

COOPERATIVE MARKETING OF WOOL IN OKLAHOMA

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COOPERATIVE MARKETING OF WOOL IN OKLAHOMA

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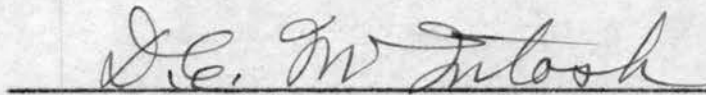
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PURPOSE OF STUDY

This study purposes to show what has been done in co-operative marketing of wool in Oklahoma and what have been the results.

In carrying out this purpose, in the first chapter is presented a résumé of the methods of marketing wool in Oklahoma for the period about 1918 to 1929.

In the year 1930, the regional cooperative wool marketing association, the Midwest Wool Marketing Association was organized. The Midwest Wool Marketing Association is an organization of wool and mohair producers in Oklahoma, Kansas, Missouri, Nebraska, Texas, and Arkansas.

The function of the organization is to offer to growers, large and small, an opportunity to market wool, mohair and pelts according to the grade and quality of the commodities.

Since the Midwest Wool Marketing Association is the organization through which wool from Oklahoma is marketed co-operatively, to learn what has been done in the cooperative marketing of wool in Oklahoma it is necessary to make a study of the operations and results of this association.

INTRODUCTION

Oklahoma is the thirtieth state, ranked as to number of sheep on farms¹ and twenty-ninth state in rank for amount of wool produced.²

The percentage of total state cash income that was received from the sheep and wool industry in Oklahoma was only 0.52 percent in 1937 and the percentage that was received from wool alone was only 0.25 percent, (Table 1, page 3).

The sheep and wool industry is fairly concentrated in some sixteen counties in Oklahoma. In only eight counties in Oklahoma do the sheep farmers³ make up as much as 4.5 percent of the total county farmers. Grant county with its sheep farmers representing 13 percent of the total farmers leads the state, and Garfield county with 12.7 percent of its total farmers as sheep farmers is second, (Table 34, page 125 and Figure 1, page 4).

The percentage that cash income from sheep and wool is of total cash income for farmers in this area would probably be larger than for the state as a whole, but even in this area it would be overshadowed by the income from the major crops and livestock such as wheat and other grain crops and

1. Number of sheep on farms as of January 1, 1938. U. S. Department of Agriculture. United States Livestock Report, January 1, 1938, p. 10.

2. U. S. Department of Agriculture. Wool Shorn in 1938, p.2.

3. The number used for "sheep farmers" was that figure given in the U. S. 1935 Agricultural Census of Oklahoma for "Farms reporting sheep shorn, 1934".

Table 1.

Oklahoma Cash Farm Income

Year	Total	Sheep, lambs and wool	Wool	Percent of Total from	
				Sheep, lambs and wool	Wool
<u>thousand dollars</u>					
1924-28 average	\$298,016	\$363	\$148	0.12%	0.05%
1929	265,596	618	239	.23	.09
1930	151,054	621	155	.41	.10
1931	120,062	417	107	.35	.09
1932	96,183	299	73	.31	.08
1933	136,827	511	162	.37	.12
1934	102,339 ^{1/}	86 ^{2/}	272	.08	.27
1935	148,565 ^{1/}	1,616 ^{3/}	355	1.08	.24
1936	138,300	880	313	.64	.23
1937	173,225	894	436	.52	.25

^{1/} Includes value of Government purchases of cattle and calves in the Emergency Drought Purchase Program. (Also sheep and lambs in 1934.)

^{2/} There was a loss of \$186,000 on sheep and lambs in 1934.

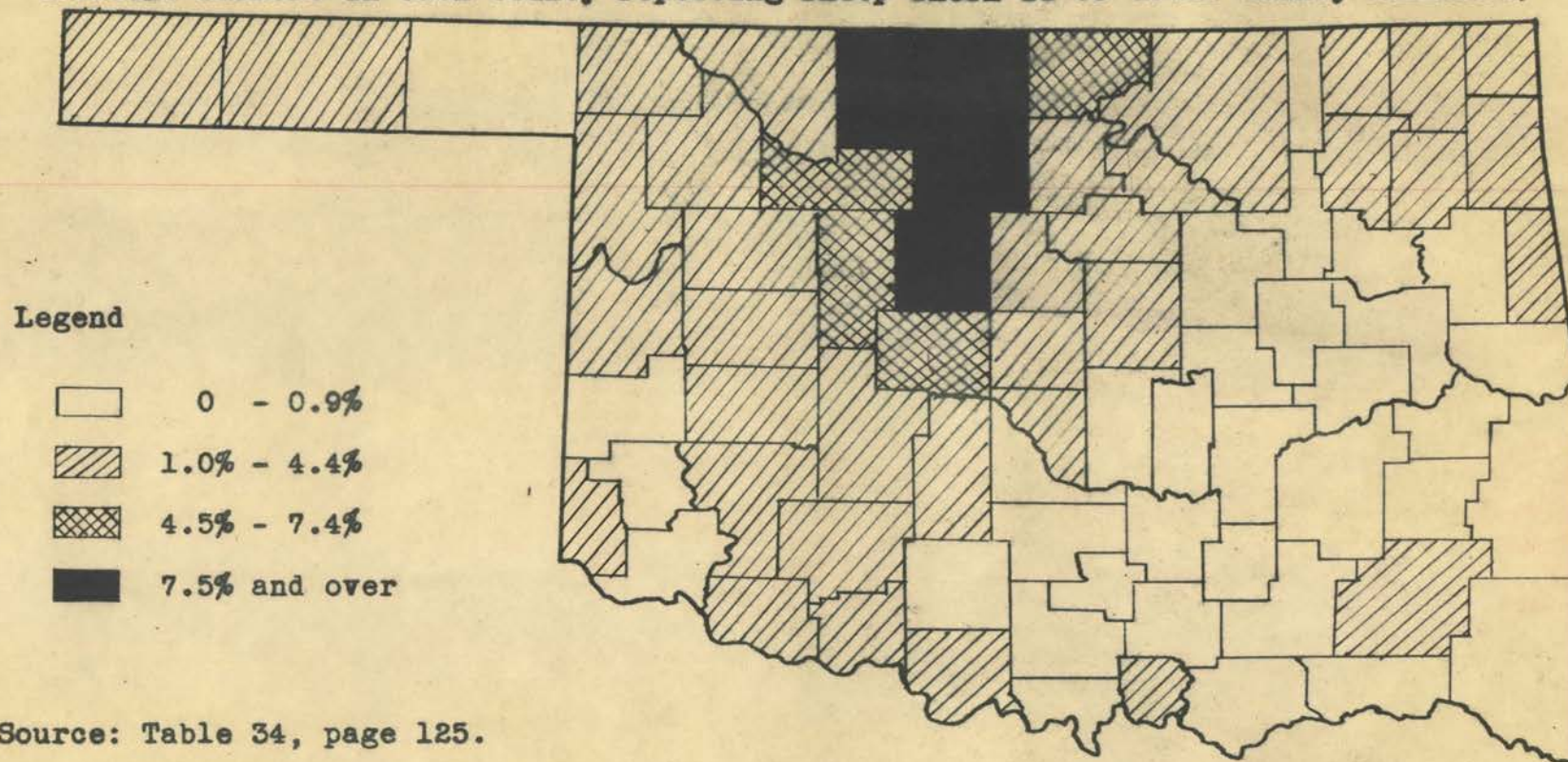
^{3/} Value of sheep sold to AAA in the Emergency Drought Purchase Program included in farm value, gross income, and cash income.

Source: Current Farm Economics - Supplement. Oklahoma A. & M. College, p. 92.
Farm Value, Gross Income and Cash Income from Farm Production, 1931-32-33,
and 1934-35. U.S.D.A., B.A.E.
Gross Farm Income and Government Payments Estimated at \$10,003,000,000 for
1937. U.S.D.A., B.A.E., Release date May 21, 1938.

Figure I.

OKLAHOMA SHEEP FARMERS, 1934

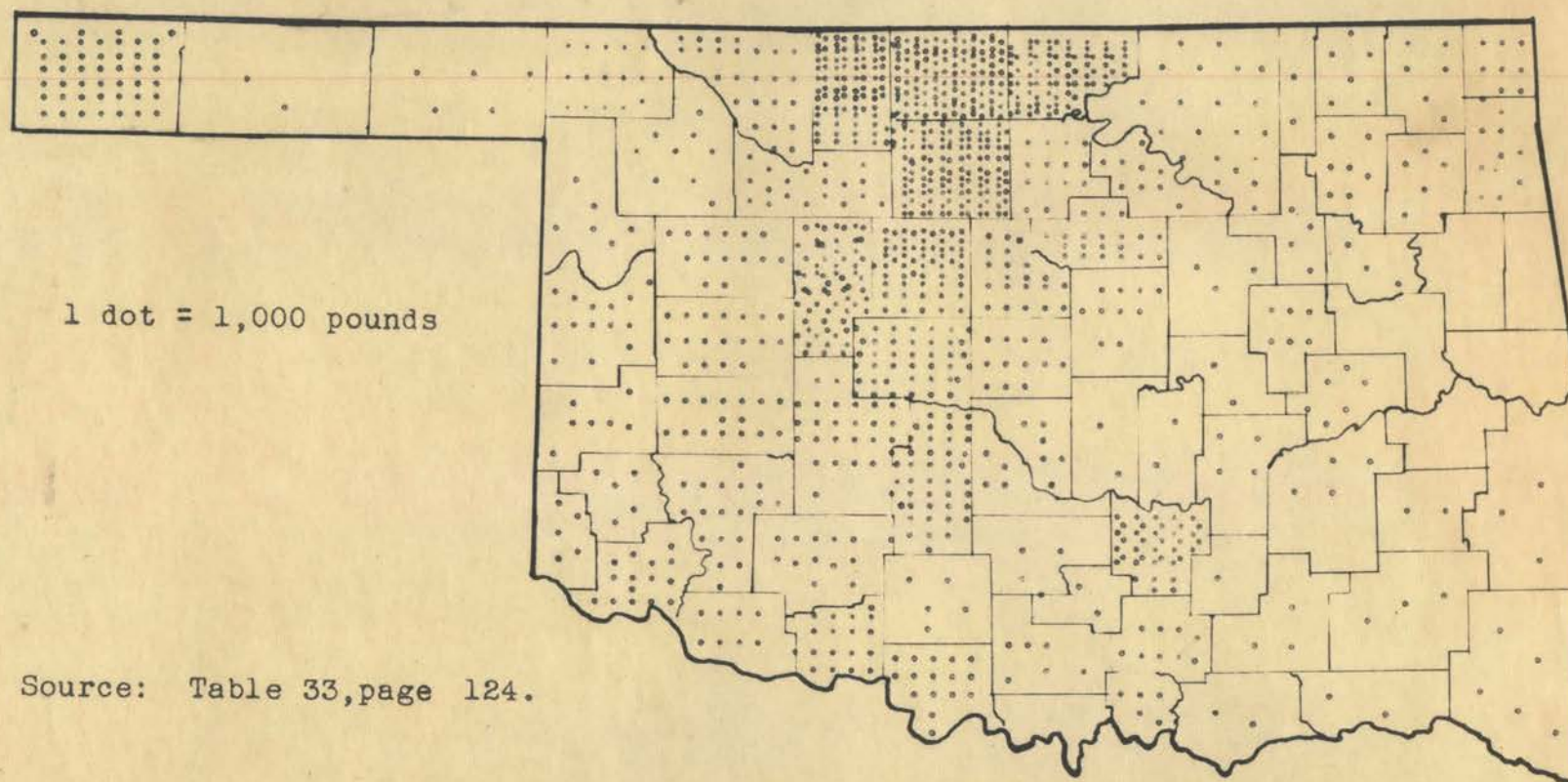
(Percent farmers in each county reporting sheep shorn is of total county farmers.)



Source: Table 34, page 125.

Figure II.

OKLAHOMA WOOL PRODUCTION, 1934



Source: Table 33, page 124.

beef cattle and hogs. Nevertheless, a small flock of sheep fits well into the farm business in many sections of Oklahoma and on the whole is very profitable considering the small initial investment and portion of a farmer's time that needs to be devoted to the care of a flock.

At least 20 percent of the Oklahoma wool clip has been marketed through the Midwest⁴ each year since its organization. In 1934, thirty-two percent of the sheep farmers in Oklahoma availed themselves of this channel for marketing their wool clip, which was approximately 39 percent of the total state production for that year.⁵ The fact that 32 percent of the total sheep farmers in Oklahoma did market through the Midwest in 1934 should be weighed against the fact that the price of wool was low and wool buyers were not so willing to buy. The association's volume for 1934 was the largest of any year since its organization, with the exception of the 1938 wool clip.⁶

A critical judgment of the contribution of the Midwest Wool Marketing Association as a channel through which the Oklahoma wool clip may be marketed necessitates a review of the methods of marketing the Oklahoma wool clip before the organization of the Midwest.

4. Hereinafter the term "Midwest" shall be interpreted to mean the Midwest Wool Marketing Association.

5. Table 25, page 114.

6. Table 21, page 110.

CHAPTER I

METHODS OF MARKETING THE OKLAHOMA WOOL CLIP PRIOR
TO THE ORGANIZATION OF THE MIDWEST WOOL MARKETING
ASSOCIATION

Local produce dealers handled the wool for growers in the early stages of the development of the Oklahoma wool growing industry. However not many of the dealers would buy the wool. Only small amounts were produced in any locality and few of the dealers had any knowledge of wool grades or the commercial value of wool. They bought the wool merely as a matter of convenience for their customers and because of their lack of knowledge as to wool grades it was necessary to buy at prices well below central market prices.

As the sheep industry developed in Oklahoma, wool buyers began "making the state". A letter written by a Grady county farmer to the editor of the Oklahoma Farmer-Stockman in 1917 reveals how utterly lacking was a system for marketing wool as late as that year.¹ In the letter the farmer states he had produced 44 pounds of shropshire wool and had kept it

1. Oklahoma Farmer-Stockman. April 25, 1918, p. 6.

"One of our Grady county, Oklahoma, friends sends in the following question: 'I have been reading all along in your paper (or rather, our paper) about the profits to be made from sheep. I am an amateur in this industry, although an old farmer and I would like some advice about marketing wool. Last year I had only 44 pounds of shropshire wool. I kept it half the summer hoping someone would tell me where to sell it and then shipped it to St. Louis to a dealer and received 25 cents a pound. That might have been all it was worth but I did not think so. This year I will probably have 200 pounds. Now, how and where can I sell it for what it is worth...?'"

half the summer hoping someone would tell him where to sell it and then had shipped it to St. Louis to a commission dealer.

The editor's reply to this letter contains the first reference which the writer has found to efforts of the Oklahoma wool producers to market their wool cooperatively.

"It is probable that about 600,000 pounds of wool were shipped out of Oklahoma last year. Several carloads were accumulated by Oklahoma City buyers and shipped from that city. At least one carload was shipped from Roger Mills, Alfalfa, Major, Latimer, and McClain counties and enormous quantities went out in small shipments from other sections of the state.

"...

"This cooperative plan of wool selling is generally satisfactory. It was practiced last year in all of the counties mentioned with the exception of Roger Mills. There the folks shipped on consignment to a Boston wool house and all the folks were satisfied with the prices they got except one man who thought he should have had more."²

Reference was also found of a sale held at Guthrie in 1917.

"A sales day last year at Guthrie is generally conceded to have been successful. Wool was bought on grade and the farmers producing a superior quality were paid a premium. The prices, it is said were considerably better than might have been obtained by individual sales."³

The editor further states that the experience of growers at Hammon in 1917 also could be urged in support of cooperative selling. The growers shipped their wool to Boston, through Wilson and Company, rather than sell for prices they

2. Ibid.

3. The Oklahoma Farmer. May 10, 1918. p. 17.

were offered locally and received prices that showed their dissatisfaction with local prices was justified.

STATE MARKET COMMISSION PLANNED SALE IN 1918.

The State Market Commission made plans in 1918 to have all wool produced in the western part of Oklahoma assembled at Enid where a sale would be held, and they hoped to interest buyers from a number of eastern cities to attend the sale. Wool growers in each county were to appoint a committee to arrange details of shipping the wool of the growers of their county and help with the sale of it at Enid.

Plans for this sale were terminated when the Government commandeered the wool clip of 1918, requesting that the wool of the State be assembled and shipped in carlots to designated wool centers. The State Market Commission took charge and within sixty days some 350,000 pounds of Oklahoma wool had been shipped. Except for some small lots of wool that farmers sold directly to dealers, the wool was concentrated and shipped in carlots to St. Louis; two cars each being shipped from Enid, Nash, and Cherokee, and one car each from Altus, Chickasha, Fairview, Hammon, Leedey, McAlester, Oklahoma City, Stonewall, and Waynoka.

A government valuation committee graded the fleeces and the growers were paid according to the merit of their fleeces on the basis of prices set up by the government when it took over the clip. Prices paid by the government for the Oklahoma wool clip ranged from 30 to 60 cents a pound, depending on

the quality of the wool.

It was estimated that by this system of grading individual fleeces, growers that year would receive something over \$15,000 more than they would have been paid under the old system of one flat price for all wool.⁴

WOOL POOLS HELD IN 1919

Six or more wool pool sales were held in Oklahoma during 1919 and these were generally satisfactory. Definite statements were found to the effect that sales were held at Enid, Hammon, Guthrie, Chickasha, and Stilwell.

At the Enid sale, which was under the auspices of the Garfield Sheep and Wool Growers Association, one hundred twenty-five members assembled some 23,000 pounds of wool, all of which was sold. The four buyers present made sealed bids on each grower's wool, each grower's wool being kept separate. The buyers handed their bids to the manager of the sale and when all the bids were in they were opened and the farmers notified of the prices offered for their different lots of wool. The farmers had the privilege of accepting or rejecting the bids. An average price of 48 cents per pound was reported and each farmer received a check for his wool as soon as he accepted a bid. The majority of the farmers pooling their wool were well pleased and wanted to continue the sale the next year and the buyers were also said to have approved

4. Rounsevell, F. L. Yearbook 1917-1918. "First Report of the Oklahoma State Market Commission." p. 11.

of the pools and pledged their support to future sales.⁵

This same year about 34,000 pounds of wool were offered for sale at Hammon, with about 26,500 pounds being sold. The low grade wool was withdrawn from the sale after bids offered for it failed to exceed 15¢ per pound.

At the Guthrie wool sale prices ranged from 25¢ a pound for a small amount of scabby wool to 46¢ for the best grades, most of it selling for about 43¢. All the wool assembled was sold with the exception of that of one consignor. Some producers in the area who did not pool their wool but rather shipped to commission men reported they had received from 5¢ to 8¢ a pound less for their wool clip than those who had sold at the pool.⁶

All of the 17,500 pounds of wool offered at the Chickasha sale were sold at a price range of 16½¢ to 47¢ a pound, with most of the clear wool selling for around 45¢ a pound.⁷

The bulk of the wool assembled in 1919 for sale at Nash in Grant county was low grade (heavy shrinkage and short) wool and since the offers made for it were not satisfactory, most of it was shipped to commission men.⁸

While the eastern part of the state is not considered a sheep and wool section, reference was found of a sale held at Stilwell, Adair County, in 1919. According to W. M. Moberly,

5. Oklahoma Farmer-Stockman. June 25, 1919, pp. 12-13.

6. Ibid.

7. Ibid.

8. Ibid.

the county farm agent, before plans were made to assemble and sell the wool cooperatively, 41½¢ a pound was the highest price offered for good clear wool. Prices received by the farmers who pooled their wool ranged from 25¢ for hard burry wool to 51¢ for clear wool, averaging 46¢ per pound for the 7,500 pounds assembled.⁹

Reviewing the early methods of marketing wool in Oklahoma, Mr. W. A. Conner,¹⁰ stated that while there was no marketing specialist in the Extension Division at that time (1919 and early 1920's) through the efforts of the county farm agents and others in the central office interested in wool marketing, they were able to get the farmers to pool their wool and ship to a broker in St. Louis. The prices received were so much better than the local dealers could offer that within a year or two most of the wool was handled in this way. In a few counties as much as a carload went out from the county but not many counties were producing that much. "In a few cases we got enough concentrated to get buyers to come in and bid on the wool."

EFFORTS AT COOPERATIVE MARKETING IN 1920

Because they were generally satisfied with their efforts at cooperative wool selling and were determined to profit from their previous year's experience, wool growers laid plans to market their wool cooperatively again in 1920.

9.. Ibid.

10. Conference with Mr. Conner who was Director of the Extension Service in the early 1920's and earlier was Assistant Editor of the Oklahoma Farmer, a magazine later cited as reference.

Plans were made to hold wool sales at only three points; Enid, Hammon, and Chickasha in 1920. The previous year comparatively small amounts of wool had been assembled in some ten to twelve places and at only two of the assembling points were more than two to four buyers attracted. It was hoped that more buyers would be attracted to the sales because of the larger amounts of wool offered by concentrating at only three points. Lack of local interest caused plans for the Chickasha sale to be abandoned early in May.

Instructions for shipping wool to Enid and Hammon sales which were sent out, requested that local associations make shipment in one lot and if there were no local association, growers in the community should assemble and ship their wool collectively. Shipments to the sale were to be made so as to reach these sales at least three days before the first day of sale. Each bag of wool was to be tagged, showing to whom shipped, shipper, owner, and number of pounds in bag. The grower was to state the minimum price he would accept for the wool. He was also to indicate what disposition he wished made of the wool in case it was not sold.¹¹

Again this year the Adair county wool growers met to consider selling their wool cooperatively. Prospects for a general wool sale in Northeast Oklahoma did not seem favorable and it was suggested that it might prove more profitable to collect the wool at Westville and then ship it to be sold at

11. Oklahoma Farmer-Stockman. May 10, 1920, p. 6.

the larger sale being planned for Enid. However, because the local sale had been so successful the previous year, it was decided to hold the sale at Westville.¹²

1920 WOOL POOLS ARE FAILURE

More than 100,000 pounds of wool had been assembled for the sale at Enid but paralleling the decline of prices for other agricultural commodities, the price of wool had dropped to such a low point that several of the large dealers who had promised to attend the wool sales sent word that because of the break in the wool market and the tightness of the money situation they were forced to stay out of the market. One buyer offered to buy the wool on the basis of 20¢ for the best grade of shropshire wool. On this basis ordinary grades would have sold for about 10 to 15 cents, less than one-half the price of cotton. No one sold.

The growers were then forced to (a) consign, (b) store the wool at Enid or (c) take the wool back home. Most of the growers decided to consign, selecting two firms with whom they had previously had satisfactory dealings.¹³

The proposed pool at Hammon also failed to materialize, while no reference was found as to whether or not the proposed wool sale was held by the Adair county wool growers.

START WOOL POOL IN McCLAIN COUNTY

Wool pooling started in McClain county in 1925 when a

12. The Oklahoma Farmer. May 10, 1920, p. 11.

13. Oklahoma Farmer-Stockman. June 10, 1920, p.5

couple of neighbors placed their wool together at the depot because it was handy and afforded better storage than they had on their farms. They each wrote to a buyer and the buyers came, inspected the wool and bought it. Later more growers were invited to store their wool and more buyers were invited to come bid on the wool.¹⁴

No doubt Oklahoma wool producers made other efforts at pooling their wool during the period 1920 through 1928, however the next reference found relates to the McClain county pool in 1928 which was held June 2. The four buyers present at the sale made separate bids on individual members' wool and bought about 9,700 pounds; bids ranging from 20¢ to 41.5¢ and averaging 33.5¢ per pound.¹⁵

1929 WOOL POOL SALES

A wool pool was held at Cordell during 1929 at which prices paid ranged from 19¢ to 28½¢ per pound. Four lots offered were not sold and the county agent reported that he had later checked on these and found that one of the four growers who had been offered 28¢ a pound for the wool at the sale had been offered only 18¢ after the sale and he was still holding the wool in August.¹⁶

14. As told by Mr. Roy High of Hobart, Oklahoma. Mr. High was president of the McClain county organization in 1928.

15. Oklahoma Farmer-Stockman. September 1, 1928, p. 22.

16. Annual report of Teague Fisher, County Agent, Washita County to the Director of Extension Division, Oklahoma A. & M. College, Stillwater, Oklahoma, 1929.

The McClain county farmers made plans again in 1929 to hold a cooperative wool sale and they invited sheep men in the adjacent counties to join them. During previous years they had made no overhead charge but this year a small storage charge was made when wool was received from the neighboring counties of Cleveland, Grady, Garvin, Murray, Carter, Pottawatomie, and Pontotoc.

The McClain county pools were conducted by a small local organization consisting of a president, secretary and board of directors. No one was paid for his service, no profits made. "Just a bunch of farmers trying to find a better method of marketing their products."¹⁷

Reasons why the 1929 pool was not successful were summarized thus: "A down market, buyers were invited in to bid, none came."¹⁸ The growers decided to hold their wool and after the Midwest association came into the field the next year they consigned to that organization.

