

Re Half Rates on Mares.

Editor "The Farmer's Advocate":

I was much pleased to read, in the last number of "The Farmer's Advocate," the article re half rates for brood mares. One of the big obstacles to overcome in the horse-breeding business is the lack of desirable sires. In many localities the owner of a good grade mare practically makes a gelding out of her, either at home in the team, or on the city dray (or carriage, if she is a light breed), because there is no good stallion in his neighborhood to breed her to, and it costs too much to ship her to a place where there is one. If this half-rate can be had, the breeder, the stallion-owner, the railroad and the country will all be much better off. The owner of the mare has one more important plan to work out, viz., to make a careful study of the breeding of his mare and that of any stallions which may appeal to him as the proper type. He must also learn what kind of colts these horses have sired. When he finds a stallion which suits his mare in conformation, progeny and pedigree, his course of action should then be plain.

In order to start farmers thinking in this direction (and this is plenty late enough in the season to begin), I would offer the following suggestion: If you owned a well-bred Clydesdale mare, what stallion would you breed her to this year?

By giving an intelligent answer, you will, no doubt, help yourself much in selecting the proper sire to mate with your own mare, no matter where your farm is, and no matter what her breeding may be, as long as she is a Clydesdale.

Bruce Co., Ont.

A. D. CAMERON.

LIVE STOCK.

Co-operative Wool Marketing in the United States.

In our issue of February 22nd an article was quoted from the report of the Canadian Commission on the sheep industry, entitled, "How Wool is Handled in Canada." Without going into too much detail, an account of co-operative methods used in the United States is of interest as a comparison, as well as being an educator in co-operative methods.

A WOOL-SCOURING MILL.

Under the heading, "Semi-co-operative Wool-scouring in U. S. A.," the report describes the Boynton Wool-scouring Mill in Chicago. This mill is co-operative, so far as self-help and mutual interest is concerned, and is non-co-operative where mutual liability and profit-sharing is concerned. This mill belongs to a company of practical men whose chief aim is to co-operate with sheep farmers in making a steady, comfortable living, with small profits and quick returns. The company has only been in business six years, yet it has made very rapid strides in building up a connection with sheepmen and the woollen manufacturers. No wool-growing customer has so far left dissatisfied. Most of the growers who have consigned their wool to this mill during the past four years say that they have been able to net from 2 to 4½ cents a pound more than dealers offered them at home.

The terms and the system are as follows: Sheepmen from the Southern and Western States send in their wool immediately after the shearing season. An acknowledgment for the weight and description is mailed from the mill to the grower as soon as it has been checked. Then the wool is graded, scoured, dried and weighed, and the result sent to the grower. For all this trouble there is only a charge of two cents per pound, scoured weight. Next, this scoured wool is, if necessary, classed or matched with other lots of scoured wool from other growers, to make up a bulk lot of one quality sufficient to satisfy the requirements of a large buyer. Apart from the advantages of economical grading, sorting and scouring, this co-operative style of selling enables individual growers to obtain a better price by selling collectively than would be possible individually. The scoured wool is sold to manufacturers for the best market prices, and on the shortest possible terms. Prompt settlements are made to growers, as the company takes all risks. This piece-work or commission work goes on all spring and summer until the wool is sold. It means constant work for the mill, and a good living profit for at least half the year. Then, when the sheep farmer's season's clip has been scoured and disposed of, by the end of September, the company buys wool on speculation, scours it, and holds stock for urgent orders and favorable turns in the market. In this way they are semi-co-operative one-half the year, and speculative the other half.

The opinion of the Commission was that a campaign of education will be necessary before Canadian wool can be handled on co-operative lines, and, for domestic trade, a scouring plant attached to a co-operative depot for collecting, classing and

shipping home-grown wools might be found both convenient and profitable in the near future.

NATIONAL WOOL WAREHOUSE AND STORAGE COMPANY, CHICAGO, BOSTON, AND PHILADELPHIA.

The United States, as compared with Australasia, is, according to the Sheep Commission's report, very backward in its methods of handling wool, but an inquiry into the formation and organization of the National Wool Warehouse and Storage Company gave the Commission much valuable information.

J. E. Cosgriff is president of the company. From a synopsis of his description of the history of the company given in the report we glean that:

THE FORMATION OF THE COMPANY.

