

SALVAGE GRADING

Training Guide

The ROC's Salvage Grading Training Guide is a valuable tool for Salvage Grading processors. It aims to establish a standardized system for sorting cloth products based on style, condition, quality, and category. By having a consistent grading framework, this guide aids in the effectiveness of salvage grading procedures while promoting sustainability and making the most of the value from the salvaged cloth items.

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The Fundamental Four

These four main areas must be considered when grading cloth items.

STYLE

Check the style of the garment. The main points are:

- Current style
- Fad/trend
- Classic/rare
- Vintage/retro

Ask the following questions:

1. Is the style current or on-trend?
2. Is it something everyone wants?
3. Is it a classic or standard style?
4. Is it one of a kind or hard to find?

CATEGORY

Specific sort based on season or style. The main points are:

- Summer (1-3)
- Winter
- Biggie (XL 38-42 men's/ XL 18-22 women's)
- Scrubs
- White tees

Ask the following questions:

1. What season is this item for?
2. How many defects does it have?
3. Is the item of good quality and in good condition?

CONDITION

The present condition of an item. The main points are:

- Clean and no smell
- Worn or damaged
- Holes, rips, tears
- Snags, pilling, fraying

Ask the following questions:

1. How worn is it? Does it affect the item's wear?
2. Is it stretched out?
3. Is the fabric in good condition?
4. Is it stained or balled, or does it smell bad?

QUALITY

The original value of the item. The main points are:

- Original price
- Constructed well
- Popular brand
- Color: Faded vs. Vibrant

Ask the following questions:

1. Was it expensive when brand new?
2. Is it well-known, a classic, or a high-quality brand?
3. Is it a classic that stands the test of time?
4. Is it well made or made of expensive materials?
5. Does it have a lot of detailing?

Condition Standards and Tips

These are the condition standards to follow and tips to ensure consistent grading practices.

CONDITION STANDARDS

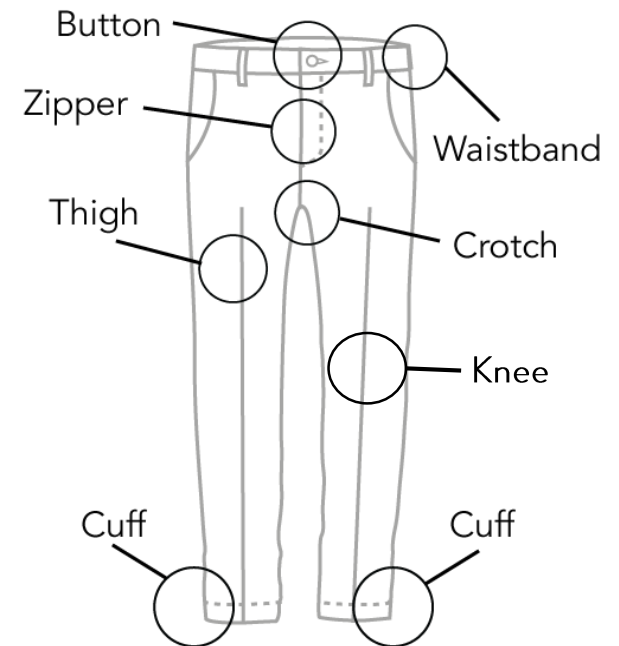
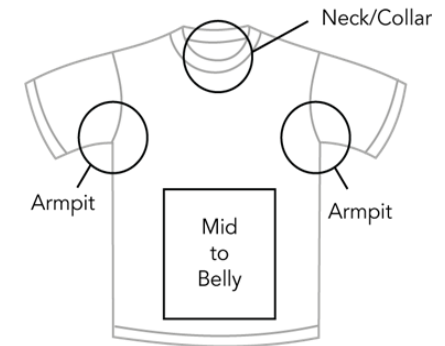
- Holes, rips, or tears
- Stains or strong odors
- Snags, pilling, and balling
- Elastic waistbands (for wear)
- Fraying
- Missing or broken pieces

IMPORTANT:

Reject all law enforcement, cable service, and military uniforms (camouflage is okay).