The McClain county farmers' experience in 1929 was shared by other sheep growers over the state, according to the State Market Commission:

"A number of wool producers in several different counties have pooled their wool and are anxious to sell it on Federal grades. Some few counties have offered the wool at auction sales and it seems that buyers are scarce and prices very low. We have called up several wool buyers and they advise us that the big mills are buying very sparingly and all market

17. Mr. Roy High, op. cit.

18. Ibid.

reports indicate that the mills are just using a hand to mouth system in buying..."¹⁹

SUMMARY

Thus for the period from the time wool was first produced and sold in Oklahoma up to 1930, the growers marketed their wool through many channels:

1. Local buyers
 - a. Independent speculative buyers
 - b. Buyers for commission firms
2. Commission houses
3. Cooperative wool pools.

The local buyer seems at all times to have been looked upon as a culprit, buying the wool at the very lowest price and selling it at a high price. A few facts, however, should be noted in his defence.

The sheep population was scattered during the early days of Oklahoma development and only small amounts of wool were produced in any one locality.²⁰

Not many dealers wanted to bother with the wool. They

19. Market Bulletin of the State Market Commission. May, 1929, Volume II, No. II, p. 2.

20. Oklahoma Farmer-Stockman. March 25, 1919, Volume 32, p.351.

"If the producers of wool in this state would profit by the experience of other wool associations, they would cooperatively assemble their clip, grade and store it until buyers can be brought to the warehouses. There is no county, no district in this state which produces a sufficient quantity of wool to attract buyers of any moment. If you are going to get the best price for your wool you must prepare it in a manner to attract the manufacturer. If you don't do this you can expect to pay the middleman his toll for assembling and grading it for you."

merely bought it as a matter of convenience for their customers and their lack of knowledge as to the wool grades and their commercial value made it expedient that they buy "safe".

While selling through commission firms seemed much to be preferred to selling outright to the local buyers, there was much dissatisfaction with this system also. As the editor of the Oklahoma Farmer-Stockman stated: "Unless a number of farmers can get together and pool their wool there is not much chance for the small sheep man with only a few hundred pounds of wool to find a market except by shipping on consignment... When you do that you are at the mercy of the other fellow."²¹

A Rogers county farmer writing about the prices received for wool by the Oklahoma wool grower concludes there are three reasons for the low price. He had received 55¢ per pound for his clip and he states: "I know some wool that was sold in this vicinity for 35¢, but it was not the fault of the sheep but the shepherd. I have concluded there are about three reasons for this: first, cockle burrs; second, poor preparation of a poor fleece; and third, selling to a home buyer or shipping to a dishonest commission man."²²

A Kiowa county farmer wrote the following letter to the Protective Association of the Oklahoma Farmer-Stockman:

"I sent 350 pounds of wool to a commission firm in Kansas City with order to hold until I told them

21. Oklahoma Farmer-Stockman. April 25, 1918, p.6.

22. Ibid. June 25, 1919, p. 13.

to sell it. They sold it without my consent and sent me a check for \$26.52. They claimed my wool was full of burrs, when as a matter of fact, there is not a burr to be found on my farm..."²³

No doubt the farmer exaggerated when he said there were no burrs on his farm, however his letter does serve to point out a cause of dissatisfaction with the method of selling through commission firms.

On the other hand there is much to be said in favor of the honest commission man and one point in particular is brought out by Ed. C. Dustin of the Oklahoma Market Commission in writing about the failure of the proposed Enid wool pool in 1920 in explaining the commission firm's method of selling wool.

"On arrival the wool is classified and all of one grade put into one lot and then as manufacturers desire any particular grade, they can get just what is required for their mills. In this manner the wool is certain to bring more than if it is sold before the grades are separated. Again these commission firms are sure to make their very best effort in selling..."²⁴

The commission firms would endeavor to sell in order to earn their commission and in times of low price and little buyer activity it was a real service to the wool grower to find a means of selling his wool clip.

In the article concerning the 1928 McClain county wool pool²⁵ were listed the names of the people selling through the pool. The names given were checked against the records

23. Oklahoma Farmer-Stockman. April 25, 1921, p. 10.

24. The Oklahoma Farmer. June 10, 1920, Volume 30, p.25.

25. See page 15.

of the Midwest Wool Marketing Association to learn if the people listed as selling through the pools had been or now were marketing wool through the Midwest and questionnaires were sent to those people who were found to have been or now were members of the Midwest and who took part in the 1928 McClain county wool pool.

The following answers were given in reply to the question:

"Why did you like selling through the wool pools?"

1. Was present at the grading, or classing and weighing.
2. Had several buyers, each bidding on the various lots not knowing what the other had bid. Sold to the highest bidder.
3. All wool growers who put their wool in the pool were pleased that they could have a home marketing arrangement for their product.
4. There were very few sheep in McClain county at that time.
5. The pool would get more buyers to come.
6. The larger amount of wool, the better buyers.

The growers were also asked to answer the question, "Why didn't you like selling through the wool pools?" and their replies were:

1. There were no wool pools at that time.
2. It was my first experience with sheep.
3. Had to depend on local speculators for bids.
4. Not close enough contact with mills.
5. Local buyers finally got wise to the fact that they were cutting into each other's profits, also they were not willing to buy on a declining market.

6. We ran into trouble, a down market, buyers were invited in to bid, none came.
7. The early wool pools were a big success as long as there was a demand for wool but we needed a larger organization to help when it was necessary to hold the wool and wait for the mills to need it.
8. Takes too long to get returns.
9. Not enough advance and had to wait too long for the advance.

The replies to the two preceding questions bring out most of the good and bad points of the wool pools.

The pools were an improvement over selling individually to the local or transient buyers for several reasons. At some of the pools competition between buyers helped keep prices up to a fair value. At most of the pools some efforts were made to grade the wool. The grower could compare his wool with that of his neighbor and actually see the difference in grade. By concentrating the wool the buyer was saved the trouble and expense of going from farm home to farm home to buy wool and because of the larger amounts of wool assembled at one point more buyers were willing to come bid on the wool.

The most disappointing result from marketing through the pools was that in times of low prices or of actual declining markets the buyers did not come to the pools and the growers were left with the wool on their hands.

Having studied the conditions for marketing wool during the period from about 1918 to 1929, we are better able to appreciate the problems confronting the Midwest Wool Marketing Association which entered the field in 1930.

CHAPTER II

ORGANIZATION AND DEVELOPMENT OF
MIDWEST WOOL MARKETING ASSOCIATION

As previously pointed out, the Midwest Wool Marketing Association is an organization of wool and mohair producers in Oklahoma, Kansas, Missouri, Nebraska, Texas, and Arkansas. Its function is to offer to growers, large and small, an opportunity to market their wool, mohair, and pelts according to the grade and quality of the commodities.

The Association had its beginning during the period of the Federal Farm Board,¹ which had been created to carry

1. Federal Farm Board. First Annual Report of the Federal Farm Board for the Year Ending June 30, 1930, p. 1.

"The Federal Farm Board was created and is functioning according to the provisions of the agricultural marketing act approved by the President on June 15, 1929. The board was formally constituted on July 15, 1929...

"The intent of Congress in passing this legislation is expressed in the declaration of policy contained in section 1 (a) of the act. The broad objective, the goal to be achieved, is the placing of the industry of agriculture on a basis of economic equality with other industries. Two general lines of action are indicated: (1) to promote the effective merchandising of agricultural commodities in interstate and foreign commerce and (2) to protect, control and stabilize the currents of interstate and foreign commerce in the marketing of agricultural commodities and their food products. Four methods to be employed in the execution of this policy are specifically set forth:

- (1) By minimizing speculation.
- (2) By preventing inefficient and wasteful methods of distribution.
- (3) By encouraging the organization of producers into effective associations or corporations under their own control for greater unity of effort in marketing and by promoting the establishment and financing of a farm marketing system of producer-owned and producer-controlled cooperative associations and other agencies.
- (4) By aiding in preventing and controlling surpluses in any agricultural commodity, through orderly production and distribution..."

out the provisions of the Agricultural Marketing Act passed by Congress in 1929. As a means of carrying out the provisions of the Marketing Act, the Federal Farm Board set up the National Wool Marketing Corporation, a sales agency operating on a national scale. In the spring of 1930, nine of the existing cooperative wool marketing associations purchased stock and became members of the National.² Prior to the organization of the National, there were six different sales agencies all competing in selling the wool clip of these regional associations.

The Federal Farm Board assisted with the setting up of seventeen additional state and regional wool marketing associations in order that all wool growers in the United States might have an opportunity to sell through the National. Besides conducting meetings in the wool growing states, explaining to growers the organization and marketing plan of the National, assistance was given in drawing up articles of incorporation and by-laws, in the setting up business records and in working out warehouse arrangements.

The Midwest Wool Marketing Association was organized by a group of middle-western wool growers who met at Kansas City in April 1930, following a meeting of agricultural leaders at Manhattan, Kansas, in February of the same year, at which cooperative marketing was discussed. The growers elected officers from among those present and set in motion a membership building program.

2. Hereinafter "National" shall be interpreted to mean the National Wool Marketing Corporation.

The association which was incorporated under the laws of Missouri, (Kansas City, Jackson County, Missouri, April 3, 1930) has an authorized capital stock of \$25,000. The association was incorporated for perpetual existence. "The stock of the corporation may be held only by persons, corporations, firms and associations (herein referred to as persons) who are or whose membership are actually engaged in the business of growing wool and mohair in the United States, except that in those states, of which the law does not permit corporations to own stock of other corporations, the same may be held by individuals as trustees of such corporations."³

The Midwest is governed by a board of seven directors. Originally three directors were chosen from the state of Missouri and one each from Kansas, Nebraska, Oklahoma and Arkansas. This arrangement was changed later to provide two directors from Missouri and one each from Kansas, Oklahoma, Nebraska, Arkansas, and Texas. Still later it was provided that there would be one director from each of the six states and one director at large, chosen from the state furnishing the largest volume of wool the year preceding the annual meeting. Kansas has had the director at large since 1934. An amendment of May 28, 1935, provided that "At the regular annual meeting of the stockholders held in 1936, one director each from the States of Nebraska and Texas shall be elected for a period of one year; one director each from the States

3. Articles of Incorporation of the Midwest Wool Marketing Association.

of Arkansas and Missouri shall be elected for a period of two years; and one director each from the States of Kansas and Oklahoma shall be elected for a period of three years. There after, directors representing the different states shall be elected for a period of three years each. The director from the state supplying the largest tonnage of wool to the Association shall be elected annually for a period of one year."⁴

The function of the directors is to manage the business of the association, either as a board or through its agents.

MEETINGS

Stockholders: The annual stockholders' meeting is held on the first Tuesday after the first Monday of March each year. At these meetings statements concerning the previous year's business are presented to the members by the directors and the members nominate directors for the coming term of office and recommend to the directors any action or policy that they believe should be followed. Representatives of the Agricultural colleges of the different states are encouraged to make suggestions and nominations for directors when the members do not have a nominee in mind.

Directors: Meetings of the directors are held several times during the year on call of the president.

MEMBERSHIP

Membership in the Midwest Wool Marketing Association for

4. Ibid.

1937 exceeded eighteen thousand producers.⁵

Each member owns a share of common stock, par value \$1.00 and is entitled to one vote at the annual meeting of the stockholders, in person or by proxy. The stock amount is charged against the first shipment of a member's wool or mohair. The stock is redeemable at par within limitations stated in the marketing agreement, a standard form of which all members are required to sign. The main points covered by the marketing agreement are:⁶

- (1) The grower agrees to consign all wool produced by him or for him, to the association at earliest reasonable time after shearing.
- (2) The association is to sell such wool, together with wool received from other members or member associations to or through the National Wool Marketing Corporation.
- (3) Grower agrees that the Midwest or the National shall have the power to borrow money for any purpose of the association or the National, on the wool delivered and may sell or pledge for their own account all or any such wool or bills of lading, warehouse receipts, sale accounts, or other documents covering said wool, or received on account thereof.
- (4) The grower further agrees to pay 1¢ per pound of grease wool and/or mohair in case of breach of contract, that is if he fails to market wool through the association which he pledged to it.
- (5) The contract grants the association the right to grade, classify, and commingle the wool of the grower with wool of like grade, variety and character delivered to it by others.
- (6) This contract is continuous, subject to any limitation of law but may be cancelled by either party by notice in writing, between first and thirty-first days of January of any year.

5. Membership table, page 75.

6. Copy of marketing agreement, page 102.

- (7) The special 1938 marketing agreement states that the advance made to the grower on his wool clip shall constitute a guaranteed advance and the grower shall not be responsible for any over-advances.

The association is specifically empowered to transfer title to the Commodity Credit Corporation on May 31, 1939 or any date thereafter, any wool unsold on May 30, 1930, on which the association has secured any financing, directly or indirectly, from the Commodity Credit Corporation.

The Midwest Wool Marketing Association supplies wool marketing information of two distinct kinds to the growers in the states of Oklahoma, Arkansas, Kansas, Missouri, Nebraska, and Texas.

(1) Information as to what determines quality and the measures that the farmers can take to improve the quality of the wool.

- a. Improve the flock.
- b. Pasture flock on lands free from burrs.
- c. Shear sheep in clean places.
- d. Separate out tags.
- e. Avoid second cuts in shearing.
- f. Shear sheep when wool is dry and keep wool dry--reduce shrinkage.

(2) Information as to factors affecting the price of the wool such as:

- a. Foreign price.
- b. Orderly marketing.
- c. Tariffs.
- d. Bargaining power.
- e. Quality, grade, shrinkage, and condition.
- f. Origin.

Both types of information are disseminated to the growers through the medium of:

- (1) Magazines
 - a. Wool Clip.
 - b. Midwest Wool Growers News.

- (2) Radio broadcasts.
KMBC Broadcasting Company at Kansas City has given the Association an opportunity to talk directly to a large circle of growers in weekly broadcasts from their station.
- (3) Special bulletins to county agents and field representatives.
- (4) County and district meetings of wool growers held in cooperation with the Extension Division or other farm organizations in the states of Kansas, Oklahoma, Missouri, Nebraska and Oklahoma.

Provision of such information, although important to efficient operation of the association, is subordinate to this principal function: rendering marketing service. The marketing services which the association claims it renders the growers are:⁷

- (1) Sale of wool, mohair, and pelts according to grade and shrinkage.
- (2) Efficient warehousing.
 - a. Adequate space.
 - b. Good equipment.
 - c. Accurate scales.
 - d. Accurate accounting.
- (3) Low freight cost.
 - a. Concentration rate into warehouse.
 - b. Sample selling - direct movement from warehouse to mill.
- (4) Insurance.
 - a. Coverage for fire damage from the time sheep are sheared until delivery to mill.
 - b. Coverage for theft after delivery to agent or common carrier.
- (5) Financing.
 - a. Pre-shearing advance.
 - b. Delivery advance.
 - c. Graded advance.
 - d. Low interest rate.

7. As set out in the manager's report. Mr. Robert S. Clough, Manager, Midwest Wool Marketing Association.

- (6) Bag and Twine.
 - a. Bags loaned to members without cost.
 - b. Dependable four ply paper twine charged to members at near cost.
- (7) Exhibits.
 - a. State fairs.
 - b. Local and regional wool shows.
- (8) Wool Promotion.
 - a. Woolens--blankets and batts.
 - b. Neckties.
- (9) Legislative.
 - a. Wool tariff.
 - b. Top future exchange.
 - c. Commodity loan--1938.
 - d. Labelling Act. (not yet a law)
- (10) Sales Facilities.
 - a. Located where 85 percent of the domestic wool is sold.
 - b. Spot sales.
 - c. Expert appraisers of shrinkage.
 - d. Agency recognized for honest merchandise and honest dealings.
 - e. Efficient and experienced salesmen.
 - f. Largest volume and greatest variety on Summer Street in Boston invites all buyers.
 - g. Agency with an intelligent interest in growers at all times.

DEVELOPMENT OF MIDWEST WOOL MARKETING ASSOCIATION

At the outset the Midwest Wool Marketing Association did not perform the marketing functions itself, but rather made an annual contract with a privately owned warehousing company, whereby the Midwest paid the warehouse company a certain amount per pound to assemble, grade and store the wool and the Midwest made contacts with the growers to promote membership and wool consignment. Gradually the Midwest assumed more of these marketing functions and contracted with the private company to do less of the work. Beginning in March, 1937, at the expiration of the contract with the private warehouse company the board of directors of the Midwest took over entire responsibility for the marketing functions and severed all connections with the private warehouse.

The Midwest Wool Marketing Association has two principal warehouses; one at 915 Wyoming, Kansas City, Missouri and another at 216 Chestnut Street, St. Louis, Missouri. The Oklahoma wool goes to the warehouse at Kansas City. At the warehouse the wool is graded and sorted according to grades and lines and stored until shipped to mills when the National has consummated a sale on the basis of the sample bags made up and sent to them. At the Kansas City warehouse, 52 lines of wool and 5 lines of mohair are made up, while the St. Louis warehouse makes up 26 lines of wool and two of mohair.⁹

9. Discussion of grades and lines of wool given in Chapter VI, page 92 and Appendix, pages 142-168.

NATIONAL WOOL MARKETING CORPORATION IS THE SALES AGENCY FOR THE REGIONAL AND STATE MARKETING ASSOCIATIONS.

The Midwest Wool Marketing Association is one of the 23 state and regional wool marketing associations¹⁰ which make up the National Wool Marketing Corporation. The National is essentially a sales agency, selling the wool for the affiliated regional associations, (Figures III and IV, pages 32-33).

Briefly the history of the development of the National, its set-up and its functions, in outline, are:

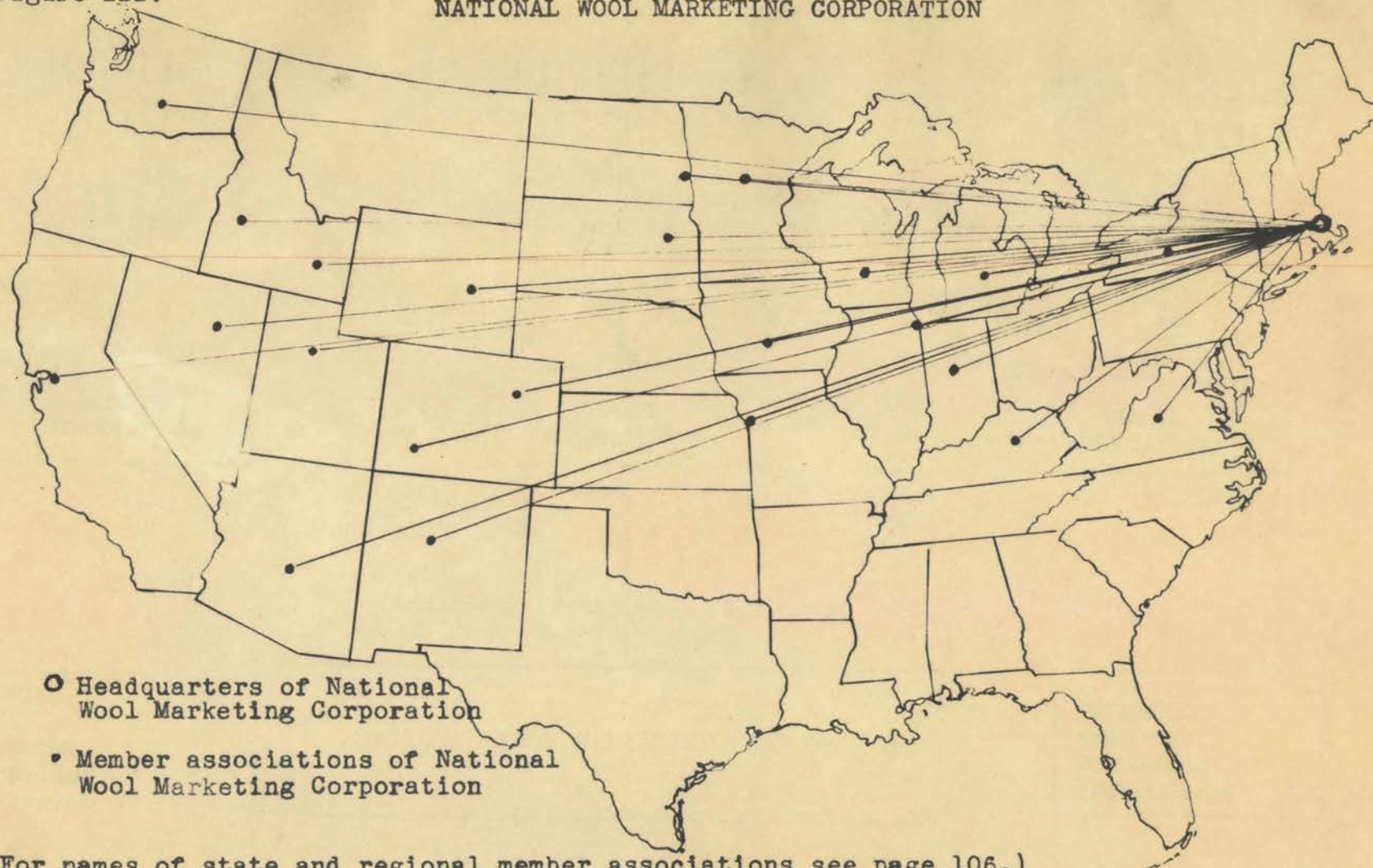
- (1) Plans for organization were initiated by the Federal Farm Board in 1929.
- (2) Set up and incorporated at Wilmington, Delaware, November 20, 1929.¹¹ It took over and enlarged the functions of the National Wool Exchange. It was the second central selling agency set up by the Federal Farm Board in its effort to carry out its purposes as set forth in the Marketing Act passed by Congress in 1929.
- (3) Serves as cooperative selling agency for state and regional wool marketing associations.
- (4) During the first two years the National had a contract with Draper and Company, an old reliable firm which served as their exclusive sales agency. A contract was made with this private wool house because it was felt that it would be best to affiliate with an established wool selling agency at first rather than to hurriedly develop its own sales agency. They paid Draper and Company 1 $\frac{1}{4}$ ¢ per pound for such services.
- (5) Broke away from Draper and Company in 1932 and set up their own cooperative selling agency.
- (6) In order to take out membership in the National, the state or regional growers' association must have handled 500,000 pounds of wool and/or mohair the previous year or have that much under contract for delivery by its members at time of application.

10. Name, location, and date of organization of the 23 regionals affiliated with the National given in Appendix, page 107.

11. Fieldman's Handbook. National Wool Marketing Corporation, 281 Summer Street, Boston, Mass., 1938.

Figure III.

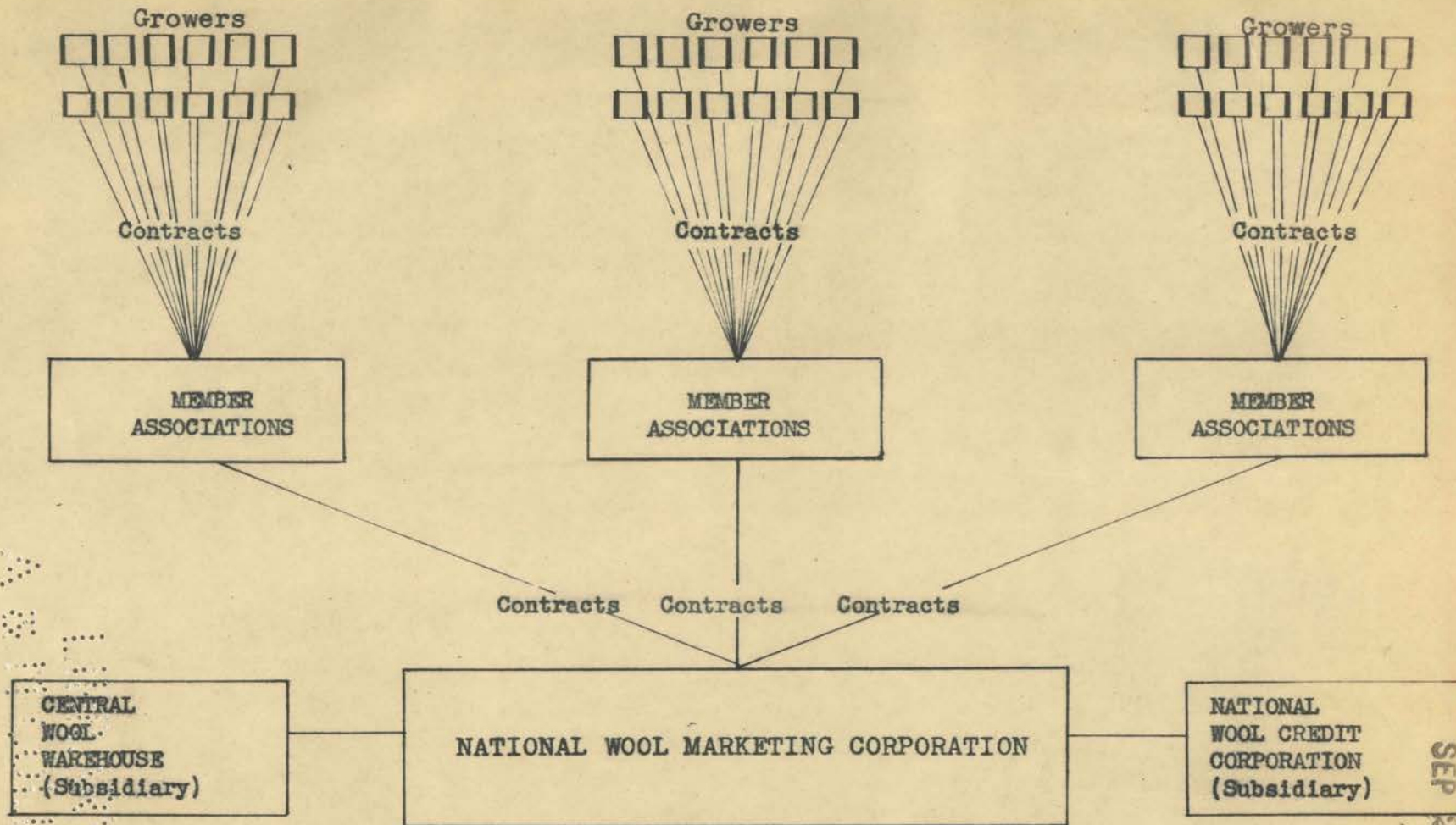
NATIONAL WOOL MARKETING CORPORATION



(For names of state and regional member associations see page 106.)

