

1919 Co-Operative Wool Sales

Ontario Sheep Breeders—Market your Wool this year through the Provincial Association Sale at Guelph

PAST RESULTS

In 1917, the first year that wool was sold through the Association, some 300,000 pounds were sold from 1,416 shippers, at record prices for Ontario.

In 1918, over 750,000 pounds were sold, from 3,845 shippers, again at record prices, as shown by table below. It will be noted that all grades of wool, including rejects and tags, averaged net to the seller (not including freight and membership) 65½c. per pound. All grades (excepting rejects and tags) averaged 68½c. per pound. All grades (except tags, rejects and 100,000 pounds of coarse wool) averaged 70c. per pound.

For 1919—Let us double the figure again and make it 1,500,000 pounds

Study These Co-operative Wool Sale Figures.

Grades of Ontario wool	American fixed prices on scoured basis	Estimated average per cent. shrink of Ont. wool	American price per pound at Boston for Ont. grades	Selling price obtained by Ont. wool growers	Net price to Ontario wool growers with 3½% selling charges deducted
Med. Combing.....	\$1.40	47 %	74.2c.	76¼c.	74c.
Med. Clothing.....	1.37	46½%	73.29c.	73½c.	71c.
Low Med. Combing.....	1.28	44½%	71.04c.	73¼c.	71c.
Low Combing.....	1.17	44 %	65.52c.	67c.	65c.
Coarse Combing.....	1.07	44¼%	59.65c.	60¼c.	59c.

What the Selling of Wool According to Grade Means.

It is true that where buyers gave a flat price for wool, the growers of coarse wool sometimes obtained a higher price than the market demands would warrant. As will be readily seen, however, any average price paid for any commodity must be such that the loss on a lower grade of article must be made up by a profit on a higher grade. Therefore, it is evident that the growers of fine wool in selling at a flat price, sacrificed a certain portion of the true value of their wool in order that the growers of coarse wool might receive a price higher than their grade of wool would warrant.

The co-operative selling of wool by grades is intended to put the wool trade on a proper basis and give each grade its true market value. It should moreover be borne in mind by the wool grower that co-operation has brought the price of wool up to a level which it could not have attained if co-operation had not been employed, and herein lies the secret of the reason the flat price paid by some buyers had to be somewhat above the true market value of coarse wool. It must also be remembered that the grower of coarse wool benefits by the greater weight of coarse wool fleeces in comparison with fine.

The first and primary object of selling wool on a graded basis must always be kept in mind and that is, that all wool shall be properly graded according to the market demands, and that each grade shall be sold upon its merits and that the growers of wool shall receive the true market value of their product. Only when this object has been accomplished will the marketing of wool be on a satisfactory basis. It is, therefore, evident that the principle underlying co-operative marketing of wool, is sound and beneficial to growers, and it is to their mutual benefit to stand together and sell their wool on a graded basis through their own Provincial Association.

The development and prosperity of the industry depends entirely upon the united efforts of individuals engaged in raising sheep and in order to obtain this united effort, it is clear that if every sheep raiser in the province, were a member of the Ontario Sheep Breeders' Association, the best results could be accomplished. This Association through its officers and directors have influenced legislation for the protection of sheep and are constantly endeavoring to protect the sheep owner and this is why a small membership fee is deducted from each shipper's returns for his wool.

FILL IN THIS COUPON—CLIP IT OUT—AND MAIL IT TO-DAY

Mail it to your District Representative or to R. W. Wade, Secretary, Ontario Sheep Breeders' Association, Parliament Buildings, Toronto.

Dear Sirs—Please send me Application Form for Ontario Sheep Breeders' Association Wool Sales at Guelph.

Name

Address (in full) County

A World-wide Market

As this wool will be sold through the world-wide facilities of the Canadian Co-operative Wool Growers' Limited, which in 1918 sold 4½ million pounds of Canadian wool for the various Provincial associations, the large and effective selling machinery at the disposal of the Ontario wool grower who ships his wool to the Ontario Sheep Breeders' Association at Guelph, will be readily noted.

Plan Under Which Wool Will be Marketed by the Ontario Sheep Breeders' Association, for 1919.

1. Application Forms may be obtained from the Representative of the Department of Agriculture in your county or from the Secretary's office, Parliament Buildings, Toronto, and should be filled in and returned at as early a date as possible.
2. Wool will be received at the Winter Fair Building, Guelph, between May 1st and July 15th, 1919.
3. The fleece should be placed with the clipped surface down. Then fold in the sides and roll from each end to the centre, after having carefully removed the dung locks, and then tie with paper wool twine. Never tie fleece with sisal or ordinary binder twine, and avoid tying with neck portion. The dung locks should be placed in a separate sack from the fleeces.
4. The fleeces should then be packed in wool sacks, or in case of small shipments of 15 fleeces or less use ordinary jute bran sacks, being certain the inside surface is clean.
5. Each shipper's wool is to be sent transportation charges collect, to R. W. Wade, Winter Fair Buildings, Guelph, Ontario.
6. An advance cheque will be sent to each shipper immediately after the wool is graded, this cheque will represent as nearly as possible the appraised value of the wool, less a margin to cover freight, membership, handling and selling charges. A cheque for the balance due each shipper will be sent as soon after the completion of sale as possible.
7. Membership fees will be deducted from proceeds of wool as follows: For those having 15 fleeces or less 50c. For all those having 16 fleeces or more, \$1.00. The latter class of Members will be supplied with wool sacks, and all shippers supplied with paper wool twine after they make application.

The shipper is assured of the highest price obtainable in the world's markets, less only the following expenses:

1. Selling charges by the Canadian Co-operative Wool Growers' Limited. These selling charges are actual costs only but cannot be stated exactly at this time. Last year they amounted to 1¼c. per lb. Any shipper can find out what they are likely to be, however, by writing to his District Representative before shipping.
2. Transportation charges to Guelph.
3. Membership Fee to the Ontario Sheep Breeders' Association.
4. Actual charges for handling and grading, supplies, printing, sacks, twine, labor, etc., which will all amount approximately to 1c. per lb.

In sections where a number of shippers can combine their shipments in a car lot, it will effect a saving in freight and cartage. The Association has a siding direct to the Winter Fair Building, Guelph.

The Directors of the Ontario Sheep Breeders' Association are: J. D. Brien, Ridgetown; James Douglas, Caledonia; E. Robson, Denfield; J. E. Cousin, Harriston; W. H. Beattie, Wilton Grove; Cecil Stobbe, Leamington; George L. Telfer, Paris; James Bowman, Guelph; H. M. Lee, Highgate; W. Whitelaw, Guelph; J. W. Springstead, Abingdon. The Officers are President, George L. Telfer, Paris; Secretary, R. W. Wade, Parliament Buildings, Toronto, Ont.

THE ONTARIO Department of Agriculture

HON. GEO. S. HENRY
Minister of Agriculture



Parliament Buildings
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