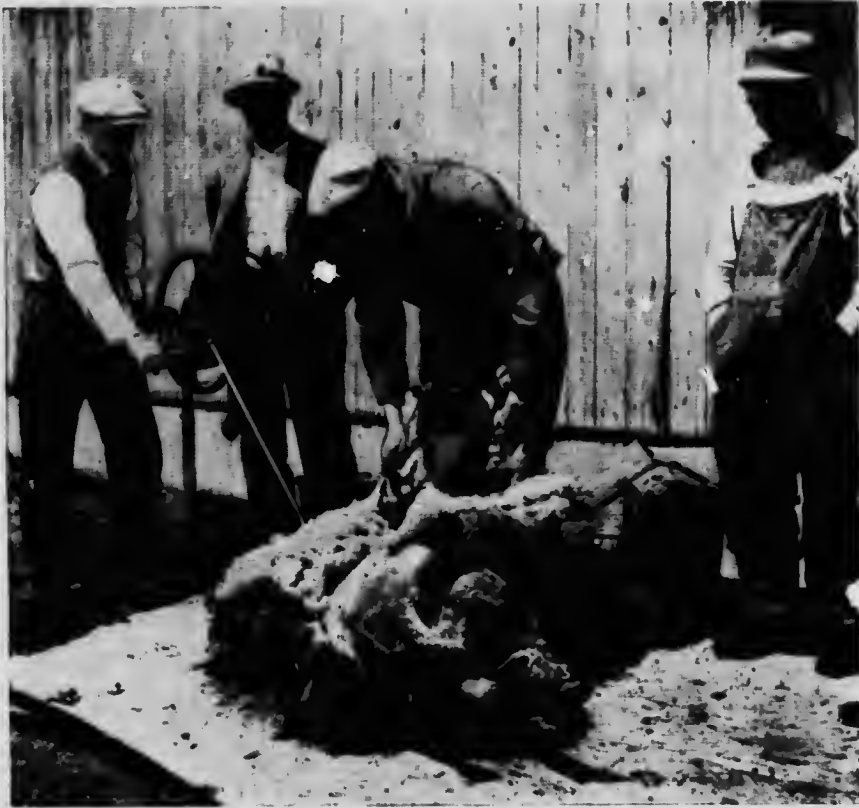


Wool to him was merely wool. His neighbour's coarse grade, dirty and chaffy, brought the same price as his own fine medium wool, clean and light of shrinkage. Under these conditions the careful shepherd, in comparison with a less careful neighbour, was actually losing money. It was rather to his advantage to incorporate chaff and dirt in the fleece since this could then be sold for wool.

Disposal of wool on a flat basis was causing to the manufacturer as great inconvenience and loss as to the producer. He had to grade and afterwards sort the wool in his own warehouse, and frequently was forced to purchase, mixed in a lot, classes of wool which he did not want and could not use to advantage. With Canadian wool



Shearing Sheep by Hand Machine. Note canvas under sheep to keep the wool clean.

he never knew precisely what he was getting. Consequently, he could afford to take no great chances and was compelled for his own financial safety to purchase the wool on the basis of the poorest in the lot. When he imported from Great Britain, he obtained the wool graded and shrinkage declared and thus was assured in every respect of its character. He could utilize it immediately upon receipt without the delay always connected with the preparation of the home product. The flat system of selling was deeply rooted in Canada and existed largely on account of the farmer selling individually either to small dealers or the country storekeeper whose business seldom extended to more than a few hundred or thousand pounds per year, which did not give him a sufficient turnover to compel more than a cursory interest in the venture. Besides, grading of small quantities cannot be satisfactorily pursued since each class

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