Source: "Fieldman's Handbook," National Wool Marketing Corporation.

Figure IV.



The above chart shows the relationship of the growers who sign contracts with state or regional marketing associations such as the Midwest Wool Marketing Association, and the National Wool Marketing Corporation.

Source: Federal Farm Board Bulletin No. 3.

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- (7) Each stockholder association purchases one share of its capital stock, par value \$100 for each 100,000 pounds or major proportion thereof of wool and/or mohair handled by it during the previous year.
- (8) Each member agency, regional or state association, selects one member of its Board of Directors to serve on the Board of Directors of the National. A meeting of the National's entire board of directors is held at Chicago, at least once a year, usually around the first of December. At this meeting an Executive Committee is elected from the Board of Directors. This committee consists of seven members, five selected according to districts, while the President and Vice President are elected from the board at large. This Executive Committee and the directors determine the policies of management.

The National has two subsidiaries: The Central Wool Warehouse Corporation and the National Wool Credit Corporation.

The Central Wool Warehouse Corporation, a fully owned subsidiary of the National was organized under the warehouse laws of the state of Massachusetts. While it operates independently of the National, it serves as a warehouse for wool consigned to this corporation. It is approved as a wool depository by the Central Bank for Cooperatives and its receipts are accepted by that bank as satisfactory collateral for loans made to the National. It is from this warehouse that the National is able to secure, at actual cost, every warehouse service such as storage, laying out the wool, appraising, grading and handling of bags.

The National Wool Credit Corporation was set up to meet the requirements of the Federal Intermediate Credit Banks for making loans to cooperative marketing associations. The Intermediate Credit Banks could make loans to cooperatives only on shipping documents and/or warehouse receipts, there

fore it was necessary to have the endorsement of a corporation with capital. The Federal Farm Board granted a loan of \$1,000,000 to the National to purchase the entire stock of the National Wool Credit Corporation. Capital of this credit corporation was invested in bonds of the Federal land bank and these were pledged with the Federal Intermediate Credit Bank of Springfield, Massachusetts, against which the intermediate bank granted the credit corporation credit to the amount of \$7,500,000 for the purpose of making available to the National loans for operating capital, financing receivables, obtaining warehouse and other bonds. The credit corporation also acts as a guarantor of the warehouse corporation where often several million dollars of goods are in storage.

OPERATION OF THE MIDWEST WOOL MARKETING ASSOCIATION IN OKLAHOMA.

The Midwest Wool Marketing Association and the Extension Division in Oklahoma cooperate in holding educational meetings for sheep and goat producers in Oklahoma each fall and winter. At these meetings current marketing information is presented and demonstrations and talks on the improvement of breeds of sheep and improvement of wool clip are given. The Midwest takes this opportunity to interest farmers who have not previously consigned wool to the Midwest to do so and to get an estimate from the members as to the amount of wool they will have to consign.

Early the next spring, the field service man for Oklahoma

contacts the county agents to get a later estimate as to the amount of wool to be consigned by growers in his county. Sacks and twine are sent to the county agents to be distributed to the growers in their county for packaging their wool for shipment.

The growers pay a price slightly higher than wholesale for the twine and the sacks are returned to the association. These wool bags furnished to the members are $7\frac{1}{2}$ feet long and are made of standard $10\frac{1}{2}$ ounce burlap. The bags are charged to the member's account and when the wool is shipped to the warehouse his account is credited with the bags received. Thus no money changes hands in the handling of the bags.

A schedule of receiving dates is made up and sent to local newspapers and county agents, giving the date, hour and place at which the field service man will be in the various counties to receive the producers' wool.

The field service man visits assembling points on schedule, weighs in the wool, makes a conservative field advance (amount of advance determined each year in relation to market conditions) and sends the wool to the warehouse at Kansas City.

Because of the small amount of wool on the east side of the State, the field service man does not visit the counties in that section. Rather the farmers secure twine, bags and shipping tags from their county agents and ship the wool in to Kansas City, direct.

All wool going to Kansas City over the leading railroads of the State gets the advantage of the concentration freight

rate (Figure 5, page 38, and Table 2, page 39). By means of this arrangement carload freight rates are applied to the wool from the point of origin through to Boston, with the privilege of stopping the wool at Kansas City, or St. Louis, for grading and storage, and it costs the grower of just one bag of wool only 8¢ per hundred pounds more to deliver that one bag of wool from his farm to the mill than it would cost him to deliver a carload. This 8¢ additional charge represents the concentration and pick-up charge.

When the wool is received at Kansas City it is graded and a graded advance is sent to the growers, which is usually the last money that the grower receives until the final settlement is made after the wool has been sold. In case of an "advancing" market, the Midwest has made an intermediate advance to the grower. Interest is charged on advances made to the growers for the time between consignment and the consummation of the sale.

The Midwest, operating on a non-profit basis makes no attempt to build up a large capital. It borrows from the National to finance each season's wool clip. The National in turn borrows from the Central Bank for Cooperatives at Washington, D. C. and the Federal Intermediate Credit Bank.

The final settlement price is an average of prices received throughout the selling season, with the different grades and lines of wool figured on their comparative value. While it is hoped that all the wool can be sold when the market is at its peak, some of it must be moved when the price

Figure V.

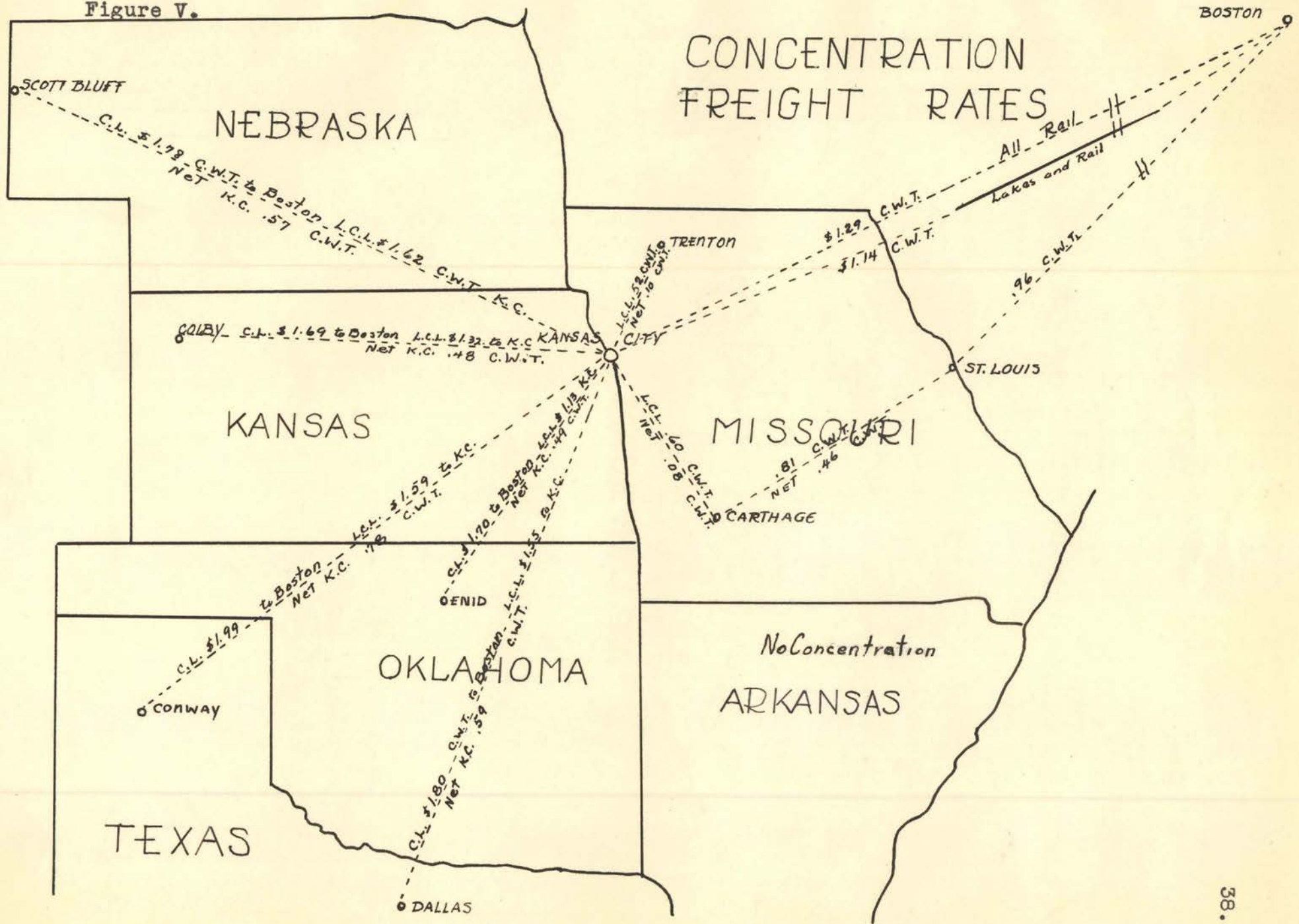


Table 2.

BULLETIN 1/

CONCENTRATION RATES ON L C L AND CARLOT SHIPMENTS APPLIED TO WOOL

The use of the concentration rate on wool means that wool bears the through carlot rate from point of origin to final destination, with the privilege of storing, grading and rebilling at the warehouse.

This arrangement for the most part, applies to railroads having in-bound and outbound facilities from said warehouse.

The Union Pacific is an exception. The Union Pacific has no Eastern connection and yet gives the concentration rate on LCL shipments from Western points to Kansas City. The following list shows railroads allowing this arrangement.

ARKANSAS

No concentration on any lines.

KANSAS

Burlington
Frisco
Kansas City Southern
M. K. T.
Missouri Pacific
Rock Island
Santa Fe
Union Pacific

MISSOURI

Wabash
Burlington
Frisco
Kansas City Southern
M. K. T.
Missouri Pacific
Rock Island
Santa Fe

OKLAHOMA

B. M. & E.
Frisco
M. K. T.
Missouri Pacific
Rock Island
Santa Fe

NEBRASKA

Missouri Pacific
Burlington
Union Pacific
Rock Island
Q. O. & K. C.
C. M. & St. Paul

TEXAS

Kansas City Southern (Storage in transit only)
M. K. T.
Rock Island
Santa Fe (South as far as Canyon inclusive)
Frisco

Concentration on wool shipped to St. Louis and re-shipped from St. Louis to point of destination.

M. K. T.
Missouri Pacific
Wabash

1/ Midwest Wool Marketing Association.

is low and the average price evens out the market for all the growers.

Dates on which final settlement has been made by the Midwest on the wool clips handled by it are:¹²

1931	wool clipApril, 1932
1932	" "March - April, 1933
1933	" "December, 1933
1934	" "November, 1935
1935	" "January, 1936
1936	" "April, 1937
1937	" "(no settlement made as yet.) ¹³

The amounts of advance payments, final payments, and the total of the two which have been paid by the Midwest to the growers in the six states are given in the table below.

Table 3. Payments to Growers

Year	Total Volume	Advance Payments	Final Payments	Total Payments
1930	3,543,260 lbs.	\$495,774.11	\$	\$495,774.11
1931	3,931,809 "	538,263.96	45,349.13	583,613.09
1932	4,190,780 "	392,701.13	78,062.17	470,763.30
1933	2,817,956 "	382,893.69	237,006.70	619,900.39
1934	4,223,849 "	663,693.48	34,557.19	698,250.67
1935	3,153,449 "	345,818.10	287,211.00	633,029.10
1936	1,872,887 "	279,587.81	269,746.49	549,334.30
1937	2,002,068 "	<u>1/</u>	<u>1/</u>	<u>1/</u>

1/ Data not given.

Source: Records of Midwest Wool Marketing Association.

12. Records of Midwest Wool Marketing Association.

13. July 1, 1938

COST OF MARKETING WOOL THROUGH THE MIDWEST.

The total cost of marketing 100 pounds of wool through the Midwest, 1931-37, has been:

1931-----	\$6.72
1932-----	5.61
1933-----	6.00
1934-----	6.07
1935-----	5.79
1936-----	6.69
1937-----	Est. 6.07.

These costs are broken down further in Table 4, page 42.

The Midwest's cost of marketing include such costs as salaries, traveling expenses, taxes, auditing and legal costs, telephone, telegraph, postage, stationery, cost of publishing their magazine, organization and field work, and warehouse contract and rent.

The National's cost to the Midwest are sales discounts, interest, storage and insurance, and sales commissions.

TIME OF SALE OF THE WOOL CLIP.

The time of sale of the wool clip, that is the months of the years during which the wool marketed through the Midwest was sold, is shown in Figure 6, page 43.

Approximately 96 percent of the wool consigned to the Midwest in 1933 had been sold by the end of November of that year. The remainder of the year's volume (4.3%) was sold in 1934 and on through the month of September 1935.

The association did not make such a good showing in 1934. At the end of the year the association had been able to sell only 348,854 pounds or approximately 9 percent of the total

Table 4.

Total Cost of Marketing 100 Pounds of Wool Through the
Midwest Wool Marketing Association, 1931-37

Year	Volume	Shrinkage	National's Cost	Mid- west's Cost	Reserves		Freight to mills	TOTAL COST
					Natl.	Mid- west		
1931	3,891,095 lbs.	57/100 of 1%	\$2.40	\$2.61	<u>1/</u> \$.23		\$1.48	\$6.72
1932	4,181,402 "	1%	1.05	2.626	\$.41	.22	1.31	5.61
1933	2,733,558 "	9/10 of 1%	1.52	2.80	.24	.0425	1.40	6.00
1934	4,310,093 "	4/5 of 1%	1.27	2.71	.83	.10	1.16	6.07
1935	3,167,797 "	1%	1.17	2.92	.41	.185	1.11	5.79
1936	1,872,887 "	<u>1/</u>	<u>1/</u>	3.15	<u>1/</u>	<u>1/</u>	<u>1/</u>	6.69
1937	2,022,068 "	<u>1/</u>	<u>1/</u>	3.07 ^{2/}	<u>1/</u>	<u>1/</u>	<u>1/</u>	6.07 ^{2/}

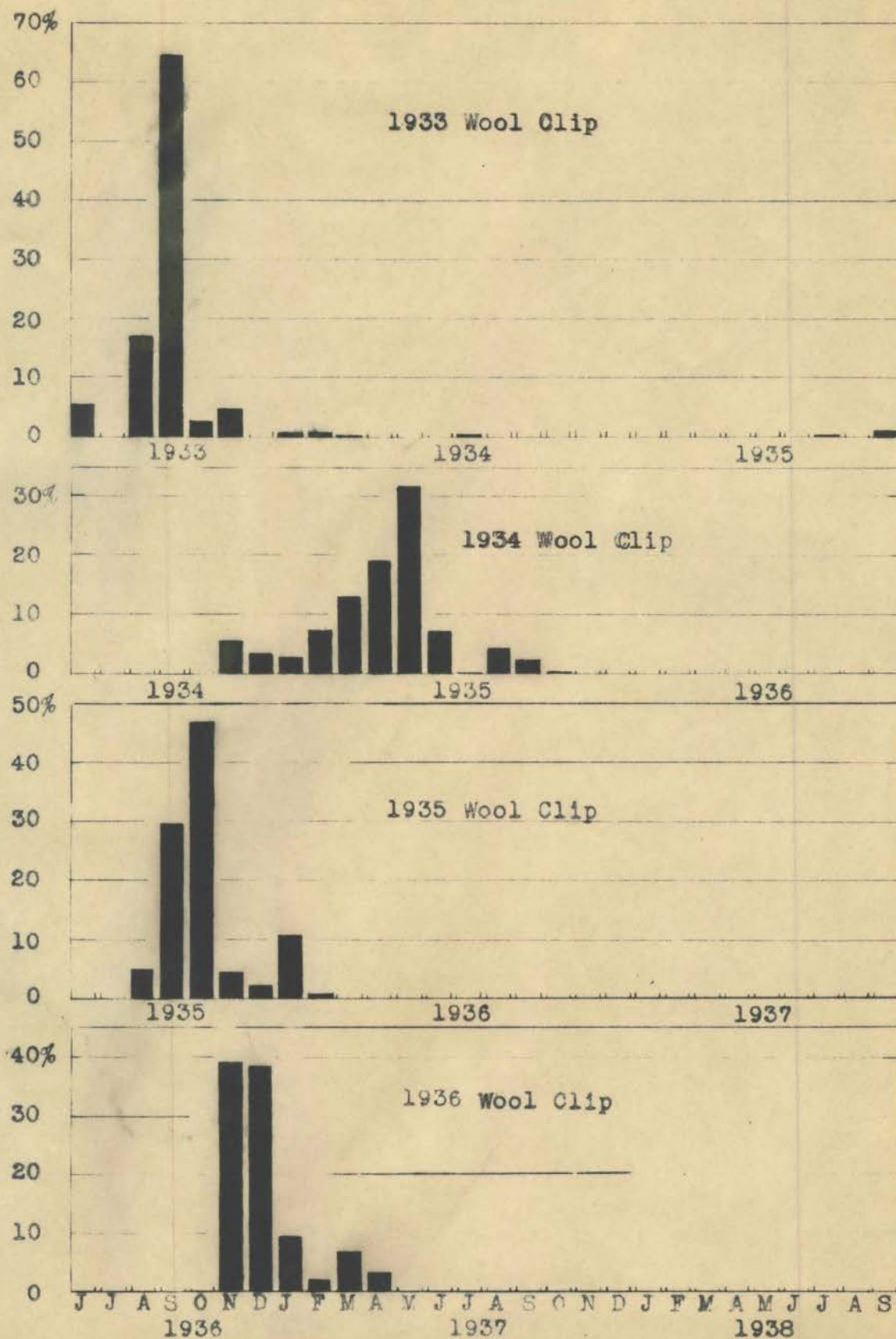
1/ Data not available.2/ Estimated.

Source: Records of Midwest Wool Marketing Association.

Figure VI. MONTHS OF YEARS IN WHICH ANNUAL WOOL CLIPS WERE SOLD, 1933-36 CLIPS

43.

(Amount sold each month expressed as percentage of total annual wool clip.)



Source: Table 20, page 108.

amount of wool that was consigned to the association in 1934.

In 1935 the Association made a much better showing. It not only sold the 3,314,281 pounds carry-over of the 1934 clip but also sold 88 percent of the total amount of wool consigned to the association in 1935.

Approximately 78 percent of the wool consigned to the association in 1936 had been disposed of by the end of 1936. None of the 1937 wool clip had been sold at the end of 1937.

Thus far the study has reviewed briefly (1) methods of marketing the Oklahoma wool clip prior to the organization of the Midwest Wool Marketing Association, (2) what appeared to be the strong points and weaknesses of each method of marketing, (3) an outline of the organization or development and set-up of the Midwest Wool Marketing Association, bringing out the relationship between the Midwest and the National Wool Marketing Corporation, and (4) the mechanics of operation of the Midwest as to the actual assembling of wool in Oklahoma.

The following chapters are devoted to showing the actual results of operation of the Midwest Wool Marketing Association in Oklahoma, since date of organization through the year 1937.

CHAPTER III

AMOUNT OF WOOL MARKETING THROUGH
MIDWEST WOOL MARKETING ASSOCIATION

The lows in the amount of wool consigned to the Midwest in 1933 and 1936, (Figure VII, page 46) reflect the influence of a rising price of wool on the association's volume--and support the oft repeated plaint¹ of the wool marketing associations that during years of high wool prices members sell through other channels and in years of low prices when there

1. The following quotations are taken from letters written in answer to letters of inquiry sent to the various regional wool marketing associations.

"Our tonnage varies from year to year, as does the number of our members. Our average tonnage is from 1,500,000 to 2,000,000 pounds. The average number of members is about 100. We always have an increase in membership when there is a slow market and dealers are not inclined to speculate in wool. This forces consignment and when there is a forced consignment year a good deal of it goes to the Cooperative.

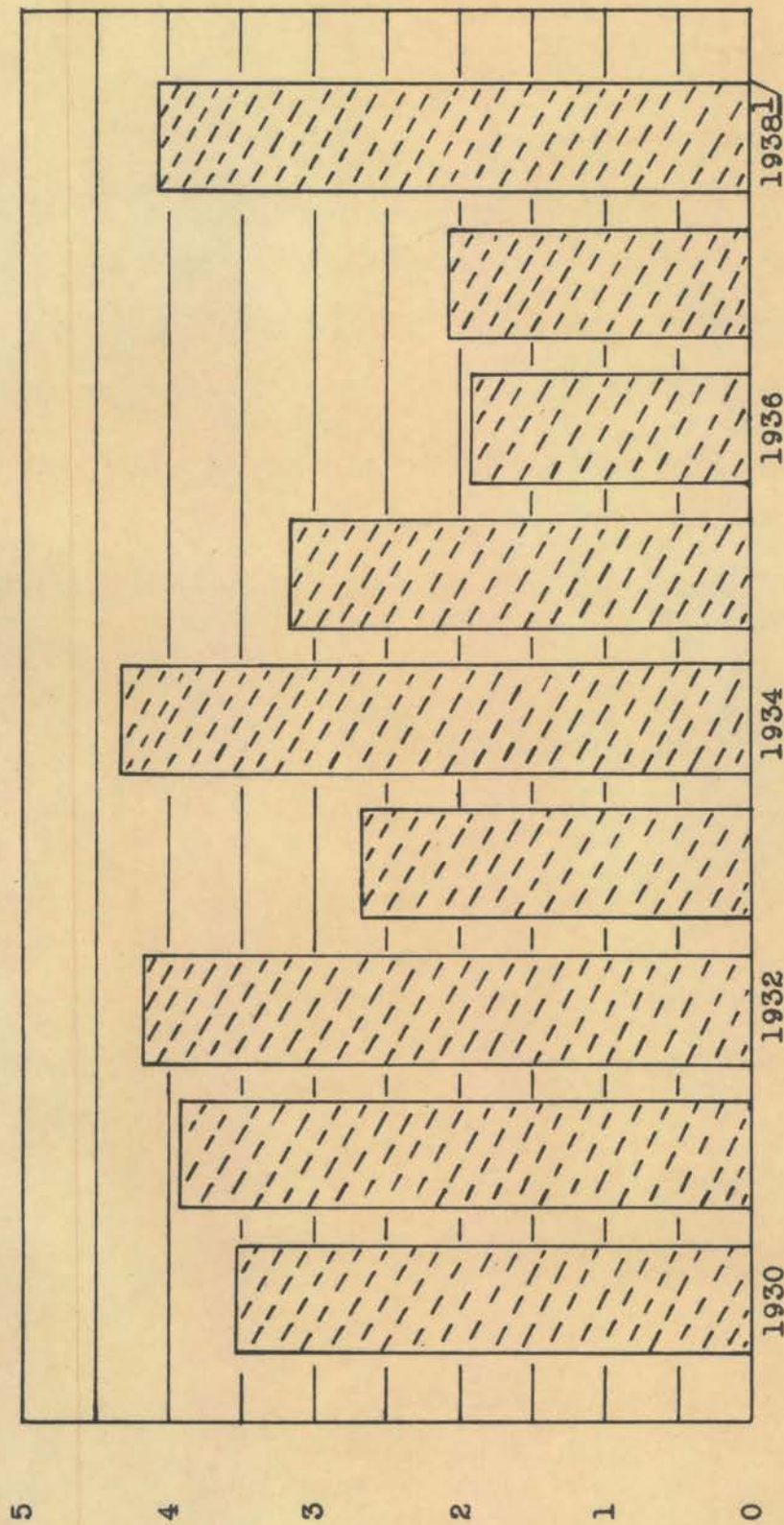
"The variation in the tonnage from year to year is due more to this than any other one factor. The average grower with us, prefers to sell his wool and consigns or markets it cooperatively only as a last resort."-- J. B. Wilson, McKinley, Wyoming, Executive Committee, National Wool Growers Association, Salt Lake City, Utah.

