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ABSTRACT

One of a series prepared by the Hawaii Newspaper Agency, this teaching guide offers suggestions on using the daily newspaper for consumer education and provides ideas on how to make students consumer conscious through experience gained in the classroom. It sets up problems relevant to students (adult or younger) in their lives outside the classroom and prepares students for coping with the problems consumers face daily, especially in the area of comparative shopping. (RB)

FOR

CONSUMER EDUCATION

BEST COPY AVAILABLE



An educational project of the Hawaii Newspaper Agency, Inc.

201676





MRS. CHRIS LUKENS Kailua Intermediate School

The exercises and other material in this booklet were compiled by Mrs. Chris Lukens who has taught consumer education both in regular classrooms and to adults in night classes.

"Students, whether they are youngsters in the elementary school or adults taking continuing education classes, live in a real world of buying and selling, of taxes and travel, of preparing meals and watching football. This is the world for which we must educate them. The logical 'text' is the only one which reflects this real world - their daily newspaper," says Mrs. Lukens.

In this little textbook, she presents some ideas on how to make students consumer-conscious through her other textbook, the newspaper.



THE NEWSPAPER AND THE CONSUMER

The newspaper is the only daily guide for the consumer.

It's the only material to which he can refer constantly for accurate information on current prices, quality, brands, housing, transportation, services and all the other consumer items which make up his life.

A textbook printed five years ago -- or even one year ago -- can give him general information on what to look for and what to avoid but it cannot give him news on the new packaging laws or tell him in what areas of the state to look for the best buys in housing.

His daily newspaper can and does.

Moreover, it does so for the consumer in all his different roles. Each of us is not only a consumer of products, but also a consumer of services, a consumer of information, a consumer of government. In the latter case, we have frequently let government become the consumer of us, a situation which we must reverse by exercising our own consumer rights.

As consumers of products, we all need to know how and where to get the best buys for our money; which brands are good and which not so good; how much interest we will pay on the money we borrow for a house; the advantages or disadvantages of buying a used car instead of a new one; how the hamburgers at one place compare both in price and quality with those at another; which movies are worth paying for and which are not. And so on.

This kind of information is in the newspaper every day.



Comparison shopping is possible through careful study of the advertisements; national and local columnists carry up-to-date information on a huge variety of topics and products; articles warn the reader of consumer traps; banks and loan companies spell out their policies in stories and their interest rates in ads.

But, if the consumer is to benefit from this vast amount of information, he must be encouraged to read and analyze his daily paper. This is not difficult. It simply takes an awareness of the wealth of consumer information the paper contains and the interest to look for it and think about it.

Any teaching of consumer education is based on the concept that education is preparation for life.... for getting along better in the community. This booklet is based on the concept that the daily paper is the best, most current, most interesting textbook for the consumer of whatever age.

It will be helpful if the student is given some information about the newspaper itself -- the role of advertising, how news is gathered and how the paper is produced. This background information will help him make better judgments about the material he reads.

He should learn to notice and read the fine print in some advertisements; to judge the competence of Sylvia Porter against that of any other consumer reporter; to understand why political (and other) advertising uses figurative language; to know the difference between fact and opinion.

He should also be aware that, as a consumer, he has redress against illegal or unethical practices. The newspaper frequently carries information which will help him.

This booklet deals primarily with the consumer of goods. It sets up problems relevant to the student (adult or younger) in his life outside the classroom. It prepares him, in other words, for the "real world".



Have the students pick an item and cut out or record its advertised prices at various stores for a month. Be sure quality is similar if item has different distributors. See if certain areas or stores have this item priced higher, lower.

Students pretend to be wholesalers, retailers and customers. See how pricing must do justice to each. See how prices vary with supply and demand. Discuss after game is played as to why some prices went up and some down.

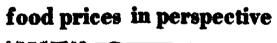
BOYAL CROWN or NEH!



ROYAL CROWN

12 oz.

Have students collect articles from the newspaper on food pricing and on current trends. If possible send for out-of-state newspapers and compare food prices. Discuss reasons for differences.









Have students get grocery prices in market ads for Mainland shipped items. Compare these with local items, when available. Discuss reasons for price differences.

