

TRADING SHIRTS

Simulation Game About the Social, Environmental and Economic Implications of Fashion

Adapted from the “Trading Trainers Game” revised by CAFOD (Catholic Agency for Overseas Development) and Christian Aid, 1996.

GAME DESCRIPTION

In World Cup Soccer, at the end of a game, players from competing teams sometimes exchange their shirts with each other, as a sign of respect and friendship for their opposing team. It is done in the spirit of solidarity to honour those who stood on the “other side of the field”. This simulation game gives students an opportunity to stand in solidarity with those who work in the fashion industry (often in the Global South) by experiencing, to a minimal extent, the challenges they face.

Number of Participants	15 to 40
Total Time	75 minutes
Setting the scene	15 minutes
Playing the game:	40 minutes
Debriefing the game	20 minutes

Goal: To help students appreciate the negative impact of the fast fashion industry at a local and global level, in ways that can be socio-economic, political, and environmental.

Participants will reach this goal by:

- role-playing stakeholders in the garment industry
- experiencing changes in the industry and quality of living due to diverse factors
- understanding the difficulty of making enough money to live on, despite working hard

Roles:

- enough people to make six families of 2-5 people (in the Philippines)
- one or two “vendors” in the Palengke (buyers in the market)
- one or two “rent collectors”
- one or two “money lenders”
- one or two “observer-enforcers”

PREPARING MATERIALS FOR THE GAME

- a large enough room with seven tables
- print out the model shirt with trademarks and create 3 brand shirts to post for display

- print out the signs for the Palengke and Cemetery (to post in areas of classroom)
- print out 7 copies of the invitations from Company A and B (given at the end of round 4)
- print out the role cards, shirt/trademark templates, money, and/or tally sheets and badges (to insert in the packages below)

<p>A. Santos and Reyes families</p> <p>1 set each of the following:</p> <ul style="list-style-type: none"> • trade marks 'A' and 'C' • 2 model shirt • 2 pair of scissors • 4 pieces of paper • 2 pencils • 15 x "10 peso notes" and 3 x "50 peso notes" • 1 role card with instructions 	<p>D. Vendors at the Palengke (market):</p> <ul style="list-style-type: none"> • 50 sheets of 8.5 x 11" paper • 2 copies of the B trade marks • 4 copies of the C trade marks • 4 black marker pens • 6 blue marker pens • 1 role card with instructions and tally sheet • 1 pencil to record purchases/sales • 1 whiteboard with erasable markers (to list prices) <p>Money:</p> <ul style="list-style-type: none"> • 10 x "10 peso notes" • 20 x "50 peso notes" • 35 x "100 peso notes" • 22 x "500 peso notes"
<p>B. Del Rosario and Aquino families</p> <p>1 set each of the following:</p> <ul style="list-style-type: none"> • trade marks 'A' and 'B' • 1 model shirt • 2 pairs of scissors • 2 pieces of paper • 1 pencil • 10 x "10 peso notes" and 2 x "50 peso notes" • 1 black marker pen • 1 role card with instructions 	<p>E. Money Lenders</p> <ul style="list-style-type: none"> • 1 pen/pencil • 1 role card with instructions and tally sheet <p>Money:</p> <ul style="list-style-type: none"> • 10 x "10 peso notes" • 10 x "50 peso notes" • 15 x "100 peso notes" • 8 x "500 peso notes"
<p>C. Rivera and Mendoza families</p> <p>1 set each of the following:</p> <ul style="list-style-type: none"> • trade mark 'A' • 1 model shirt • 1 pair of scissors • 1 piece of paper • 1 pencil • 5 x "10 peso notes" and 1 x "50 peso note" • 1 role card with instructions 	<p>F. Rent collectors</p> <ul style="list-style-type: none"> • 1 pen/pencil • 1 role card with instructions • 1 clipboard • Keep envelope or bag to collect money

Note:

- Monopoly money could be used for the bank notes, or you can print out the ones provided at the end of this document
- The facilitator will likely need a bell, whistle or drum to signal the end of rounds.
- You could choose to “name” the trade marks (e.g. “Hal-Mart”, “The Zap”, “H & Mem”)

SETTING UP THE SPACE

Split the group up:

- Give each family an envelope and a table to work on
- Give the vendors and money lenders one table (Palengke) and their envelopes
- Give the rent collectors and observers-enforcers their envelopes

The rent collectors and observers-enforcers have a roving role and do not need tables. If possible, please choose suitable people for the roles of “vendor”, “rent collector” and “money lender” since they need to feel comfortable with basic math for handling money.