GRADING TIPS AND QUESTIONS TO CONSIDER

- Look, stretch, pull, touch, and feel before making a decision.
- Check front and flip to back. Repeat for inside and outside.
 - Sleeves are often bally, rubbing shows by thigh on pants, and if washed too much color may be faded.
- Are garments worn, discolored, or frayed?
- Does the elastic waistband crack, or is it stretched out?
- Are there makeup or other stains on the collar or by the buttons? Fold up or out to see.
- Are there any hidden stains or snags?
 - Tiny holes, ruffles, patterns, or color gradients can mask grease or other stains or snags.



Quality Factors

The quality of the fabric and its construction must be considered when grading cloth items.

Fabric



Fabric Do's

What is the garment made of?

- Denim
- Cotton
- Lycra
- Knit
- Poly-Cotton Blend
- Polyester
- Leather

Fabric Don'ts

Put the **wool** garments in the Tip Gaylord.

Construction



Structure

Items that are handmade or have multiple alterations are not gradable. These go in the Tip Gaylord.

Important Note

Look, stretch, pull, touch, and feel every garment before making a decision!

Quality Factors

The fabric's finish must be inspected to determine whether it is low or high quality.

Finish/Quality of Fabric

CHECK THE HEMS

- No rips or frayed edges
- Hems should be sewn and intact
- Check for normal wear or tear



COLOR

Make sure the color is bright and not faded.



Poor



Normal



Great

EMBELLISHMENTS

Examples include buttons, beads, decorative stitching, lace, etc. A higher-quality garment may have more buttons and may be made with more decorative stitching or embroidery. Lower-quality garments have fewer buttons and are often made of polyester. More expensive brands in good quality condition would go to Premium 1.



These are the grading guidelines for garments that are considered summer-appropriate.

There are three sort levels for Summer products:

- **Premium 1 Summer (Like New):** Little to no wear/items, brand new or almost brand new
- **Summer 2 (Normal):** Small signs of normal wear with only one minor issue; color is still bright (cannot be torn, ripped, or have a large stain)
- **Summer 3 (Acceptable):** The item can have up to 3 **minor** issues: pilling/balling, faded color, and/or stretching in the neck, body, or arms

Summer Gaylord Sort Categories

(Up to size large, Women's pants up to size 16, Men's pants up to size 36)

- Jeans (including skinny)
- Shorts
- Capris (must have pockets on the back, or it goes in the Tip Gaylord)
- Tank tops
- Skirts
- Knit pants
- Short sleeve shirts
- Summer dresses
- Men's long sleeve dress shirts
- Underwear and bras
- Swimwear

Note: Denim, cotton, Lycra, knit, or company logo is acceptable. Wool goes into the Tip Gaylord.



These are the grading guidelines for garments that are considered winter-appropriate.

Only Premium (Like New) is selected for Winter products:

- **Premium 1 Winter (Like New):** Little to no wear/items, brand new or almost brand new
- Place lower quality items and other non-qualifying items like homemade or alterations in the Tip Gaylord.
- **Winter** goes up to XL sizes unless otherwise noted: see categories to the right



Winter Gaylord Sort Categories

- Long sleeve women's blouses (heavier fabric, light long sleeve goes in summer)
- Men's flannel
- Men's long sleeve shirts
- Men's long sleeve shirts (heavy material)
- Hooded sweatshirts (up to 2XL)
- Polar/fleece (up to 2XL crewnecks)
- Sweaters (men's and children only)
- Outerwear jackets (up to 2XL)
- Workout pants (lined, sweatpants)
- Sweat pants (straight leg only, elastic leg goes in Tip)
- Kids/baby winter – everything under this category is okay
- Pajamas (keep top and bottom together; if only the bottom is okay by itself, the top by itself goes to the Tip Gaylord)

Note: Denim, cotton, Lycra, knit, or company logo is acceptable. Wool goes into the Tip Gaylord.