FLANK STEAK IL 105
SLICED
BAR-B-Q MEAT . IL 139
MAINLAND
SPARE-RIBS IL 69°

U.S.D.A. CHOICE GROUND BEEF

Ground FRESH several times a day NOT MORE THAN 25% FAT

SPŁNCER STEAK 245

Pick several food ads and compare prices for the same items at:

- a. A large chain store
- b. An independent store
- c. A small neighborhood store
- d. A discount store

Discuss possible reasons for differences in prices.

CREST Teeth Peate Family 1.09 Value	69
Preli Concentrate 2.15 val	
LIQUID PRELL TANKS	79 :
Anti-Perspirent Deederunt 1.79 votes	39







Keep track of a few food items that seem overpriced over a period of one to three months. Figure percentage of the rise in price. What can you as a consumer do to help halt an inflationary rise in prices?

Look in
the restaurant ads in
your newspaper. Check
the prices
for a certain
meal in one or
more of them.
See what is
served and figure
the cost of that
meal for four
persons.

Now, clip ads for those same foods in retail groceries.

GUM'S COPPES

RESTAURANT

1130 13th AVENUE. Next to the Avenue and Fushing last

Copies 36 Hours, Phone 733-1765

** BESINGSAST + SUNCH

GREAT STEAKS—WAHRAWA

STEAKS
AND CHOPS IN:
HOURS MR OFEN FROM 11 AM-1 FM 7 DAYS A WERK
PRIMER S. SO FM-11 FM FM - SAFRAY GREAT?

MESERVATIONS PROJUMENTS

BM4 421-5020

Decide what amounts to get and figure the cost of feeding those four people at home. Don't forget to add tax to what you buy in the grocery store as well as

 tax and tip to the restaurant expense. Discuss which is more economical. (Some students will come up with the fact that there will be part of some items left over when grocery shopping and other meals can be figured out of it.)

CHUCK STEAK "LE OW!	ħ.	85
TOP ROUND STEAK "LOW!		
PIR ROAST (See Fleet 1.39 %)		7 11

FAMILY STEAK to landerfield	1	41
RIB STRAK W.E. Good	1	21



Check your grocery ads for brand names in foods. List different brands and compare ads for that brand as against other brands. Are prices different for the same item in various brands? Why? (Students will come up with several reasons -- have them research into brands -- check grocers, etc.)



CHASE & SANBORN COFFEE 3 lb. 229





NECTARINES 5. 49°

NECTARINE 39

Have students do comparative shopping from grocery ads. Check the weekend specials at different stores as against the regular weekly prices.

Plan a meal, figure the cost at the weekend special prices and at the regular weekly price. What would they save in menu-cost if they bought on weekends?



As consumers. students should be aware of seasonal foods that can be used in family Some of meals. these items are often cheaper during season and can be used at that time to save on the food budget. Others are more expensive if not grown in the area. Check the newspaper ads for seasonal items,

CORN



both low cost and high cost, when in season. Discuss how they can be best used.

U.S. NO. 1-RIPE & FULL OF FLAVOR

Find ads for large appliances such as television. refrigerator. Find the percentage of interest charged

per month (often in small print at bottom of ad), multiply by twelve and figure the yearly rate. Add these charges to the total price to get an idea how much will really be paid if one buys on credit.

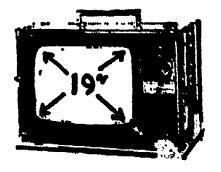


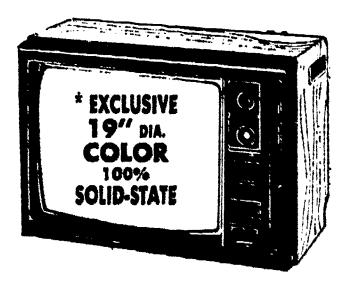
18 CU. FT. 'No-Frost'



Collect as many ads as you can for a major appliance over several weeks. (Each committee or group may take a different item to make it more inclusive). Have the groups make oral or written reports on price variations, terms available, quality and consumer need. Include large chains as well as large and small independent appliance dealers.

TOSHIBA & Packard Bell 19" Port. Black & White TV Anniv. \$ 109.





Collect ads by appliance firms that are competitive in your town. See if their prices remain fairly constant or if fluctuations occur due to specials, sales, etc. If so, how long does it take before the competition's ads also change prices? Discuss.



Compare prices for foreign-made appliances and similar American-made items. Are prices similar or is there a wide variation? See if you can find out why. Don't forget to check quality in comparing prices.