FACILITATOR NOTES**Pre-Game Prompts**

Ask the class the following questions and list the answers on a chart paper:

- a) Which brands for clothing are “in” now? What makes them special? why do people buy them?
- b) How much do they cost?
- c) Where are they made? Which continent is this in?
- d) How much do you think the workers who made them get paid?

Explaining the Game

Explain to the class they are going to play a simulation game. They will be families in the Philippines living in the poorer neighbourhoods of Manila. They run their own family workshop, making shirts for a living.

They can sell their shirts to the **Palengke** (central market) to earn money to pay for their rent, food, shelter, etc. They can also visit the moneylender if they would like more pesos to buy materials to make the shirts. For the purpose of this game, the values used in **pesos** was chosen to simply represent costs, but does not reflect actual prices for shirt products, nor actual expenses for living.

There are **3 different brands of shirts** in the market which are shown (display sample on the wall). The goal is to make enough shirts to pay for their living expenses and to send their kids to school. If a family falls too far behind in payments, then that means they have not bought any food!

There will be **six rounds of play**, with **5 minutes for each round**. One round represents one month. A whistle, bell or drum will signal the change into a new round, after which the Facilitator will make an **important announcement** that may affect families and business.

Near the end of each “month”, **Rent Collectors** will visit families to **collect** their **cost of living** payment, starting at **100 pesos**.

Introduce the people playing the **Vendors** in the Palengke: This is where families can sell their shirts. Note the prices posted in the market.

Introduce the **Money Lenders** at the Palengke: This is where they can apply for a loan but must pay back the loan after 2 rounds or suffer consequences.

Introduce the **Observers / Enforcers**: These are the people who will be moving throughout the game to record what is happening (reactions, feelings, etc.) and to enforce the rules. They can **issue fines** for any “illegal” activity.

RULES OF PLAY

1. Families may only use the “materials” provided in the game (at the Palengke market, in the envelopes). Any illegal equipment will be confiscated and a 100 pesos fine will be issued by an Enforcer. However, a cell phone can be used as a timer.
2. No fighting or stealing.
3. The Facilitator (by recommendation from the Rent Collector) reserves the right to send any player to the “Cemetery” for any valid reason (e.g. a family has not paid bills and a member dies from malnutrition, a player is involved in a violent incident, etc). If assigned to the cemetery, you will continue the game as an observer, recording the reactions, comments, and feelings of players to be shared after during the debrief discussion.

PLAYING THE GAME

1. Give each family or plays their envelopes. Give them 5 minutes to read their role card. During this time, walk around to make sure everyone understands their tasks. Once you feel everyone understands their roles and tasks, ask them to take their places.
2. Signal the start of the game (whistle/bell/drum).
3. Keep track of time for 5 minutes then signal the end of the round. Ensure there is no movement and everyone is listening. Make the appropriate announcement (See chart below). Give Rent Collectors two minutes to get the money owed by families. Signal the start of the next round.

