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A. M. Eberle

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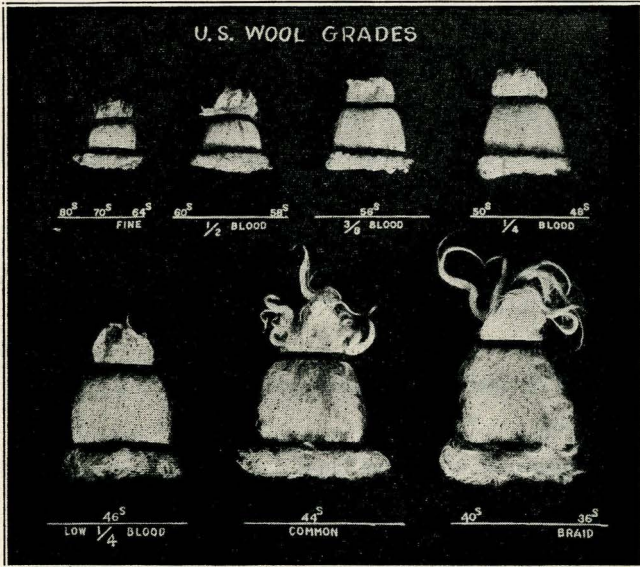
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Cooperative Wool Marketing

in South Dakota



SOUTH DAKOTA STATE COLLEGE
EXTENSION SERVICE
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Cooperative Wool Marketing in South Dakota

A. M. Eberle
Extension Economist, Marketing

The question of orderly marketing and cooperative marketing is foremost in the minds of agricultural leaders today. There is perhaps no agricultural commodity so susceptible to orderly marketing as wool. It is consumed throughout the whole year, but usually marketed by the producer in six weeks to two month's time. This practice of marketing the greater part of the Nation's wool clip in so short a time has encouraged the rapid growth of wool buyers and speculators, who buy up the wool when there is but little market demand and hold it to sell later when supplies are short. There are some 5,000 wool speculators operating today in the United States. A smaller number could in all probability handle the selling of the wool just as efficiently with less expense, if producers would change their methods of marketing. The producer of wool is entitled to the price paid by the consumer less the minimum cost of marketing. This will never be possible under the present methods of marketing practiced by most wool growers. It is possible, however, by marketing wool cooperatively, for here lies the opportunity of putting the wool into the hands of the manufacturer at a minimum cost. Through orderly marketing the wool can be sold when mill demand develops and these savings reflected to the producer of wool.

I. Methods and Procedure in Marketing Present Methods of Disposing of Wool

South Dakota sheepmen practice the following methods in disposing of their clip:

1. **Selling to buyers representing a wool merchant.**—When following this practice the wool grower can sell at any time. If the wool is sold before it is sheared it is called "contracting." The buyer purchases the wool for so much a pound, usually advances a certain amount per head when the contract is signed, and pays in full when the wool is delivered. The buyer must grade and prepare the wool for market and store it until a demand develops and in doing so assumes the risk of market price changes.

2. **Selling direct to a mill, either through a mill representative or shipping direct.**—Under this method the wool merchant's margin is eliminated. Very few mills are large enough or have resources sufficient to buy all their supplies at one time. Where wool is bought direct mills usually get a lot of wool that they cannot use, since most mills use only a certain grade. The wool they cannot use must be resold and is usually unprofitable for them because of their lack of a selling organization. Mills that buy direct usually pay what a country buyer would, in order to protect themselves on market price changes.

3. **Consigning the wool to a commission house or wool broker who will sell it on a commission basis.**—This method may or may not bring a better price. Most commission houses besides handling wool on a commission basis buy on their own account. This practice is not always to the interest of the grower consigning his wool. In marketing of livestock commission houses are forbidden to buy stock but no such regulation is in existence in

the wool trade. The grower is obliged to pay the carrying charges until it is sold.

4. **Selling through a cooperative wool marketing association.**—There are two methods being practiced. One is where the growers of a county form a pool and offer the entire lot for sale to the buyer who will pay the highest price. The second method of growers marketing their wool is through the Cooperative Wool Growers of South Dakota. This organization has grown in membership since its organization in 1920. The last two years the association has handled 50 per cent of the wool produced in South Dakota.

Purpose and Benefits of a Cooperative Wool Marketing Association

The purpose of a cooperative wool marketing association is to secure for its members full market value for each individual clip based on quality, grade and shrinkage at the time it is sold. This is not possible when the wool is sold to a buyer, for he usually buys the wool of a community on averages, that is, he estimates the grades of wool in a community and figures an average price for all. This penalizes the grower who produces high quality wool and encourages the grower of an inferior wool to continue his practice, thus lowering the whole price level of wools in the community.

