



N. L. Malowney, Vice President, Essex, Ia.

H. P. Shumway, Director, Wakefield, Neb.

L. J. Blowers, President, David City, Neb.

J. A. McLaughlin, Secretary and Treasurer, Craig, Neb.

C. D. Ayers, Director, Kearney, Neb.

Gus Babson, Director, Seward, Neb.

OFFICERS OF THE NEBRASKA AND IOWA RETAIL IMPLEMENT DEALERS' ASSOCIATION—Photo by Rinehart.

# Implement Dealers' Session at Omaha

"It would be strange business ethics that would not allow of a greater profit in the sale of a high-priced implement than in that of a low-priced one," remarked one of the speakers at the meeting of the Nebraska and Iowa Retail Implement Dealers' association in Omaha the week of January 8-13, and that remark was the keynote of the purpose of the meeting. It was a meeting to secure conditions that will enable the local dealers in farm implements to derive some advantage from the prevailing high prices and its addresses were full of suggestions that the farmer who indulges in new farm implements during the year 1900 will be asked to share with the dealer the prosperity promised him in abundant crops and good prices.

This meeting was a getting together of retail dealers, jobbers, manufacturers and traveling drummers, at which each class made known the grievances inflicted upon it by the others and all endeavored to reach an understanding whereby relief and redress could be afforded. The retail dealers protested against the sale by manufacturers of implements to catalogue houses, the establishment of competitive local branch houses within the territory of the retailers by the manufacturers, the furnishing of implements by manufacturers and jobbers to parties for sale on commission and other conditions that tend to create competition that reduces the profits of the business to local retailers. The discussions were animated, but for the most part amicable. In this way the rights claimed by each element of the retail trade were made manifest and in recognition of good fellowship and community of interest each element recognized the rights claimed by the others.

### Strong and Growing Membership.

The Nebraska and Iowa association of implement dealers has a membership of about 400. About 1,400 dealers do business within its territory. A similar organization in eastern Iowa met this year at Des Moines and another has headquarters at Kansas City. These three act in unison and in harmony with others in other sections of the great agricultural belt comprised in the Mississippi and Missouri valleys. Thus banded together the retail dealers are enabled to impose conditions upon manufacturers and jobbers that carry with them the force and effect of law. Some 400 retailers were present at the Omaha meeting, with about as many representatives of manufacturing concerns and jobbing houses. The sessions were behind closed doors and none but retailers were admitted. At but two of the sessions were outsiders admitted.

