



Handout 05.12: Price and Spec Sheets and Buyer Cards

Name: _____ Date: _____ Station: _____

Word bank: price, quality, shipping, return, size, seam, stitch, label Turkish: fiyat, kalite, kargo, iade, beden, dikiş yeri, dikiş, etiket Portuguese: preço, qualidade, frete, devolução, tamanho, costura, ponto, etiqueta Spanish: precio, calidad, envío, devolución, talla, costura, puntada, etiqueta

Page 1. Day 1: the four kinds of places you can buy clothes

Fill one box for each kind of place. One advantage, one risk.

Kind of place	One advantage	One risk
Discount store (big box, everyday low price)		
Mall brand store (a brand with its own store)		
Secondhand shop (thrift, consignment, resale)		
Online marketplace (a listing from a seller you do not know)		

Page 2. Day 1: the four quality checks

Run all four checks on the sweatshirt at your station. Write what you find. Check the box if the answer is a good one.

Check	How you do it	Garment __ : what you found	Good?
1. Seam strength	Hold the fabric on both sides of a seam and pull gently sideways. Look for gaps, loose thread, or the seam opening.		[]
2. Fabric weight	Hold it up to the light against a white card. Heavier fabric blocks more light. Feel the weight in your hand.		[]
3. Stitch density	Lay the ruler on a seam and count the stitches in one inch. 8 is low. 10 to 12 holds.	_____ stitches per inch	[]
4. The label	Read it. Fiber content percentages? Care		[]



	instructions? Country? Is there a brand label at all?		
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My guess at the price of garment __ : \$_____

The real price: \$_____ Vendor type: _____

Was I close? _____ What surprised me: _____

Hidden costs of buying online

Build the landed cost from the packing slip the teacher passes around.

Line	Amount
Listed price	\$_____
Shipping	\$_____
Sales tax	\$_____
What you actually paid	\$_____
If it does not fit: return shipping	\$_____
Days you waited	_____ days

The five hidden costs: shipping, return shipping, a restocking or return fee, sizing risk (you cannot try it on), and time.

The hidden cost I think matters most is _____ because

Page 3. Day 2: the price and spec sheet, eight items

All eight are plain pullover hooded sweatshirts unless the notes say otherwise. Prices marked.

#	Vendor type	Price	Extra cost	Fiber content	Fabric weight	Seams	Stitches per inch	Care label	Sizes available	Returns	Delivery	Notes from the tag or the listing
A	Discount store	\$12.99	none	60% cotton, 40% polyester	7.5 oz	Single-needle throughout	8	Machine wash cold, tumble dry low, do not bleach	S, M, L, XL	30 days in store, free	Today	Thin. Flat cord drawstring. Cuffs have no stretch fiber.
B	Discount store, two-pack	\$19.99 for two (\$10.00 each)	none	50% cotton, 50% polyester	7 oz	Single-needle throughout	7	Machine wash warm, tumble dry low	Youth M, Youth L only	30 days in store, free	Today	Sold only as a two-pack. Youth sizes.
C	Mall brand	\$44.95	none	80% cotton, 20% polyester	9 oz	Double-needle at shoulders	11	Machine wash warm, do	XS to XXL	Free in store, any time	Today	Ribbed cuffs with 5% spandex.

						and arm hole s		not blea ch, tum ble dry low				Met al eyel ets. Logo on ches t.
D	Mall bran d, heav ywei ght	\$69. 00	non e	100 % cott on	12 oz	Dou ble- need le thro ugh out	12	Mac hine was h cold insi de out, tum ble dry low	XS to XXL	Free in stor e, any time	Tod ay	Bar tack s at both pock et corn ers. Met al- tipp ed dra wstr ing. Hea viest fabri c on this shee t.
E	Seco ndh and shop	\$6.5 0	non e	Labe l read s 80% cott on, 20% poly este r	Feel s abo ut 9 oz	Dou ble- need le at shou lder s	10	Labe l fade d, care instr ucti ons unre adab le	Size L only, one item	Non e. Sold as- is.	Tod ay	Cuff s are pille d. Dra wstr ing is miss ing. Smal l ink mar k on the