The cooperative association grades each member's clip according to government standards and keeps a record of it so that when the wool is sold the member will be paid according to the sale price of each grade. The fleeces of the same grade and condition of all members are put together, making the quantity attractive enough for the mill to look at and purchase if they are in the market. In this way the member gets all his wool is worth. In the grading of the wool each fleece is handled separately so the owner is assured of accurate grading.

The cooperative association endeavors to handle the wool of its members for a minimum charge. There are certain charges necessary, such as grading of wool, handling, storage, insurance and freight. The grower does not take these into consideration when he sells locally, but the buyer makes allowance for these charges when placing his bid. The grower always pays this expense either directly or indirectly in the lower price offered.

The grower can receive a loan from his local association on the value of his wool clip. In South Dakota pre-shearing advances are usually made by the state association after January 1 of each year. When the wool is ready for shipment a commodity loan is made. This loan or advance, as it is commonly called, is based upon the market value of the wool and the indicated trend of wool prices. If the trend of prices is indicated to be upward more will be advanced than if prices are expected to weaken. When the wool is sold the grower is given his final payment accompanied by a sales record. This record tells him how his wool graded, how much of each grade he had and the amount each sold for. This is very essential information to the producer who is trying to improve the quality of his wool. The cooperative association endeavors to sell all of its holdings before the next clip comes on. This is not always possible, especially under the poor business conditions existing the last two years which resulted in materially cutting down the demand. This reduced demand made it necessary for the association to carry over wool in 1929 and 1930.

Organizing a County Wool Pool

Preliminary Arrangements.—Sometimes a small group of sheepmen

can get together and pool their wool or sell it as one large clip, but usually the amount offered in this way is not sufficiently large enough to interest many buyers. The best method is to organize on a county basis and try and get all wool producers to join. Some sheep man in the county usually gets in touch with the county agent and asks him to call a meeting, or where there is no agent, puts a notice in the paper asking all sheepmen to meet at a certain place and time for the purpose of discussing the best methods of selling their wool. This meeting should be called in April and not later than May. There should be no wool buyers present as the growers should have a chance to express their views. If the chairman thinks advisable he can ask the marketing section of the State Extension Service



In grading wool each fleece is handled separately. This assures accurate grading. In the past all wool has been graded at the market before it was sold but this year South Dakota wools will be graded before they are shipped to market.

to assist at this meeting. The Extension Service can help in organizing the meeting, furnish suggestive forms needed and act in an advisory capacity.

The First Meeting.—The person calling the meeting should preside. He states briefly the reason for the meeting and then asks for a free discussion of the marketing question. The questions that will come up for consideration and that are of major importance are:

1. Shall we pool the wool of the county or each sell separately?
2. Shall we advertise for bids and sell to the highest bidder?
3. Shall we market through the Cooperative Wool Growers of South Dakota.

The first question is the one of most importance at this meeting and if the group decides to pool the wool of the county an organization will be

necessary. The chairman should then call for nominations for a committee of five men to act as the marketing committee and also be the executive officers of the pool. This is about all that can be accomplished at the first meeting but all present should be asked to tell those not in attendance about what transpired and to make every effort to get all the wool growers to join the county association.

Duties of the Marketing Committee.—The duties of the marketing committee members until the next meeting are very light. Their main duty for the moment is to keep the organization alive and to call another meeting just before shearing time. After this meeting they have several very important functions to perform. These can be listed as follows:

1. They should arrange for securing signed agreements from all individual growers who will sell through the pool.
2. They will advertise for bids on the pool, or if it has been decided to market through the state association they should make arrangements for doing so.
3. They will have to assume the responsibility for the execution of plans and conduct of wool marketing work decided upon by the growers represented in the pool.

The Second Meeting.—The second meeting is called by the marketing committee, some time before shearing and every one in the county who is interested should be asked to be present. Now that growers have had time to consider the matter of a county organization and whether or not they want to become members they should be asked if they are ready to proceed. The first order of business would be either to elect a new marketing committee or confirm the one elected at the first meeting. Since only a small group was present when they were elected and now at the second meeting a large attendance is present it is only fair that this full membership have something to say about its officers. The next order of business is the signing of a wool marketing agreement which can read approximately as follows:

Wool Marketing Agreement

We, the undersigned wool growers of _____ County, for the purpose of marketing our wool of the 193___ clip to the best advantage, agree to sell our wool together under the following conditions:

1. A committee of five wool growers shall have charge of all arrangements for assembling and marketing. The committee shall elect from among its members a chairman and a secretary-treasurer who shall perform the duties usually performed by such officers.