End of Round	Announcement
1	We just received news that shirt prices have fallen or increased based on the Trademark brand that is popular. Please see the new prices posted in the Palengke market.
2	The U.S. has banned cotton from Turkmenistan because of forced labour. With less cotton and high demand, cotton prices have jumped higher!
3	Climate change has led to an extreme weather event. Super typhoon Mangkhut (Ompong) has led to some flooding in your area, destroying part of your home/shelter and equipment. You must pay the Rent collector 200 <u>and</u> lose one piece of equipment (scissors or trademark).
4	Two companies have approached your families with a business proposal. Please read the invitation from each company . Give families time to read the invitations and make a decision before you start the next round). They can either join Company A, B, or remain as a single family that continues with trademark shirts.
5	Your water has been contaminated by the new factory (Company A) that is using toxic dyes to colour their fabric. All family members must pay 50 pesos immediately to receive medical treatment. If a family member cannot afford it they must sit out of the next (and last) round to recover.
6	Company A cannot pay their workers anything this month due to problems with their buyer. They promise to pay the wages they owe, next month. Company B did a wonderful job marketing and their business has grown with more buyers interested in fair-trade fashion.
Final Considerations and Calculations	<p>Give families a chance to pay off any outstanding debt. If a family cannot pay with cash then they must pay with the value of their tools and if that isn't enough, then for every 200 more they owe, someone goes to the cemetery.</p> <p>Families must calculate how much they've earned after all debt is paid. For every 500 pesos they can send a child to school. Ask them to calculate how my children this would be.</p>

4. Keep repeating step 3 until all six rounds are completed. Give students 5 minutes to make their final calculations.

DEBRIEF DISCUSSION

1. Check out who “won”! Ask each family to report to the class:

- a) How much money they had left.
- b) How much they owed to the money lender and/or rent collector.
- c) How many kids they could send to school (if applicable).

Ask how much money the vendors and money lenders made in the game? (Compare starting total to end total).

2. Total up and see who owed the most and who gained the most. Why do they think this is the case? (Identify circumstances and/or successful strategies that contributed to success)

3. Ask people to share the feelings they experienced during the game. This can be followed by the observer(s) sharing their notes. You include these guiding questions as part of their sharing:

- a) Did you feel you had control over what was going on?
- b) How difficult was it to cope with the changes?
- c) Did you feel it was fair?
- d) Did any families try to help each other? (Or was there always a spirit of competition vs. cooperation during the game?)
- e) Did any group feel desperate enough to try to cheat or steal? Explain.

4. You can ask the following reflection questions as a meditation activity (where students think of responses in quiet, without writing), or as a think/pair/share.

What would change in your life if you knew, no matter how hard you worked, that you couldn't provide for your children? That work would never be secure or stable? That you don't have access to health services or other social benefits?

These are the realities that many people in the Global South live with daily.

5. Tell students they will learn how this simulation game reflects the reality of the fashion industry with the next set of slides. Show slides, “**Impact of Fashion Industry**”

ROLE CARD: FAMILY

You are a Filipino family making shirts in a small workshop.

You have been given materials in order to make the shirts. If you need more materials you may buy them from the “Palengke” (the central market) at the current prices. **USE ONLY MATERIALS BELONGING TO THE GAME.** If you want to know what is available and the prices for buying and selling you may ask at the market. However, due to different market factors, these prices are subject to change at the beginning of each round.

Follow the instructions given by the Facilitator to create your shirts. You can also see each type of shirt that is on display at the Palengke.

The Palengke will only accept **shirts of good quality** and will pay you according to the current price for the “trademark” brand you have made.

Every “month” you have to buy food for your family at the current prices. (For the purpose of this game, a month is five minutes). **A “rent collector” will come every five minutes to collect this money.** For the purposes of this game, the money you pay to the rent collector covers all your basic needs (i.e. food, clothes, shelter, etc.) If you need to borrow money to pay bills, buy materials etc., money lenders will be available.

All transactions must be made **BEFORE** the end of the round. Once the bell/whistle/drum signals the end of the round, the Palengke Market is closed. No more transactions take place (selling, buying). You must wait until the beginning of the next round to sell your shirts or buy items. So make sure you keep track of time!

Your **objectives** are:

- To make enough money to feed and clothe your family
- To make some extra to send your children to school, pay for medical bills, build a house, etc.

At the end of the game, **calculate** how much you **owe** and/or how much you **earned**.

If you made a profit, calculate how many of your **children** you can send to **school** (spend **1000 pesos per child**).