"We have handled up to two million pounds of wool per season... We find that growers use this type of marketing more extensively when prices are comparatively low."-- A. V. Brady, Secretary, Iowa Sheep and Wool Growers Association, Des Moines, Iowa.

"Our membership and tonnage fluctuates with the markets, i.e., when the prices are satisfactory there is very little, if any wool consigned by these producers, and when the price is not satisfactory, these growers are more inclined to avail themselves of the consignment program."-- H. L. Streeter, Secretary, Western Idaho Wool Marketing Association, Inc., Boise, Idaho.

Figure VII. ANNUAL VOLUME OF MIDWEST WOOL MARKETING ASSOCIATION
1930-38

Million
pounds



1/ For season up to July 1, 1938.

Source: Table 3, page 40 and Table 21, page 110.

is little inclination on the part of buyers to buy, consignment to the cooperative is about all that is left to the grower.

The charts of the amount of wool consigned to the Midwest from each state, particularly Missouri, follow the same outline as that of the Midwest's total annual volume. (Figure VIII, page 48). This would also seem to substantiate the idea that growers are motivated by the same conditions throughout the six-state area, for that matter anywhere in the United States,² to consign to the cooperative associations. Mr. J. F. Wilson, Associate Professor in the Division of Animal Industry at the University of California brought out this point in a talk made in 1928 at the American Cooperative Institute:

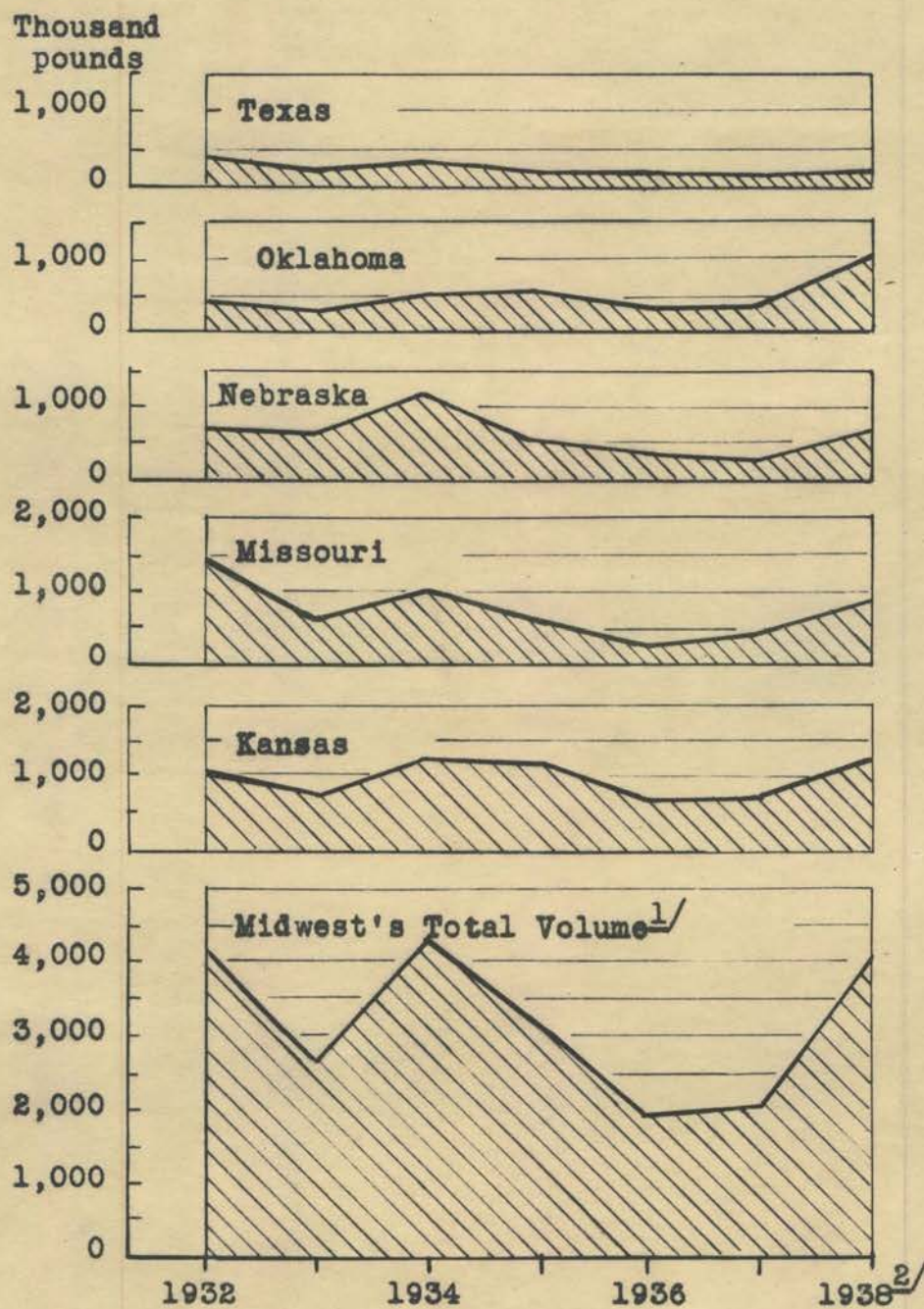
"The great mass of growers care little whether their clip is all sold at shearing time or distributed on the market in an orderly manner throughout the year. They are interested only in securing the maximum return. Such psychology on the part of the growers constitutes the greatest weapon which can be used against himself, yet the fault is one impossible of correction. The grower will always be happiest with the system which brings the most money, even though the sale of his clip may involve financial loss to the buyer. To want the high dollar is so natural, so human, that it is futile to attempt to promote orderly marketing through any other argument."³

2. See footnotes, page 45.

3. Wilson, J. F. "Grading and Marketing of Wool in California" American Cooperation, 1928, Vol. II, p. 105. Washington, D. C.: The American Institute of Cooperation. (American Cooperation, 1928, is a volume containing a copy of all speeches made at the Institute, held annually and attended by persons interested in cooperative marketing.)

Figure VIII. WOOL MARKETED THROUGH MIDWEST WOOL MARKETING ASSOCIATION, 1932-38

(By State of Origin)



^{1/} Including Arkansas's shipments which are too small to show.

^{2/} For season up to July 1, 1938.

Source: Table 21, page 110.

AMOUNT OF WOOL FROM EACH STATE MARKETING THROUGH THE
MIDWEST WOOL MARKETING ASSOCIATION, 1930-37.

The amount of wool from each state marketed through the Midwest was considered as an indicator of the relative importance of these states to the association. Since 1930, except for a second place ranking in 1932,⁴ Kansas has led the six states in amount of wool marketed through the Midwest (Figure X, page 51). This is not to be explained by Kansas's rank in state wool production because Kansas was only third in state wool production (rank among the six states in which the association operates) for all years in question, (Table 6, page 57). It is rather to be explained by the very excellent field service system in Kansas (Figure IX, page 50). Through the assistance the Midwest receives from the different cooperating agencies in Kansas it is able to secure the largest amount of wool and at the lowest procurement cost.⁵

Oklahoma's rank according to the amount of wool consigned to the Midwest Wool Marketing Association for the years 1930-37 is indicated in the following table.

4. Data on 1931 volume not complete. Figures only up to July 1, and there was such a difference in this total and total given for all states later, it was deemed best not to rank the states for this year. As of July 1, 1938, Kansas was in the lead in amount of 1938 wool clip consigned to the association.

5. Manager's Report, March 1, 1938. Midwest Wool Marketing Association, page 9. "In the state of Kansas, with the exception of a few local shipping agencies, the Farm Bureau and Extension Service have furnished the organization for the handling of the work in the state. This has enabled the Midwest to secure from Kansas, not only the largest volume of wool of any state but at the lowest procurement cost."

Figure IX.

MIDWEST WOOL MARKETING ASSOCIATION
Kansas City, Missouri

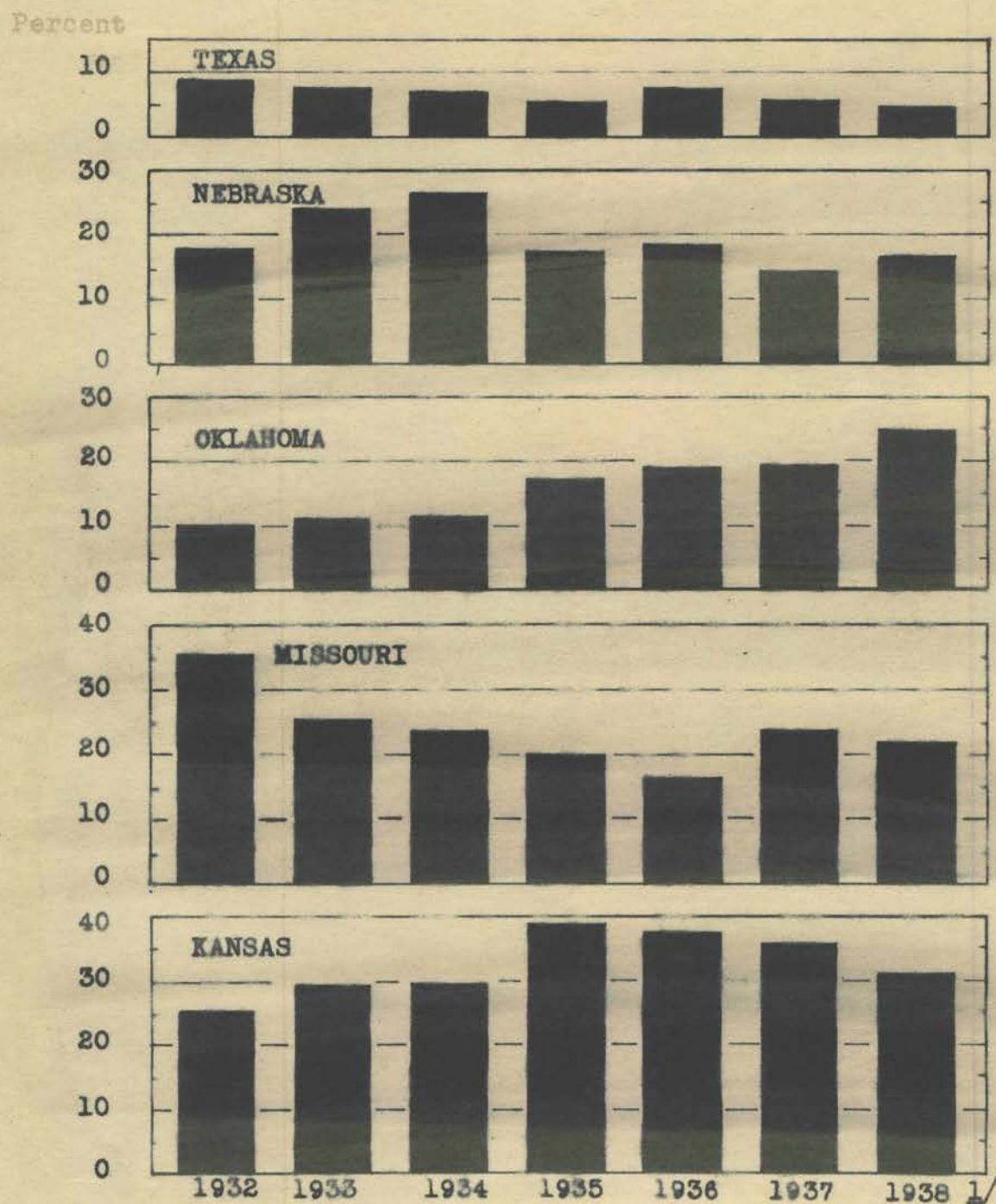
OKLAHOMA		KANSAS		MISSOURI		NEBRASKA		TEXAS		ARKANSAS	
<u>Organizations Cooperating with the Midwest Wool Marketing Association</u>											
Extension Division	Okla. Sheep Breeders Organization	Extension Division	Kansas State Farm Bureau	Extension Division	Missouri Farm Bureau Federation	Extension Division		Conditions seem favorable to developing working relationships with agri. college and producer agencies.			
Vocational Agri. Teachers	National Livestock Producers Association	Vocational Agri. Teachers	Producer Agencies	Vocational Agri. Teachers	Producers commission associations of Kansas City and St. Louis	Vocational Agri. Teachers					
Agri. College	Okla. City	Agri. College		Agri. College		Nebraska Farm Bureau					
						Agri. College					
<u>Field Service</u>											
Wilson Farrell, field service man.		W. Marshall Ross, Extension Division, Farm Bureau, and few local shipping agencies.		W. W. Fuqua, field service man and local shipping agents.		Eastern: W. Marshall Ross and eleven field service men		Maintained a receiving station for 3 months during season at Dallas.		No field service. Complete depend- ence put on mail contacts; the grower individu- ally looking after his own consignment.	
						Western: S. K. Warrick and local shipping agents					

July 15, 1938

Source: Midwest Wool Marketing Association

Figure X. PROPORTION OF MIDWEST'S ANNUAL VOLUME CONSIGNED
FROM EACH STATE, 1932-38.

(Amount expressed in percent)



1/ For season up to July 1, 1938.
(Amount from Arkansas too small to chart.)

Source: Table 22, page 111.

Table 5. Oklahoma's Rank As To Amount Of Wool Consigned
To The Midwest, 1930-38.

1930	1931	1932	1933	1934	1935	1936	1937	1938
4th.	<u>/1</u>	4th.	4th.	4th.	3rd. <u>/2</u>	2nd. <u>/2</u>	3rd. <u>/2</u>	2nd. <u>/3</u>

/1. Data on amount of wool consigned to Midwest by the six states for 1931 are only for season up to July 1, of that year for all states except Oklahoma so there was no basis for ranking the states.

/2. The higher rank of Oklahoma in 1935 is due partially to a small increase in the amount consigned from Oklahoma and a large decrease in the amount of wool consigned from Nebraska. The step-up in rank for Oklahoma in 1936 is due entirely to decrease in amounts consigned from Missouri and Nebraska, as Oklahoma consigned approximately 200,000 pounds less in 1936 than in 1935. Oklahoma dropped to third place again in 1937 because of the increase in the amount consigned from Missouri. The amount consigned from Nebraska still represented a decrease.

/3. Preliminary. Amount consigned by states as of July 1.

Source: Appendix, Table 21, page 110.

Even though Kansas and Oklahoma consigned less wool to the Midwest in 1936 and 1937 than they consigned in 1934 and 1935, they increased relatively in importance to the total Midwest's volume due to decreases in amounts of wool consigned from Nebraska and Missouri. (Figure X, page 51.)

As of July 1, 1938; approximately 1,023,000 pounds of wool had been consigned from Oklahoma. This amount is approximately two and one-half times the largest amount consigned from Oklahoma in any previous year. The large increase reflects the effect of the loan made on wool by the Commodity

Credit Corporation this year.⁶

The Oklahoma wool growers have been the most consistent consignors to the Midwest. A greater proportion of the total amount of wool produced in Oklahoma is marketed through the Midwest than any of the other five states. For the period,

6. Provisions were made in the Agricultural Adjustment Act of 1938 for the granting of loans on the 1938 wool and mohair clip and that portion of the 1937 clip still owned by the growers. The loan program was administered by the Commodity Credit Corporation with funds allotted by the Reconstruction Finance Corporation.

Lending agencies were any bank, cooperative marketing association, other corporation or person lending money to producers on eligible wool which was represented by warehouse receipts.

The loan was a non-recourse loan, that is the government would not go back to the grower if the wool finally had to be sold for less than the amount loaned on it. The loan was made for 10 months or until May 31, 1939, whichever was earlier. The grower retained full rights of ownership in the wool and he could at any time during this period obtain release of the wool by paying the principal amount advanced plus interest at the rate of 4 percent per annum.

It was necessary to store wool or mohair pledged on these loans in approved public warehouses. Up to as late a date as April 21, 1938, the Midwest warehouse was the only approved warehouse in this district. The Commodity Credit Corporation's appraisers examined and appraised the wool, determined the shrink and classification and computed the loan value of the wool or mohair.

One of the principal purposes of the loan was to help growers obtain a price for their wool in keeping with values of the commodities they were forced to buy. The loan schedule on wool was to represent approximately 75 percent of the pre-war parity price of wool. Considering the wool situation at the time the loans were made, the loans were on a substantially higher basis than would have been available to them through their usual credit channels. The loan was not planned as a price-fixing loan but as a marketing loan to protect the wool producers against unfavorable conditions in the wool industry at the time their wool clip was moving to market.

1932-37 inclusive, an average of 31 percent of the total annual Oklahoma wool clip has been marketed through the Midwest. The state of Kansas was second with an average of 29.5 percent of the total wool produced in the state marketed through the Midwest, (Figure XI, page 55).

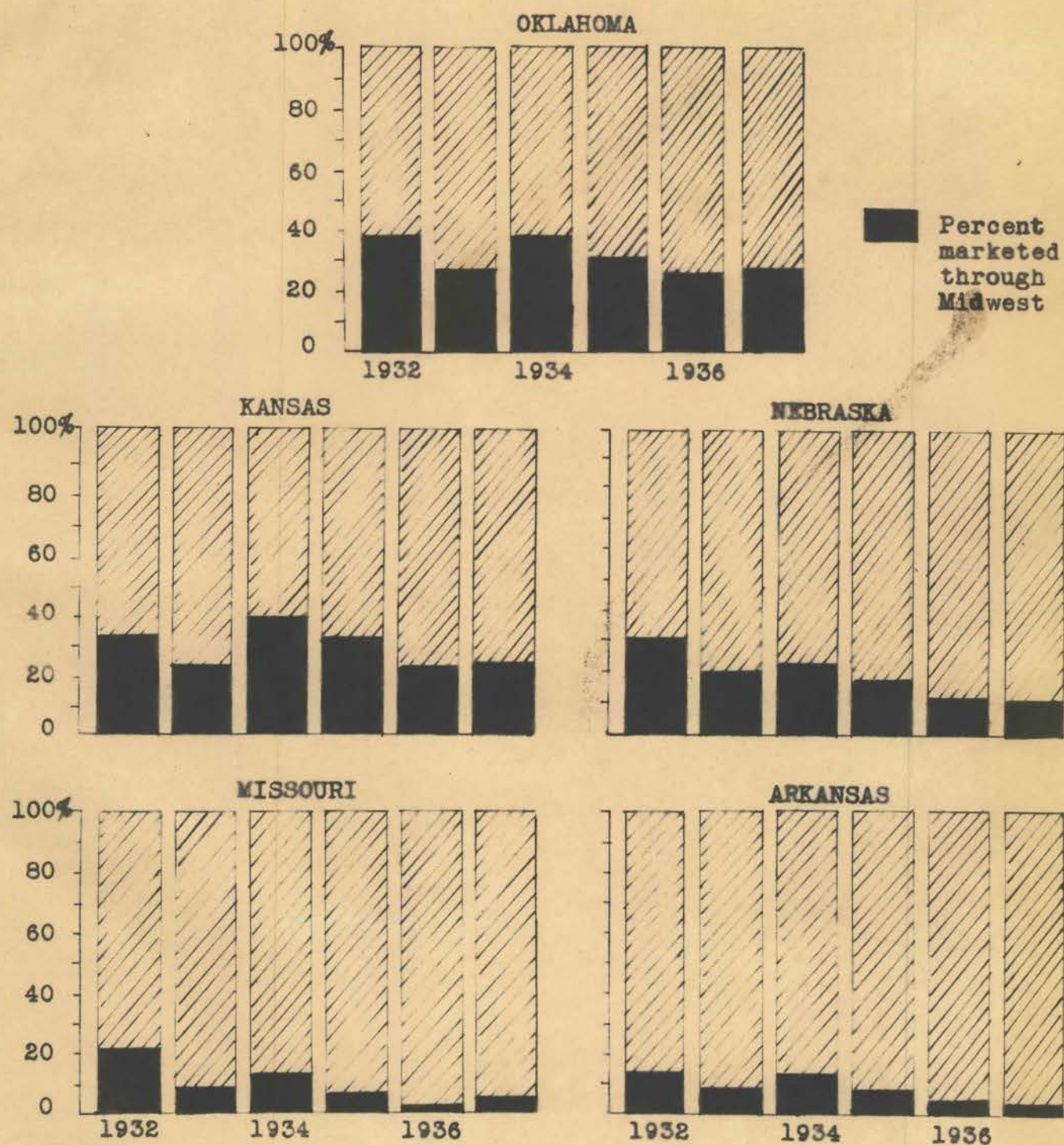
The fact that a greater proportion of the total amount of wool produced in Oklahoma is marketed through the Midwest than that of any of the other five states is to be explained principally by two reasons. First: The educational program in Oklahoma, carried on by the agricultural college and the Extension service, encouraging cooperative marketing of farm products.⁷ Second: The wool buyers and dealers have failed to provide satisfactory local markets for the Oklahoma wool producers and the Midwest meets the need of the wool producers by offering the producers a regular market for their wool.

As one former county farm agent pointed out, in some years of low wool prices, buyers did not even come into the county to buy wool and the farmers were left with their wool clip.⁸ In more important wool states, such as Missouri, the wool buyers are more active. Also in Missouri there is another cooperative wool marketing association.

7. The series of livestock and wool meetings held each fall, discussion on page 35, exemplifies such efforts.

8. Mr. G. K. Terpening, formerly county agent of Woodward county, now Assistant Extension Marketing Specialist.

Figure XL. PROPORTION OF STATE WOOL PRODUCTION MARKETED
THROUGH MIDWEST WOOL MARKETING ASSOCIATION, 1932-37



Amount from Texas too small to chart.

Source: Table 25, page 114.

Reasons for Change in the Proportion of Oklahoma Wool Marketed through the Midwest Wool Marketing Association, (as interpreted from data, Figure XI, page 55).

<u>Year</u>	<u>Percent wool consigned is of state production</u>	<u>Explanation of Change</u>
1930	25.1%	
1931	39.97%	Increase in both production and amount of wool consigned but increase in amount consigned greater.
1932	38.6%	A slight decrease in consignment and small increase in production caused decrease in percent over 1931 figure.
1933	26.5%	Again decrease in percentage is due to increase in production and decrease in amount consigned.
1934	38.5%	Increase both in total production and consignment. Increase in amount consigned was proportionately more than increase in production.
1935	30.5%	Again there were increases both in state production and amount consigned but increase in production was proportionately more. The amount consigned in 1935 was actually more than in 1932 and 1934, but the percent is less because production increased.
1936	26.0%	A much greater decrease in consignment than decrease in production caused the percentage amount consigned is of total production to be less this year than any year since 1930.
1937	26.2%	Had increases in total production and amount consigned over previous year. Increase in amount consigned slightly more.

Table 6. Rank of the Six States
as to
Total Wool Production, 1920-37

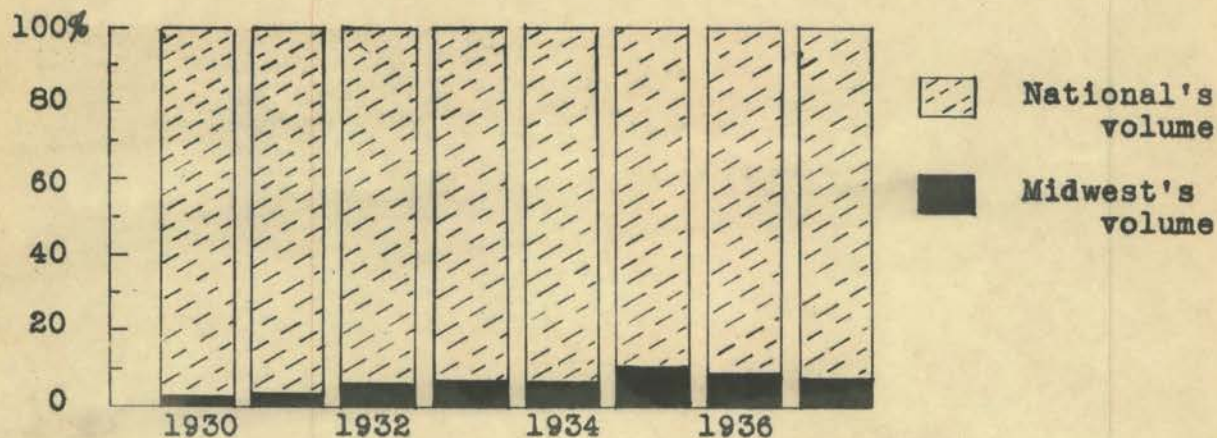
Year :	R A N K					
	1st.	2nd.	3rd.	4th.	5th.	6th.
1920	Texas	Missouri	Nebraska	Kansas	Oklahoma	Arkansas
1921	"	"	Kansas	Nebraska	"	"
1922	"	"	Nebraska	Kansas	"	"
1923	"	"	"	"	"	"
1924	"	"	"	"	"	"
1925	"	"	"	"	"	"
1926	"	"	"	"	"	"
1927	"	"	"	"	"	"
1928	"	"	Kansas	Nebraska	"	"
1929	"	"	"	"	"	"
1930	"	"	"	"	"	"
1931	"	"	"	"	"	"
1932	"	"	"	"	"	"
1933	"	"	"	"	"	"
1934	"	"	"	"	"	"
1935	"	"	"	"	"	"
1936	"	"	"	"	"	"
1937	"	"	"	"	"	"

Source: Appendix, Table 23, page 112.