2. The members representing a majority of the number of fleeces in the association shall determine the method of selling the wool; that is, each fleece, as indicated by the signer, shall represent one vote.

3. The method of selling and the price to be accepted, in case the wool is sold locally, shall be determined as indicated in Section (2).

4. Each wool grower, who signs this agreement, hereby agrees to deliver his wool to the place and at the time determined by the committee. He further agrees to pay to the treasurer of the association one-half (1/2) cent as membership dues for each pound of wool so delivered.

Signed	No. of Sheep
-----	-----
-----	-----
-----	-----

The question of how to dispose of the wool is then discussed. If it is agreed to market the wool through the State Association, the committee should notify the state manager and he will arrange to make advances on the wool. The amount of the advance varies each year but the association will give that information on request. The committee will need to arrange a date for receiving and loading the wool. If the group decides to sell locally it will be necessary for the committee to advertise for bids. Either another meeting will have to be called to see if the group wants to sell at the highest bid price or the committee must get permission from the group to use its own judgment and that the members will abide by its decision.

Procedure When Wool is to be Sold on Bid

The following form may serve as a guide in advertising for bids:

----- County Wool Growers Association offers for sale about ----- pounds of wool to be received and paid for at -----, South Dakota on dates mutually agreed upon between the purchaser and the wool marketing committee. The principal grades of wool in this pool are ----- All bids should be in the hands of the secretary of the association by noon ----- While it is desirable to have a representative present at the bidding, if impossible to do so submit your bids by mail or wire.

The wool marketing committee reserves the right to reject any or all bids without designation to the bidder of cause for such rejection.

We assure all interested the best of treatment and a fair showing in the bidding.

----- County Wool
Growers Association

Secretary

The consideration and acceptance of bids should be made by the wool marketing committee. Where the entire association wants to decide on the bids, the committee should have charge of the meeting and present the bids to the whole group and ask them to vote for the acceptance or rejection of the highest bidder.

The buyer should be required to make satisfactory local banking arrangements so his checks may be honored without inconvenience to the grower. Arrangements should be made to have the buyer give each grower payment in full for his wool after it has been weighed and checked into the car.

Procedure When Marketing Through the Cooperative Wool Growers

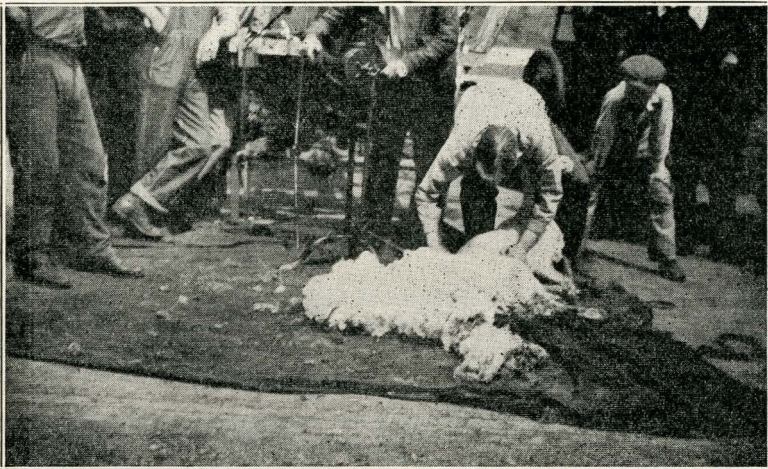
1. The secretary should notify the manager of the state association.
2. The state association will send a representative to assist in making arrangements and be present when wool is delivered.
3. Arrangements should be made to receive the advance.
4. The committee should set a date or dates for loading the wool.
5. The secretary should order a car so it will be spotted and ready on date of loading.
6. The committee should be on hand for the loading.
7. A pair of platform scales should be provided.
8. As each bag of wool comes in it will be weighed and the weight marked on the sack.

9. Each sack will be numbered consecutively. (Use a mixture of coal oil and lamp black for marking.)
10. In the secretary's book should be entered the number of the sack, its weight, and the owner's name. This is important as the record in the book is the only way through which the bag can be identified.
11. This information will be transferred to the blanks furnished by the state association and will accompany the shipment.