5 YR. WARRANTY ON TRANS 2 YR. PICTURE TUBE 2 YR. ON PARTS 1 YR. FREE CARRY-LABOR

SANYO 15"
COLOR
EXCEPTIONAL LOW
PRICED THIS WEEK
SAME WARRANTY

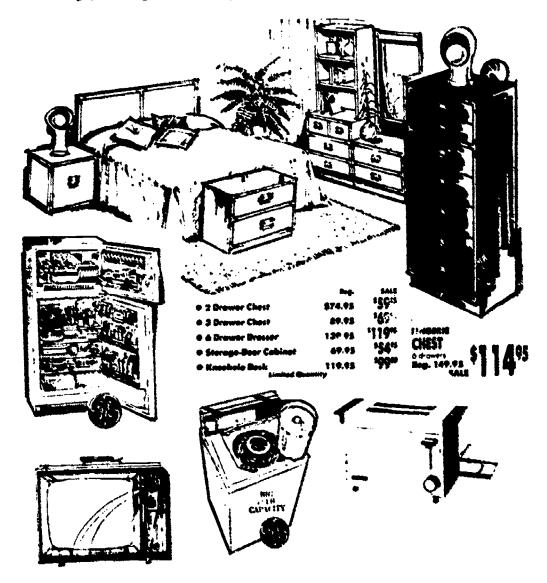




20"
23"
CONSOLES
PRICED
TO SELL
PROM
\$329

Given a certain sum (e.g. \$3,500 or \$4,000), students must furnish a house (e.g. 2 bedrooms, 1 bath) from the newspaper ads. Each student or committee will make a scrapbook with a page or two for each room. Cut out the ads for each item needed, add any sales tax and be sure not to go over the amount given to spend. (The sum given should force some bargain shopping and the amount given should take into account the area and cost of living index at the time.)

Clip from your newspaper ads for work-saving or time-saving items. Discuss in your committee which ones you feel are worthwhile and which ones, if any, are possible gimmicks.





From home ads in your newspaper clip out pictures and floor plans. (Good for committees and groups) Find one you think you would like. Clip the ads for turnishings you think would go well in each room. Keep in mind the wall space, windows, doors and access to different areas within the room. Watch prices and furnish as inexpensively as you can. Compare and discuss with other individuals or groups as to what plans and furnishings they chose. Who has been more economical?

Keep a scrapbook of ads for various things (e.g. appliances, clothing, food, recreational equipment). Check the variety, cost, standards. Have students discuss the facts listed on these items as well as advertiser claims and costs. Which would they consider worthwhile buying after careful scrutiny?

Word went around so fact ... everybody's been talking about The Banyan Tine Plaza. We couldn't be more pleased. Not only have they talked ... they've bought! To most, their motives for buying have been a The ads for new homes or apartments are numerous in the newspaper. Have students find culmination of reasons: the serene residential setting that encompasses The Banyan Tree one in a price they feel is Plaza . . . its neerrass to schools, service facilities, stores, and minutes from Ala Moone Center and Walkiki . . . the magnificent views reasonable. Check the down payment, terms, length each Sanyan Tree Plaza apartment offers . the speciousness of each 1, 2 and 3 beforem unit . . . their design, their luturious features and furnishings and topping it off, the recreational roofdeck, swimming pool, of loan and figure how much they would security system and parking. pay over the time All this, and overall, the convenience of in interest. carefree condominium living. It's no wonder, the buy-word is The Banyan Tree Plaza. possible rise 80% Financing with a 30 year term will be provided by TERRITORIAL SAVINGS AND LOAN ASSOCIATION. in price, tax deductible Model open daily, 10 sm to 6 pm. A fully furnished model is on view and also ministure. If you furnished model is on your and an accele models to depict each spartment's can. have a floor plan. real estate person visit class and explain. Have students ask questions regarding their particular choice of ads.



Over a period of time check the newspapers for advertisements about a new or improved product. (e.g. furnishings, appliances, products for personal use). Compare the prices advertised with prices for similar items that are not "new". Check the prices for the new item in a few weeks. Has it gone up? Down? Why? Discuss.

As consumers, the students are to clip ads in newspapers which give information that is helpful to the buyer and compare with ads that are bent on just selling the product. Have groups discuss why they would pick some items advertised instead of others.

UNBEATABLE VALUE!!!

A huge shipment of affordable bedroom suites have just arrived and are priced at savings you just can't miss! All pieces are in beautiful pecan finish and high pressure laminated to resist scratches and stains!!