The Midwest Wool Marketing Association's total volume of wool sold through the National Wool Marketing Corporation, represents on the average, approximately 7.8 percent of the total volume handled by the National (Table 7, page 59). This percentage is not in line with the ratio between wool produced in the Midwest's area and total United States wool production. The fact that Texas alone, which produced 20.7 percent of the total United States wool in 1937, consigns less than one percent of its total state production to the Midwest would prevent a very close relationship between these two factors (Figures XII and XIII, page 58).

Figure XII. MIDWEST'S ANNUAL VOLUME COMPARED TO ANNUAL VOLUME OF NATIONAL WOOL MARKETING CORPORATION, 1930-37.

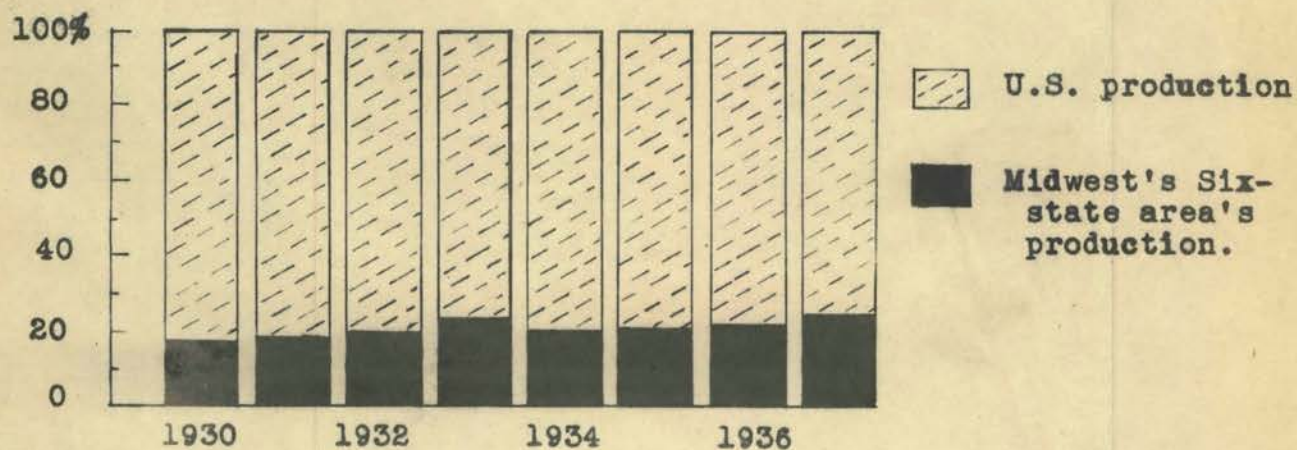
(Midwest's volume expressed as percentage of National's total volume.)



Source: Table 7, page 59.

Figure XIII. WOOL PRODUCTION IN MIDWEST'S SIX-STATE AREA COMPARED TO TOTAL UNITED STATES WOOL PRODUCTION, 1930-37.

(Production in Six-State Area expressed as percentage of total U.S. production.)



Source: Table 24, page 113.

Table 7. Annual Volume of National Wool Marketing Corporation, Annual Volume of Midwest Wool Marketing Association and Percent Midwest's Volume is of Total Volume of the National Wool Marketing Corporation, 1930-37.

Year	National's Annual Volume	Midwest's Annual Volume	Percent Midwest's Volume was of National's Total Volume
1930	116,651,805 lbs.	3,543,260 lbs.	3.03%
1931	105,787,247	3,931,809	3.71
1932	66,219,322	4,190,780	6.33
1933	41,170,072	2,817,956	6.84
1934	62,774,939	4,223,849	6.73
1935	30,167,480	3,153,449	10.45
1936	20,334,055	1,872,887	9.21
1937	27,017,001	2,022,068	7.48

Source: Records of National Wool Marketing Corporation.

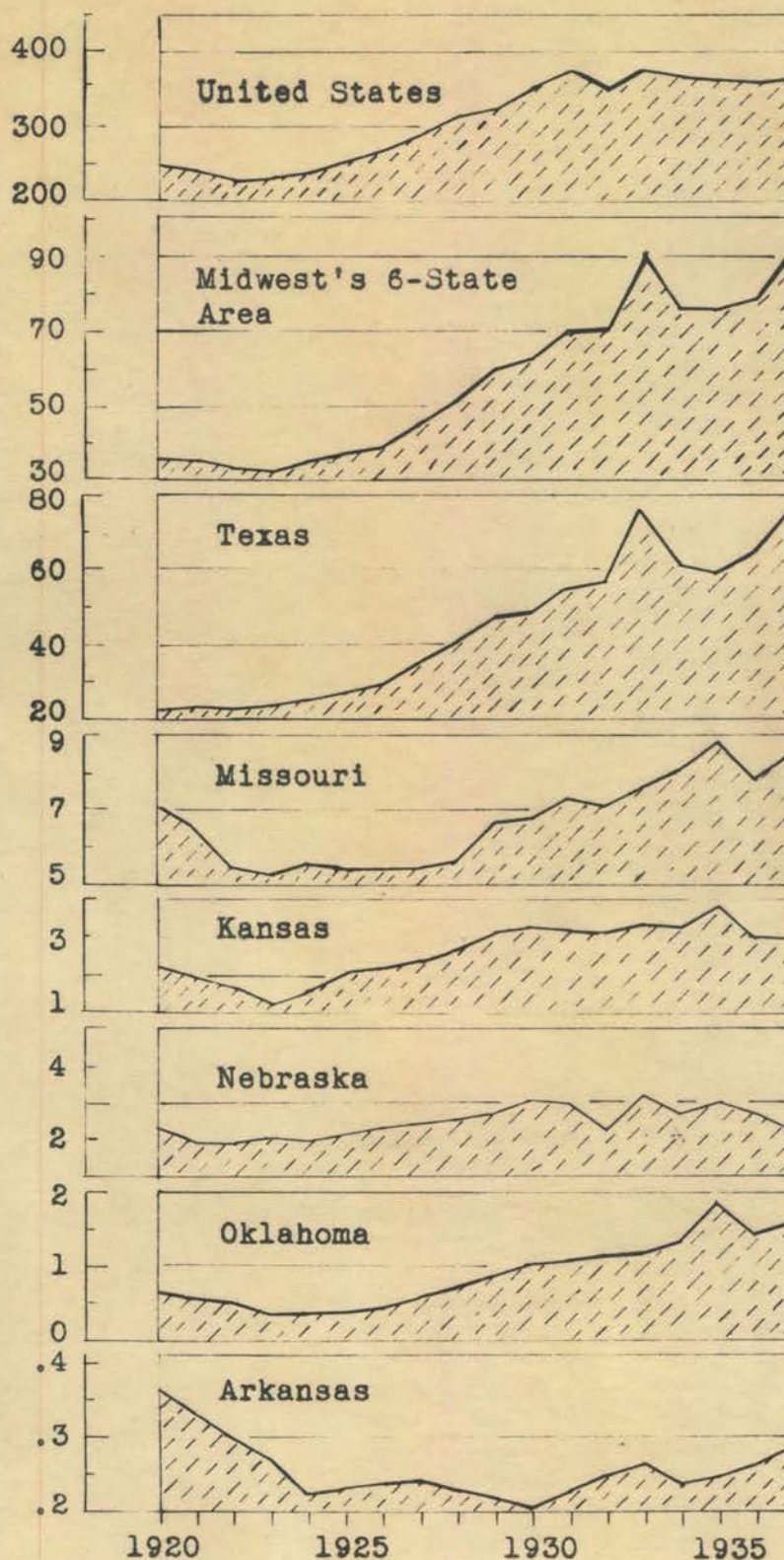
Since the National Wool Marketing Corporation is the sales agency for all the state and regional cooperative wool marketing associations, these particular data as shown in figures XII and XIII, page 58, indicate that not as great a proportion of the total amount of wool produced in these six states is marketed cooperatively as in some of the other sections of the country.

The charts on wool production of the six states (Figure XIV, page 61) show that wool production has noticeably increased since 1925 in five of the states. There has also been some increase in Arkansas but wool production in Arkansas has been up and down. The state of Nebraska had decreases the last three years. Therefore any decreases in volume of wool handled by the Midwest indicates the Midwest is losing ground rather than there being actually less wool in the area to be marketed.

Figure XIV.

WOOL PRODUCTION, 1920-37

Million
pounds



Source: Table 23, page 112.

TRENDS IN DISTRICT PRODUCTION AND CONSIGNMENT

The importance of the crop reporting districts within Oklahoma, as to wool production and amount of wool consigned to the Midwest was evaluated through a study of the following factors:

1. Percent district production is of total state production.
2. Amount of wool marketed from each district.
3. Percent amount of wool consigned from each district is of total district production.

RELATIONSHIP OF DISTRICT PRODUCTION TO STATE PRODUCTION.

Weights assigned to the crop reporting districts by the Agricultural Statistician, Bureau of Agricultural Economics, U. S. Department of Agriculture, indicate that District II was the most important wool producing district of the State. The estimated amount of wool produced in District II was approximately double the amount produced in District V, which was the second district in importance (Figure XV, page 63).

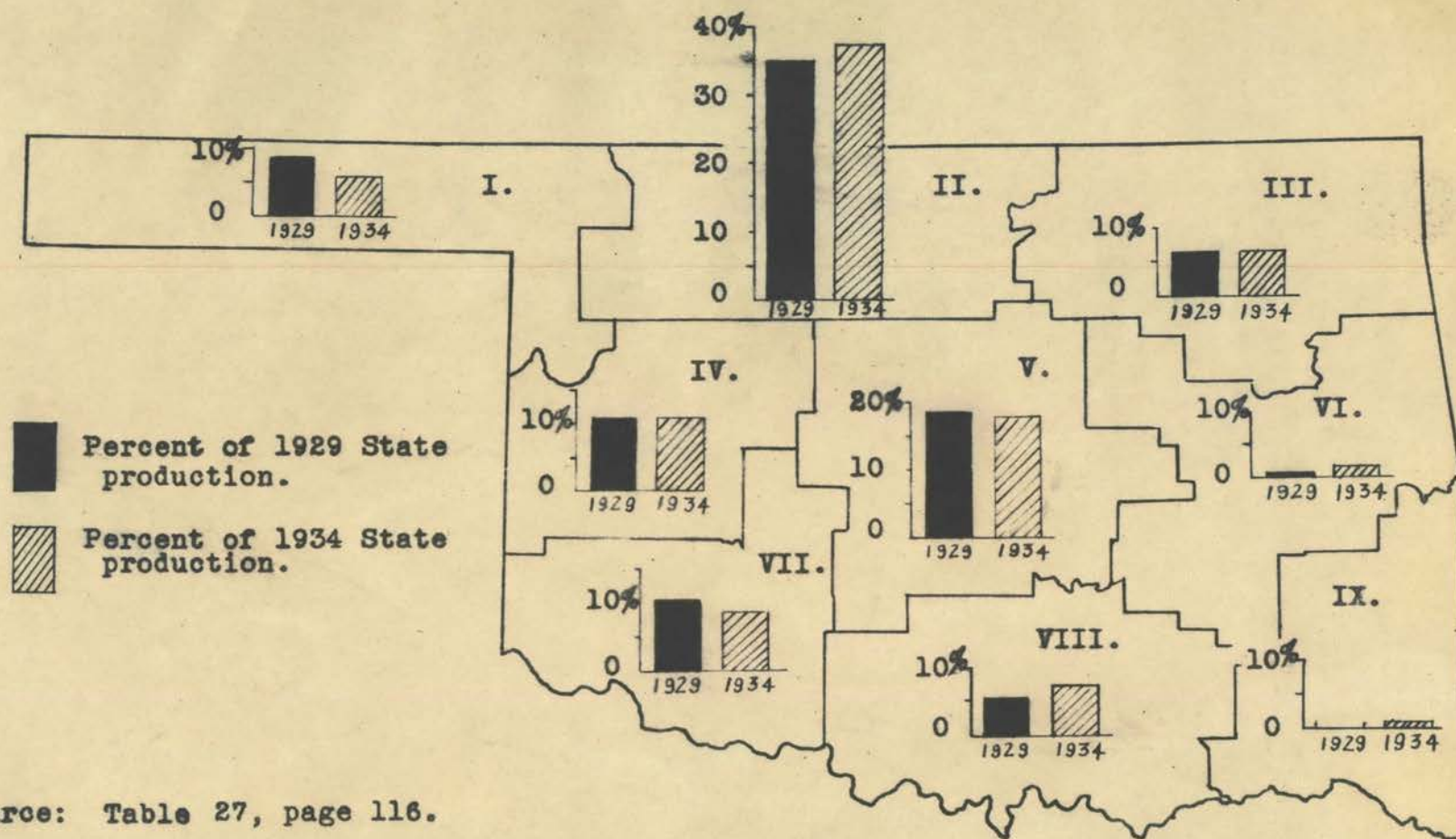
Districts IV and VII were of equal importance in wool production in 1929 and were third in importance for the state as a whole. In 1934, however, District VII had dropped two points and was fourth in importance, while District IV kept the same weight and was still third in importance.

IMPORTANCE OF DISTRICTS AS TO AMOUNT OF WOOL MARKETED THROUGH THE MIDWEST.

From the study made to determine the importance of the districts as to the amount of wool consigned, it was found

Figure XV.

OKLAHOMA WOOL PRODUCTION - BY CROP REPORTING DISTRICTS
1929 and 1934



Source: Table 27, page 116.

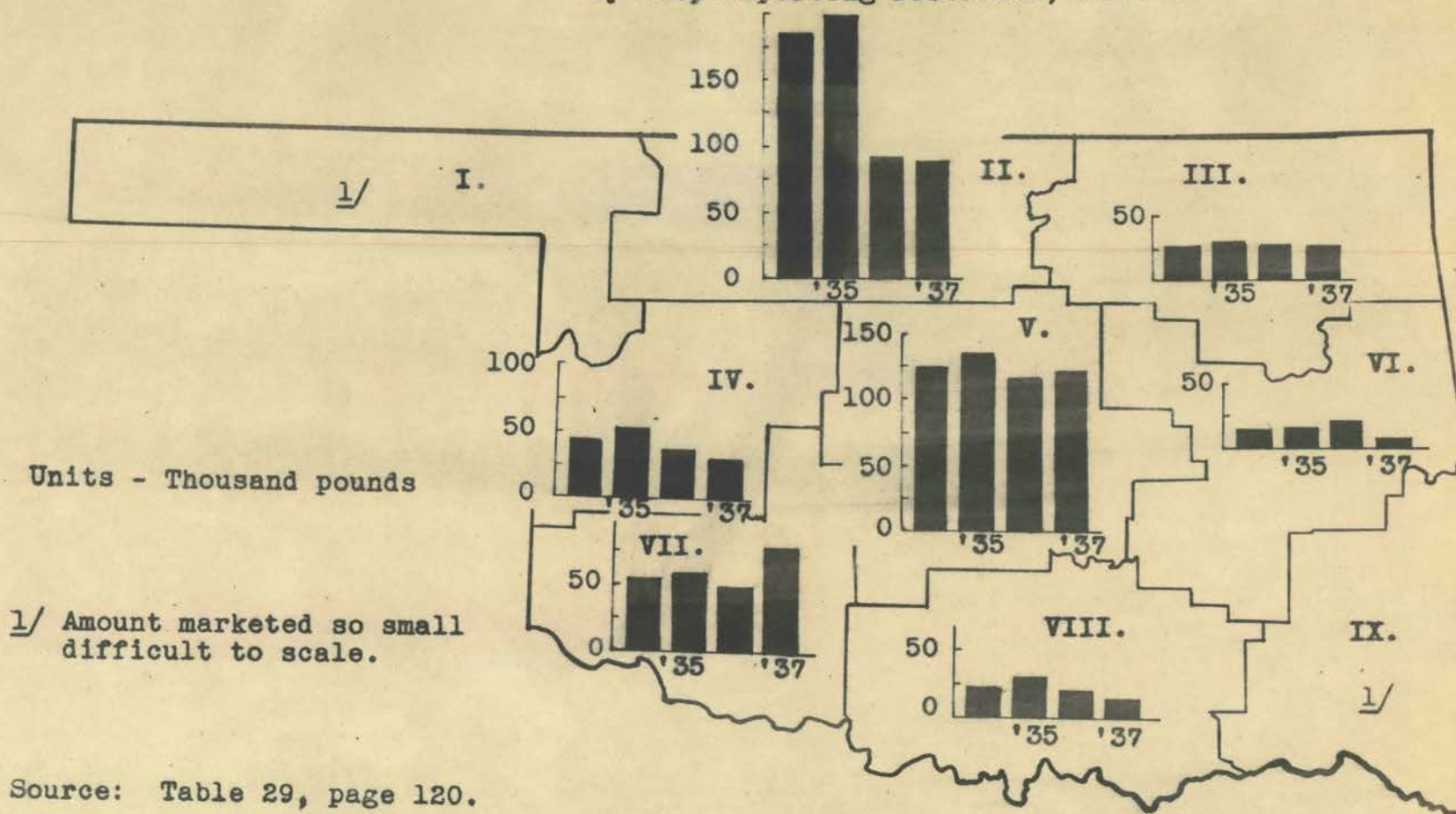
that District II was first for the years 1934 and 1935, (Figure XVI, page 65). There was an increase of 15,397 pounds of wool consigned from this district in 1935, which was an increase of approximately 8 percent over the 1934 figure. That this increase in amount of wool consigned in 1935 was general throughout the state is shown by the fact that the amount consigned from the district was the same percent of the total state consignment as in 1934 (Table 8, page 66). There was a decrease in the amount of wool consigned from this district in 1936 and 1937.

There was a decrease in wool consignment in the adjacent Kansas eleven-county area also. Checking the amounts of wool consigned from the eleven counties in Kansas making up the area adjacent to the Oklahoma District II, it was found that the amount consigned in 1937 was-

14.2	percent	less	than	amount	consigned	in	1933
42.6	"	"	"	"	"	"	1934
66.1	"	"	"	"	"	"	1935
16.2	"	"	"	"	"	"	1936.

District V was second in importance in amount of wool consigned in 1934 and 1935. The amount of wool marketed through the Midwest from this district in 1934 made up 25.5 percent of the total amount of wool marketed through the Midwest from the state. In 1935 the amount of wool marketed from this district made up 25.4 percent of the total state consignment even though 10,000 pounds more wool were consigned from this district in 1935. Here again we have the effect of the general state increase in consignment in 1935.

Figure XVI. OKLAHOMA WOOL MARKETING THROUGH MIDWEST WOOL MARKETING ASSOCIATION
By Crop Reporting Districts, 1934-37



Source: Table 29, page 120.

Table 8. Crop Reporting Districts Compared as to Amount
of Wool Marketed Through the Midwest Wool
Marketing Association, 1934-37

(Amount of wool consigned from each district expressed as
a percent of total state consignment.)

	R A N K								
	1st.	2nd.	3rd.	4th.	5th.	6th.	7th.	8th.	9th.
<u>Dist. II</u>									
1934	37.5%								
35	37.5								
36		24.4%							
37		23.0							
<u>Dist. V</u>									
1934		25.5%							
35		25.4							
36	30.9%								
37	31.7								
<u>Dist. VII</u>									
1934			12.0%						
35			11.6						
36			14.1						
37			21.9						
<u>Dist. IV</u>									
1934				9.1%					
35				10.1					
36				10.2					
37				9.5					
<u>Dist. III</u>									
1934					5.4%				
35						5.2%			
36					6.8%				
37					6.4				
<u>Dist. VIII</u>									
1934						5.1%			
35					6.3%				
36						6.5%			
37						4.3			
<u>Dist. VI</u>									
1934							3.1%		
35							3.1		
36							5.9		
37							2.4		
<u>Dist. I</u>									
1934								1.9%	
35								.5	
36								.7	
37								.7	
<u>Dist. IX</u>									
1934									.4%
35									.3
36									.5
37									.1

Source: Appendix, Table 28, page 117.

There was a decrease of approximately 33 percent in the amount of wool consigned from the State of Oklahoma in 1936. This decrease in consignment was general throughout the State except in the Districts I, VI, and IX, as shown in Table 9.

Table 9. OKLAHOMA WOOL: Percentage Change in Amount Consigned to Midwest in 1936 from the 1935 Amount

State & Districts	Percentage Change	
	Increase	Decrease
Total State		32.8%
District I	5.5%	
II		53.8
III		7.9
IV		28.3
V		13.9
VI	32.3	
VII		13.3
VIII		27.4
IX	11.0	

Source: Appendix, Table 30, page 121.

District VII is becoming relatively more important to the state as to amount of wool consigned. Except for a slight decrease (0.4 percent) in 1935, this district had an annual increase in the percent wool consigned was of total state consignment (Table 8, page 66).

The decrease in amount of wool marketed from District II and the increase in amount from District VII reduced the spread in the amounts consigned from these two districts from 126,247 pounds in 1934 to a difference of only 4,467 pounds in 1937.

The amount of wool marketed through the Midwest from District V in 1937 was 31.7 percent of the total state wool marketed through the Association, while the District consignment in 1934 represented only 25.5 percent of the total state figure. Approximately 1,500 pounds less wool were consigned from this district in 1937, so that although, from the standpoint of the state, District V is becoming relatively more important, it is because some of the other districts are consigning less wool.

PROPORTION OF DISTRICT WOOL PRODUCTION MARKETED THROUGH THE MIDWEST.

District VI led the state in 1934-36 in the proportion of district wool production marketed through the Midwest. The decrease in the amount of wool consigned from this district in 1935 and the increase in wool production resulted in a decrease in the ratio wool consigned to wool produced. The big increase in the amount of wool consigned from this district in 1936 was due entirely to the large amount of wool consigned from Adair county as five of the nine counties making up this district showed decreases and the increase in the other three counties was negligible. In 1937 no wool was consigned from Adair county and there were decreases in all the other counties of the district. This district is unimportant from the standpoint of the state, ranking only seventh in all four years, 1934-37, in amount of wool consigned (Table 8, page 66) and eighth in wool production (Table 31, page 122).

District V was second in this ratio, wool consigned to

Table 10. Crop Reporting Districts Compared as to Proportion of District Wool Production Marketed Through the Midwest Wool Marketing Association, 1934-37.

(Amount marketed expressed as Percentage of Wool Production)

	R A N K								
	1st.	2nd.	3rd.	4th.	5th.	6th.	7th.	8th.	9th.
<u>Dist.VI</u>									
1934	57.5%								
35	46.8								
36	78.4								
37			30.6%						
<u>Dist.V</u>									
1934		53.4%							
35		41.9							
36		45.8							
37		44.5							
<u>Dist.VII</u>									
1934			50.1%						
35			38.2						
36			42.0						
37	61.4%								
<u>Dist.II</u>									
1934				37.2%					
35				29.3					
36							17.1%		
37						15.3%			
<u>Dist.IV</u>									
1934					31.1%				
35					27.3				
36					24.8				
37					21.9				
<u>Dist.III</u>									
1934						29.3%			
35							22.2%		
36				25.9%					
37				23.1					
<u>Dist.VIII</u>									
1934							23.7%		
35						23.4%			
36						21.5			
37							13.5		
<u>Dist.IX</u>									
1934								16.3%	
35								8.9	
36								12.5	
37									2.9%
<u>Dist.I</u>									
1934									11.9%
35									2.3
36									3.1
37									2.8%

Source: Appendix, Tables 30 and 31, pages 121-122.