The South Dakota Wool Growers

The Cooperative Wool Growers of South Dakota is a state wide organization of sheep men organized in 1920 to improve wool marketing conditions in the state. The association believes it has assisted wool growers in getting all their wool is worth minus the minimum expense of handling. Prices received are in line with Boston quotations. Boston is considered the wool market of the United States, and fully 85 per cent of all wool produced by South Dakota is sold through that market.

The Cooperative Wool Growers of South Dakota has a Board of Directors of 12, all of whom are actively engaged in the production of sheep



Sheep should be shorn on a clean floor or when on the ground on a clean canvas. The sheep should be so held that the fleece lies in a pile easy to pick up and tie and not strung out or pulled apart.

and wool. These directors are from all sections of the state, and are elected by the members themselves.

In 1930 the association affiliated itself with the National Wool Marketing Corporation which handles the wool of 32 state wool marketing associations having 35,000 members, producing a total of about 125,000,000 pounds of wool and mohair. The volume of wool handled by the Cooperative Wool Growers of South Dakota the last two years amounted to about 50 per cent of the total South Dakota production.

This association ships the wool it receives to Boston where it is sold direct to the mills. Each grower's clip is handled on its individual quality and merit regardless of the size. Through this method the small grower

with 100 pounds of wool is given just as much attention and the same treatment as the grower who has 10,000 pounds.

In 1932 the Cooperative Wool Growers of South Dakota plan to do all grading of fleece wool right here at home. They are establishing concentration warehouses at Aberdeen, Huron and Sioux Falls where all eastern South Dakota wools will be shipped and graded by federally licensed graders from Boston. This will bring a new activity to South Dakota and should be very educational to every wool grower. It will give every one an opportunity to see how wool must be prepared before being sold to the mills.

Advances are made by the state association at shipping time. The amount of the advance depends upon the market price of wools and the indicated future price trend. Final settlements are made after the wool has been sold to the mills and each grower is sent a statement showing how much weight of each grade his clip contained, the price at which each grade sold, and the deductions made for the actual charges incurred in the preparation and selling of the wool.

II. Factors that Determine the Value of Wool

Wools are graded on their length, fineness and general characteristics. In general, the characteristics of wool are of a geographical nature. Wools coming from east of the Missouri River are classed as fleece and those coming from west of the river as territory or range wools. South Dakota range wools are usually lighter shrinking than fleece wools due to the conditions under which sheep are run.

Grade and Class the First Factors in Determining Value

Diameter of Fiber.—Wools that have a fine fiber are considered high grade and those coarser in fiber low grade. These terms do not refer to the desirability or usefulness of the wool in question. In the United States we use the terms "half blood," "three-eighths blood" and "quarter blood." These terms originated at the time pure Merino bucks were imported to use on our common sheep. The offspring of these matings were sold according to the amount of pure Merino blood present. While the terms still remain in use they define the type or grade of wool today rather than the amount of Merino blood present in the sheep from which the wool was shorn. In most foreign countries the "count" system is used to describe fineness. The "count" is the number of hanks of yarn, each 560 yards in length, that can be spun from one pound of scoured wool. The finer the wool the greater the number of hanks one pound will spin. Hence in a market report when it says that 64's, 70's and 80's were selling for a certain price it means that wool from which you could spin 64 or 70 or 80 hanks of yarn from a pound was selling for so much.

Length of Fiber.—In addition to the grade of wool the trade recognizes certain subdivisions within the grades based upon length of fiber. The length of wool determines whether the wool can be used by the combing or worsted mills or the carding or woolen mills. Wools that are two inches or over in length are called combing wools. Those that are from one to two inches are called French combing and those that measure from one inch down are known as clothing wools.

Purity.—Purity can also be considered a grade factor. Black fleeces or fleeces containing black or brown fibers are put into separate lots. They

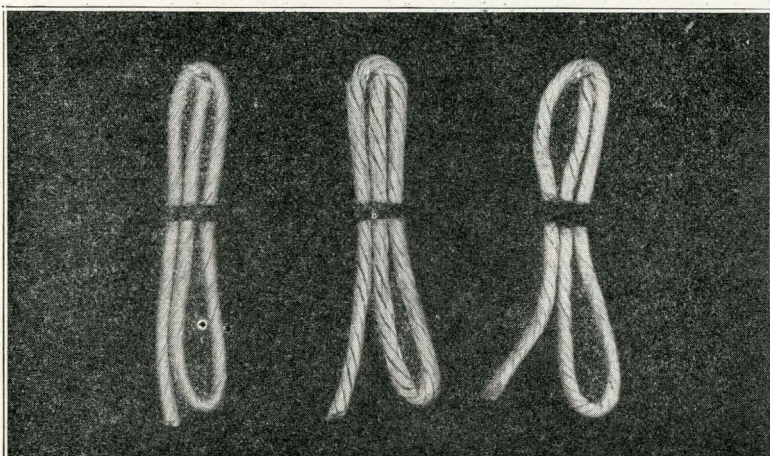
must sell at lower prices for they cannot be used in the making of white fabrics.

