



About Pricing Alterations Made Easier

The following information is included in this overview of *Pricing Alterations Made Easier*:

1. An illustrated listing of items packaged with *Pricing Alterations Made Easier*.

Note: the *JSM Hourly Rate Calculator* stand-alone program comes with the *Pricing Alterations Made Easier* system in addition to the items listed.

2. The Price Guide Table of Contents.

User's print a custom price list once they have established an hourly rate and input their own times into the system. (If new times are not entered, the JSM times are used to calculate the price.) The resulting custom price list fits within the table of contents.

3. Sample pages for blouse alterations.

Sample pages are based on an arbitrary hourly rate of \$30 per hour.

For example in the "Blouse or top:Hem:Blindhem or cover stitch" row, the program multiplies the hourly rate times the time it took at JSM Tailors to hem a blouse to arrive at "\$15" as the price printed in the last column. (The JSM times - green type - are printed in minutes and then converted to hours to do the math. Times can be changed by the user without overwriting the JSM times.)

Note: The \$30 hourly rate is purely arbitrary. A \$25 hourly rate would yeild a price of \$12.50 for the half-hour blouse hem alteration whereas a \$40 hourly rate would yeild a price of \$20 for the half-hour blouse hem example above. Change the time it takes for you to hem a blouse and the price changes to your custom price.

CONTENTS

The following items come with the *Pricing Alterations Made Easier*™ system.

- **Pricing.xls** - computer file located on the compact disk (CD).

There are four worksheets in this file . . .

- JSM Hourly Rate Calculator does the math as you input your information to figure an hourly rate.
- The Price List calculates your prices automatically once your hourly rate is entered. This list contains more than 600 of the most commonly requested alterations, along with the average time it took for 5 tailors working in a shop over a 20-year time period to complete each alteration.
- Prep for Export to Quickbooks® prepares a file for import into the QuickBooks accounting program for computerized invoicing.
- Add to Price List Form. This is a form for adding alterations to your price list.

- **User's Guide** (also on the CD)

This User's Guide . . .

- Provides instructions for preparing, printing, and updating your price list pages.*
- Includes lessons in how to use Microsoft's Excel® computer spreadsheet program. These lessons go hand-in-hand with the instructions for creating and updating your price list.
- Explains importing your price list into the QuickBooks accounting program.

- **Tabbed binder** - Your Ready-To-Wear Alteration Price Guide set up and ready for your price list sheets.

The Ready-To-Wear Alteration Price Guide . . .

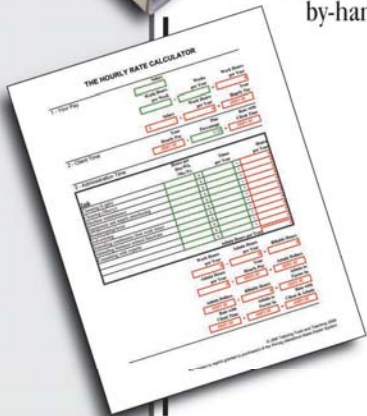
- Organizes over 600 listed alterations into twenty-four categories. There is plenty of room to add more alterations within each category as the need arises. (A form is included within each category for this purpose.)
- Includes a detailed table of contents.
- Can be customized to suit your needs.

- **JSM Hourly Rate Calculator**™ card - clipped in front of this binder to figure your hourly rate by-hand or for preparing your information for computer entry.

* **For those of you who would prefer NOT to print your price list pages**, use the order form clipped in front of this binder to order price list pages directly from JSM Tailoring Tools & Teaching. Send us your hourly rate and \$15 to cover the cost of printing and mailing and we will calculate your prices, print your price list pages, and send them to you, 3-hole punched and ready to insert into your binder.

Thank you for purchasing the *Pricing Alterations Made Easier* system. Let us know how it works for you. We sincerely appreciate your business.