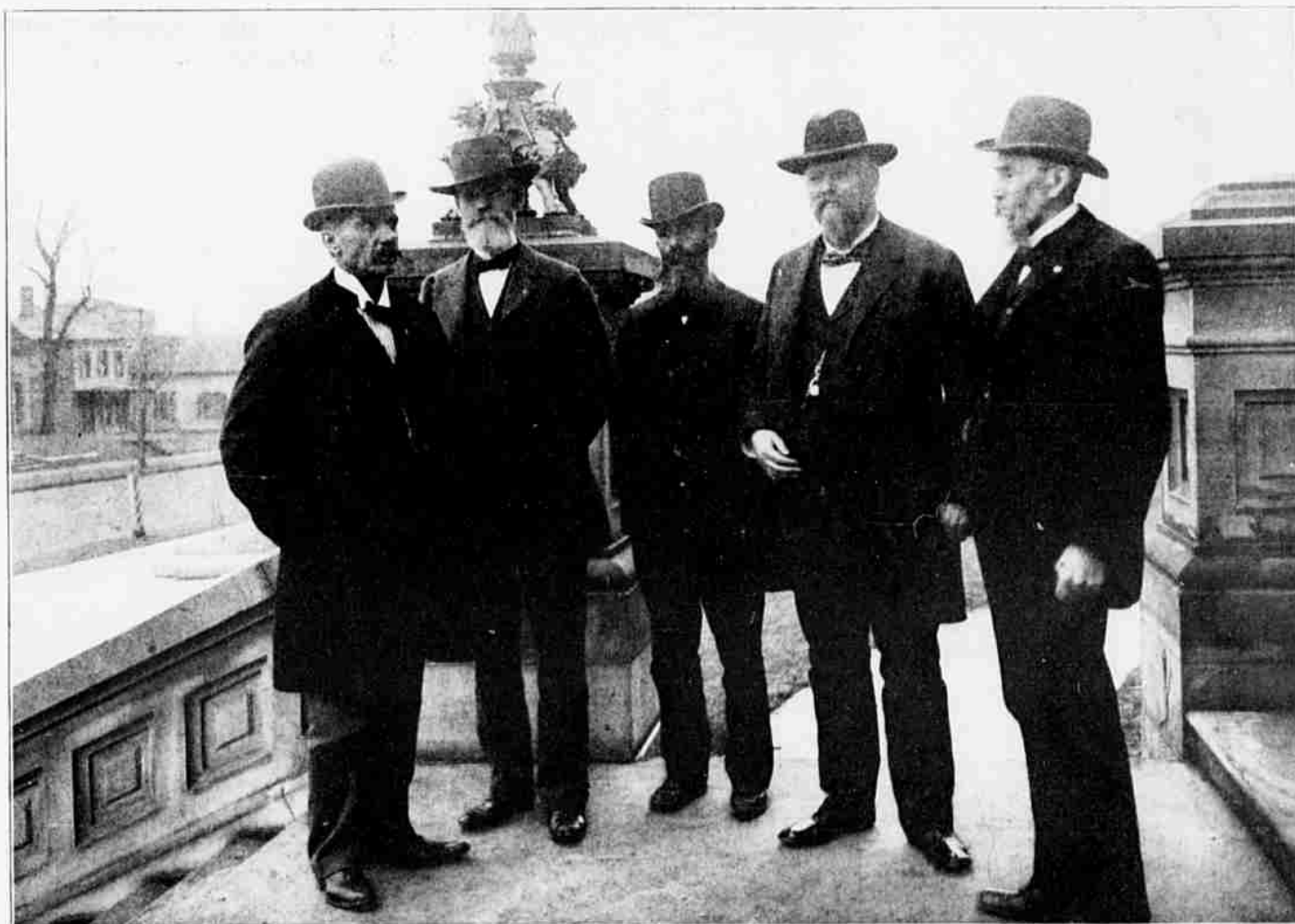
At these two sessions, however, it was noted that the theme of the discussions was the opportunity afforded by the prevailing high prices for retailers to reap a better profit from the business, so long attended by great hazard and slight returns. Confidence was everywhere expressed that higher prices must prevail in the future, owing to the great foreign demand for American farm machinery, now recognized as the best in the world, and the scarcity of raw material. One of the heaviest dealers in Omaha advised the meeting that his firm is buying every agricultural implement which it can procure and that its confidence in the future is so great that it is not desirous of disposing of any of its purchases at present. The Nebraska and Iowa association has

been organized nine years. During a great part of the time it met with no great popularity, and had it not been for the personal zeal of the secretary and treasurer, J. A. McLaughlin of Craig, it would probably have gone to pieces long ago. Its popularity this year was a surprise, even to such of its officers as had expected a revival of interest in its work on account of the better times.

Officers for the ensuing year are: Presi-

dent, L. J. Blowers, David City, Neb.; vice president, N. L. Malowney, Essex, Ia.; secretary and treasurer, J. A. McLaughlin, Craig, Neb.; directors, Gus Babson, Seward, Neb.; H. P. Shumway, Wakefield, Neb.; C. D. Ayers, Kearney, Neb.

This growing trade is warranted by Omaha's central location in the great agricultural section of the west and northwest, and additional enterprises of the same character are promised during the coming year. Six large firms have prepared to build mammoth warehouses in Omaha this year, some of which are under way. The impetus recently acquired by this branch of business has led to the establishment of the first implement supply factory here, which will begin the manufacture of sweep-rakes, haystackers and kindred utensils at East Omaha March 1, while several larger concerns are promising to remove from eastern points to Omaha during the year.