Condition, The Second and Greatest Factor in Determining Value

Shrinkage.—The buyer's first duty in inspecting wool after determining the grade is to estimate the yield of clean or scoured wool. By shrinkage, then, is meant the loss in weight that takes place in scouring. By scouring is meant the washing of wool in a hot solution of soap and sodium carbonate. This shrinkage is due to the dirt and oil in the wool. When a mill buys raw wool, if the grade and other price factors of two different piles are the same, they will pay more for the pile that will shrink the least.

Appearance.—South Dakota wools are usually put into three classes according to their appearance, namely: dark, semi-bright and bright. In

FLEECE TYING TWINES



A

B

C

The selection of twine for tying wool fleeces is important. Only twines which are not injurious to the product should be used. Twines best meeting the requirements are those made of paper, such as (A) Single-ply and (B) 4-ply. Paper twines are firm and strong. If for any reason a piece or particle is left in the wool, it is removed in the scouring or subsequent manufacturing processes and does no injury to the finished material. Wool manufacturers suggest the use of Polished Jute Twine (C) when paper twine is not obtainable.

South Dakota the amount of dust and sand found in the raw fleece designates the class under which the clip is placed. Usually the darker the color the higher the shrinkage.

Other Impurities.—Under condition we can also include such foreign matter as burrs, chaff, seeds, paint that cannot be removed in the scouring process, and the use of jute or sisal twine which is hard to remove from the wool. As most of these impurities are in the power of the producer to control, every care should be exercised to prevent their presence.

Other Factors that Determine the Value of Wool

Character.—Character of wool is something hard to explain but refers

to its spinning quality and color when scoured. A white color is often desired rather than one of a creamy tinge. A certain wool is sometimes said to have "lots of life," which means that the fibers are sound and lustrous. "Lofty" is another character word sometimes used in describing a wool of considerable crimp that has a lot of elasticity.

Breeding Largely Determines Wool Grades

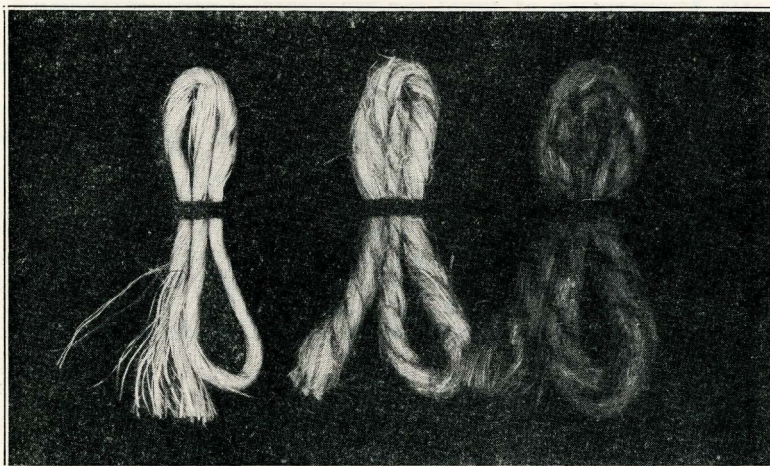
Wools can be classified according to the breed of sheep.

Fine Wools

Merinos.—Produce the finest grade of wool in America. Wool from these breeds is classed as Delaine or fine staple and fine clothing.

Rambouillet.—From this breed we expect fine and fine medium staple and clothing, usually of less length of staple than from the Delaine Merinos.

OBJECTIONABLE FOR FLEECE TYING



D E F

Loose-fibered twines should never be used in tying wool fleeces. Sisal or Binder Twine (D) and Routh Jute Twines, (E) (F), are particularly objectionable. When such twines are removed from the fleece loose fibers frequently become detached, adhere to the wool and, escaping detection, go through the manufacturing processes with the wool. As such fibers do not take the dye to the same degree as the wool fibers, they show up as defects or blemishes in the finished product. The correction of these imperfections is a costly process.

