

Preparation and marketing of wool by Owen S Wirak

A THESIS Submitted to the Graduate Faculty in partial fulfillment of the requirements for the degree of Master of Science in Animal Industry

Montana State University

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Abstract:

The purpose of this study was to investigate methods of preparing and marketing apparel wool. This involved several problems: 1. To outline the practices that have been and are being used to prepare wool for market in the United States and other major apparel wool producing countries, 2. To outline the wool marketing practices used in the United States and other major apparel wool producing countries, 3. To determine the feasibility of skirting and grading wool at the shearing corral in Montana.

The data used in this study came from primary and secondary sources. Primary data came from the actual skirting, grading and marketing of 5,723 fleeces from two central Montana range sheep clips. Secondary sources used included most of the information available on the subject of preparing and marketing wool.

This study revealed that, in general, domestic producers offer wool for sale without knowing its shrinkage, grade, or quality, whereas the buyer is usually equipped to know the value of the wool. Domestic wools are prepared for market in a manner inferior to foreign wools. Only twenty-five houses were reported as operating in marketing the Australian wool clip as contrasted to the United States where over four hundred central dealers and a large number of local buyers are employed in buying and disposing of a wool clip much smaller in else. Wool is purchased from American growers by a great variety of methods whereas 90 percent of Australian wool is sold at public auction. Skirting wool at the shearing shed does not appear to be practical in Montana. Two bids were made on the skirted and graded wool which reflected the enhanced value of the wool due to the improved method of preparation. Detagging and grading of some of the larger Territory clips at the shearing shed may be feasible.

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by

OWEN S. WIRAK

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in

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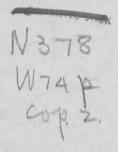


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ABSTRACT

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CHAPTER I

INTRODUCTION

The Problem

The purpose of this study was to investigate methods of preparing and marketing apparel wool. This involved five problems:

- 1. To outline the practices that have been and are being used to prepare wool for market in the United States and other major apparel wool producing countries.
- 2. To outline the wool marketing practices used in the United States and other major apparel wool producing countries.
- 3. To skirt and grade a sufficient number of fleeces at the shearing shed to obtain actual cost data and to ascertain the various factors
 involved in such a procedure.
 - 4. To trace the selling of this specially prepared wool.
- 5. To evaluate the skirting and grading processes on the basis of the current wool preparation and marketing picture in Montana and other territory wool states.

Review of Literature

Johnston (7) has reviewed the endeavors of a number of American wool growers in the western states to establish a system of wool improvement and marketing patterned after Australian methods during the years just prior to 1920. He reports their attempts were doomed to failure due to the lack of wider organization among their associates in the trade and the disastrous opposition of interests opposed to the new system. Harrowell (10)