BB

• CLIENT TOOL // READY

BB FASHION TECHNOLOGY // CLIENT-OWNED OPERATING TOOL

Style Master Instructions

A practical first-day guide for turning one product idea into a controlled style record, SKU matrix, measurement spec, bill of materials, construction sequence, and readiness workflow.

01 // QUICK BUILDER

Structure one style, generate the color × size matrix, and download a portable handoff.

02 // GOOGLE SHEET

Make a private copy in your Drive for recurring style and SKU management.

03 // LOCAL XLSX

Download the workbook and operate in Excel or LibreOffice.

Your private copy or downloaded workbook is yours. Brian Brunson cannot see it unless you intentionally share it. The hosted quick builder is shared and stateless: it does not create, read, update, reopen, or synchronize your private workbook.

Start in five steps.

A

BUILD ONE STYLE

Use the hosted builder when you need an immediate style record, SKU matrix, pricing check, readiness gaps, and portable result files.

B

MAKE A GOOGLE COPY

Best for ongoing work. Select **Make your own copy**, sign in with a Google account, and save your private operating copy in Drive.

C

DOWNLOAD THE XLSX

Best for a local workflow. Save the workbook in a controlled folder and open it in Microsoft Excel or LibreOffice.

1. **OWN THE WORKSPACE**
   Create a Google copy or save the XLSX locally. Do not enter live product data into the public template.
2. **REPLACE THE SAMPLE STYLE**
   Use one Style Master row per style. Keep Style Number unique and stable.
3. **BUILD THE HANDOFF TABLES**
   Add SKUs, measurements, BOM components, and construction operations using the exact same Style Number.
4. **CLOSE THE GAPS**
   Use Completeness %, Readiness, Missing Data, and the Dashboard to identify missing pre-production information.
5. **EXPORT BEFORE HANDOFF**
   Download XLSX/CSV or use the hosted builder's Markdown, CSV, JSON, and print/PDF exits.

Choose one source of truth. Google Sheets and a local XLSX are separate copies. The hosted builder does not synchronize with either one.

Control the style record.

Start here. The Style Master row supplies the identity, commercial assumptions, material summary, ownership, dates, and status that anchor every downstream table.

FIELD GROUP	WHAT TO ENTER	OPERATOR RULE
Style Number / Name	Unique code and clear product name	Never reuse a Style Number for a different product.
Category / Season / Stage	Product family, selling season, current development phase	Use the dropdown values; update Stage as work progresses.
Base Size / Currency	Fit-development reference size and commercial currency	The base size anchors measurement specs—not a full grade.
Cost / Wholesale / Retail	Consistent unit cost and planned selling prices	Use the same cost basis across every style.
Materials / Care	Concise fiber, weight, finish, and care summary	Use BOM for component-level detail.
Factory / Owner	Current development partner and internal accountable owner	Ownership should be a person, not a department.
Launch / Sample / Updated	Target launch, sample due date, last review date	Use real date cells so sorting and reminders remain possible.
Status / Notes / Active	Active, on hold, cancelled, or archived; context; Yes/No	Set Active to No when a style should leave active metrics.

CALCULATED AUTOMATICALLY

- Completeness %
- Readiness band
- Exact Missing Data list
- Dashboard counts and gaps
- Pricing inherited into SKU Matrix

PROTECT THE FORMULAS

Do not paste over Completeness %, Readiness, Missing Data, or formula-driven pricing columns. If a formula is replaced, copy it from a clean row or restore from the original template.

Completeness checks 15 required style and handoff elements. A high score means the expected fields exist—not that the product has passed fit, testing, engineering, or factory approval.

Style Number is the join key. A mismatch such as TEE-101 versus TEE101 prevents related SKUs, measurements, BOM lines, and construction operations from counting toward readiness.

ONE ROW
PER VARIANT

Expand color × size deliberately.

Create one SKU row for each sellable color-and-size combination. Keep every SKU unique, readable, and connected to the parent Style Number.

SKU	STYLE	COLOR	SIZE	SAMPLE / PRODUCTION
TEE-101-BLK-S	TEE-101	Washed Black / BLK	S	Requested / Planned
TEE-101-BLK-M	TEE-101	Washed Black / BLK	M	Requested / Planned
TEE-101-BLK-L	TEE-101	Washed Black / BLK	L	Requested / Planned
TEE-101-BNE-S	TEE-101	Bone / BNE	S	Requested / Planned
TEE-101-BNE-M	TEE-101	Bone / BNE	M	Requested / Planned
TEE-101-BNE-L	TEE-101	Bone / BNE	L	Requested / Planned

COMPLETE EVERY VARIANT

- ☐ SKU is unique across the workbook.
- ☐ Style Number exactly matches Style Master.
- ☐ Color Name is client-facing and Color Code is stable.
- ☐ Size uses one consistent naming convention.
- ☐ Sample and Production Status use dropdown values.
- ☐ Barcode is added only when assigned.
- ☐ Active is Yes for variants in current use.