Medium Wools

Shropshires.—Usually produce, under favorable care, staple wool of the quarter-blood and three-eighths blood grades in proportion approximately 60 per cent quarter and 40 per cent three-eighths.

Hampshire.—Wool from this breed is very similar to that of Shropshires and of the same grades. A slight harshness in the fiber is frequently present, not found in other Down breeds.

Oxford.—From this breed we expect the greatest length of staple and the heaviest fleece of any of the Down breeds. Oxford fleeces usually grade quarter and low quarter.

Southdowns.—The prevailing grade is three-eighths clothing with a small percentage of quarter and half blood fleeces. If the sheep are well cared for a percentage of staple grades may be expected.

Corriedales.—Three-eighths and some half blood are the prevailing grades of wool secured from well bred Corriedale sheep. The wool from this breed possesses much more character than similar wool from the Down breeds and usually a greater length of staple.

English or Long Wool Breeds

Romney.—Under favorable conditions we expect to secure wool of good length of quarter-blood and low quarter grades.

Cottswold.—Produces braid or luster wool of great length.

Lincoln.—Fleeces from this breed are very similar indeed to that of Cottswold. A more distinct curl to the weather tip of the staple is usually found as well as slightly finer texture.

III. Preparation of Wool for Market and Market Terms

Preparing the Fleece for Market

1. Shear on a clean, well-swept floor.
2. Never shear when the fleeces are wet.
3. In shearing follow the skin closely. The sheep should be held so that the fleece lies in a pile easy to pick up and tie.
4. Lay the fleece on a clean table flesh side out. This is the brightest wool and makes a better looking package as well as being an aid to the grader in quickly determining the grade.
5. In folding the fleece turn the neck back to the shoulders, the britch up to the points of the hips and the belly in on each side till the better side wools appear. Do not pack the fleece too tightly.
6. Avoid excessive use of twine and tie with paper twine. Jute or sisal should never be used.
7. Keep all heavy tags out and sack separately.
8. Sack buck wool separately.
9. Sack black wool separately.
10. Tie each fleece separately. Never tie two together.
11. Make the brands on the sheep as small as possible and use only regular branding paint. Tar brands will not wash out but will lower the value of the wool.

Producers should bear in mind that grades are made on the farm. All any marketing organization can do is to see that the proper grades and their full market value are reflected back to the producer. It can in no way change the quality of the wool as this is the responsibility of the producer.

Wool Market Report Interpretation

The wool market of Boston governs, in a very large way, the wool market of the entire United States. This market sells 85 per cent of all wool sold. It costs about five to six cents a pound to move wool from South Dakota to the Atlantic seaboard. This covers the freight, handling, storage, insurance, moisture shrinkage, grading, selling, and interest on advances. South Dakota wool producers can figure what their wool is worth, providing they know the grade, by deducting five to six cents from the Boston quotation.

The United States Department of Agriculture, Bureau of Agricultural

Economics, uses the following form for quoting the Boston prices each week.

DOMESTIC WOOL AND MOHAIR QUOTATIONS

Grade and Length	GREASE BASIS		SCOURED BASIS	
	Ohio & Similar	Fleece	Territory	
64s, 70s, 80s, (Fine) Str. Combing	\$.22	\$.54-.56	\$.54-.56	
64s, 70s, 80s, (Fine) French Combing	.18½-.19	.48-.50	.50-.52	
64s, 70s, 80s, (Fine) Clothing	.17 -.18	.45-.47	.45-.48	
58s, 60s, (¾ blood) Str. Combing	.22 -.23	.48-.51	.50-.53	
58s, 60s, (¾ blood) French Combing	.19 -.20	.43-.45	.48-.50	
58s, 60s, (¾ blood) Clothing	.18	.41-.42	.45-.47	
56s, (¾ blood) Str. Combing	.22	.40-.42	.45-.48	
56s, (¾ blood) Clothing	.19	.35-.37	.41-.43	
48s, 50s, (¾ blood) Str. Combing	.20 -.21	.35-.37	.38-.41	
48s, 50s, (¾ blood) Clothing	.19	.33-.34	.34-.37	
46s, (low¾ blood) Str. Combing	.20	.33-.34	.34-.36	
36s, 40s, 44s, (Common and Braid)	.19	.31-.33	.31-.34	

Pulled Wools—Scoured		Sorted Mohair	
Choice AA	\$.56-.58	First Kid	\$.60-.70
AA	.54-.56	Second Kid	.45-.52
Fine A	.51-.54	Medium	.25-.35
A Super	.47-.50	Low	.15-.18
Choice White B	.43-.46	Stained	.12-.15
B Super	.39-.42		
C Super	.38-.41		

Glossary of Wool Terms

Black Wool.—Includes any wool that is not white.