												left cuff. Brand label faded.
F	Secondhand shop	\$8.00	none	100% cotton	Feels about 11 oz	Double-needle throughout	11	Machine wash cold, tumble dry low	Size M only, one item	None. Sold as-is.	Today	No visible wear. Brand label cut out. Drawstring present.
G	Online marketplace	\$9.99	Shipping \$6.99. Return shipping \$5.95 paid by buyer.	"Cotton blend," no percentages given	Not listed	Not visible in the photos	Not listed	Not shown in the listing	S to XXL by size chart only	14 days, buyer pays return shipping	12 to 20 days	3.6 stars from 812 reviews. Reviews say "runs small" and "thinner than expected."
H	Online market	\$24.99	Shipping \$4.9	60% cotton,	8 oz	Single-needle	9	Machine wash	XS to L by	14 days,	5 to 8	Listing says

	ketp lace, prin ted cro ped style in this seas on's colo r		9 (free over \$35) . Retu rn ship ping \$5.9 5 paid by buye r.	40% poly este r		le thro ugh out		h cold, do not iron the prin t	size char t	buye r pays retu rn ship ping	days	the prin ted grap hic "ma y crac k after was hing." The style is wha t is pop ular right now.
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Screen the items against your buyer

#	Can it work for my buyer?	If no, which limit does it break? (money, time, size)	Total my buyer pays
A			
B			
C			
D			
E			
F			
G			
H			

Page 4. Day 2: the three buyer cards

Your station gets one card. Read it out loud. Underline the three limits: money, time, and size.

Buyer Card 1: Ana, one sweatshirt to last two winters

Ana is in seventh grade. She walks to school, about fifteen minutes each way. She wants one sweatshirt she can wear four or five days a week from October through March, for two years. She washes it about once a week.

- **Money:** she has \$50 saved and she would rather not spend all of it.
- **Time:** no deadline, but she wants it before the weather turns.
- **Size:** adult M. She has stopped growing quickly.
- **Other:** nobody in her house can drive to a store to make a return, and she does not want to pay return shipping.
- **What she cares about most:** that it still looks and feels good in the second winter.

Buyer Card 2: The Okonkwo family, buying for three kids

Three kids, ages 7, 10, and 13. All three need a sweatshirt. The cold week starts next Monday.

- **Money:** \$60 total for all three.
- **Time:** they need all three by Monday, which is five days from today.
- **Sizes:** Youth M (age 7), Youth L (age 10), adult S (age 13).
- **Other:** the 7-year-old will grow out of anything within about a year. The 13-year-old cares what it looks like. Whoever shops has a car and can return things in person.
- **What they care about most:** three sweatshirts, on three kids, by Monday, without going over \$60.

Buyer Card 3: Dev, a specific look for one event

Dev is in eighth grade and is performing in the school talent show in three weeks. He wants the printed cropped style in this season's color, the one everybody is wearing right now, for the show. He will probably wear it a few more times after.

- **Money:** \$30.
- **Time:** three weeks, but he wants to try it on and be sure at least a few days before.
- **Size:** S.
- **Other:** the look matters more to him than the fabric weight. He knows it will not last for years and he is fine with that.
- **What he cares about most:** that it is the right style and color, and that it arrives in time to be sure.

Page 5. Day 2: the recommendation poster and the defense

Copy this onto the chart paper. Everybody at the station signs it.

Our buyer is: _____

We recommend item: _____

Total our buyer pays, including shipping and tax: \$ _____

Quality reason 1: _____

Quality reason 2: _____

One hidden cost we accepted or avoided: _____

Second-best item and why it lost: _____

Signed: _____

Sentence frames

- We recommend item ____ for ____ because ____.
- The total is \$____, which is under the buyer's limit of \$____.
- Item ____ has ____ stitches per inch and ____ seams, which means ____.
- We avoided the hidden cost of ____ by ____.
- Item ____ lost because ____.

Questions we will ask the other stations

Write one question for each of the other two stations before they present.

Station ____ : _____

Station ____ : _____

Closing line

The item I recommended was _____. If my buyer had twice the money, I would have said _____ instead, because _____.