PRACTICAL CODE PATTERN

STYLE-COLOR-SIZE

TEE-101-BLK-M is easy to read, sort, export, and reconcile. The hosted builder normalizes codes and generates this pattern automatically.

> **Do not create duplicate codes after normalization.** Values such as m and M resolve to the same size code. Color codes should be short, stable, and unique within the style.

PRICING

Unit Cost, Wholesale Price, and Retail Price inherit from Style Master through formulas.

SAMPLE STATUS

Tracks requested, in transit, review, approved, or rejected sample state.

PRODUCTION STATUS

Tracks planned through PO issued, production, QC, shipped, and delivered.

Build the factory-review layer.

01

MEASUREMENTS

Enter base-size points of measure, spec, minus/plus tolerance, unit, grade-rule note, and status.

02

BILL OF MATERIALS

Enter every fabric, trim, label, packaging, supplier reference, consumption, cost, and placement.

03

CONSTRUCTION

Enter the ordered operation sequence, seam/stitch, SPI, machine, placement, and execution notes.

BASE-SIZE MEASUREMENT EXAMPLE

POM	BASE SIZE	SPEC	- / + TOLERANCE	UNIT	GRADE RULE NOTE
Chest width 1 in below armhole	M	22.00	0.25 / 0.25	in	Grade ±1.0 in per size
Body length HPS	M	28.50	0.25 / 0.25	in	Grade ±0.5 in per size

BOM DISCIPLINE

- One component per row.
- Separate material from composition.
- Record supplier and supplier reference.
- Consumption × Unit Cost calculates Total Cost.
- Document color and placement.

CONSTRUCTION DISCIPLINE

- Use sequence numbers such as 10, 20, 30.
- Name the actual operation.
- Specify seam/stitch and SPI where known.
- Identify machine and placement.
- Use notes for critical execution details.

Completeness is not technical approval.

Style Master organizes the expected information. It does not create a graded pattern, CAD artwork, test report, fit approval, safety approval, or factory sign-off. Confirm those items before production.

READINESS
IS DIRECTIONAL

Manage by exception.

ACTIVE STYLES	1
AVG COMPLETENESS	100
TOTAL BOM COST	$8.42
ACTIVE SKUS	6
FACTORY-REVIEW READY	1
OPEN GAPS	0

READINESS BAND	THRESHOLD	WHAT IT MEANS	OPERATOR RESPONSE
FACTORY-REVIEW READY	90–100	Expected workbook fields and handoff tables are substantially complete.	Conduct technical, fit, quality, artwork, costing, and approval review.
SAMPLING READY	75–89	Enough structure exists to progress sampling, but material gaps remain.	Close Missing Data before relying on the handoff.
DEVELOPMENT READY	50–74	The style is organized but not complete enough for factory review.	Prioritize specifications, variants, and technical tables.
DRAFT	0–49	The style is still an early record.	Assign an owner and complete the core style fields first.

A LIGHTWEIGHT OPERATING CADENCE

Per style · 15 min

Create the Style Master row, owner, dates, commercial assumptions, materials summary, and base size.

Per update · 5 min

Update Stage, Status, Sample Status, Production Status, notes, dates, and technical changes.