ROLE CARD: VENDOR (at Palengke)

In the **Palengke** there are many buyers and sellers. For the purposes of the game all of them are represented by you.

You sell “**cotton**” (paper) and other raw materials to families that need them. You also buy completed shirts from them at the going price. To be acceptable to you, each product must match the model shirt **very closely** and be made out of the appropriate material (i.e. only what was provided in the game). If the shirt looks like it was cut too quickly with any jagged edges, or the trademark was copied on messily (smudges, etc.), or the trademark is not correctly centred, then the **shirt product should be rejected**. This is a form of quality control and will prevent rushed and sloppy work!

Note, in **Round 5** students may choose to do **Artisan shirts (Company B)**. These can only be accepted if they have at least **2 neatly made, prescribed patterns** on them. Anyone family who chooses **Company A** should be given materials so that they have 1 trademark, 1 scissors, and 4 papers for each member.

Please tell students shirt prices fluctuate based on supply and demand. Change the prices according to the price list below with your erasable marker and white board. **GUARD YOUR PRICE** list (chart) so that no one can see how much prices are for each round.

Keep a record of how many shirts each family sells to you using the tally sheet.

Families must bring their shirts to you **BEFORE** the end of the Round to get paid. That is, once the Facilitator calls the end of a round, no more transactions take place! They must wait for the beginning of the next Round to sell their shirts to you for payment.

Price List for Vendor: Buying and Selling Prices at the Palengke

Buying	Start	Beginning of Round 2	At the end of Round 5	At the end of Round 6
Shirt A Shirt B Shirt C	50 50 50	70 80 90	Company A - 200 pesos/family member Company B - 110 for each shirt (must have 3 patterns drawn nicely onto shirt) Trademark price - all shirts are 80 each	Company A - does not pay any members Company B - 150 for each shirt
Selling	Start	Beginning of Round 3	Beginning of Round 4	Beginning of Round 5

Trademark (brand)	50	70	70	80
Marker pen	50	70	70	80
1 sheet paper	50	80	90	90
("cotton")	50	70	70	80
Scissors				

Tally for Vendor: Earnings & Shirts/Purchases Made from Each Family

Round/Family	Santos	Reyes	Del Rosario	Aquino	Rivera	Mendoza
1 50 x any shirt # of Shirts made:						
2 70 x A 80 x B 90 x C # of Shirts made:						
3 Same as Round 2 # of Shirts made:						
4 Same as Round 2 # of Shirts made:						

5 Company A - 200 pesos/person Company B - 110 per shirt Trademark brand - 70 x A 80 x B 90 x C # of Shirts made:						
6 Company A - No payment Company B - 150 per shirt Trademark brand - Same as round 5 # of Shirts made:						
Total Shirts						
Total Revenue						

ROLE CARD: RENT COLLECTOR

You represent all the people who sell things to the average family: food, clothing, electricity, water, shelter, etc. For their convenience they can pay you for all these goods and services. You collect from each family every month. For the purposes of this game, 1 month lasts 5 minutes.

Due to inflation, the price you charge will regularly increase. The starting rent is 100 pesos. After each round, increase the rent by 50 pesos each time. (i.e. 150, 200, 250)

Keep a record of how much each family pays and if anyone can't pay. If they can't pay, encourage them to borrow from the money lender. If they choose to not borrow money, and fall behind on payments (e.g. more than 100 pesos) then choose a family member to become ill from lack of food and nutrition. This member cannot participate for the next round (5 minutes). If the family cannot pay enough debt in the round after, the ill member must go to the "cemetery" (they can continue in the game as an observer).

Tally for Rent Collector: Cost of Living Expenses Paid by Each Family Per Round

End of Round	Santos	Reyes	Del Rosario	Aquino	Rivera	Mendoza
1st month (Rent: 100)						
2nd month (Rent: 150)						
3rd month (Rent: 200) Also collect 200 plus scissors or trademark						
4th month (Rent: 250)						
5th month (Rent: 300) Also collect 50 pesos per family member						
6th month (Rent: 350)						

ROLE CARD: MONEY LENDER (at Palengke)

You lend money to people who need it, at high rates of interest (eg, I'll lend you 100 for 5 minutes but you must pay me back 150). Your objective is to make as much money as possible. Be persuasive! Be also aware, with inflation, you need to charge enough to make a profit.

