

10 WAYS TO SCREW UP YOUR APPAREL ORDER

AND HOW ESP+ CAN PREVENT THEM.



Most apparel order problems don't start in production – they start at the keyboard. Apparel orders involve more variables than almost any other promo category: sizing, fabric, decoration, pricing and timelines all must align. A single missed detail can lead to delays, reorders or added costs. Below are 10 of the most common ways apparel orders go wrong and how ESP+ helps you avoid each one.

1

Guessing Product Specs

Common issue: Assuming fabric weight, fit or construction.

ESP+ advantage: Supplier-verified specs in ESP+ ensure accuracy before you quote or order.

2

Selecting the Wrong Style

Common issue: Similar-looking garments with vastly different fits or features.

ESP+ advantage: **Side-by-side product comparisons** in ESP+ reduce costly mix-ups.

3

Incorrect Size Breakdowns

Common issue: Missing key sizes or overordering others.

ESP+ advantage: **Clear size ranges and breakdown visibility** prevent errors.

4

Ignoring Decoration Constraints

Common issue: Artwork doesn't suit the fabric or method.

ESP+ advantage: **Decoration methods, imprint sizes and placement guidance** are clearly listed.

5

Assuming Color Consistency

Common issue: Color expectations don't match the final product.

ESP+ advantage: **Accurate color descriptions and supplier notes** help set expectations early.

6

Missing Upcharges or Minimums

Common issue: Unexpected costs after the quote is approved.

ESP+ advantage: **Transparent pricing, breakpoints and upcharges** are visible in ESP+.



Misjudging Production Timelines

Common issue: Delivery dates that don't align with production reality.

ESP+ advantage: **Production times and rush options** are displayed.



Submitting Incomplete Orders

Common issue: Missing information or unclear instructions delay processing.

ESP+ advantage: **Centralized order details and artwork attachments** reduce back-and-forth. You can easily set required entry fields to ensure orders are complete before sharing with a client, supplier or decorator.



Choosing the Wrong Supplier

Common issue: Poor communication or fulfillment issues.

ESP+ advantage: **Verified suppliers with ratings and reviews** help you choose confidently.

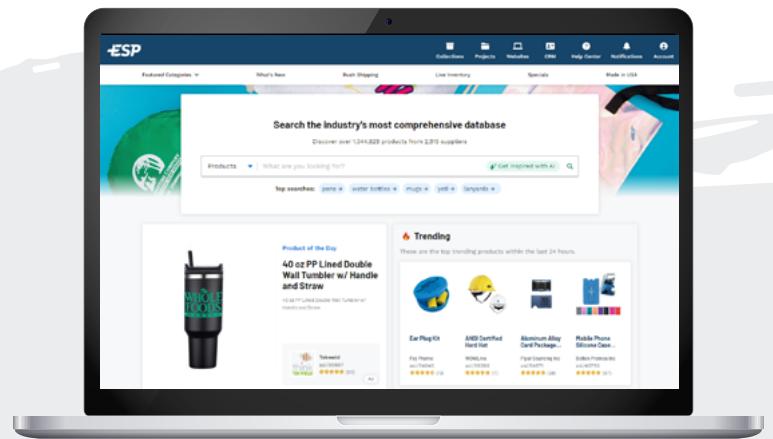


Skipping the Final Review

Common issue: Rushing an order without a full check.

ESP+ advantage: **ESP+ acts as a final checkpoint** for specs, pricing and timelines.

Apparel orders don't fail because distributors lack experience – they fail because details get missed. **ESP+** provides the visibility, verification and structure needed to reduce errors, protect margins and deliver consistent results for your clients.



Want to learn more?

Book a session with your Customer Success Manager or **log in to ESP+** and get started!