The idea of a general co-operative organization for marketing wool has existed in the minds of many sheepmen in a kind of vague way for many years. The matter took definite shape at a meeting called by the Association of Commerce of the City of Chicago, and attended by some of the leading bankers and business men of that city and four Western sheepmen, in the City of Chicago, during the Republican National Convention three years ago. A few months later, F. W. Gooding, President of the National Wool-growers' Association, called a meeting at Cheyenne, Wyoming, at which fourteen Western sheepmen were present. Another meeting was called in Salt Lake City on August 25th, 1908, and was attended by about 75 leading sheepmen. A committee was appointed of about fifteen members, with instructions to visit different Eastern cities and devise a plan for marketing wool. After several weeks of arduous labor, a plan was devised and presented at a meeting of sheepmen in Salt Lake City, November 8th, 1908, where some \$8,000 was subscribed in stock. A later meeting at Boise, Idaho, subscribed about \$20,000. Following this, Eastern wool houses sent representatives West, and contracted for the coming clip in every section. The price of wool rose from 14 cents per pound to 25 cents at shearing time. At a meeting at Rawlins, Wyoming, \$25,000 was subscribed, and at another at Rock Springs, \$15,000 was subscribed. Directors were elected in Chicago in February, 1910. Mr. Cosgriff was elected president. They began with no warehouse, no salesmen, no organization, and had to combat the prejudice of the manufacturers.

a co-operative system. When the organization was completed and a fair start made, it was found that sheepmen put up their wool in such bad condition that a campaign of education was absolutely necessary both to enable the company to conduct its work satisfactorily, and also to secure better prices. Education of the sheepmen was, therefore, pushed forward by lectures and demonstrations, with beneficial results.

When a member (or stockholder) ships his wool to the warehouse, its arrival is immediately acknowledged. Then the wool is graded into the various qualities it contains, placed in stock, and credited to the owner, who is duly advised of the net result of grading. The company then proceeds to sell the wool to best advantage, and a full, detailed statement of sale is sent to the owner, along with his cheque. If a wool-grower is in need of money before his wool is disposed of, the company advances him about two-thirds of its estimated value, after grading, and remits the balance when sold. In spite of great difficulties, strong opposition, and the unfortunate turn of prices in the States, this undertaking has been a success. Now that the chief difficulties are surmounted, there are undoubtedly bright prospects in store for sheepmen who are stockholders.

The circulars of instruction sent out ask the stockholders to be careful in typing up fleeces, and to use paper twine; to always pack tags separately, also black fleeces and those of bucks; to keep the wool dry; to mark numbers, weights and shipping initials or brands distinctly near the middle of each sack, and to be careful, in branding, not to use insoluble paint to excess.

The success of the company, as pointed out in the Sheep Commission's report, is largely due to Mr. Cosgriff and his untiring efforts to educate sheepmen in the handling of wool. Mr. Cosgriff said that the true cause of the dissatisfaction with marketing conditions, as well as the true reason why the antiquated system had endured so long, lay in the fact that sheepmen knew practically nothing of the true value of their own product.

Rifle, Spade and Silence.

Editor "The Farmer's Advocate":

While so many worthy farmers, and particularly such practical men as J. H. M. Parker, of

Sherbrooke, are striving to arouse public opinion to the fact that we are practically ignoring the most profitable branch of farming, where greatest results for the smallest capital and least labor are to be obtained, viz., sheep-raising, allow me to appeal to what I believe to be more powerful than Legislatures, than Parliament, composed largely of men whose only study has been political science, whatever their profession may be.

'Tis to you, Mr. Editor, and the press of this land, that sways the power behind the throne, that I appeal. In every agricultural journal, every local newspaper, whose cir-

culation depends on the farming community would respond to the call, we should have laws that within five years would not only treble the number of sheep kept in Canada, but leave the dogs, though depleted, far more valuable than they are to-day.

There is a saying—I don't know if it be local or not—but it is only too true, and runs thus: "The poor man keeps one dog, but the very poor man keeps two." Now, there never was a truer saying, as far as this section is concerned. It is almost invariably the poorest class that keep the most dogs; and were it possible to bring the deeds done by the dog home to its master, the only satisfaction would be the death of the dog, for damage would be out of the question. But, in nine cases out of ten, the owner turns ugly, swears his dog was home under the bed, and thus closes many a man's venture at sheep-raising. The only recourse left is to sleep with one eye open, a trusty rifle close at hand, a quick sight, a little spade-work, and silence.

I, for one, keep sheep, as I have done every year, with one exception, since I began to farm for myself, twenty-five years ago. I am not ad-



Queen Rose of Cullen.

Aberdeen - Angus heifer, first in two-year-old class at Perth Spring Show, sold at auction for \$1,150, to J. D. Macgregor, of Brandon, Manitoba, who is on the extreme right of the picture.

EDUCATING THE WOOL-GROWERS.

While continuing the work of marketing the wool, Mr. Cosgriff began the education of the sheepmen, in order that a man might know when his wool had been sold at its true value. About a year after the company was formed it became evident that they must establish warehouses and offices in the cities of Boston and Philadelphia, in order to be in close touch with the Eastern markets and in close proximity to leading mills.

This step was taken in February, 1910, and has been greatly to the Company's advantage.

The sheepmen stockholders in the company visited by the Sheep Commission were well satisfied over results so far, and enthusiastic over future prospects. Instructions given by the president by lecture and by circular are being observed, the wool is better packed, floors are kept cleaner, work is done better, and the men are better satisfied.

The original idea in forming this company was a plan for collecting, grading, packing and selling the wool of the Western sheepmen, by handling it more economically, turning it out in better condition, and marketing it more profitably through