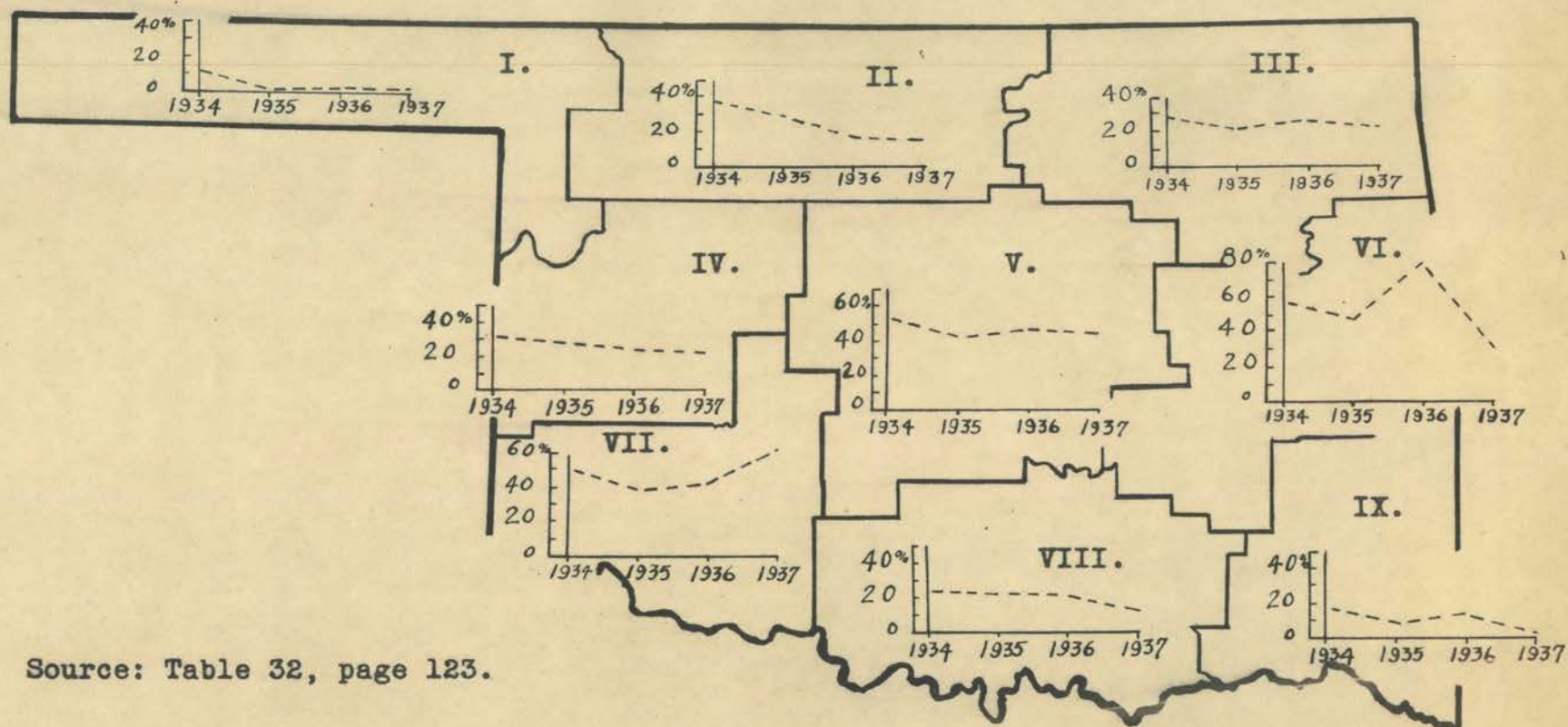
wool produced, for the four years, 1934-37, (Table 10, page 69, and Figure XVII, page 71). The decrease in the percentage in 1935, as in District VI, was due to the fact that wool production increased proportionately more than wool consignment. In 1936 there was a decrease in district production and district consignment. However, the decrease in production was proportionately more than the decrease in consignment so the percentage figure increased. The decrease in the 1937 percentage was due to the fact that the increase in production was proportionately more than increase in consignment.

District VII ranked third in the proportion of total district wool production marketed through the Midwest the three years, 1934-36 and stepped up to first place in 1937. The decrease in the 1935 percentage figure was due to a decrease in amount of wool consigned. The increase in the figure in 1936 was due to a decrease in district production as there was still a decrease in amount consigned. The step-up to first rank in 1937 was due to the big increase in amount of wool consigned from the district, which increase is accounted for almost entirely by the increase in the amount of wool consigned from Jackson county. The amount consigned from Jackson county was two and one-half times the amount given as the total county wool production in 1934.⁹ Approximately 95 percent of the wool consigned from Jackson county in 1937 was consigned by new members.

District II was only fourth in this ratio, wool consigned to wool produced, in 1934 and 1935, and fell to seventh

9. Appendix, Table 33, page 124.

Figure XVII. PROPORTION OF DISTRICT WOOL PRODUCTION MARKETING THROUGH MIDWEST WOOL MARKETING ASSOCIATION, 1934-37



Source: Table 32, page 123.

place in 1936. There was a decrease in the ratio each year, 1934-37, due to the fact that there was a decrease in the amount consigned and an increase in wool production each year except 1936.

District IV was fifth in the proportion of total wool production marketed through the Midwest for the four years, 1934-37.

In some cases yearly fluctuations in the district trend lines for the proportion of district production marketed through the Midwest show a different trend than that for the state as a whole (Figure XVII, page 71). These differences are due entirely to changes in amounts of wool marketed from the district, as constant weights¹⁰ were applied to the total state production to arrive at the annual district production figures.

SUMMARY -- AMOUNT OF WOOL CONSIGNED.

The total annual volume of wool handled by the Midwest Wool Marketing Association and the total annual amounts consigned from each of the six states substantiate the claim of the cooperatives that growers consign in periods of low prices and sell outright in periods of good prices and market activity.

Rising from second place in 1932, Kansas has led the states in the amount of wool consigned to the Midwest, 1933-37.

Ranked according to total state wool production, Texas has led the six states for the entire period, 1920-37, and

10. Page 62 and Appendix, Table 31, page 122.

Missouri has held second rank. Kansas and Nebraska exchanged rankings in the period 1920-27, but since 1928, Kansas has ranked third and Nebraska fourth in wool production.

Oklahoma's rank in the three factors considered, for the period 1930-37, is given in the following table.

Table 11. Oklahoma's Rank in Wool Production, Amount of Wool Consigned to the Midwest, and Proportion of State Wool Production Marketed through the Midwest, 1930-37.

Year	: Amount : of Wool : Produced	: Amount of : Wool Con- : signed to : Midwest	: Proportion of : State Wool Pro- : duction Marketed : through Midwest
1930	5th.	<u>1</u> /	<u>1</u> /
1931	5th.	<u>1</u> /	<u>1</u> /
1932	5th.	4th.	1st.
1933	5th.	4th.	1st.
1934	5th.	4th.	2nd.
1935	5th.	3rd.	2nd.
1936	5th.	2nd.	1st.
1937	5th.	3rd.	1st.

1/ Complete data as to the amount of wool consigned by the states prior to 1932 not available.

Thus while the state of Oklahoma has ranked only fifth as to total wool production it was fourth in amount of wool marketed through the Midwest from 1932 to 1934, third in 1935, second in 1936, third in 1937, and as of July 1, 1938 it was

second in the amount of wool consigned in 1938.

Oklahoma was first in the proportion of total state wool production marketed through the Association in four of the six years studied and second the other two years. The step-up of Kansas into first place for the years 1934-35 was due to an abnormally large consignment from that state for those years.

Within the state of Oklahoma it was found that the crop reporting districts ranked according to the factors studied as shown in Table 12.

Table 12. Rank of Oklahoma Crop Reporting Districts as to Wool Production, Amount of Wool Marketed Through the Midwest, and Proportion of District Wool Production Marketed Through the Midwest.

		R A N K		
Factor Studied	Year	1st.	2nd.	3rd.
Wool Production	1929	Dist. II	Dist. V	Dist. IV & VII
	1934	II	V	IV
Amount of wool marketed through the Midwest	1934	II	V	VII
	1935	II	V	VII
	1936	V	II	VII
	1937	V	II	VII
Proportion of District wool production marketed through the Midwest	1934	VI	V	VII
	1935	VI	V	VII
	1936	VI	V	VII
	1937	VII	V	VI

CHAPTER IV.

MEMBERSHIP OF MIDWEST WOOL MARKETING ASSOCIATION

The total membership of the Midwest Wool Marketing Association has increased during the period, 1935-37. Oklahoma and Nebraska increased their membership each of the three years. Missouri, Kansas, and Texas showed an increase in their 1937 membership over their 1934 figure but the state of Arkansas showed an annual decrease for the period studied (Table 13).

Table 13. Membership of Midwest, 1935-37.

Year	: TOTAL	Number of Members - by states					
		Mo.	Kan.	Okla.	Nebr.	Texas	Ark.
1935	17,536	6,185	4,956	2,170	2,100	1,341	784
1936	17,229	6,077	4,755	2,296	2,173	1,336	591
1937	18,864	7,033	5,156	2,442	2,309	1,380	544

Source: Records of Midwest Wool Marketing Association.

More important than the total membership figure, however, is the number of active members, that is the number of members who actually market wool through the association rather than merely have their names on the membership records of the association.

For the three years, 1935-37, Oklahoma ranked third in the total number of members and in the number of active members. It retained its rank as to number of active members in 1938.

Missouri is the only state that did not show an annual decrease, 1935-37, in number of active members. Texas and Arkansas showed a decrease in number of active members in 1938 but the other four states showed considerable increases in active membership in 1938 (Table 14).

Table 14. Active Membership of Midwest, 1935-38.

Year	: TOTAL	: Kan.	Number of active members - by states.				
			Mo.	Okla.	Nebr.	Texas	Ark.
1935	8,334	2,354	3,428	1,175	783	387	207
1936	5,343	2,107	1,174	1,035	582	353	92
1937	5,346	1,953	1,709	840	553	216	75
1938 ^{1/}	7,947	2,369	2,513	1,611	1,210	200	44

Source: Records of Midwest Wool Marketing Association and The Midwest Wool Growers, a magazine published by Midwest.
^{1/} As given in the July issue of the Midwest Wool Growers.

With the increase in the total number of members and the decrease in number of active members, we have the decreases in the ratio of active to total state membership, (Table 15).

Table 15. Proportion of Annual Total Midwest Membership That Marketed Wool Through Association, 1935-37.
 (Active Expressed as Percent of Total Membership.)

	Oklahoma	Kansas	Missouri	Nebraska	Texas	Arkansas
1935	54.1%	47.4%	55.4%	37.3%	28.9%	26.4%
1936	45.1	44.3	19.3	26.8	26.4	15.6
1937	35.4	37.9	24.3	23.9	15.7	13.8

Source: Tables 13 and 14, pages 75-76.

OKLAHOMA MEMBERSHIP

CONCENTRATION OF SHEEP FARMERS IN OKLAHOMA.

There was a total of 4,010 farmers in Oklahoma who reported sheep shorn in 1934.¹ As pointed out in the introductory chapter, the sheep and wool industry, as such, in Oklahoma is concentrated in some 16 counties. In only four counties do the sheep farmers² represent as many as 9 percent of the total county farmers. District II led the state in the number of sheep farmers and District V was second (Table 16).

Table 16. Sheep Farmers in Districts, 1934

(Number of sheep farmers in crop reporting district expressed as a percent of state total number of sheep farmers.)

District:	Rank of Districts								
	1st.	2nd.	3rd.	4th.	5th.	6th.	7th.	8th.	9th.
II	37.1%								
V		22.6%							
III			9.6%						
IV				9.3%					
VII					8.0%				
VIII						4.4%			
VI							3.6%		
I								3.1%	
IX									2.3%

Source: Table 34, pages 125-26.

1. U. S. Census, 1935

PROPORTION OF OKLAHOMA SHEEP FARMERS WHO ARE ACTIVE
MEMBERS OF THE MIDWEST WOOL MARKETING ASSOCIATION.

Thirty-two percent of the total 4,010 sheep farmers in Oklahoma consigned wool to the Midwest in 1934; 29.0 percent in 1935; 25.8 percent in 1936 and only 20.9 percent in 1937.³

TREND IN ACTIVE MEMBERSHIP--DISTRICT AND STATE

To determine the trend in active membership in Oklahoma, percentages showing the relationship of active to total membership were calculated for the state as a whole, and for the nine crop reporting districts.

For the state and each of the nine districts there was an annual decrease in the proportion the active members are of total membership. This down trend was due to a decrease in actual number of active members (Figure XVIII, page 79). The inactive members are carried on the membership books and these, plus the new members cause an increase in the total membership figure.

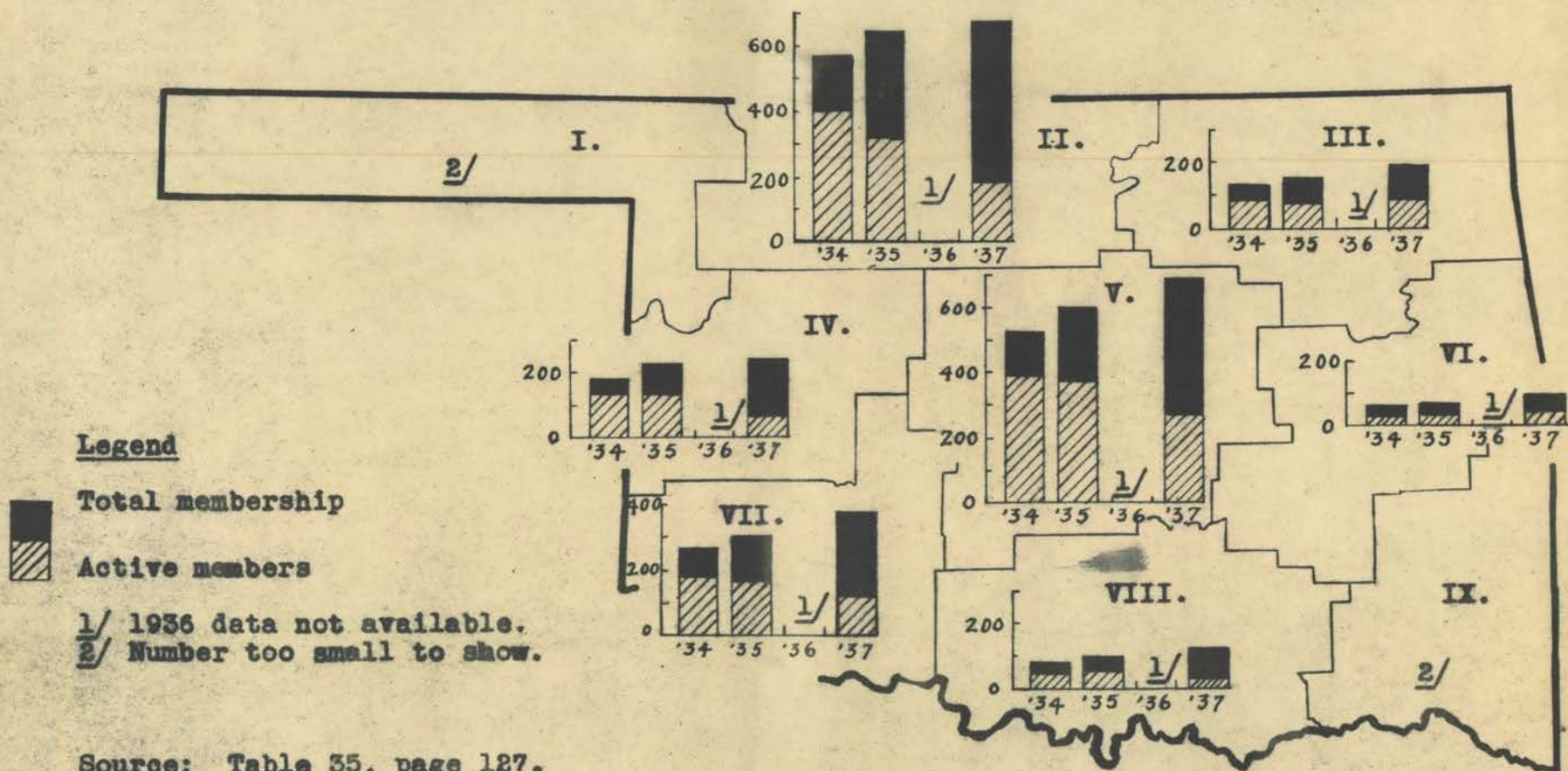
ACTIVE MEMBERSHIP OF DISTRICTS.

District II was first in the number of active Midwest members in 1934, as well as in the number of sheep farmers.

3. Percentages for the years 1935-37, were calculated on the basis of the 1935 U. S. Census figures for sheep farmers as these are the latest available figures. Since there has been an increase in number of sheep in Oklahoma in 1935-36-37, it should be safe to assume that the number of sheep farmers for these years would be at least as great as the 1934 figure and possibly there has been an increase. In case there was an increase in number of sheep farmers the percentages given here would be less.

Figure XVIII.

MEMBERSHIP OF MIDWEST WOOL MARKETING ASSOCIATION IN OKLAHOMA



Source: Table 35, page 127.

District V, which ranked second in number of active members, had only 14 less active members than District II, (Figure XIX, page 81).

In 1935, however, District V took the lead over District II in the number of active members. It retained this position in 1937. In 1937, District V had 80 active members more than District II.

District VIII ranked third in the number of active members. It was only fifth as to the number of sheep farmers in the district.

OKLAHOMA SHEEP FARMERS WHO HAVE MARKETING THROUGH THE
MIDWEST THE FOUR YEARS, 1934-37.

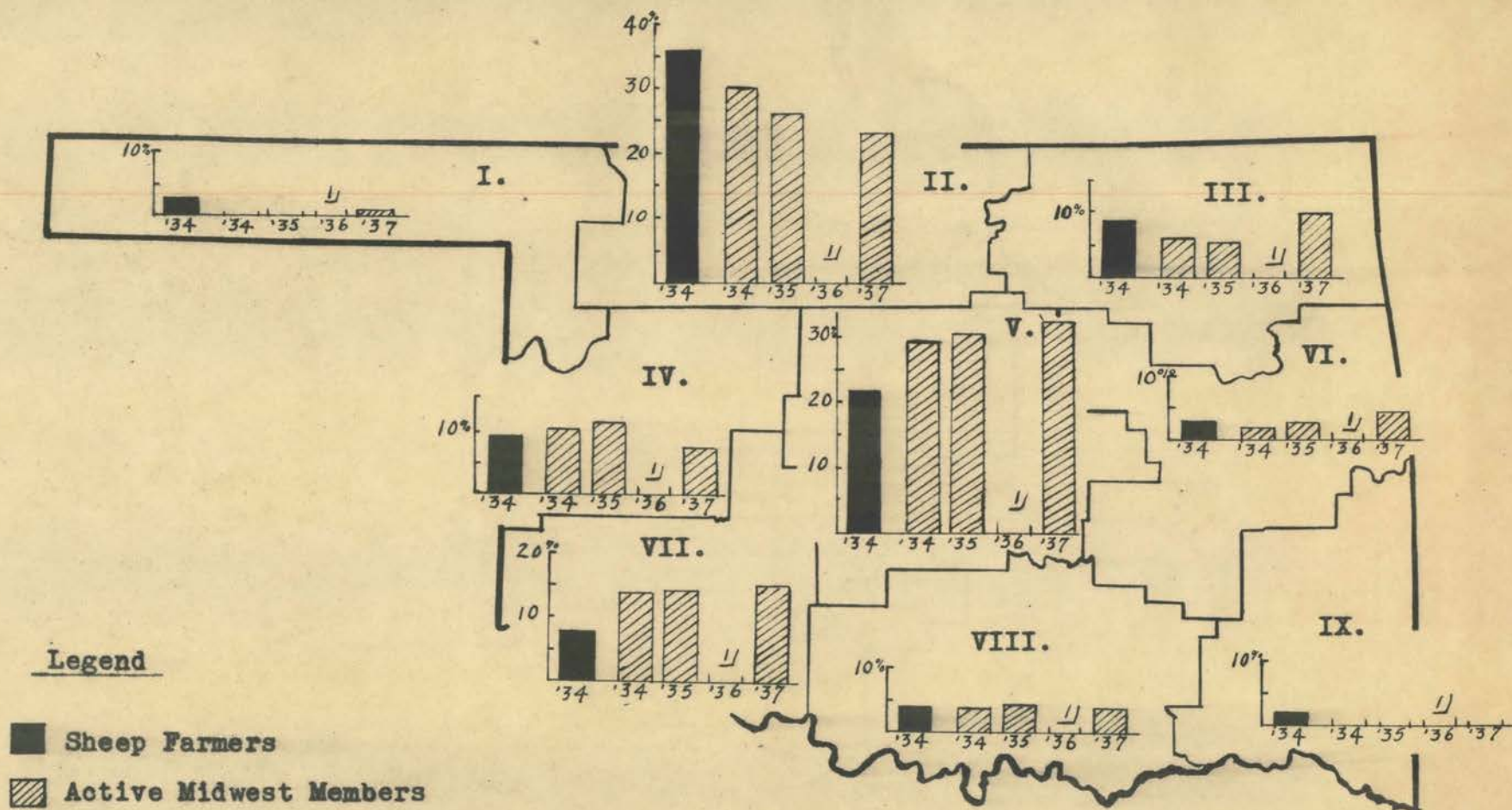
The number of farmers that have consigned continuously to the Midwest for the years 1934-37, indicates the stability of the Association in Oklahoma.

In 1937 there was a total of 689 active members in the 36 county area (Figure XX, page 82). Of this number, 365 members, approximately 53 percent of the total active membership within this area, have marketed wool through the association each of the four years, 1934-37. These 365 members represented 11.4 percent of the total sheep farmers in the area in 1934.

This large area was then subdivided according to crop reporting districts. District VII led the state in the proportion of sheep farmers in the area who have marketed wool through the Midwest all four years, 1934-37. Approximately 17.3 percent of its total sheep farmers have marketed through

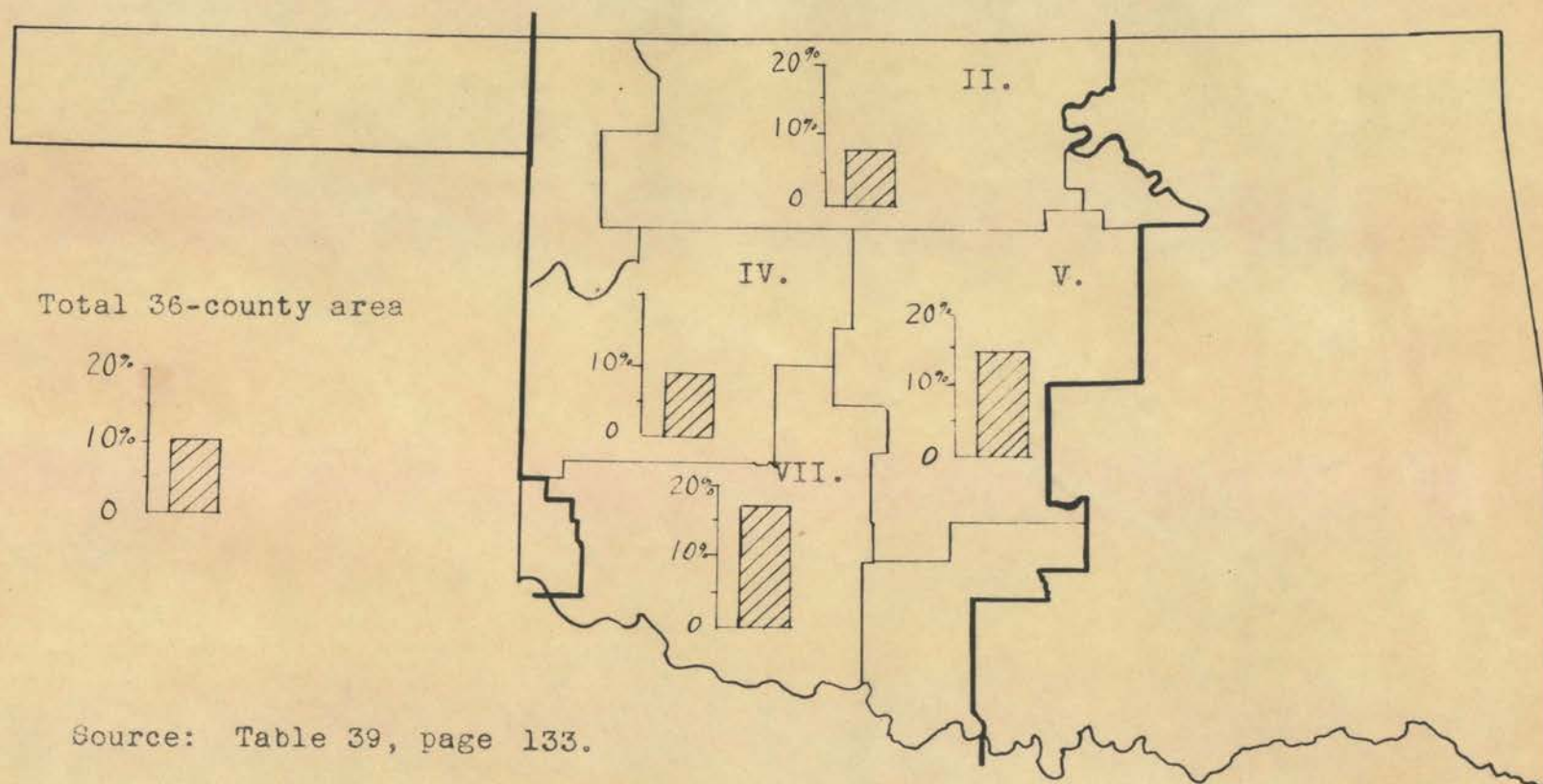
Figure XIX. OKLAHOMA SHEEP FARMERS AND ACTIVE MEMBERS OF MIDWEST WOOL MARKETING ASSOCIATION, 1934-37

(Number of sheep farmers and active Midwest members in each district expressed as percentage of total state figures.)