Keep records of who owes what.

Tally for Money Lender: Tracking Loans and Payments

Family	Loan (amount): Indicate round# and interest charge	Paid Back (amount): Indicate round#
Santos		
Reyes		
Del Rosario		
Aquino		
Rivera		
Mendoza		

Suggestion: You may want to offer different rates to different families depending on how you see their ability to pay back. Families who are falling behind on their payments may be “high risk”, while others who seem to be able to make their payments could be “low risk”. For example, for 100 pesos borrowed:

Low risk - total to pay back is 125 pesos (25% interest)

Medium risk - total to pay back 150 pesos (50% interest)

High risk - total to pay back is 175 pesos (75% interest)

ROLE CARD: OBSERVER / ENFORCER

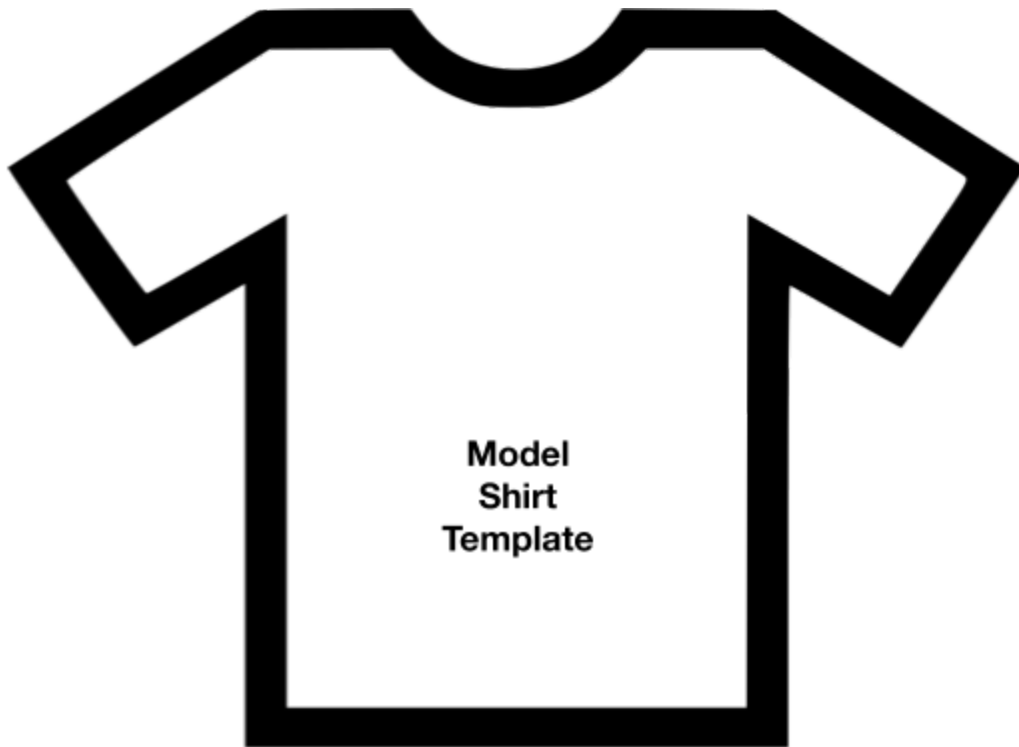
Your job is to walk around and observe the participants in the game. Record their reactions, comments and/or feelings. Please also record any special circumstances that a family experiences (e.g. illness, death)

As you walk around, you must also help enforce the rules of the game. For example, if you see any families cheating but using their own scissors, pencils, markers, etc then you must confiscate the items.