Weekly · 20 min

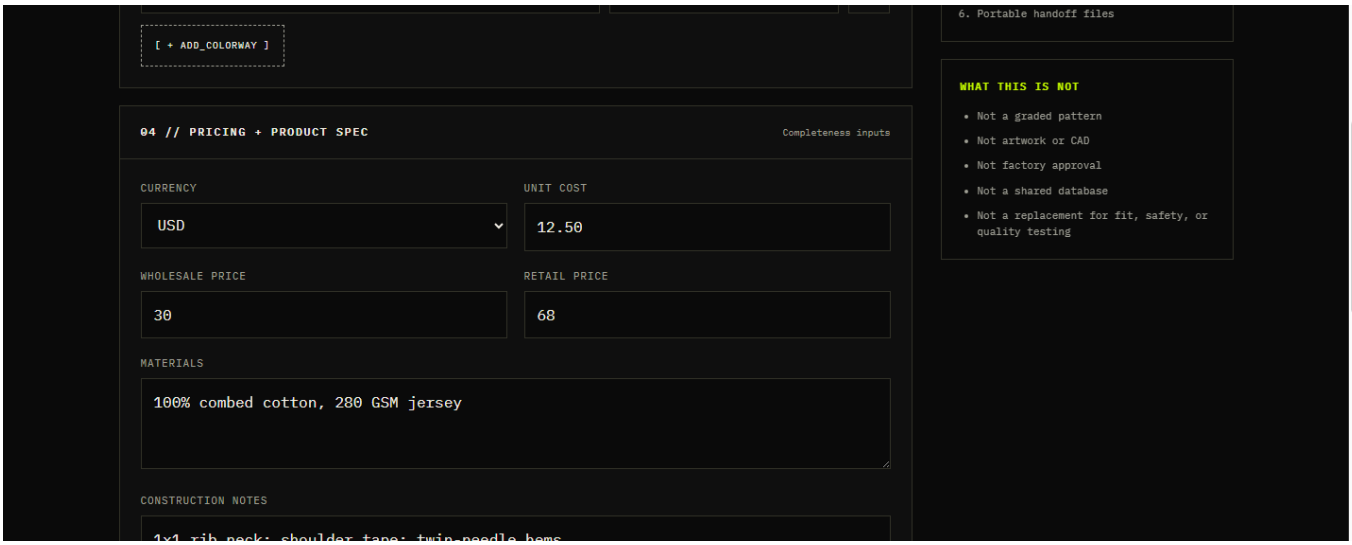
Open Dashboard. Resolve styles with low completeness, open gaps, late sample dates, or stalled statuses.

Before handoff · 30 min

Review every SKU, measurement, BOM line, construction step, price, document, test, and approval with the accountable team.

Best practice: one person owns data quality; commercial, design, technical, sourcing, and production stakeholders approve within their own authority.

Build one style—then take it with you.



Sample data only. The builder collects style identity, colorways, pricing, product specifications, and base-size measurements before generating the handoff.

BUILDER WORKFLOW

1. Select Load Sample to learn the format or enter your own style.
2. Add size codes and one or more colorways.
3. Add pricing, materials, construction, care, and measurements.
4. Confirm consent and select Build Style Master.
5. Review readiness, warnings, and the SKU matrix.

DOWNLOAD BEFORE CLOSING

- Tech pack Markdown
- SKU Matrix CSV
- Full normalized JSON
- Print / Save as PDF
- Separate XLSX daily driver

Sent for generation, not stored.

The hosted submission is sent to Apps Script for scoring and generation but is not otherwise persisted. The app does not reopen results. Download or print the result before closing. It does not synchronize with your Google copy or XLSX.

Hosted ceiling: one style per submission, maximum 50 sizes, 50 colorways, 50 measurement rows, and 200 generated color × size variants.

Know the operating boundary.

YOUR OWNERSHIP

- Your Google copy remains in your Drive.
- Your local XLSX remains wherever you save it.
- Brian cannot see either copy unless you share it.
- You can export XLSX and operating tables to CSV.
- The hosted app is separate and stateless.

FREE-TOOL CEILING

- Up to 50 styles
- Up to 1,000 SKUs
- Manual entry and CSV/XLSX portability
- No live PLM, ERP, Shopify, wholesale, or accounting connection
- No supplier portal, approval automation, or audit history
- No generated artwork, CAD, patterns, or grading

BEFORE REQUESTING HELP

- [ ] Confirm you are working in your own Google copy or saved XLSX.
- [ ] Confirm each related row uses the exact Style Number from Style Master.
- [ ] Confirm Active uses Yes or No and statuses use the supplied dropdowns.
- [ ] Confirm formulas in Completeness, Readiness, Missing Data, pricing, and BOM Total Cost were not overwritten.
- [ ] Confirm dates are real date values, not date-looking text.
- [ ] Confirm the file is open in Google Sheets, Excel, or LibreOffice—not a simple file preview.

WHEN THE OPERATION OUTGROWS THE FREE TOOL

More styles or SKUs, PLM/ERP/Shopify connections, live costing, supplier portals, generated branded tech packs, artwork management, grading, role-based approvals, alerts, permissions, and audit history are implementation problems—not intentionally missing basics.

Hosted builder: https://script.google.com/macros/s/AKfycbz4p1WVcZns2qK34zZC-sYo7fHa44jvYT-gmp4lq2RysraG-VF_Cz38qpbBBxWZTfbNZw/exec
Google copy: https://docs.google.com/spreadsheets/d/1FbM5XV4f5QCJPKE-tzdIbqwPB-euOg1UqLvBGyDUtpQ/copy

> **Direction:** Technology should amplify the brand and remove operating friction—not become another system the team has to manage around.