You wish to buy a car. Check the ads in the newspaper for new and used cars. Decide which car you want. Find the . financial charges, interest. etc. how much you would pay if you financed it, both new and used, the license and other charges. Add these charges to the advertised price and see what the actual cost would be.





As a consumer you probably keep up with some styles in fashion. Find some ads for men's or women's apparel that have recently come into favor. How do these trends affect the buying public? Can you find some that seem to be popular and some that have not caught on? Does this affect the pricing? The buying? Discuss.

Give students a certain sum with which they are to plan a wardrobe for school, work or home. Have them cut the ads for these items from the newspaper and list where they would wear them. Discuss in class as students will need to justify buying a certain article if fellow students question it.



Have students pick a job they would like to have from the classified ads. Then find ads for clothing they think would be suitable for that job and pick a 5-day wardrobe. Discuss their choices in groups.

SALES CLERKS

PROJECT ENGINEER/ ESTIMATOR

Architectural Draftsman BOOKKEEPER



Women's clothing styles were once wholly dictated by the European designers. In the last few years women have been questioning the products of the fashion dictators and have become more discriminating about what looks well on them and what does not.

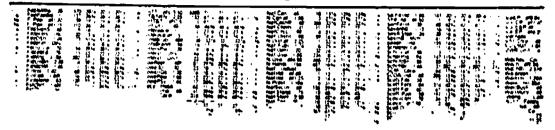
Find some ads in the paper that show styles you feel would look well on you; some that would not. Also find articles in the family section about new trends designers are styling for spring or fall. Which ones would you select?

Check the ads for fabrics in your newspaper. Which kinds are advertised the most? Is it because they appeal to the seamstress due to innovations, such as being machine washable, perma-press? Make a scrapbook of as many kinds of fabrics advertised and reasons given for their use. Pick the ones you would buy, give reasons why.





complete new york stocks



You have \$100.00 to buy some stock. Watch the market fluctuations in the newspaper and decide which one you would buy. Then graph its fluctuations over a two week period and sell it the following week. it a steady stock or did it fluctuate a great deal? In computing loss or gain don't forget the broker's fees.

'Should I Sell Now or Wa

for the last to sears and have never made his prairie.

I changed brokers three times and have now wound up with a loss of \$15 000 out of \$25,000 invested. I have five sinchs left. I don't need the funds non. I just want to get out of the market. Should I sell out non or

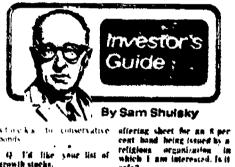
A. There are lots of wasa to lose money in the stock market. It you had gotten sufficiently excited over the ATAI split in April 1964 and samped into the stock at 75 you would have a biss of about 40 per cent of your money today—even in that today even in that this blue chip and when

And when you tump in and out of warrants and highly speculative commons, and scurre from broker to bruker, you are really asking for trouble. I am not going In list some stocks here nor am. I in any position to fell for take soor von windher houses not no hope for record

I will say that your decisom to get our of the market. makes a lot at sense Even adhout knowing story, your record as a specplater is not inspiring and the time of sour letter indieates that you have no intention of forsaking your specu-Letine wave

4 I'm warried zhaut a motazi fund my daughter baught is it sale?

A. You've given me the name of a mutual fund organization that sells no less than seven different tunds And they range all the way from aggressive speculative



stocks to conservative bands

Q I'd like your list of grawth stacks.

A. And I d like a stamped sed addressed envelope in which to mail it to sair

Q I'm thinking of putting \$29,000 into a mutual fund and withdrawing \$100 a menth until I receive my Nocial Security in four years.

A 1 \$20 Hotelins estiment in a mutual will going by the . support a Simi p month withdrawal Trepeat that a mornishmy to the book In good years the tandican trake that 6 per cent dining dispersal and so mereuse the value of the or estment In poor sears cornadiper rent withdrawat may gut

It you take sillu you can be pretty sure that you will be drawing doub your own numes for part of that sum How much capital you will consume in tour years, I can fleven guess

Q. I have just received an

ing but you should lank to the reputation of the underwriting banker and oreste Liting given the bond by one of the standard rating agen-

Q: We are retired, \$5, with \$60,000 in \$3.5 heads, \$6,000 in hise chip communa and \$123,000 in savings. How would no get more impone? Should no bus more bonds? Nould you suggest 18 per cost second murigages?