Joyce S. Murphy
JSM Tailoring Tools
www.jsmtailoringtools.com



PRICE GUIDE

— TABLE OF CONTENTS —

| | |
|--|--|
| <p>1 - Active Wear 1</p> <ul style="list-style-type: none"> Ski Pants 1 Sweatpants 1 Sweatshirts 1 <p>1 - Belts, Belt Loops, Suspender Buttons 2</p> <p>1 - Blouses & Tops 3 to 7</p> <ul style="list-style-type: none"> Hems 3 Sleeve Hems 4 Take In/Let Out 5 Narrow Shoulders 6 to 7 <ul style="list-style-type: none"> Along Shoulder Seam 6 Recut at Armhole 7 <p>1 - Bra Cups, Strap Keepers 8</p> <p>2 - Closures 9 to 10</p> <ul style="list-style-type: none"> Buttons & Buttonholes 9 Thread Loop/Fabric Tab 10 Hooks & Eyes 10 Snaps 10 <p>2 - Collars & Cuffs 11 to 12</p> <ul style="list-style-type: none"> Collar Repairs 11 Cuff Repairs 12 <p>2 - Coats 13 to 15</p> <ul style="list-style-type: none"> Shorten 13 Lengthen 14 Sleeve Hems 15 <p>2 - Dresses 16 to 24</p> <ul style="list-style-type: none"> Shorten 16 Lengthen 17 Hem Additions 18 Shorten from Waist or Design Line 19 Peg 20 Sleeve Hems 21 Take In/Let Out 22 Narrow Shoulders 23 to 24 <ul style="list-style-type: none"> Along Shoulder Seam 23 Recut at Armhole 24 <p>2 - Elastic 25 to 27</p> <ul style="list-style-type: none"> Add New Elastic 25 Replace Elastic 26 Ripping Charge 27 | <p>3 - Jackets 28 to 37</p> <ul style="list-style-type: none"> Casual Jacket Hems & Sleeve Hems 28 Lined Sportswear Jacket Sleeve Hems 29 Tailored Jackets 30 to 34 <ul style="list-style-type: none"> Hems 30 Sleeve Hems 31 Take In/Let Out Sleeves 32 Take In/Let Out Jacket 33 Lower Collar 34 Shoulder Changes 35 to 37 <ul style="list-style-type: none"> Narrow thru CB seam 35 Recut at Armhole 36 Broaden Shoulders 37 <p>3 - Jeans 38 to 40</p> <ul style="list-style-type: none"> Hems 38 Taper 39 Take In/Let Out 40 <p>3 - Linings 41 to 43</p> <ul style="list-style-type: none"> Repairs 41 Line or Reline 42 Reline Sleeves & Lining Additions 43 <p>3 - Pants 44 to 54</p> <ul style="list-style-type: none"> Shorten 44 Lengthen 45 Hem Additions 46 Taper 47 Take In/Let Out 48 Raise at Waist 49 Additions 50 One Pc. WB Pants Take In/Let Out 51 Two Pc. WB Pants Take In/Let Out 52 Elastic Waist Pants 53 to 54 <ul style="list-style-type: none"> Shorten from Waist 53 Take In/Let Out 53 Faced Waist Pants Take In/Let Out 54 <p>3 - Patches 55 to 57</p> <ul style="list-style-type: none"> Apply on Letterman's Jackets 55 Apply Military, Scout, or Logo Patches 56 Apply Ultrasuede® Elbow Patches 57 <p>4 - Pockets 58</p> |
|--|--|

PRICE GUIDE

— TABLE OF CONTENTS (CONT.) —

| | |
|--|--|
| <p>4 - Repairs & Mending59 to 63</p> <ul style="list-style-type: none"> Fly & Crotch Repairs 59 Hem Repairs 59 Seam Tape Repairs..... 60 Vent Repairs 60 Mending 61 to 63 <ul style="list-style-type: none"> Fabric Tears or Holes 61 Apply Patches to Mend..... 62 Ultrasuede® Patches..... 63 <p>4 - Restyling64 to 65</p> <ul style="list-style-type: none"> Pants, Skirts, & Blouses..... 64 Shirts, Dresses, & Jackets 65 <p>4- Shirts 66</p> <p>4 - Shoulder Pads 67</p> <p>5 - Skirts.....68 to 77</p> <ul style="list-style-type: none"> Shorten 68 Lengthen 69 Hem Additions 70 Shorten from Waist or Design Line 71 Peg 72 Take In/Let Out..... 73 Raise at Waist..... 74 Additions..... 75 Elastic Waist Skirt..... 76 to 77 <ul style="list-style-type: none"> Shorten from Waist 76 Take In/Let Out..... 76 Faced Waist Skirt Take In/Let Out..... 77 <p>5 - Sleeveless Garments78 to 81</p> <ul style="list-style-type: none"> Camisole or Dress with Straps..... 78 Sleeveless Blouse or Dress 79 to 81 <ul style="list-style-type: none"> Faced Edges 79 Lined to Edge..... 80 Turned & Topstitched Edges..... 81 <p>5 - Sweaters..... 82</p> | <p>5 - Vests.....83 to 85</p> <ul style="list-style-type: none"> Back Made of Lining 83 Cloth Back 83 to 85 <ul style="list-style-type: none"> Faced Edges 83 Lined to Edge..... 84 Turned & Topstitched Edges..... 85 <p>5 - Zippers.....86 to 87</p> <ul style="list-style-type: none"> Fix 86 Replace 7” to 9” 86 Replace 21” or longer 87 |
|--|--|

