how often you need a delivery, and how much storage space you have. A small studio filling a few event orders may need a different arrangement from a florist with daily walk in customers.

Ask the wholesaler what its minimum applies to. It might refer to the value of an order, the number of stems, or the quantity of a particular variety. Also check whether delivery has a separate minimum. Knowing the distinction helps you make a proposal that addresses the actual restriction.

Be ready to explain your buying pattern without promising more than you can use. For example, if you arrange flowers every Friday, say what you typically need for that day. A clear account gives the wholesaler something useful to consider.

Make a proposal that works for both sides

Ask if you can meet the minimum with a mix of flowers and foliage rather than a large quantity of one variety. You could also ask about collecting the order yourself if delivery requirements make a small purchase difficult. The wholesaler may have handling or packing costs that limit what it can offer, so listen to the reason behind its terms.

If your needs are predictable, suggest a regular order at a quantity you can manage. You might ask to begin with a smaller order and review the arrangement after several purchases. Avoid treating future volume as a guarantee unless you are genuinely prepared to buy it.

Keep the discussion specific. Instead of asking for a general exception, describe the stems you want, your preferred collection or delivery day, and the amount you can order. Ask what substitutions might be needed if a flower is unavailable, and who will approve them.

Before agreeing, confirm the minimum, delivery or collection arrangements, payment terms, and how the wholesaler handles damaged flowers. An email summarizing the agreement can prevent confusion when an order is packed on a busy morning.

Questions to ask before placing an order

Can I combine varieties to meet the minimum?

Ask which flowers and foliage count toward it and whether any varieties must be bought in fixed quantities.

Does collecting an order change the minimum?

It may be worth asking if delivery is the obstacle. Confirm the collection time and how the flowers will be packed for transport.

Can we review the minimum later?

Suggest a date to revisit the terms after the wholesaler has seen your ordering pattern. A review is an opportunity to talk, not a promise of a lower minimum.

What happens if flowers arrive damaged?

Ask how to report a problem, what evidence the wholesaler needs, and how quickly you should get in touch.

A good companion read: decorating a room with bouquets