Crouse, Prescott; Black, Malvern; Stratton, Red Oak; Davis, Hamburg; Graff, Clarinda. GROUP OF WESTERN IOWA LEGISLATIVE MEMBERS.

dent, L. J. Blowers, David City, Neb.; vice president, N. L. Malowney, Essex, Ia.; secretary and treasurer, J. A. McLaughlin, Craig, Neb.; directors, Gus Babson, Seward, Neb.; H. P. Shumway, Wakefield, Neb.; C. D. Ayers, Kearney, Neb.

### Omaha an Implement Center.

The occurrence of this meeting in Omaha directed attention to the growing importance of this point as a distributing center for agricultural implements. Four large transfer houses here handle the products of about twenty factories. There are ninety-eight local branch and jobbing houses, thirty-nine independent and purely wholesale implement houses, three wholesale hardware houses and five buggytop factories. The thirty-nine wholesale houses represent over 1,000 of the very best manufacturers in the United States, and one of the big dealers of Omaha estimated the volume of business

In view of the importance attained by this trade here, it will be recognized that something more than a perfunctory duty was manifest in the cordial welcome extended the visiting implement dealers on the opening of their convention. It was a sincere recognition of their commercial importance in the affairs of this agricultural section and an accurate expression of Omaha's anxiety to welcome them often to the hospitalities that were shown them during their stay.

### Helen Gould's Gift

Miss Helen Gould has presented to the New York public library the Berrian collection of works relating to Mormonism. This includes 459 volumes, 300 pamphlets and several volumes of newspapers.

# Nebraska's Public

# School System

iv.

## English

For years educators have been emphasizing the fact that the child is not an open vessel ready to receive any information which may be poured in and come forth from the operation properly educated. The cry has been, "Develop him. Teach him to think and do for himself, so that when he leaves school the few facts acquired are of

question they will say, 'I don't know,' when further questioning reveals that they did know, but did not have the power of expressing it."

The need of the hour seems to have resolved itself into this: To teach children to think independently, to read understandingly, and to express properly what they know. It is this need which of late years has led teachers from the old trodden paths to the newer fields of sense-training and observation and nature lessons, in which the child's mind is made to grow by increasing and varying his experiences.

### Text Books in Use.

In the movement in Nebraska toward these studies which bring out thought, English stands out more prominently than any other, perhaps because for many years it has been allowed to drop into the background. In other branches Nebraska is but following the lead of other states, but we may take pride in the fact that the method of English which is being used with the greatest success originated in our own. The text book used is "Studies in Literature and Composition," by the late Mr. Skinner of Nebraska City. This book, which is but an adaptation of the ideas of Dr. E. A. Sherman, teacher of literature in the State university, to the grades, has had a most remarkable influence in every school where it has been used. It was originally intended as a text for High school pupils and as such has an extensive circulation in the High schools of the state. Nor is its use confined to Nebraska alone. Although but a few years old it has already found a place in High schools and academies all over the United States.

The inspiration and influence of the method may best be understood by a glance at the purposes and some of the work that it is accomplishing in the schools where used.

In reading it is the purpose of the method, to give the pupil the power to gain the thought of the author, and that not only where it is plainly expressed, but where it may be inferred from suggestive words or phrases. For years reading has been considered one of those branches which require but little preparation on the part of the teacher. It was a simple matter to have each child read in his turn and to see that the words were properly pronounced. The thought, of course, was considered, but was secondary to the mastery of words, as the mechanical reading of the pupils bore evidence.

In the interpretative method the motive is different. The mere pronunciation of words is but a small part of it. The lesson is carefully prepared by teacher as well as pupil. Each paragraph is not merely read—it is studied. "Effects" (sentences, or parts of sentences which suggest more than they actually express) are pointed out, poetic and homely words and phrases are compared and the underlying thought of the whole and the author's purpose in writing it are discussed, in fact nothing is left undone which may lead to a better understanding of the selection read. A certain amount of mechanical work in word drills and pronunciation is always necessary, and this

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NEBRASKA AND IOWA RETAIL IMPLEMENT DEALERS' ASSOCIATION IN CONVENTION AT OMAHA—Photo by Heyn.