Braid Wool.—Grade name, and synonym for luster wools.

Broken Staple.—Fiber breaks at certain places. Due to some adverse condition of sheep at a certain period of growth, such as sickness, lack of water or feed, or some other hardship.

Britch Wool.—Wool from the lower thighs of the sheep, usually the coarsest on the body.

Burry and Seedy.—Containing burrs, or seeds, or both.

Carbonized Wool.—That which has been treated with a solution of aluminum chloride or sulphuric acid to remove the vegetable matter. Carbonizing is rarely practiced with worsted wools.

Carding.—Consists of opening the wool staples, separating the fibers, to a certain extent, and condensing and delivering the opened wool in a continuous strand or sliver.

Carpet Wool.—Low, coarse wool used in the manufacture of carpets. There is very little produced in the United States.

Combing.—An operation in worsted manufacture which straightens the fibers and separates the short, weak, and tangled fibers known as noils from the continuous strand of long parallel fibers known as top.

Come-back.—In America this refers to a wool fine in quality and having more length than would ordinarily be expected. In Australia it is the result of breeding crossbreds back toward pure Merinos, one of the parents being a pure Merino.

Condition.—Refers to the degree of oil in grease wool. It largely regulates the price. In scoured wool it is used to indicate the degree of moisture.

Cotted Fleeces.—A cotted fleece is one in which the fibers are matted or

tangled. The cause may be ill health of the sheep or the absence of the proper amounts of yolk or grease in the wool.

Cow Tail.—A very coarse fleece, more like hair than wool.

Crimp.—The natural waviness of wool fiber. Uniformity of crimp indicates superior wool.

Crossbred Wools.—In the United States the term generally refers to wool from a long-wool and fine wool cross.

Dead Wool.—Without character, electricity or spinning qualities. Usually from dead sheep.

Defective.—Denotes that something will show disadvantageously after the wool is scoured. Fire, water, or moths may cause defective wools. California burry wool is quoted as defective.

Delaine Wool.—Delaine originally referred to a fine type of women's dress goods. Delaine wools are fine combing or worsted wools, from Ohio and vicinity, but not necessarily from the Delaine Merino.

Fall Wool.—Wool shorn in the fall where shearing is practiced twice a year, as in California and Texas. The fall wool is usually dirtier than the spring clip. It represents from four to six months' growth.

Filling (Weft).—Threads that run crosswise and fill in between the warp.

Fribs.—Short and dirty locks of small size. Dungy bits of wool.

Frowzy Wool.—A lifeless appearing wool with the fibers lying more or less topsy-turvy. The opposite of lofty wool.

Grease Wool.—Wool as it comes from the sheep with the grease still in it.

Hogget Wool.—English term for the first wool from a sheep.

Kemp.—Not a dead hair, but an abnormal fiber made up entirely of horny material, such as is on the outside of ordinary fiber. It will not dye as well as the ordinary fiber and does not possess spinning qualities.

Line Fleeces.—Those midway between two grades as to quality or length.

Locks.—Short pieces detached from fleeces.

Lofty Wool.—Open wool, full of "life." Springs back into normal position after being crushed in the hand.

Luster Wool.—That from Lincoln, Leicester, and Cottswold sheep. It is known as luster wool because the coarse fibers reflect the light.

Murraine Dead.—Wool gathered from decomposed carcasses.

Modock.—Wool from range sheep that have been fed and sheared in the farm states. The wool has qualities of both regions.

Noil.—A by-product of worsted manufacture consisting of short and tangled fibers. It is used in the manufacture of woollens.

Off-Sorts.—The by-products of sorting. In fine staple or any other grade there are certain qualities of short, coarse, stained, and colored wools. These are the off sorts.

Picklock Wool.—Formerly a grade above XXX. Picklock was the product of Silesian Merino blood. There is no American market of that name at present; a little of this quality wool is produced in West Virginia.

Pulled Wool.—Taken from the skin of a slaughtered sheep's pelt by slipping, sweating, or the use of depilatory.

Quality.—The diameter of the wool. It largely determines the spinning quality.

Run-out Fleece.—One that is not uniform but much coarser on the "britch" than elsewhere. It may be kempy.