Recording Sheet for Observation-Enforcer

Round	Feelings/Reactions Strategies Used by Families	Special Circumstances (Illness, Death, Illegal Activity, etc)
1		
2		
3		
4		
5		
6		

TEMPLATES: MODEL SHIRT AND TRADEMARKS



Free Clipart retrieved, August 13, 2019, from [HYPERLINK](https://www.pinterest.com/downloadables/bJwiJ_tshirt-svg-tee-shirt-vector-transparent-download-t/)
"https://www.pinterest.com/downloadables/bJwiJ_tshirt-svg-tee-shirt-vector-transparent-download-t/"
https://www.pinterest.com/downloadables/bJwiJ_tshirt-svg-tee-shirt-vector-transparent-download-t/



Instructions for the Facilitator

- Cut out (along the bold outline) the model shirt shape and the three trade mark templates, then cut out the inside of the trade mark templates along the dotted lines.
- Use these models to make out of cardboard:
 - 7 model shirts (at least one for each family and one for the Palengke)
 - 6 each of trade marks A, B, and C

Explain to the Group

To make a product, the model shirt is placed on paper, drawn around and then cut out. A trademark template is placed on top of the shirt and the cut-out shape is used as a stencil to colour through onto the shirt with a black marker (You can change this and make it any colour marker if you have limited black markers)

INVITATION - COMPANY A (Factory Garments)



All Peso Image Sources:

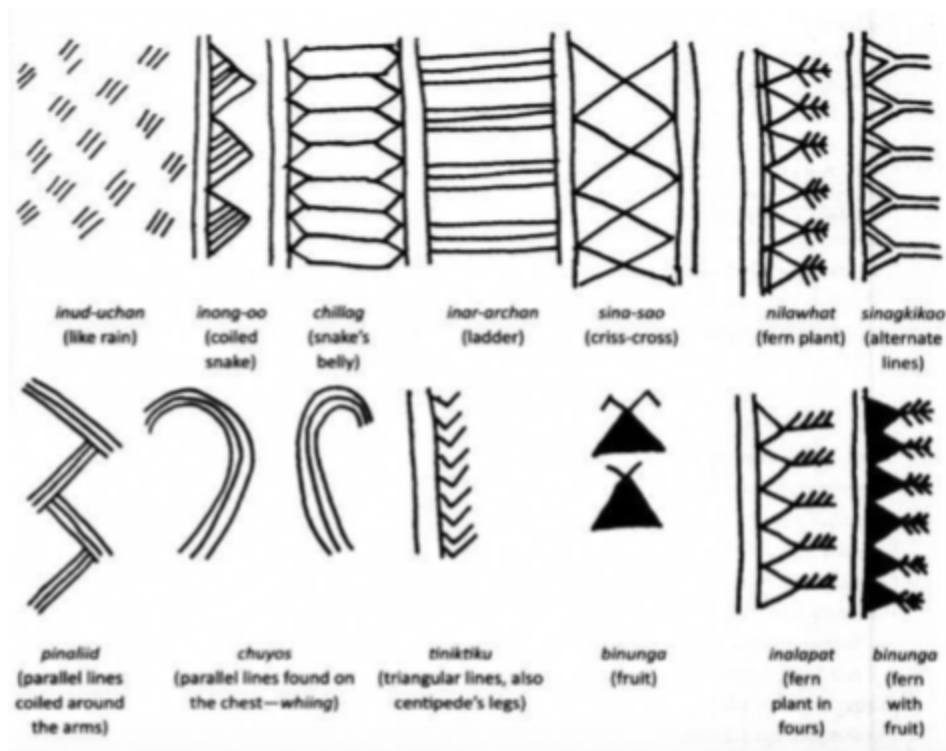
Philippine Banknotes: Star Notes. (2019, May 02). Retrieved August 14, 2019, from [HYPERLINK](#)

"<https://pinelunimika.wordpress.com/2014/10/12/philippine-banknotes-star-notes/>"<https://pinelunimika.wordpress.com/2014/10/12/philippine-banknotes-star-notes/>

We are hiring workers for a new garment factory opening in your area. Please consider joining us as we begin a new and promising business providing shirts to big brands overseas. Instead of having to always buy new material to run your family workshop, we will provide all the cotton, as well as additional tools to what you already have, to create quality shirts. We promise a wage of **200 pesos per family member per month**, as long as you work hard and meet a quota of **8 shirts per family member**.