Pricing Alterations Made Easier

| JSM Time in Minutes | Hourly Rate | Your Time in Minutes | Abbrevia- tion | NAME | DESC | PRICE |
|--|----------------|-------------------------|-------------------|---|---|----------|
| BLOUSE OR TOP | | | | | Parent Item | |
| Blouse or top:Hem | | | | | Parent Sub-item | |
| 30 | \$ 30 | 30 | BL:H:B | Blouse or top:Hem:Blindhem or cover stitch | Shorten a blouse or top blindhem or topstitch. | \$ 15.00 |
| 42 | \$ 30 | 42 | BL:H:H | Blouse or top:Hem:Handstitch | Handstitch a blouse or top hem. | \$ 21.00 |
| Blouse or top:Hem:Slits | | | | | Parent Sub-item | |
| 50 | \$ 30 | 50 | BL:H:S:A | Blouse or top:Hem:Slits:Add | Shorten blouse or top and add slits. | \$ 25.00 |
| 42 | \$ 30 | 42 | BL:H:S:L | Blouse or top:Hem:Slits:Lengthen | Shorten blouse or top and lengthen existing slits. | \$ 21.00 |
| Blouse or top:Sleeve | | | | | Parent Sub-item | |
| Blouse or top:Sleeve:Hem | | | | | Parent Sub-item | |
| Blouse or top:Sleeve:Hem:Shorten | | | | | Parent Sub-item | |
| 24 | \$ 30 | 24 | BL:S:H:S:P | Blouse or top:Sleeve:Hem:Shorten:Plain | Blouse or top: Shorten long or short plain sleeves by machine. | \$ 12.00 |
| 70 | \$ 30 | 70 | BL:S:H:S:F | Blouse or top:Sleeve:Hem:Shorten:Faced | Blouse or top: For a curved and faced hem, taper sleeve at hem and reset facing to shorten. | \$ 35.00 |
| Blouse or top:Sleeve:Hem:Lengthen | | | | | Parent Sub-item | |
| 29 | \$ 30 | 29 | BL:S:H:L:P | Blouse or top:Sleeve:Hem:Lengthen:Plain | Blouse or top: Lengthen long or short plain sleeves by machine. | \$ 14.50 |
| 49 | \$ 30 | 49 | BL:S:H:L:F | Blouse or top:Sleeve:Hem:Lengthen:Face | Blouse or top: And face to lengthen as much as possible | \$ 24.50 |
| Blouse or top:Sleeve:Hem:Addition | | | | | Parent Sub-item | |
| 20 | \$ 30 | 20 | BL:S:H:A:H | Blouse or top:Sleeve:Hem:Addition:Handstitch | Blouse or top: And handstitch sleeve hem. | \$ 10.00 |
| 12 | \$ 30 | 12 | BL:S:H:A:T | Blouse or top:Sleeve:Hem:Addition:Taper | Blouse or top: And taper sleeve hem before changing length. | \$ 6.00 |
| Blouse or top:Sleeve:Shorten from top | | | | | Parent Sub-item | |
| 90 | \$ 30 | 90 | BL:S:S | Blouse or top:Sleeve:Shorten from top | Blouse or top: Shorten sleeves from top. Reshape sleeve cap and take in garment as needed. | \$ 45.00 |
| Blouse or top:Take in | | | | | Parent Sub-item | |
| Blouse or top:Take in:Dart | | | | | Parent Sub-item | |
| 12 | \$ 30 | 12 | BL:T:D:N | Blouse or top:Take in:Dart:New (ea) | Blouse or top: Create waist darts per dart. | \$ 6.00 |
| 8 | \$ 30 | 8 | BL:T:D:R | Blouse or top:Take in:Dart:Reshape (ea) | Blouse or top: Reshape waist darts per dart. | \$ 4.00 |
| Blouse or top:Take in:Sides | | | | | Parent Sub-item | |
| 30 | \$ 30 | 30 | BL:T:S:W | Blouse or top:Take in:Sides:Waist area only | Blouse or top: Take in sides at waist. | \$ 15.00 |
| 42 | \$ 30 | 42 | BL:T:S:T | Blouse or top:Take in:Sides:Thru hem | Blouse or top: Take in sides through hem. | \$ 21.00 |
| 60 | \$ 30 | 60 | BL:T:S:T:A | Blouse or top:Take in:Sides:Thru hem:Add slits | Blouse or top: Take in sides and create slits. | \$ 30.00 |
| 60 | \$ 30 | 60 | BL:T:S:B | Blouse or top:Take in:Sides:Body thru sleeve | Blouse or top: Take in sides and sleeves. | \$ 30.00 |
| 72 | \$ 30 | 72 | BL:T:S:C | Blouse or top:Take in:Sides:Complete thru hem and sleeves | Blouse or top: Take in sides & sleeves through hem of body and sleeve hems. | \$ 36.00 |
| Blouse or top:Let out | | | | | Parent Sub-item | |
| Blouse or top:Let out:Sides | | | | | Parent Sub-item | |
| 46 | \$ 30 | 46 | BL:L:S:W | Blouse or top:Let out:Sides:Waist area only | Blouse or top: Let out sides at waist. | \$ 23.00 |
| 90 | \$ 30 | 90 | BL:L:S:G | Blouse or top:Let out:Sides:Gusset thru armhole | Blouse or top: Let out by adding side gussets through armholes. | \$ 45.00 |

