Let’s Make a Trade!

by Marianne Lenihan
Vocabulary

carpenter
carpetmaker
knowledge
marketplace
merchant
plenty
straying
thread

Word count: 450

Note: The total word count includes words in the running text and headings only. Numerals and words in chapter titles, captions, labels, diagrams, charts, graphs, sidebars, and extra features are not included.
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Katie wants to learn to play the violin. Tina wants to learn to ride a bike. If they agree to teach one another these things, then Katie and Tina have bartered.

Bartering is trading goods, knowledge, or services with others. Barterers simply trade what they have for what they need.
Bartering began thousands of years ago, before money was used. Farmers traded crops for cloth to make clothes. A blacksmith might have shoed the horse of a **merchant** in trade for an item from the merchant’s store.

This merchant has beads to barter.
Two men barter goods in a medieval European marketplace.

Sometimes one person would have to trade several small things for one big thing to make the trade fair. Suppose a carpenter has a big table. A carpetmaker wants it. The carpetmaker might have to trade three or four small rugs for the big table.
Neighbors often joined together to trade. They built houses for new neighbors or barns for straying animals. Each neighbor knew that his or her work would be rewarded someday when he or she needed help.

These farmers are offering to trade sheep for goods.
American colonists and Native Americans traded for what they wanted and needed. Native Americans had plenty of furs to barter for the cloth, thread, and tools of the American colonists.
Bartering is also a way for a family to save money. Instead of using money to buy items or services, families may barter for what they need.

<table>
<thead>
<tr>
<th>Dad</th>
<th>Mom</th>
<th>Daughter</th>
<th>Daughter</th>
</tr>
</thead>
<tbody>
<tr>
<td>knowledge of how to start a small business</td>
<td>bread machine</td>
<td>exercise equipment</td>
<td>collection of sports cards</td>
</tr>
</tbody>
</table>

**The Smith Family**
This way, they can keep their money in the bank and still get what they need. A family’s bartering plan might look like this, once they have found another family to barter with them.

<table>
<thead>
<tr>
<th></th>
<th>Items or Services to Be Traded</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Dad</strong></td>
<td>carpentry work</td>
</tr>
<tr>
<td><strong>Mom</strong></td>
<td>food processor</td>
</tr>
<tr>
<td><strong>Daughter</strong></td>
<td>tutoring in math</td>
</tr>
<tr>
<td><strong>Son</strong></td>
<td>bike and skateboard</td>
</tr>
</tbody>
</table>

The Jones Family
Today, people barter in many ways. Bartering partners can be found on the Internet and in newspapers and magazines. They can be found in your neighborhood.

A community theater company needs to advertise its summer plays, but it doesn’t have enough money. It does have an entire floor of empty offices.
Businesses barter with other businesses. What might bartering look like in the **marketplace**? Here is one example.

**A local radio station needs office space. It will run ads for free for anyone who can provide office space.**

**SOLUTION:** The community theater barters its office space for free advertising on the radio station.
To understand bartering better, a class of third graders decided to have a “Bartering Day” with their teacher’s help. The students each brought one item to school that they no longer wanted.
On Bartering Day, each student showed his or her item. The students then decided what they wanted to barter for. Most students found items they wanted. Some made several trades before they were finished bartering. Others decided to keep their own items.
The next time you decide to trade an item or a chore, think about its value and the value of what you might be trading for. You might decide to wait for a better offer.
Before you decide to barter anything, check with your parents! Your parents will know the value of almost everything in your house. They will know whether it’s OK for you to barter something. Once you have permission, have fun bartering!

Talk to your parents first about the value of items you want to barter.
carpenter *n.* someone whose work is building and repairing things made of wood.

carpentermaker *n.* a person who makes carpets and rugs for floors.

knowledge *n.* what you know.

marketplace *n.* a place where people meet to buy and sell things.

merchant *n.* someone who buys and sells goods for a living.

plenty *n.* a full supply; all that you need; a large enough number or amount.

straying *adj.* wandering.

thread *n.* a very thin string made of strands of cotton, silk, wool, or nylon, spun and twisted together.
1. Place these events of Bartering Day in order: some students bartered; students displayed their items; students brought items from home; students decided what to barter for.

1. 

2. 

3. 

4. 

2. Summarize the bartering between the radio station and theater company.

3. *Straying* is used on page 6 as an adjective. Its base word can be a noun, an adjective, or a verb. Use the base word as a verb in a complete sentence.

4. What were the dads able to barter on pages 8 and 9?
Suggested levels for Guided Reading, DRA™, Lexile®, and Reading Recovery™ are provided in the Pearson Scott Foresman Leveling Guide.

<table>
<thead>
<tr>
<th>Genre</th>
<th>Comprehension Skills and Strategy</th>
<th>Text Features</th>
</tr>
</thead>
</table>
| Expository nonfiction | • Sequence  
                          • Draw Conclusions  
                          • Summarize | • Chart  
                           • Captions  
                           • Glossary |