INVITATION - COMPANY B (Artisan Garments)

We are a young couple from Canada hoping to start a new company that promotes sustainable fashion. We would like to sell shirts made from artisans that incorporate the style and cultural heritage of the Philippines. Artisan work requires more time so if your family decides to join our collective, you will need to add an extra step in production (i.e. rather than adding the Trademark logo, you must decorate your shirt with a Filipinx pattern - see sheet). Through Camobio, you will be able to access the global market and get a more fair price for your work. While the demand is not as popular as the Trademark shirts you produce now, we anticipate it will continue to grow.



Note: Each **family** receives an invitation, as well as the **Palengke** so they can see the exact pattern that must be placed on the shirt.

Image source: Pinterest - Filipino Tribal Arm Tattoos, Retrieved August 13, 2019, from [HYPERLINK](https://www.pinterest.de/pin/584623595359931522/)
<https://www.pinterest.de/pin/584623595359931522/>

Instead of putting Trademark Logos on your shirt, you must decorate your FULL shirt with any of these traditional patterns. The value is the same for any pattern so you can mix and match any, as long as you have **two of the patterns** below on a shirt!



SANTOS



REYES



DEL
ROSARIO



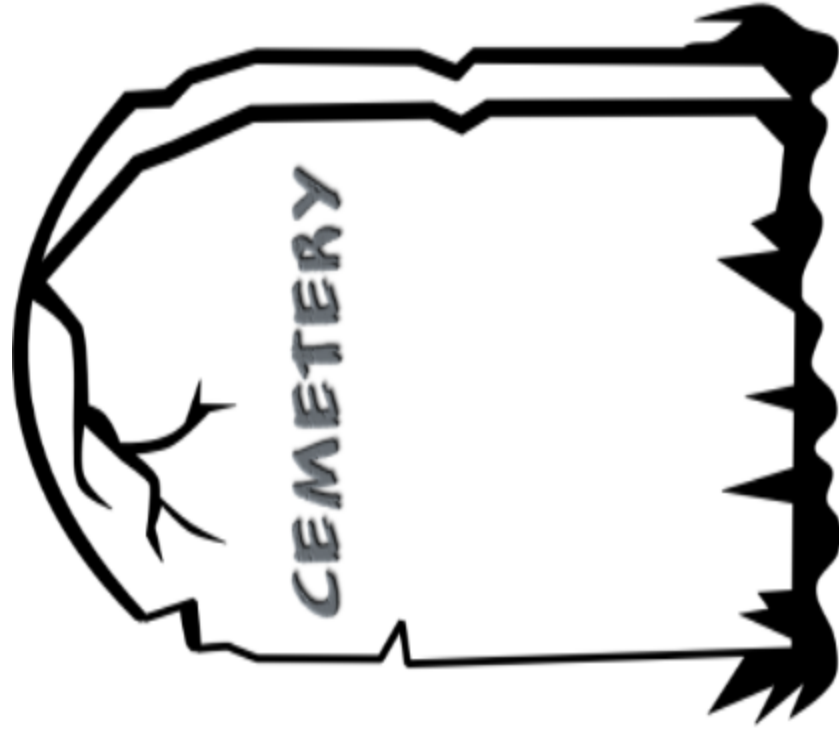
AQUINO



RIVERA



MENDOZA



Tombstone

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["http://clipartbarn.com/wp-content/uploads/2016/10/Tombstone-clip-art-gravestone-clipart.png"](http://clipartbarn.com/wp-content/uploads/2016/10/Tombstone-clip-art-gravestone-clipart.png)

AnuDaw Font

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Market Stall

[HYPERLINK](https://www.shareicon.net/shops-stores-shopping-shop-commercial-symbol-buildings-interface-commerce-store-741609)

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VENDOR

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MONEY
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OBSERVER

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THE
BOSS