Shafty Wool.—Wool of good length and spinning qualities.

Shearlings.—Short wool pulled from skins of sheep shorn before slaughtering. Also English term for yearling sheep.

Shivy Wool.—A somewhat broad term. It refers to the presence of vegetable matter in wool.

Shoddy.—Wool that has been previously used for manufacturing purposes, torn apart and made ready to use again.

Skirting.—Skirting fleeces consists in removing the pieces and the low quality wool of the britch from the edge of the fleece.

Slipes.—Pulled wool.

Spring Wool.—Six to eight months' growth; shorn in the spring where sheep are shorn twice a year.

Stained Wool.—That which is discolored by urine, dung, etc.

Staple.—(a) A lock or bunch of wool as it exists in the fleece. (b) Western combing wool.

Stubble Shearing.—Shearing some distance from the skin, leaving a "stubble."

Suint.—Excretions from sweat glands deposited in the wool.

Sweating Sheds.—Sheds in which sheep are "sweated" before shearing. The purpose is to raise the yolk and make shearing easier.

Tags.—Large dungy locks.

Territory Wools.—Territory wools are in general those that come from the territory west of the Missouri River.

Tender Staple.—Fiber weak throughout its length. Usually caused by lack of proper feed, or poor condition of sheep.

Tippy Wool.—Wool in which the tip or weather end of the fiber is more or less incrustated.

Top.—A continuous untwisted strand of the longer wool fibers straightened by combing. After drawing and spinning it becomes worsted yarn.

Top-Maker's Qualities or Counts.—Top-maker's qualities or counts are the numbers used in designating the quality of certain foreign wools. They range from 12's upward. The numbers are supposed to indicate the number of hanks of yarn a pound of top will spin to. Each hank represents 560 yards.

Tub Washed.—Wool that has been washed after having been sheared. Very rare in America; was formerly practiced in Kentucky.

Virgin Wool.—Wool that has not previously been used in manufacturing.

Warp.—The threads that run lengthwise in cloth.

Washed Wools.—Those from which the suint has been removed by washing the sheep before shearing.

Wether.—In English wools it refers to wool other than the first clip from the sheep. In sheep, a castrated male.

Woolens.—Cloth made from clothing (short fiber) wools.

Worsted.—Cloth made from long staple wool or combing wools, in which all wool fibers are laid parallel.

Yolk.—The fatty grease deposited upon the wool fibers from the oil glands.

IV. Wool Production in South Dakota

Sheep Population of South Dakota

South Dakota has been increasing its sheep numbers since 1922. January 1, 1932 was the tenth consecutive year that an increase occurred within the state. During this period sheep numbers were increased by 776,000 head and wool production by 3,970,000 pounds. The following table shows sheep numbers and wool production in South Dakota for the past five years.

	1927	1928	1929	1930	1931	1932
Number of sheep on farms	748,000	863,000	1,001,000	1,189,000	1,332,000	1,465,000
Pounds of wool produced	5,160,000	6,009,000	7,003,000	7,794,000	8,820,000	
Average weight per fleece	8	8.3	8.2	8.3	8.4	

The above figures were secured from "Crops and Markets" issued by the United States Department of Agriculture.

Trend in Sheep Population

Since 1923 a gradual shift in the sheep population has been taking place. The movement has been from the west river grazing sections to the east river farming areas. In 1923 South Dakota had 689,000 sheep on farms and 73 per cent of this number was west of the Missouri River. In 1930, according to records furnished by the United States Department of Agriculture, there were 1,189,000 head in the state and 58 per cent of this number was west of the Missouri River.

Grades of Wool

To get an idea as to the grade of wool produced in the state, records of the Cooperative Wool Growers are the only source of information we have. The following table gives us the amount of each grade handled in 1930 and 1931:

Grade	Fleece	1930	Territory	Per Cent of Total S. D. Production
Fine	114,149		809,363	40.9
½ Blood	51,915		597,131	28.7
¾ Blood	164,095		194,870	15.9
¼ Blood	252,425		54,447	13.6
Low ¼	13,003		6,965	.9
		1931		
Fine	736,010		468,350	32.0
½ Blood	561,941		632,063	31.4
¾ Blood	233,093		574,181	21.2
¼ Blood	97,142		437,099	14.0
Low ¼	17,551		37,703	1.4

These figures show that fine wool still predominates in the state. Half blood is a close second. The bulk of our wool grades fine and one-half blood. One-quarter blood and low-quarter blood make up only about 15 per cent of our production.

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