



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
© Copyright by Owen S Wirak (1950)

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.

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

at

Montana State College

Approved:

Fred S. Willson

Head, Major Department

G. Curtis Hughes

Chairman, Examining Committee

J. A. Nelson

Dean, Graduate Division

Bozeman, Montana
June, 1950

N 378

W 74 P

cop. 2.

TABLE OF CONTENTS

ABSTRACT	5
I. INTRODUCTION	6
The Problem	6
Review of Literature	6
Need for the Study	8
Procedure	9
II. METHODS OF PREPARING WOOL FOR MARKET IN THE UNITED STATES AND OTHER WOOL PRODUCING COUNTRIES	10
Preparation of Wool for Market in United States	10
Preparation of Wool for Market in Australia	12
Preparation of Wool for Market in New Zealand	15
Preparation of Wool for Market in South Africa	16
Preparation of Wool for Market in Canada	16
III. METHODS OF MARKETING WOOL IN THE UNITED STATES AND OTHER MAJOR APPAREL WOOL PRODUCING COUNTRIES	18
World Apparel Wool Production	18
Factors Determining the Value of Grease Wool	18
Shrinkage of Grease Wool in Relation to Prices	20
Definition of Shrinkage	20
Importance of Shrinkage in Determining Wool Value	21
Variation in Shrinkage of Domestic Wools	22
Shrinkage and Grade	24
Shrinkage and Length of Staple	25
Shrinkage and Locality	25
Shrinkage and Climatic Conditions	26
Wools Marketed in Greasy Condition	27
Greasy Wools Quoted on a Scoured Basis	27
Efficiency in Marketing Needed	28

Marketing Practices.	29
Time of Selling Shorn Wool.	29
Contracting of Wool	30
Consigning of Wool.	31
Cooperative Marketing of Wool	31
How Wool is Bought from Growers	32
Texas Warehouse System.	33
Direct Buying by Consumers.	34
Dealer Organizations.	35
Handling of Wool in Central Markets	35
Wool Auctions in the United States	36
Sales Procedure	37
Buying Competition.	40
Advantages of Auctions.	40
Disadvantages of Auctions	41
Marketing Wool in Australia.	42
Sales Organization.	43
Showing the Sample Bales.	45
Quantities Offered.	46
Repacked or Reconditioned Wool.	46
Advantages of Present Australian System of Wool Marketing.	47
Marketing Wool in New Zealand.	50
Marketing Wool in South Africa	50
Marketing Wool in South America.	53
IV. SKIRTING AND GRADING MONTANA WOOL	54
Actual Skirting and Grading Process.	55
Method of Operation	57
Grades and Off-sorts Made	58
Labor Costs	58
V. SELLING THE SKIRTED WOOL.	62
Core Shrinkage Data	62
Sale of Skirted Wool.	62
Bids Resulting from the Skirting and Grading Process.	65

VI. SUMMARY AND CONCLUSIONS 76

 Summary. 76

 Conclusions. 77

LITERATURE CITED. 80

100 N 87 E

PLOVER LINEN BOND

©

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 size. 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.

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)