1 With high-quality bonds today yielding 71, per cent, I wanter salkest that route for er second .

With a resources advise the ich may a ond morteage

45 Millich

kept in

could evaluate mortgages you which I would temp! A seculet's tace it mortgage restricted so Quality Who then

Collect articles by financial editors in the newspaper. As in editorials there will be fact as well as opinion. where facts are stated and where opinions are stated. Does he have a right togive his opinion about certain markets? Discuss.

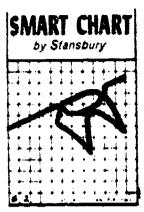


Make a graph so that you can chart the daily activity of at least 5 stocks in the financial page over a period of two weeks. If there is fluctuation in certain companies, find and discuss causes (e.g. interest rates, political elections or trends, deaths of important persons).

Find newspaper ads about cosmetics. Check their claims. Find ads for similar items with less exaggerated claims and compare costs? Discuss what buyer is paying for (e.g. some claim to remove wrinkles in a short time, make you look younger).

Find ads for medicines that claim to cure or relieve aches, pains, or other physical problems. Check with your doctor on these. Make reports on the claims. Are they within the law? Explain.

Given a take-home pay of \$
(teacher figures amount so necessary utility bills and rent will be covered). Have students find a rental in the newspaper ads and figure percentage of utility costs as well as car and food expenses (can figure cost of one day's menu from grocery ads and multiply by 30 for approximate monthly food cost) and any other monthly expenses the students decide on. See that they do not go over income. A lesson in budgeting can go along with this as students see necessity.



"We collared the market.

Stock Market Pulls Ahead in Reaction

NEW YORK (A') —
Prices forged substantial
gains in today's stock market, although they slipped
back a little at the finish.
Trading was moderate

At the close, the average of 30 Dow Jones industrial stocks was up 481 at 633 47

There were no major economic or international developments to stimulate investors, but analysts said that with the help of some glamour stocks the market pulled ahead in a reaction to Monday's dull holiday session.

The trend was attributed by Newton Zinder of E. F. Hutton & Co. as due "partly to a rebound from an oversoid condition and partly in anticipation of good second quarter earnings reports."

quarter earnings reports."

Charles M Lewis of Treves & Co. said another encouraging factor was the scheduled resumption of peace talks in Paris next week.

The most active issue on the New York Stock Exchange was Curtiss-Wright, recently a favorite because it holds North American rights to the Wankel rotary engine. It was up 114 to 56%



new consumer watchdog?

uskington Paul Service

WASHINGTON—The Senate voted 60 to 10 yesterday to create a consumer agency with broad power to protect the public from unreasonable risk of injury from hazardous toods, drugs and consumer products used in and around the house

In preventable accidents, household products alone—ranging from toys to detergents to lawnmowers—annually kill 6,000 persons, permanently cripple 22,000 and injure 4 million, by estimate of the chairman of the Nattonal Committee on Product Safety

THE PRIME objection to the bill—easily overcome in the Senate but a furnidable obstacle in the House-is that an independent agency would administer it

The Administration wants the administrative power put in the Department of Health Education and Weltare building on authority long vested in the Food and Brux Administration

To make the agency independent would be to "keep bureaucratic pressure and big business out of the process of decision-making in this vital area." Sen Warren G Magnuson, B-Wasn, the principal sponsor, said. To put it in HEW would be to continue the traditional foot-dragging we've seen so much of the Commerce Committee chairman added.

THE RANKING committee Republican, Sen Norris Cotton, N.H., sponsored an amendment to make HEW the administrator. Representatives of the pharmaceutical industry, which the FDA regulates, lobbled for the amendment just before it was voted on it failed, 32 to 51.

A bill reported Tuesday night by a House Commerce subcommittee contains provisions similar to the deleated amendment.

That bill sponsored by the subcommittee chairman Rep Paul G Rogers. D-Fla , confused the situation in the House. There, a vite is to be taken soon on a measure that, like Magnison's would set up an independent product safety agency white leaving authority over food and drugs with the FDA

THE MEASURE, recently reported by the full House Commerce Committee, was sponsored by another sub-committee chairman, Rep. John E. Moss. D-Calif.

None of the product safety legislation is directly related to separate pending legislation to set up an independent consumer advocate empowered to intervene in Federal Court and administrative proceedings. The House pussed one such bill last year: another is pending in the Senate.