Source: Table 16, page 77, and Table 36, page 130.

Figure XX. OKLAHOMA SHEEP FARMERS IN 36-COUNTY AREA WHO HAVE MARKETED WOOL THROUGH MIDWEST WOOL MARKETING ASSOCIATION EACH OF THE FOUR YEARS, 1934-37.



Source: Table 39, page 133.

the Midwest the four years.

District V had the greatest number of sheep farmers marketing continuously through the Midwest the four year period.

SUMMARY

The Midwest has succeeded in maintaining a large number of members. They have shown an increase in total number of members during the period, 1935-37. However little weight is attached to this total membership number. It is the active member that is vital to the association and there has been an annual decrease in number of active members.

For the state of Oklahoma as a whole and each of the nine crop reporting districts, there was an annual decrease in the number of active members.

As of 1934, thirty-two percent of the sheep farmers in Oklahoma marketed wool through the Midwest. District II had the greatest number of sheep farmers in the district. It was also first in the number of Midwest active members in 1934, but District V took over the lead in number of active members in 1935.

Approximately one-half of the 1937 Midwest active members in the 36 county area (Figure XX) have marketed wool through the association each of the last four years, 1934-37.

CHAPTER V.

CONSISTENCY OF MEMBERS MARKETING THROUGH
THE MIDWEST AND AMOUNT OF WOOL THEY MARKETING

(The following chapter is based on records of 1,171 members in 17 counties who have marketed wool through the Midwest one or more years during the period studied, 1934-37.¹)

MEMBERS IN DISTRICT V.

Two hundred twenty-two members in District Area V² marketed wool through the Association in 1937. Approximately 50 per cent of these members (110 of the 222) had consigned wool to the Midwest all three years, 1934-35-37. The average amount of wool they marketed in 1937 was a little less than the average for all members in the district area.

Table 17. District V Consistent Consignors to the Midwest Compared to (a) Average District Midwest Member, (b) Average Sheep Farmers in District.

	Ave. amount of wool con- signed by all members in district area	Ave. amount of wool con- signed by consistent consignors	Ave. amount of wool pro- duced per sheep farmer in district area
1934	338 lbs.	385 lbs.	254 lbs.
1935	385 "	469 "	<u>1/</u>
1937	497 "	486 "	<u>1/</u>

Source: Appendix, Tables 40, 41, and 43, pages 134-35 and 137.
1/ Data not available

1. The 1936 membership record book not available, therefore it was possible to work up these data only for 1934-35 and 1937.

2. Canadian, Cleveland, Grady, Kingfisher, Logan, Oklahoma and Payne Counties.

In 1934 and 1935 the average amount of wool marketed by these regular consignors was more than the average for all members in the district area.

As of 1934, the average amount of wool marketed by these consistent consignors was approximately 130 pounds more than the average amount of wool produced per sheep farmer in the area.

These 110 consistent consignors represented a larger proportion of the total district active membership in 1935 and 1937 than in 1934. This is due to the fact that the number of members marketing the three years, 110, a constant figure, is divided into a smaller number of total district active members each year. For instance, 110 is a greater proportion of 222 than it is of 328, the number of active members in the district in 1934. This does not hold for the increase in the proportion the amount of wool consigned by these members is of total amount of wool consigned from the district. Each year the regular members marketed a greater amount of wool through the Midwest, (Figure XXI, page 87, and Table 42, page 136).

MEMBERS IN DISTRICT II.

Approximately 67 percent of the 118 active members in this district area³ in 1937 had marketed wool through the Midwest the three years, 1934-35-37. In 1937 these members consigned more than the average amount of wool for this district.

3. Alfalfa, Grant, Garfield, Kay, Noble, and Woods counties.

Table 18. District II Consistent Consignors to the Midwest
Compared to (a) Average District Midwest Member,
(b) Average Sheep Farmer in District.

	Ave. amount of wool con- signed by all members in district area.	Ave. amount of wool con- signed by consistent consignors.	Ave. amount of wool pro- duced per sheep farmer in district area.
1934	482 lbs.	441 lbs.	325 lbs.
1935	666 "	784 "	<u>1/</u>
1937	485 "	523 "	<u>1/</u>

Source: Appendix, Tables 40, 41, and 43, pages 134-35 and 137.
1/ Data not available.

As in the other two districts⁴, there was an annual decrease in number of active members. The amount of wool consigned by these consistent consignors each year represented a greater proportion of the total amount from this district marketed through the Midwest. This was due to the fact that the total amount consigned from the district was less each year. The total amount of wool these consistent consignors marketed through the Midwest in 1937 was 44 percent less than the amount they marketed through the Association in 1935.

MEMBERS IN DISTRICT AREA VII.

Forty-five of the active members in this district area⁵ in 1937 had marketed wool through the Midwest each year, 1934-35-37. These members consigned much less than the

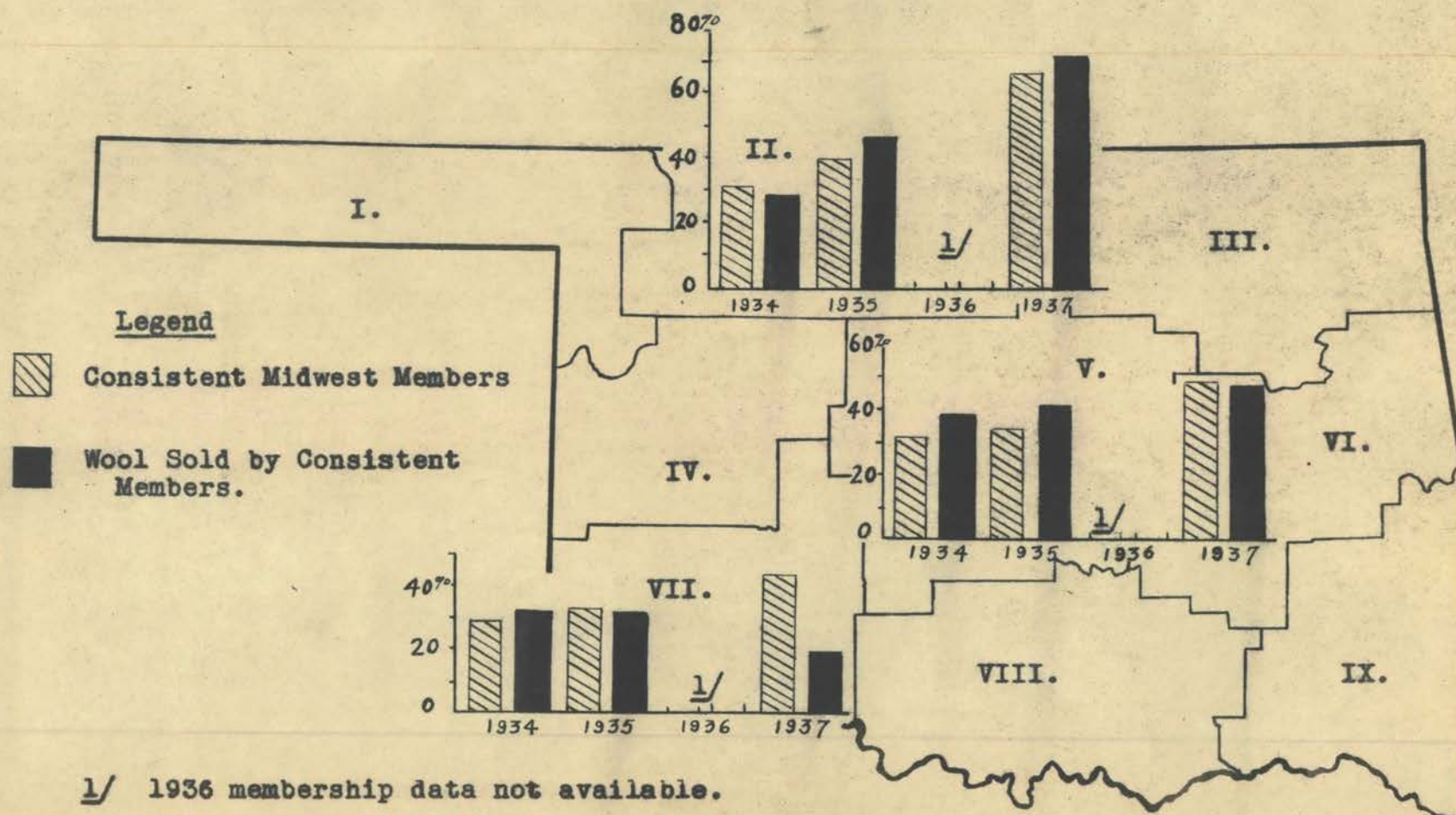
4. District areas II and V.

5. Caddo, Comanche, Jackson, and Kiowa counties.

Figure XXI.

CONSISTENT OKLAHOMA MIDWEST MEMBERS AND AMOUNT OF
WOOL THEY MARKETED THROUGH THE ASSOCIATION, 1934, 1935, and 1937.

(Percent of Active Midwest members in Certain Oklahoma Districts Selling Wool through the Association in all three years, 1934, 1935, and 1937; and Percent Amount of Wool Sold by these members is of total amount of wool sold through Association from these districts.)



Source: Table 42, page 136 and Table 44, page 138.

average amount of wool consigned from the district in 1937.

Table 19. District VII Consistent Consignors to the Midwest Compared to (a) Average District Midwest Member, (b) Average Sheep Farmer in District.

	Ave. amount of wool con- signed by all members in district area.	Ave. amount of wool con- signed by consistent consignors.	Ave. amount of wool pro- duced per sheep farmer in district area.
1934	317 lbs.	343 lbs.	335 lbs.
1935	376 "	368 "	<u>1</u> /
1937	768 "	343 "	<u>1</u> /

Source: Appendix, Tables 40, 41, and 43, pages 134-35 and 137.
1/ Data not available.

The consistent consignors marketed a much larger proportion of the 1934 and 1935 total district consignment. The decrease in the 1937 ratio was due to the large amount of wool consigned by the new members in 1937. The average amount of wool marketed by all members of the district was 768 pounds (Appendix, Table 41, page 135) but the average for members marketing only in 1937 was 1,400 pounds. In this district and particularly in Jackson county we had the sale by unit lots⁶ showing up.

6. A grower consigning 10,000 pounds or more of wool to the Midwest is given the privilege of unit lot method of handling. Wool shipped in unit lot is not graded or mixed with the other wool at the warehouse but is sold in original bags. Samples of the wool are made up and displayed at Boston by the sales agent.

In this district as in Districts II and V, the average amount marketed by the consistent consignors was more than the average amount of wool produced per sheep farmer in the district.

SUMMARY.

For the three district areas studied, 43 percent or more of the 1937 active members were consistent consignors to the Midwest. That is, they had marketed wool through the Association in 1934, 1935, and 1937.

For all three districts the average amount of wool consigned by these consistent consignors in 1937 was greater than the average amount of wool produced per sheep farmer in the area in 1934.

The small percent of the members consigning in 1935 that consigned for only the one year and the small percent of the total amount of wool they consigned was general in the three district areas (Appendix, Tables 45, 46, and 47, pages 139-41). These small percentages indicate a small turnover in membership from 1934 to 1935.

Only a very small percentage of the members who consigned in 1934 and then dropped out in 1935, consigned again in 1937. The largest percent was 6.7 percent for District VII. These members consigned less than average amounts of wool.

CHAPTER VI

GRADE OF OKLAHOMA WOOL MARKETING THROUGH THE MIDWEST¹

The two general characteristics of wool which determine the market class and grade of wool are:

- (1) length of fiber
- (2) fineness of fiber.

The length of the fiber is the important factor in determining the class of wool. The two common classes of wool are: (1) combing or staple wool, which must be at least $2\frac{1}{2}$ inches and have strong fibers; and (2) clothing wool, which is shorter than $2\frac{1}{2}$ inches.² The clothing wools usually bring 2 to 7 cents a pound (scoured basis) less on the market than the staple wool.

1. The following publications were used as reference for this chapter:

Horlacher, L. J., "Handling the Wool Clip". Lexington, Kentucky: Extension Division, College of Agriculture, University of Kentucky, Circular No. 72 (revised) July, 1935.

Wilson, J. F., "Wool Production and Improvement of the Clip in California". Berkeley, California: California Agricultural Extension Service, University of California, Circular No. 106, November, 1937.

Jacob, A. W., "Marketing the Oklahoma Wool Clip". Stillwater, Oklahoma: Extension Service, Oklahoma A. & M. College, Circular No. 332, 1936.

Fieldman's Handbook. Boston, Mass.: National Wool Marketing Corporation, March 31, 1938.

2. French or baby combing is sometimes given as a third class of wool. This is an intermediate class, including the shorter combing wools and the longer clothing wools. The Midwest does not classify wool into this class.

Fineness of fiber determines the grades of wool into which the classes are subdivided as follows:

<u>Staple (combing) Wool</u> ³	<u>Clothing Wool</u> ³
Fine or 80s, 70s, and 64s	Fine or 80s, etc.
Half-blood or 60s and 58s	Half-blood
Three-eighths blood or 56s	Three-eighths blood
Quarter-blood or 50s and 48s	Quarter-blood.
Low quarter-blood or 46s	
Common or 44s	
Braid or 40s and 36s	

As a general rule the finer the wool is, the greater its value when scoured. Of course the demand for the various grades at different times is an important factor in determining values.

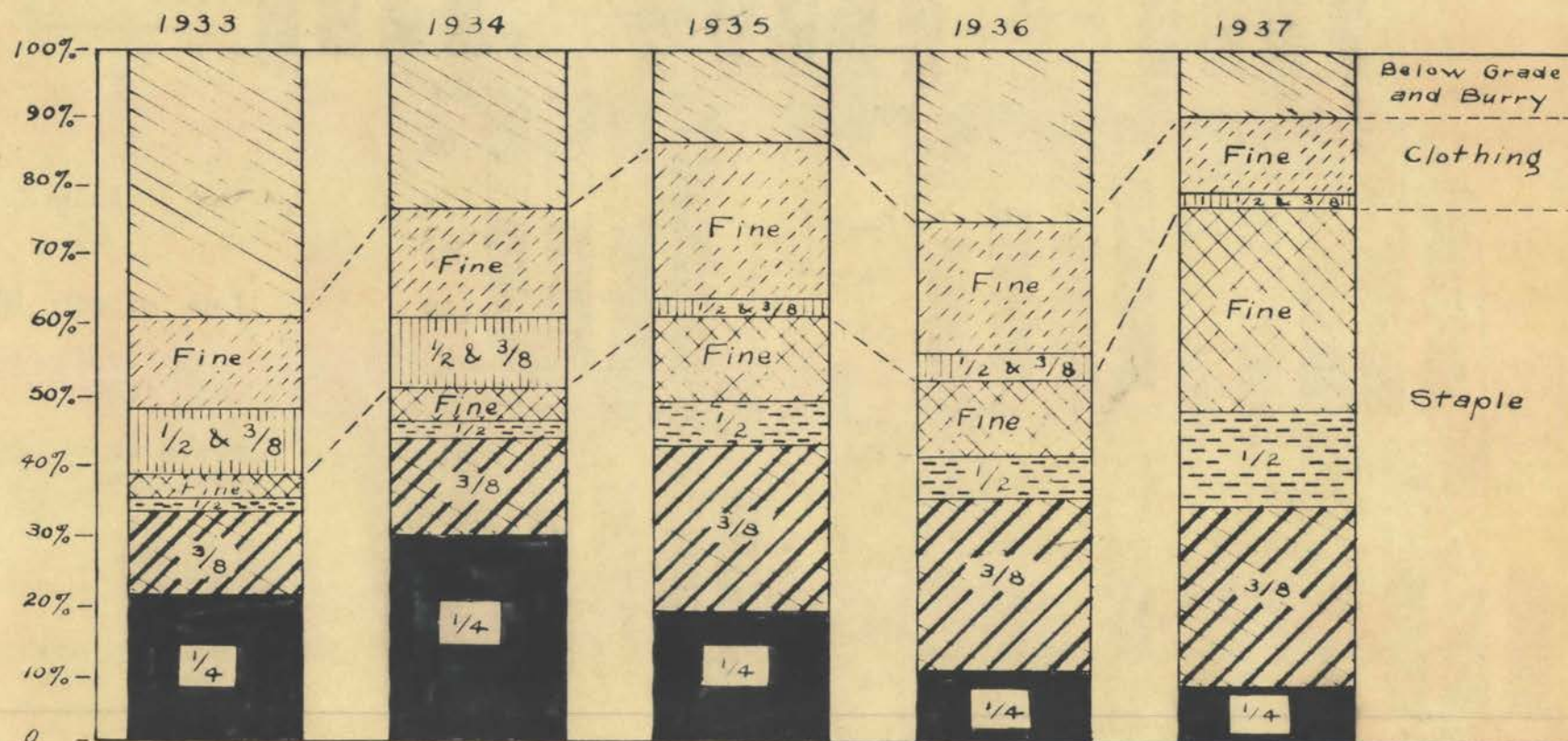
The charts (Figures XXII and XXIII, pages 92-93) show the grades of wool marketed from each of the crop reporting districts and also the total for the state. Following the set-up in the bulletin "Marketing the Oklahoma Wool Clip", by Mr. Jacob,⁴ the low quarter, common and braid, black, gray, dead, murrain, etc., wools are totaled with burry wool in this chapter. Burry wool is the name applied to wool which

3. Horlacher, *Op. cit.*, p. 12. "The terms, 'fine,' 'half-blood,' etc., originally referred to the percent of Merino blood in the sheep which produced the wool. Wool from a purebred Merino sheep was known as fine wool, while that from a sheep that was half Merino and half common sheep was known as half-blood. Common wool was produced by a sheep of nondescript breeding, and braid was produced by a sheep of the long wool breeds. While these grade terms are still retained they do not carry the former meaning. They simply indicate the relative fineness or diameter of the fibers and bear no relationship to the amount of Merino blood present in the sheep producing the wool. The purebred Southdown, for instance, may produce wool that grades as half-blood, yet this breed has been kept pure from outside blood for more than 150 years.

"The numerical grades, 80s, 70s, etc., are based on the spinning count. The term, 56s, means that the wool may be spun fine enough so that one pound of yarn may contain 56 hanks of yarn of 560 yards each..."

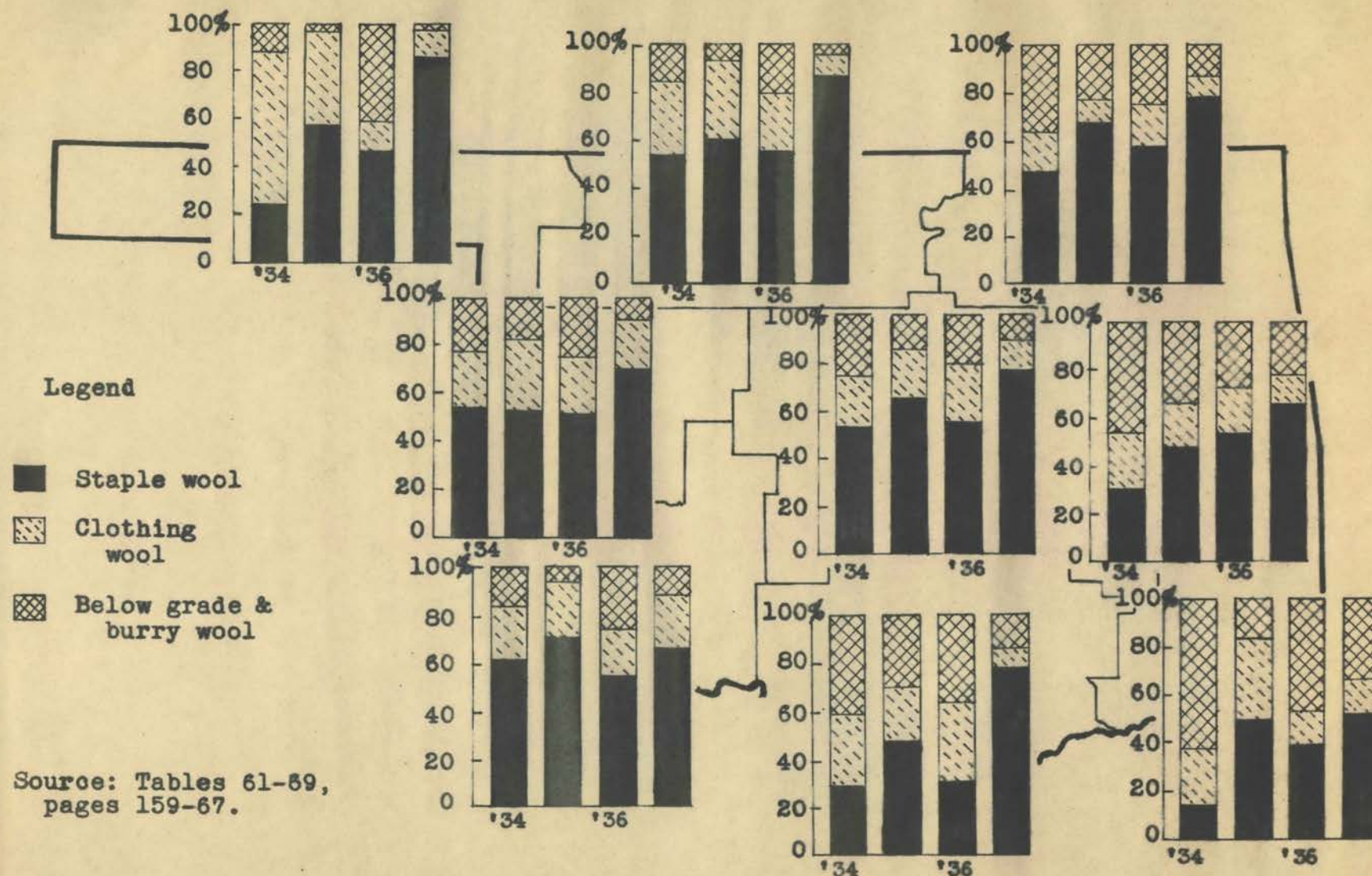
4. Jacob, *Op. cit.*, p. 10.

Figure XXII. GRADES OF ALL OKLAHOMA WOOL MARKETED THROUGH MIDWEST WOOL MARKETING ASSOCIATION, 1933-37.



Source: Table 60, page 158.

Figure XXIII. CLASS OF OKLAHOMA WOOL MARKETING THROUGH MIDWEST WOOL MARKETING ASSOCIATION, 1934-37



has excessive quantities of burrs. Wools which contain burrs, seeds, chaff or other vegetable matter require extra chemical or mechanical treatment to remove the burrs and other matter.

The proportion of wool marketed through the Midwest from Districts II, III, IV, V, and VII, falling in each class of wool is about the same. Districts I, VI, VIII, and IX are somewhat similar. District I had considerable clothing wool in 1934 and 1935. There was a great deal of below grade and burry wool in District IX.

With the exception of 1936, the proportion of the total amount of wool consigned that has been staple wool has increased annually in seven of the districts (Districts I, II, III, V, VI, VIII, and IX). In District VI there was an increase in proportion of staple wool even in 1936.

The increase in the amount of below grade and burry wool sold through the association in 1936 and the decrease in the proportion of staple wool this year show the effect of competition the cooperative has in periods of good prices for wool. The private dealers and buyers are anxious to buy and they buy as good a grade of wool as possible for the prevailing price. They pass over the lower grades of wool, and the producers of low grades of wool turn to the cooperative to market their wool. This places the cooperative at a double disadvantage--less wool consigned and a poorer grade. Mr. J. A. Hill, then Dean of the College of Agriculture, University of Wyoming, Laramie, Wyoming, in a speech before the American Institute in 1926, introduced this thought:

"... The warehouse company only got full weights of wool in dull years when no one else wanted it very badly. In good years, when it was easy to sell wool, the warehouse stood partly empty.

"Another point that should not be overlooked in studying the success of the warehouse is that under the system whereby wool is bought at a level price, the warehouse or any other brokerage company tends to get only the poorer wools. Only the wool was received for which the wool merchants would not pay the standard price. This made the returns from the warehouse appear small compared with what the growers were getting."⁵

For the state as a whole, there has been a decrease in the 1/4 staple wool but an increase in 3/8 staple and fine staple. This increase in 3/8 staple and fine staple wool is the result of breeding practices over a period of years. There is a western breed of sheep that is being introduced into Oklahoma. The increase in the proportion of staple wool and the decrease in clothing wool indicates improvement in length of fiber of wool marketed through the association.

5. Hill, J. A. "Earlier Attempts At Collective Marketing Of Wool In The Range States," American Cooperation, 1926, p. 336.

