Protection at a Price

Build a technical argument from a packaging test and a cost record.

CCSS.ELA-Literacy.WHST.9-10.1 "Write arguments focused on discipline-specific content."

NAME _____ DATE _____

1 READ AND MARK

Read it twice

YOUR JOB All records below are simulated. In A, underline the sentence reporting damaged mugs for each sleeve. Circle two conditions held alike. In B, circle the cost of each sleeve. In C, underline one reason the results may not predict delivery performance.

Which Sleeve Should the Workshop Use?

1. **A. Test record, technician Lin.** A workshop compared two protective sleeves for shipping ceramic mugs. Twenty packages used sleeve A, and twenty used sleeve B. Each contained the same model of mug in the same type of box. Each package was dropped once from the same height onto the same surface. Five mugs in A packages were damaged; two in B packages were damaged. The test therefore recorded fewer damaged mugs with B. These small groups do not establish an exact damage rate for every future shipment.

2. **B. Cost record, purchasing manager Ortiz.** Sleeve A costs $0.40 per package; B costs $0.70. The workshop expects its next order to contain 100 packages. Boxes and other packing costs are the same under both choices. B would cost $30 more in sleeves for that order. The records do not give the cost of replacing a damaged mug, so they cannot establish whether fewer damaged mugs would offset that extra expense. The purchasing manager favors keeping A until more evidence is available.

3. **C. Delivery review, coordinator Reed.** The workshop tested only one mug model and one drop per package. Actual deliveries may involve repeated handling and different conditions. Reed proposes a small delivery pilot with B, recording damage, handling conditions and replacement costs before making a permanent choice. Lin supports testing B further because fewer mugs broke in the controlled comparison. The team must weigh the promising test result against added cost and uncertainty about deliveries. Either a carefully monitored B pilot or keeping A while gathering further evidence can be argued from these records.

2 ANSWER WITH EVIDENCE

Use the passage

1. What difference in damage did the test record, and which two conditions made the comparison more useful?

2. How much more would B cost for 100 packages? Why does that number not settle which choice costs less overall?

3. State the strongest reason for each position and one limitation that a fair argument should acknowledge.

3 YOUR TURN

Your own words

Write a 180-220-word technical recommendation to the workshop team. Argue for a monitored B pilot or for keeping A while collecting more evidence. Use A-C, explain how the evidence supports your claim, distinguish it from the opposing claim, and respond fairly to the strongest counterclaim. Use a formal tone and finish with a justified next step.

Write and check your recommendation

Organize several connected paragraphs. Include the damage comparison, added sleeve cost, a fair counterclaim and response, and the limits of the test. Explain why your recommendation follows despite those limits. Check every number; do not invent delivery results or replacement costs. Count only the recommendation: 180-220 words.

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PART 1 · READ AND MARK

All records below are simulated. In A, underline the sentence reporting damaged mugs for each sleeve. Circle two conditions held alike. In B, circle the cost of each sleeve. In C, underline one reason the results may not predict delivery performance. Accept any marking that follows this job and points at the right text.

PART 2 · ANSWERS

#	QUESTION	ANSWER
1	What difference in damage did the test record, and which two conditions made the comparison more useful?	**Five mugs were damaged with A and two with B, a difference of three. Both groups used the same mug model and box type, drop height and surface; accept any two of these controls.**
2	How much more would B cost for 100 packages? Why does that number not settle which choice costs less overall?	**B costs $0.30 more per package, so 100 sleeves cost $30 more. Replacement costs and actual delivery damage are unknown; total costs cannot be determined from sleeve prices alone.**
3	State the strongest reason for each position and one limitation that a fair argument should acknowledge.	**A B pilot has the lower observed damage count in its favor, but one small, single-drop test does not establish delivery performance. Keeping A avoids extra sleeve cost, but cheaper sleeves may not mean lower total costs if damage is greater.**

PART 3 · YOUR TURN (SAMPLE ANSWER)

Technical recommendation: The workshop should run a monitored delivery pilot with sleeve B before choosing a permanent package. Record A shows two damaged mugs among twenty B packages compared with five among twenty A packages. Using the same mug, box and drop conditions makes the comparison useful. The lower damage count supports testing B further, although a small test cannot establish how every delivery will perform.

The purchasing manager reasonably favors A because it costs less. Record B lists sleeves at forty cents for A and seventy cents for B, adding thirty dollars for one hundred packages. That is a definite added sleeve expense. However, sleeve price alone does not establish total cost. Replacement costs are missing, so neither side can claim that B will definitely save or waste money overall.

Record C also limits the case for immediate adoption: a single drop does not reproduce repeated handling during deliveries. A pilot responds to that uncertainty while investigating the promising result. Staff should record damage, handling conditions and replacement costs, then compare the extra sleeve expense with any observed difference in losses. B deserves a measured trial, not an unsupported guarantee.

TEACHER ASSESSMENT NOTES

Accept either position when grounded in A-C. Require reasoning linking the controlled comparison and cost record to the claim, a fair counterclaim/response, formal tone and a supported conclusion. Check 5-2=3 damaged mugs, $0.70-$0.40=$0.30, and 100 x $0.30=$30. Do not infer exact future damage rates or net savings: delivery outcomes and replacement costs are absent. The records and people are simulated; no outside facts are needed.