

A list of the sheepmen in the Province was at once compiled, and early in March, 1914, a letter was mailed to each, announcing that the Co-operative Organization Branch was prepared to act without charge as a marketing agency for sheepmen who would prepare their wool in accordance with directions drawn up by the Branch. It has been found that the practice of using binder twine and other sisal cord in tying fleeces, and shipping in coarse, jute sacks was one of the chief causes of the low price received. The sisal fibres became mixed with the wool, but would not take the dye as wool did, with the result that only inferior cloth could be manufactured from wool handled in that way. To overcome this difficulty, the Branch undertook to supply paper fleece twine, and closely woven jute sacks at cost to those who would make use of its marketing facilities. The following is a copy of the packing and shipping instructions sent to persons who intimated that they would market their clip through the Branch.

Packing and Shipping Instructions.

1. Roll and tie the fleeces carefully.
 - (a) Removing all manure or paint-clotted locks.
 - (b) Rolling the fleece with the fresh side out.
 - (c) Tying each fleece by itself, with paper fleece twine.
2. Pack the fleeces in the sacks supplied, being careful to
 - (a) Include only dry wool in your consignment.
 - (b) Pack the fleeces from the ewes, wethers and bucks respectively, in separate sacks as far as possible. When it is necessary to pack two or three kinds of fleeces in one sack place sheets of strong paper between the different kinds.
 - (c) If two or more breeds of sheep are kept, pack the wool from each breed by itself, or when necessary pack in the one sack and separate with paper as above described.
 - (d) If you wish to forward the tags (manure or paint-clotted locks clipped from the fleeces) or black or brown fleeces, always place these in sacks by themselves.
 - (e) Pack the wool tightly into the sacks. A 40-inch by 90-inch sack should hold at least thirty fleeces.
3. Prepare for market by,
 - (a) Filling out two shipping labels for each sack, being careful to give name and address of shipper, name of breed from which wool is taken, also number, kind and net weight of fleeces.
 - (b) Placing one inside the sack and sewing the sack up, using strong, hard twine.
 - (c) Sewing the second shipping label securely to the side, not to the end of the sack.
4. Storing.
 - (a) Store the sacks where they will be kept dry until ready to ship.
5. Shipping.
 - (a) Forward the wool by freight, via the most direct route, to the Co-operative Organization Branch, Department of Agriculture, Regina, making the shipment between June 19 and July 1. No shipment should be forwarded later than July 1.
 - (b) Either prepay the freight to Regina, or forward the shipment freight, charges collect, and the Department will pay the freight and deduct the amount from your cheque when making final settlement.
 - (c) As soon as the shipment is made, forward the bill of lading at once by mail to the Co-operative Organization Branch.

In 1914 one hundred and eighty sheep owners prepared and forwarded their wool in accordance with the above directions. The entire consignment, amounting to 69,404 pounds was assembled in Regina, and sold at a flat price of 17½ cents per pound. This, after paying local freight from the producers' stations to Regina and the cost of twine, sacks, storage, handling, etc., netted the producers an average price of 16½ cents per pound. In 1915 the work was again carried on in practically the same way, and that year 306 sheepmen marketed a total of 148,339 pounds of wool through the Branch, obtaining a flat price of 25 cents per pound f.o.b. Regina.

In 1916 an arrangement was made with the Dominion Live Stock Branch whereby they undertook to provide expert graders to classify the wool, and the same instructions were issued to producers as in former years. This year 487 flock owners marketed their wool through the Branch, and the wool was sold by tender. The following is a summary showing the total weight of each grade handled and the price realized:

Grade	Pounds	Price per pound
Fine combing	6,623	33 cents
Fine clothing	10,896	29 "
Fine medium combing, firsts	11,883	36 "
Fine medium clothing, firsts	3,631	34 "
Fine medium combing, seconds	21,093	34 "
Fine medium clothing, seconds	8,080	32 "
Medium combing, firsts	21,288	37 "
Medium clothing, firsts	1,767	34 "
Medium combing, seconds	33,160	34 "
Medium clothing, seconds	4,088	31 "
Low medium combing	15,415	34 "
Coarse	3,574	32 "
Lustre	10,344	31 "
Rejects	14,160	24 "
Gray and blacks	1,519	28 "
Locks and pieces	914	24 "
Tags	2,758	11 "
Range	5,363	31 "
Mohair	145	20 "

Under the grading system, the cost of handling the wool was considerably higher, being practically one cent per pound, but this was to be expected as it was necessary to unpack all of the wool, grade each fleece and then repack it. It is, however, quite evident that the price obtained by grading more than offsets the additional expense. Naturally some parties have not been satisfied with the grading of their wool, the percentage of rejects was high, largely because many of the fleeces contained considerable quantities of straw and chaff, and consequently could not be placed in the grades to which they would otherwise have belonged. Evidently many sheepmen neglected to sweep up their shearing floors before commencing operations, but it is safe to say that this will not occur again and that next year there will be a much smaller proportion of rejects. From an educational standpoint the number of grades is rather confusing, and it would appear desirable that some more simple system should be devised, as it is practically impossible to explain to each producer the reason for placing his wool in the particular grade to which it belongs. In general it can, however, be stated that the sheepmen and those in charge of the marketing work are satisfied that the grading system is certainly the most equitable manner of handling the business, and that this year's results are highly satisfactory.