Only Premium (Like New) is selected for Biggie products:

- **Premium 1 Biggie (Like New):** Little to no wear/items, brand new or almost brand new
- Only place Summer in Biggie sort
- Place lower quality items and other non-qualifying items like homemade or alterations in Tip Gaylord.

Biggie Gaylord Sort Categories

(Women's up to 2XL, pants 18-24 Men's up to 2XL pants 38-42)

- Jeans (including skinny)
- Short sleeve shirts
- Capris
- Tank tops
- Skirts – above knee or shorter
- Shorts – above knee or shorter
- Summer dresses
- Men's long sleeve dress shirts
- Underwear and bras
- Swimwear



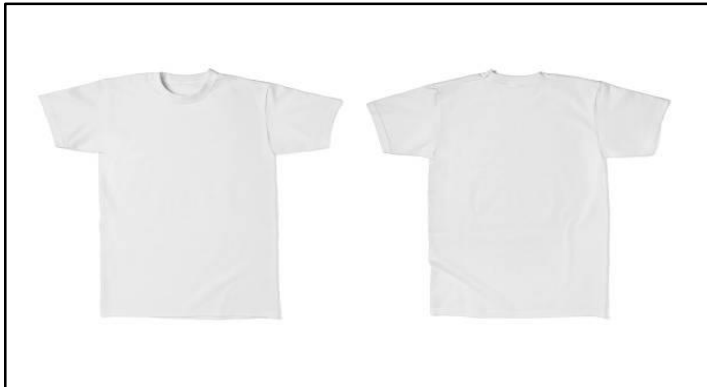
Note: Denim, cotton, Lycra, knit, or company logo is acceptable. Wool goes into Tip Gaylord.

White Tees

These are the grading guidelines for white tees.

Guidelines for **White Tee** product:

- Lower quality and non-qualifying items from other categories are selected for White Tee products.
- Place lower quality items and other non-qualifying items like homemade or alterations in Tip Gaylord.



White Tee Category Sorts: (up to XL)

- Tank Tops
- Short sleeve shirts
- Light Thermals
- Long sleeve shirts
- Screen prints
- Embroidery Logos
- No collars
- No zippers, buttons, or snaps

Note: Must be 100% cotton or high cotton blends (70% or more). All other fabrics go into Tip Gaylord.

Scrubs

These are the grading guidelines for scrubs.

Guidelines for **Scrubs** products:

- All scrubs (quality 1-3) are selected for scrubs products.
- Place torn, damaged, highly stained, homemade, or altered items in Tip Gaylord.

Scrubs Gaylord Sort Categories: (up to XL)

- Pants (elastic or drawstring)
- Short sleeve shirts
- Capri length is okay
- Long sleeve
- Cargo style (elastic or drawstring)
- Shorts – below knee or longer
- Lab coats (lightweight)
- No zippers, buttons, or snaps



Note: Cotton, knit, or company logo is acceptable. Wool goes into Tip Gaylord.

Grading Questions/Tips to Help Determine Rating

- How does the garment feel?
- Did you check the front and back?
- Did you check for Pilling? Sleeves are often bally, thighs on pants, or garments turning white due to washing.
- Did you check the inside of pants? Are there any discolored stains inside? (Bathing suits also)
- Do the garments appear worn, discolored, or frayed?
- Does the elastic waistband crack, or is it too stretched out?
- Are there any makeup or other stains on the collar or by the buttons? Fold up/out to see.
- Are there any hidden stains or snags? Did you check for tiny holes?
- Tiny ruffles, patterns or color gradients can mask grease or other stains or snags
- Is there a lining inside the garment? Is it free of stains and damage?
- Check for fading and consistency of color throughout the garment. Items like jeans can be faded on purpose. Is the pattern of fading consistent, or is the item faded in only one area? (knees, thighs, etc.)