Pricing Alterations Made Easier

| <u>JSM Time</u> <u>in Minutes</u> | <u>Hourly</u> <u>Rate</u> | <u>Your Time</u> <u>in Minutes</u> | <u>Abbrevia-</u> <u>tion</u> | <u>NAME</u> | <u>DESC</u> | <u>PRICE</u> |
|--------------------------------------|------------------------------|---------------------------------------|---------------------------------|---|---|--------------|
| | | | | Blouse or top:Narrow shoulder | Parent Sub-item | |
| | | | | Blouse or top:Narrow shoulder:Along the shoulder seam | Parent Sub-item | |
| 24 | \$ 30 | 24 | BL:N:A:T | Blouse or top:Narrow shoulder:Along the shoulder seam:Tape shoulder seam | Blouse or top: Apply seam tape to shoulder seams to draw shoulders in. | \$ 12.00 |
| 50 | \$ 30 | 50 | BL:N:A:A | Blouse or top:Narrow shoulder:Along the shoulder seam:Add a flange | Blouse or top: Narrow shoulders by creating a flange. | \$ 25.00 |
| | | | | Blouse or top:Narrow shoulder:Recut armhole | Parent Sub-item | |
| | | | | Blouse or top:Narrow shoulder:Recut armhole:Cap of sleeve reset | Parent Sub-item | |
| 50 | \$ 30 | 50 | BL:N:R:C:A | Blouse or top:Narrow shoulder:Recut armhole:Cap of sleeve reset:Adjust ease | Blouse or top: Narrow shoulders, reset sleeve cap thus reducing ease in sleeve cap. | \$ 25.00 |
| 64 | \$ 30 | 64 | BL:N:R:C:S | Blouse or top:Narrow shoulder:Recut armhole:Cap of sleeve reset:Slope shoulder at armhole | Slope shoulder seam by taking up shoulder seam at armhole. | \$ 32.00 |
| 110 | \$ 30 | 110 | BL:N:R:C:R | Blouse or top:Narrow shoulder:Recut armhole:Cap of sleeve reset:Raise entire shoulder | Raise (take up) shoulders. Finish into collar or neckline. | \$ 55.00 |
| 70 | \$ 30 | 70 | BL:N:R:C:Y | Blouse or top:Narrow shoulder:Recut armhole:Cap of sleeve reset:Yoked front add gathers/pleats into | armhole small. Reset sleeve cap. | \$ 35.00 |
| | | | | Blouse or top:Narrow shoulder:Recut armhole:Sleeve reset | Parent Sub-item | |
| 72 | \$ 30 | 72 | BL:N:R:S:T | Blouse or top:Narrow shoulder:Recut armhole:Sleeve reset:Take in sides | Blouse or top: Narrow shoulders. Reset entire sleeve. Take in sides. | \$ 36.00 |
| 72 | \$ 30 | 72 | BL:N:R:S:S | Blouse or top:Narrow shoulder:Recut armhole:Sleeve reset:Slope shoulder at armhole | Take up shoulder seam at armhole. (Slopes shoulder). | \$ 36.00 |
| 90 | \$ 30 | 90 | BL:N:R:S:B | Blouse or top:Narrow shoulder:Recut armhole:Sleeve reset:Both sides in and slope shoulders | Blouse or top: Narrow shoulders. Reset entire sleeve. Slope shoulders and take in sides. | \$ 45.00 |
| 102 | \$ 30 | 102 | BL:N:R:S:E | Blouse or top:Narrow shoulder:Recut armhole:Sleeve reset:Entire shoulder raise | Blouse or top: Narrow shoulders. Reset sleeves. Take up shoulders through neckline. | \$ 51.00 |
| 132 | \$ 30 | 132 | BL:N:R:S:R | Blouse or top:Narrow shoulder:Recut armhole:Sleeve reset:Raise shoulder and sides in | Blouse or top: Narrow shoulders. Reset sleeves. Take up shoulders through neckline and take in sides. | \$ 66.00 |
| | | | | Blouse or top:Narrow shoulder:Recut armhole:Addition | Parent Sub-item | |
| 30 | \$ 30 | 30 | BL:N:R:A:S | Blouse or top:Narrow shoulder:Recut armhole:Addition:Shorten sleeve from top | Blouse or top: And shorten sleeves from the top. | \$ 15.00 |