Marketing Manitoba's Wool Crop.

BY J. H. EVANS.

A new era in the production of wool in Manitoba has just begun. Co-incident with increased production comes more efficient methods of marketing. Manitoba farmers have long since recognized the



The Wool Graders and Packers at Work.

principles of co-operation as the most sound, economic basis for successful trading in farm produce, and to-day our methods of marketing grain, while not perfect, are generally conceded to be an improvement on any other known method. It is not surprising to find the flockmasters adopting the co-operative grading system, as a solution for their wool-marketing problem. The old method of selling the wool crop locally on a flat basis was neither remunerative nor equitable, and had little or nothing in its favor. Supposing the sheep owner did possess a fairly accurate knowledge of the grade and market value of the wool he had to offer for sale, this would be of little practical assistance in demanding full market price at home, without a more or less open market for his wool. Assuming that one could cite isolated cases when the producer had received prices equal to those received through the co-operative wool marketing plan, it requires no stretch of the imagination to assume that the present prevailing prices would not be available in the absence of the co-operative scheme.

Factors Determining Values.

Western wools are disposed of in the unwashed condition. The buyer in purchasing wool in this condition pays for wool and dirt; the yard-stick by which the value of this wool is determined is its shrinkage. When the buyer estimates the value per pound of medium combing, medium clothing, lustre or fine medium combing, etc., he immediately estimates the shrinkage, and will appraise the value of the wool in question by comparison with scoured wool of a similar grade in the Eastern market. Granting that wool is worth 32 cents in Winnipeg, and assuming the shrinkage to be 60 per cent., this would represent a clean or scoured value of 80 cents per lb. Under normal conditions there is 20 per cent.

difference in shrinkage between the fine and coarse wools. Following this shrinkage, attention is paid to: Length and strength of staple, quality of fibre cleanliness, color.

The length and strength of staple largely determines the grade, the longer staples going into the combings, and the shorter into the clothing with the coarser samples grading coarse combing.

Rejects cover the dirty samples, chiefly straw and vegetable matter, whereas, seedy and dead represent a still inferior grade. Tags represent the lowest grade.

Quality in fibre or staple is very important, since it determines largely how the wool will stand combing. A weak spot in the fibre often results from the ill-health of the sheep at the time when that affected portion of the wool was growing.

White wools are very much more in demand than gray or black. The white wool is useful for both white goods and pale shades of dye, whereas, gray and black cannot be used for this purpose. As wool ages it is more difficult to scour, and seldom comes through the process as light in color. White color in the fleece does not altogether determine the color of the scoured wool. Wool should always be rolled flesh side out, since this exposes the best color, and our first impression is received through what is seen by the eye.

Damp wool soon turns yellow when packed, and if allowed to remain in this condition for too long a period the fibre becomes injured. In not a few cases the officials of the Department of Agriculture found it necessary to expose to the sun wool received for sale, in order to preserve its quality. Of course, there was a loss in weight.

Very often Western sheep feed on fallow land, and the fleece becomes laden with sand, and not infrequently alkali soil. While the latter may damage the fibre to some extent, it is nevertheless not injurious to color, and as a rule such wool will scour white. The same may be said of dry, harsh wool lacking in grease, but due to the absence of blood its value is impaired.

Grading and Sorting.

Grading means the placing together of fleeces of similar quality, whereas, sorting is the separating of the various qualities of wool often found in a fleece. Wools from the Down breeds are generally more uniform in quality throughout than fleeces from the long-wooled breeds, which occasionally show a tendency to coarseness. Speaking generally, wool immediately behind the shoulder is

longest, strongest in staple, and of the best quality, whereas, the coarsest part of the fleece is at the "britch." Sorting is almost entirely carried out by the manufacturers. They require uniformity of fibre and freedom from any tender or weak spots in the staple or fibre.

Owing to war conditions there is an abnormal demand for the coarser or combing wools, the clothing wools being somewhat less in demand, and used chiefly for making finer materials and broadcloth.

Methods Followed.

All sheep owners in the Province of Manitoba were supplied early in April with a circular, setting forth in detail the requirements in connection with the wool-marketing scheme. It was required that all wool be shipped, to the order of the Department of Agriculture, during the month of June. Owing to the wet weather in June, however, a great deal of the wool was not shipped until the middle of July. All fleeces had to be rolled and tied with paper twine and properly packed in wool sacks. Paper twine and wool sacks were supplied by the Department at cost. Any fleeces tied with binder twine were kept separate and graded among the rejects, since the binder twine will not take dye and spoils the woollen product.

Shipping tags were supplied in sufficient numbers to enable the shipper to attach one on the inside as well as on the outside of the bag, and thereby avoid any danger of wool being received unidentified. Freight was prepaid in the majority of cases.

The Dominion Department of Agriculture supplied an expert to perform the grading, a record of which was kept on forms supplied for the purpose, and known as "Domestic Wool Grading Sheets." Upon receipt of wool at warehouse, it was weighed in the