As proposed in the Magnuson bill, the safety agency-run by an administrator and one commissioner each for food and nutrituodrugs and other products would have a mission to more swiftly against unsafe products in the marketplace. Consumers would have the right to seek to force the agency to act should it fail to do so, it would combine in a single unit what Sen. Charles H. Percy. B-III., called the present "piecemeal pablum"

panel starts work on housing laws

WASHINGTON (191) —
The House Banking Committee begins today an effort to decide how to control dishonesty and shoddy workmanship in the building and real estate industries, and whether to tighten laws governing public housing tenants.

With most of the nation's

With most of the nation's housing laws at stake, the committee begins consideration at the Ornsibus Housing and Urban Development Act of 1972 which would rewrite Federal codes on public housing, settlement costs and kickbacks. FHA credit, community grants and even urban mass transit

There are hundreds of technical changes that have brought special in tere at groups assuming to Capitol Hill.

Republicans, who oppose many of the changes in the bill as rewritten by the housing subcommitter, are ready to propose up to \$1 amendments in the closed markup session of the full committee.

THE PROCESS, to be interrupted Friday by a twoweek congressional recess for the Democratic national convention s n o u l d take weeks. The Senate has passed similar legislation.

sed similar legislation. One of the most controversial sections of the bill would force builders of FifA-approved homes and apartments to guarantee them against defects for three years instead of the present one year. Rehabilitated housing would have to have a consumer warrantly

have a one-year warranty.

This section — and one requiring HUD to certify that an insured property meets all health and safety laws and is free of defects — is designed to prevent dishonest huilder a from making only cosmetic repairs to a home selling it at an inflated profit and skipping out before it begins to crumble.

THE HOLSING subcommittee bill also would outlaw kuchbucks in real estate settlements involving federally - related mortgages; direct HUD to set maximum closing cost guidelines; force advance disclosure of the full amount of clasing costs and the previous sale price of a house, and take other steps to pretect home buvers

Have students make a scrapbook individually, by committee or by class. Collect all articles by consumer watchdogs. Then have class debate or have panel discussion about any particular information that interests the students. Have them get as much information on this as they can through local newspapers as well as newspapers from other areas if available.

Find some news items concerning inflation in this country. Discuss possible cause and effect. As a concerned consumer can you and/or your committee come up with some suggested ways of halting it?



British Float Pound; Money Markets Close in Confusion

LINDON AP - The Bit fish government set the pound sterling free today to find a new rate of exchange without government surport.

The surprise artism blunded European money markets into confusion started a ron on the LS dolor and imped the price of gold more than \$2 an onice.

The British The as in the closed, the London toreign exchange marked onth Times due to the Common Market governments closed their exchanges, at least for today But before the brankful market ship down the do lar plummeted, to life their of 0.15 marks.

Markets were open in Switzerland and the docar made a sharp diopoin Zurich to 1728.74 Swiss trancs

Clip some articles on the economy of other countries. What is being done to stabilize any fluctuations in exchange rates? Discuss. What is GNP?

Find articles over a period of one month that deal with regulations the government imposes on business to protect consumers. Have parel discussion or committee reports about any particular regulation.

Meat Price Controls Considered

WASHINGTON (UPI) — The US Price Commission is considering slapping a temporary freeze on retail meat prices, it was learned today

With heef, pork and other meat prices up and expected to continue going higher—and President Nixon considering suspension of restrictions on foreign meat imports—the price group is weighing a one-month freeze.

The action, with obvious political implications in this election year, could come at a special meeting this weekend, possibly Sunday. In advance of the meeting, Chairman C. Jackson Grayson Jr. was polling the members for their views on a freeze

NIXON MIGHT move sooner. He met with his top economic advisers late this norming. Newmen were allowed into the office briefly for photographs.

for photographs
"Don't buy meat," he
quipped.

Commission sources said the price commission was disappointed at failure of the Cost of Living Council, which has over-all jurisdiction overeconomic controls, to act of sourcing food prices, especially meat.

The Price Commission has authority to impose controls on foods, including meals, at the wholesale and retail levels. But it has no control over farm prices. They are exempt and the Price Commission has asked that this be removed.

Nixon said yesterday he might temporarily lift import quotas on heef to help curb meet prices that he acknowledged were "beginning to rise again and rising very last".