CONCLUSIONS

Although there are very definite advantages of marketing wool cooperatively such as:

- (1) wool is graded and sold on basis of grade,
- (2) producer receives all money from sale of his wool clip except actual cost of marketing,
- (3) producer has a market each year for his wool,
- (4) producer gets a separate grade report on each fleece from registered sheep,
- (5) producer gets honest shrinkage appraisal, etc.,

results of this study substantiate the claim of the wool cooperatives that growers will market through the channel that offers them the best price for their product and which requires the least amount of effort on their part.

Against the evident advantages for marketing wool cooperatively there are some outstanding disadvantages of marketing through a cooperative wool marketing association such as:

- (1) Grower must wait until the wool is sold to know what he actually receives for his wool.
- (2) He must wait until wool is sold to receive the final returns from sale of the wool. This has in some cases (with the Midwest) been as long as two years.
- (3) In a period of a declining market the grower may actually receive much less when wool is finally sold by the cooperative than he would have received if he had sold outright to a dealer. There are years when, although prices at shearing time are disappointing they are higher than during the later season when the wool is sold.

One of the objectives of cooperative marketing of wool is to promote orderly marketing of the product; that is not to force sales on a flooded market in the spring of year when the wool is being sheared and so much is being

marketed, but rather to distribute the sales throughout the year as the mills need the wool.

In the past the National has attempted to carry out the idea of orderly marketing but it has encountered difficulties such as in the handling of the 1937 wool clip. At the end of the year they had failed to sell any of the Midwest's 1937 clip. Plans are now being made to prevent the recurrence of such a situation by selling when there is a market.

The wool cooperative does serve as a buffer for keeping up prices which the local dealer and commission men offer for wool. As Mr. Wilson, in his speech before the American Institute in 1928 brought out:

"The wool grower, whether or not he markets his wool in an orderly manner, is probably getting today more nearly the actual value of his clip than at any time in the past. This may be due, in part, to increased efficiency in salesmanship on the part of the grower, but it is due in much larger measure to the activities of cooperative, or semi-cooperative agencies in handling the growers' clip. The very presence of these organizations in the field has a stimulating effect on the price offered by the private buyers...

"... Yet, we should not try to eliminate the dealer. In paying cash to growers who must have immediate returns, and in assuming the risk of the market, the dealer is performing a valuable service. But 'competition is the life of trade' and the cooperative and other growers' agencies are the only ones to supply that competition."¹

The cooperative offers the producer of good wool in a low price area an opportunity to market his wool free from the influence or stigma that the territory in which it is produced carries. Dealers making the country have a fair knowledge of the kind of wool produced in each section of the

1. Wilson, J. F., Op. cit., p. 104, 108.

country and the price they offer is based on the average or less, of the wool produced in the area, thus the producer of better than average wool may not receive full value for his wool.

Results from the study of the Midwest's membership would seem to indicate that the Association is not holding its own when there has been such a decrease in number of active members each of the last four years, 1934-37, and also a decrease in the amount of wool consigned. (The big increase in the amount of wool marketed through the Midwest in 1938 is in a large sense due to the fact that wool must be stored in an approved warehouse in order to be eligible to receive the government loan on it and the loan was just about equal to the current market price.)

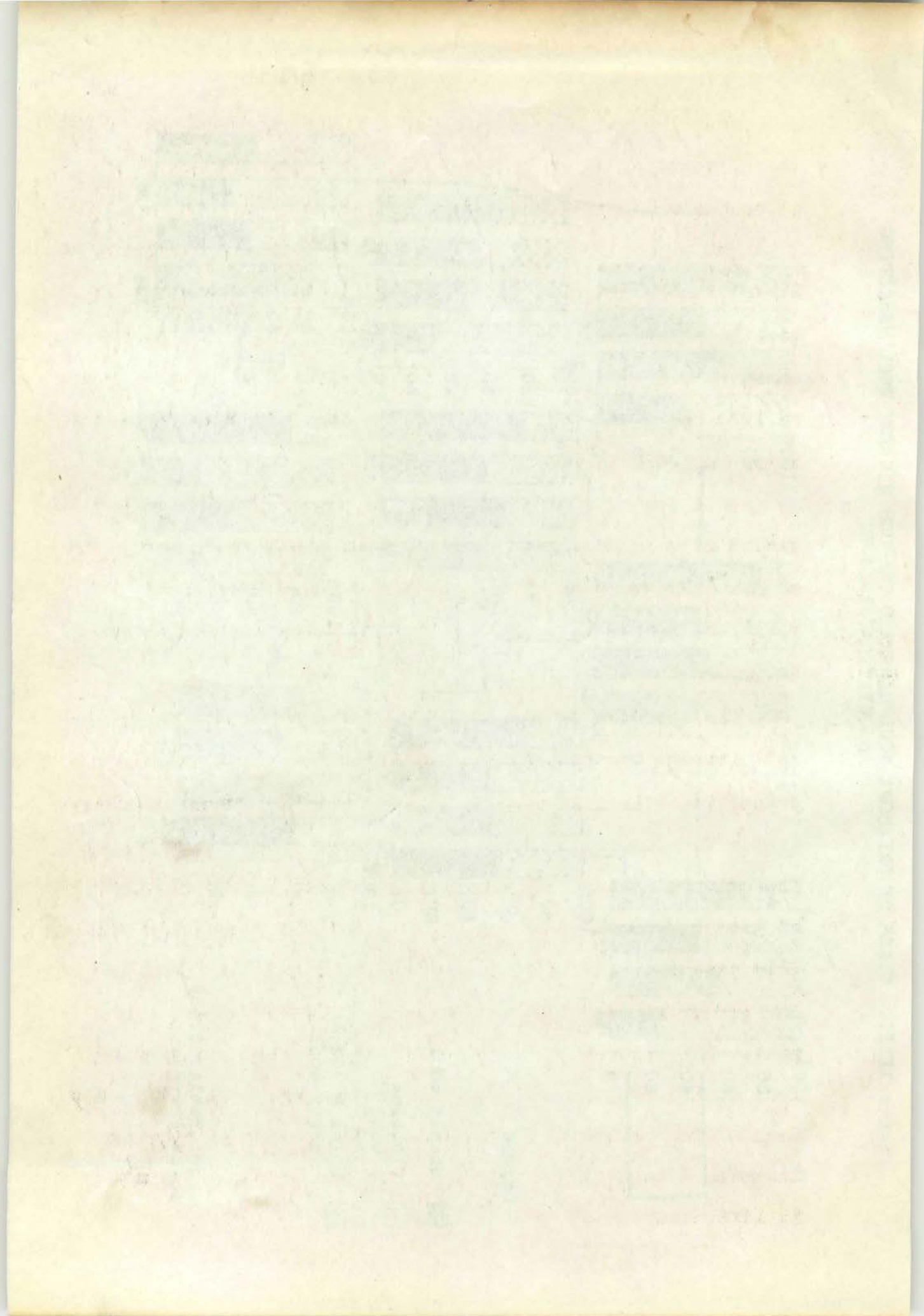
Assuming the same condition exists for the State of Oklahoma as a whole and for the other five states, as for the three district areas studied, page 84, the membership trend would be more satisfactory if the names of the members who have not consigned for the past four years were marked off the "live" membership list and in speaking of their membership, they refer only to their active members. As it is now, the total membership figures are of little significance, when as in the case for Oklahoma, two-thirds of the people listed as members did not consign in 1937. The idea that they are potential members is questionable as it would probably be easier to get a person to consign who previously had never

done so than to get some of the people, who had once consigned and were dissatisfied with the results, to consign again.

The falling off of grade of wool marketed through the Midwest in 1936 and the decrease in the amount of wool marketed through the Midwest that year gives weight to the point brought out by Mr. Hill² that the wool cooperative has an added disadvantage in years of good prices for wool. The private dealers try to buy the best wool and pass over the poorer grades and in such cases the cooperative offers about the only opportunity to dispose of the lower grades of wool and even more than the average amount of the low grade wool is marketed through the cooperative. The cooperative has a double load, a smaller volume on which to distribute the total cost of marketing and at the same time a lower grade of wool.

Although the wool producers do not market consistently through the Midwest, the Midwest, as a regional cooperative wool growers' marketing association, is needed in Oklahoma to offer a regular market to the grower for his wool clip. As demonstrated in the past, the wool dealers have failed to provide a satisfactory local market for the Oklahoma wool growers in years when the price of wool was low. The other advantages available to the grower marketing his wool clip through a cooperative are needed to help build up and improve the sheep and wool industry of Oklahoma.

2. Hill, Op. cit., p. 336



APPENDIX

MARKETING AGREEMENT
of the
MIDWEST WOOL MARKETING ASSOCIATION, Inc.

(1) The Midwest Wool Marketing Association, a co-operative association having a usual place of business at 915 Wyoming St. Kansas City, Missouri, hereinafter called the "Association" and the undersigned, whether one or more, hereinafter called the "Grower," agree as follows:

(2) The Grower hereby agrees to consign to the Association all wool produced by or for him or acquired by him during the life of this contract, and agrees to deliver all such wool at the earliest reasonable time after shearing at such place or places as the Association may direct, in good condition, dry, well tied and honestly packed.

(3) The Grower hereby agrees to abide by and conform to the By-Laws of the Association and/or any amendments hereafter made thereto.

(4) The Association agrees that after receiving the wool from the Grower, it will make an advance to such Grower on the wool so delivered in such amounts and upon such terms and conditions as its Board of Directors, in its conclusive discretion, may determine.

(5) The Association agrees to sell such wool, together with wool received from other growers and Associations of growers, to or through the National Wool Marketing Corporation and to pay over ratably the net amount received therefrom as payment in full to the Grower, after making deductions to cover advances, interest upon advances, the cost of transportation, handling, grading or sorting, packing, storing, insuring, selling and marketing such wool; and for reserves, organization, operation and maintenance expenses including 25¢ per year for subscription to Midwest Wool Growers' News the official publication of the Association. The time and manner of accounting to all growers and making settlement for said wool shall be left to the conclusive discretion of the Association.

(6) The Grower further agrees that the Association and/or the National Wool Marketing Corporation shall have the power to borrow money for any purpose of the Association or the National Wool Marketing Corporation on the wool delivered to it; and either shall exercise all other rights of ownership without limitation; and may sell or pledge for their own account, or as security for their own debts or otherwise, all or any such wool, or bills of lading, warehouse receipts, sale accounts, or other documents covering said wool, or received on account thereof.

(7) The Association and/or the National Wool Marketing Corporation may grade, classify and commingle the wool of the Grower with wool of like variety, grade and character delivered to it by others.

(8) If there is any mortgage on the sheep or wool of Grower at the time of the signing hereof, Grower shall obtain and forward to the Association on a form provided therefor, the consent of the mortgagee to the consignment and delivery to the Association of said wool; and the Grower authorizes the payment to mortgagee of the proceeds thereof as specified in said form.

(9) It is agreed that this contract between the Association and the Grower shall be a continuous contract, subject to any limitation imposed by law, but may be cancelled by either party by notice in writing to the other between the 1st and 31st days of January of any given year.

(10) Inasmuch as the remedy at law would be inadequate and inasmuch as it is impracticable and extremely difficult to determine the actual damage resulting to the Association should the Grower fail to deliver the wool and/or the mohair hereby sold, regardless of the cause of such failure, the Grower hereby agrees to pay to the Association for all wool and/or mohair delivered or disposed of by or for him, other than in accordance with the terms hereof, the sum of one cent (1¢) per pound of grease wool and/or mohair as liquidated damages for the breach of this contract; all parties agreeing that this contract is one of a series dependent for its true value upon the adherence of each and all of the contracting parties to each and all of the said contracts, but the cancellation of this contract or the failure of Grower to comply therewith shall not affect other similar contracts.

(11) The foregoing constitutes the entire contract between the Association and the Grower; in witness whereof this contract has been executed this _____ day of _____ 19__

MIDWEST WOOL MARKETING ASSOCIATION, Inc.

Grower's Name

By _____
Town State

Grower has a flock of _____ sheep and _____ goats.

Membership
Number

No. of Head.....

Estimated Pounds.....

SPECIAL 1938

Lot No.....

MARKETING AGREEMENT
of the

MIDWEST WOOL MARKETING ASSOCIATION

The Midwest Wool Marketing Association, a co-operative association having a usual place of business at Kansas City, Mo., and St. Louis, Mo., hereinafter called the "Association," and the undersigned whether one or more, hereinafter called the "Grower," agree as follows:

The Grower hereby consigns to the Association all wool of the 1938 clip produced by or for him or acquired by him as landlord or lessor and agrees to deliver all such wool at the earliest reasonable time after shearing at such place or places as the Association may direct in good condition, dry, well tied and honestly packed.

The Association agrees that after receiving an order bill of lading and (or) warehouse receipt covering the delivery of wool from the Grower, it will make an advance to such Grower on the wool so delivered in such amounts and upon such terms and conditions as its Board of Directors, in its conclusive discretion, may determine.

The Association agrees to sell such wool, together with wool received from other growers and associations of growers, to or through the National Wool Marketing Corporation and to pay over ratably the net amount received therefrom as payment in full to the Grower, after making deductions to cover advances, interest upon advances, the cost of transportation, handling, grading or sorting (in case it be found necessary or deemed advisable to grade or sort), packing, storing, insuring, selling and marketing such wool; and for organization, operation and maintenance expenses and reserves. The time and manner of accounting to all growers and making settlement for said wool shall be left to the conclusive discretion of the Association.

The Grower further agrees that the Association and (or) the National Wool Marketing Corporation shall have the power to borrow money for any purpose of the Association or the National Wool Marketing Corporation on the wool delivered to it; and either shall exercise all other rights of ownership without limitation; and may sell or pledge for their own account, or as security for their own debts or otherwise, all or any such wool, or bills of lading, warehouse receipts, sale accounts, or other documents covering said wool, or received on account thereof.

The Association and (or) the National Wool Marketing Corporation may grade, classify and commingle in its conclusive discretion the wool of the Grower with the wool of like variety, grade and character delivered to it by others.

If there is any mortgage on the sheep or wool of Grower at the time of the signing hereof, Grower shall obtain and forward to the Association on a form provided therefor, the consent of the mortgagee to the consignment and delivery to the Association of said wool; and the Grower authorizes the payment to mortgagee of the proceeds thereof as specified in said form.

The advance made to the Grower shall constitute a guaranteed advance and the Grower shall not be responsible for any overadvances.

In event that Association has secured any financing on said wools, directly or indirectly, from the Commodity Credit Corporation and such wool is unsold on May 30, 1939, the Association is specifically empowered to transfer title thereto to Commodity Credit Corporation on May 31, 1939, or any date thereafter.

The foregoing constitutes the entire contract between the Association and the Grower; in witness whereof this contract has been executed this _____ day of _____, 193__.

(Grower)

Midwest Wool Marketing Association.

By _____

Town County State

MORTGAGEE'S CONSENT

The undersigned Mortgagee of the sheep owned and/or controlled by the within named Grower hereby consents to the Midwest Wool Marketing Association receiving and marketing said Wool in accordance with the terms of the consignment agreement executed by said Association and the Grower, upon condition that after said Association shall have first satisfied itself from the proceeds of the sale of said Wool for all advances and charges and moneys due said Association, it shall account to the undersigned Mortgagee for any surplus then remaining.

Dated this _____ day of _____, 193__.

WITNESS: _____
(Mortgagee)

(Town) (County) (State)

Regional or State Wool Marketing Associations That Are
Members of the National Wool Marketing Corporation.¹

<u>Name and Location</u>	<u>Date of Organization</u>
Iowa Sheep & Wool Growers Association Des Moines, Iowa	1921
Cooperative Wool Growers of South Dakota Brookings, South Dakota	1921
Minnesota Cooperative Wool Growers Association Wadena, Minnesota	1924
Wyoming Wool Cooperative Marketing Association McKinley, Wyoming	1924
Arizona Wool Growers Association Phoenix, Arizona	1925
North Dakota Cooperative Wool Marketing Ass'n Fargo, North Dakota	1925
Indiana Wool Growers Association Indianapolis, Indiana	1926
Utah Wool Marketing Association Salt Lake City, Utah	1926
Colorado Wool Marketing Association Denver, Colorado	1927
Nevada Wool Marketing Association Ely, Nevada	1927
California Wool Marketing Association San Francisco, California	1930
Central Wool Marketing Corporation Boston, Massachusetts	1930
Colorado-New Mexico Wool Marketing Association Durango, Colorado	1930
Eastern Idaho Wool Marketing Association, Inc. Pocatello, Idaho	1930

1. Fieldman's Handbook. National Wool Marketing Corporation, p. 3.

<u>Name and Location</u>	<u>Date of Organization</u>
Illinois Livestock Marketing Association Chicago, Illinois	1930
Kentucky Wool Growers Cooperative Association Lexington, Kentucky	1930
Michigan Cooperative Wool Marketing Association Lansing, Michigan	1930
Midwest Wool Marketing Association Kansas City, Missouri	1930
New Mexico Cooperative Wool Marketing Ass'n Albuquerque, New Mexico	1930
New York State Sheep Growers Coop. Assn. Penn Yan, New York	1930
Oregon-Washington Wool Marketing Association Yakima, Washington	1930
United Wool Growers Association, Inc. Harrisonburg, Virginia	1930
Western Idaho Wool Marketing Association Boise, Idaho	1930
Wisconsin Cooperative Wool Growers Ass'n Portage, Wisconsin	1930

Table 20.

Midwest Wool Marketing Association

AMOUNT AND PERCENT OF TOTAL ANNUAL WOOL CLIP SOLD

1933 Wool Clip Sold In:

<u>1933</u>	<u>Pounds</u>	<u>Percent of total 1933 clip</u>
June	149,747	5.8
August	443,096	17.2
September	1,675,668	64.8
October	76,515	2.9
November	129,779	5.0
	<u>2,472,745</u>	<u>95.7</u>
<u>1934</u>		
January	28,381	1.1
February	24,744	1.0
March	5,472	.2
July	4,820	.2
	<u>63,317</u>	<u>2.5</u>
<u>1935</u>		
July	11,992	.5
September	33,776	1.3
	<u>45,768</u>	<u>1.8</u>
	<u>2,581,830</u>	<u>100%</u>

1934 Wool Clip Sold In:

<u>1934</u>		
November	216,634	5.9
December	132,230	3.6
	<u>348,864</u>	<u>9.5</u>
<u>1935</u>		
January	115,126	3.1
February	273,835	7.5
March	486,984	13.3
April	699,104	19.1
May	1,164,233	31.8
June	274,433	7.5
July	8,323	.1
August	176,234	4.8
September	97,875	2.7
October	21,344	.6
	<u>3,314,291</u>	<u>90.5</u>
	<u>3,663,125</u>	<u>100%</u>

Table 20. (continued)

1935 Wool Clip Sold In:1935

August	147,542	5.0
September	850,540	29.0
October	1,382,401	47.1
November	137,542	4.7
December	<u>67,373</u>	<u>2.3</u>
	2,585,398	88.1

1936

January	323,261	11.0
February	<u>26,787</u>	<u>.9</u>
	350,048	11.9
	<u>2,935,447</u>	<u>100%</u>

1936 Wool Clip Sold In:1936

November	729,625	39.2
December	<u>716,237</u>	<u>38.4</u>
	1,445,862	77.6

1937

January	179,207	9.6
February	39,769	2.2
March	135,804	7.3
April	<u>62,342</u>	<u>3.3</u>
	417,122	22.4
	<u>1,862,984</u>	<u>100%</u>

Table 21. Annual Volume of Midwest Wool Marketing Association and Amount of Wool from Each of the Six States Marketed Annually Through the Association, 1932-38

	Annual Mid-west's Volume ^{1/}	Kansas	Missouri	Oklahoma	Nebraska	Texas	Arkansas
			<u>pounds</u>				
1932	4,181,402	1,069,779	1,480,058	425,028	747,007	374,320	36,742
1933	2,680,193	794,613	679,968	305,283	643,500	206,723	21,318
1934	4,334,184	1,290,092	1,026,931	504,989	1,151,196	302,898	33,793
1935	3,167,797	1,234,198	632,880	550,511	543,783	178,636	19,730
1936	1,925,680	725,923	312,812	369,778	350,399	144,572	12,996
1937	2,088,514	750,721	498,284	408,112	297,049	121,300	10,695
1938	4,090,172 ^{2/}	1,278,998	901,443	1,023,253	679,540	195,520	11,418

^{1/} Difference in figures given as total and the total of the figures given for the six states represents outright purchases and miscellaneous. Difference in total annual volume given here and total given on page 40 due to fact totals were worked up on different dates.

^{2/} Figures for season up to July 1, 1938.

Source: Records of Midwest Wool Marketing Association.

Table 22. Proportion of Midwest's Annual Volume Consigned from Each State, 1932-38.

(Amount consigned to the Association from each state expressed as a percentage of the Association's annual volume.)

	1932	1933	1934	1935	1936	1937	1938
Total Midwest	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0% ^{1/}
Oklahoma	10.2	11.4	11.6	17.4	19.2	19.6	25.0
Kansas	25.6	29.6	29.8	38.9	37.7	35.9	31.3
Missouri	35.4	25.4	23.7	20.0	16.2	23.9	22.0
Nebraska	17.9	24.0	26.5	17.2	18.2	14.2	16.6
Texas	8.9	7.7	7.0	5.6	7.5	5.8	4.8
Arkansas	.9	.8	.8	.6	.7	.5	.3
Outright Purchases & Miscellaneous	1.1	1.1	.6	.3	.5	.1	<u>2/</u>

^{1/} Figures for season up to July 1, 1938.

^{2/} Data not available.

Source: Table 21, page 110.

Table 23.

Wool Production, 1920-37

	: Total	: Total	:	:	:	:	:	:
	: United	: for the	:	:	:	:	:	:
	: States	: 6 states	: Texas	: Missouri	: Kansas	: Nebraska	: Oklahoma	: Arkansas
	(thousand pounds)							
1920	250,888	35,503	22,813	7,121	2,236	2,332	641	360
1921	241,723	35,482	24,170	6,596	1,939	1,891	555	331
1922	228,367	32,700	22,805	5,520	1,676	1,875	518	306
1923	230,168	32,123	22,867	5,396	1,231	2,020	338	271
1924	238,205	35,267	25,486	5,605	1,589	1,977	385	225
1925	253,203	37,337	27,056	5,537	2,028	2,114	372	230
1926	269,261	39,562	28,900	5,500	2,183	2,334	410	235
1927	289,404	45,794	34,725	5,505	2,393	2,400	531	240
1928	314,820	51,980	40,120	5,686	2,710	2,544	690	230
1929	327,795	60,441	46,779	6,699	3,172	2,685	886	220
1930	352,129	62,732	48,262	6,865	3,365	3,000	1,034	206
1931	376,301	70,294	55,360	7,406	3,243	2,991	1,069	225
1932	350,996	71,152	57,105	7,229	3,154	2,314	1,102	248
1933	374,152	90,572	74,800	7,733	3,388	3,191	1,154	261
1934	369,036	76,647	60,864	8,196	3,306	2,730	1,312	239
1935	363,145	76,978	59,220	8,869	3,808	3,029	1,804	248
1936	360,327	79,761	64,265	7,989	3,045	2,776	1,424	262
1937	366,344	91,738	75,835	8,673	3,004	2,382	1,556	288

- Source 1. Wool Production, 1920-35. B.A.E., U.S.D.A.; March, 1936, pp. 2-3.
2. Wool Production in 1937. B.A.E., U.S.D.A.; March, 1938, p. 2.
3. Wool Shorn in 1938. B.A.E., U.S.D.A.; August, 1938, p. 2.

Table 24. Proportion of Total United States Wool Production
Produced in Midwest's Six-State Area, 1920-37

	Total Amount Produced in Six-State Area	Percent of Total U. S. Wool Production
1920	35,503,000 lbs.	14.2%
1921	35,482,000	14.7
1922	32,700,000	14.3
1923	32,123,000	14.0
1924	35,267,000	14.8
1925	37,337,000	14.7
1926	39,562,000	14.7
1927	45,794,000	15.8
1928	51,980,000	16.5
1929	60,441,000	18.4
1930	62,732,000	17.8
1931	70,294,000	18.7
1932	71,152,000	20.3
1933	90,572,000	24.2
1934	78,647,000	20.8
1935	76,978,000	21.2
1936	79,761,000	22.1
1937	91,738,000	25.0

Source: Table 23, page 112.

Table 25.

Proportion of State Wool Production Marketed Through the
Midwest Wool Marketing Association, 1932-37

(Amount from each state marketed through the Association expressed as a
Percentage of the total state wool production.)

	Oklahoma	Missouri	Kansas	Nebraska	Texas	Arkansas
1932	38.6%	20.5%	33.9%	32.3%	.66%	14.8%
1933	26.5	8.8	23.5	20.2	.28	8.2
1934	38.5	12.5	39.0	23.9	.50	14.1
1935	30.5	7.1	32.4	18.0	.30	7.95
1936	26.0	3.9	23.8	12.6	.22	5.0
1937	26.2	5.7	24.8	12.5	.16	3.7

Source: Table 21, page 110 and Table 23, page 112.

Table 26. Amount of Wool Marketed Through the Midwest Wool Marketing Association from the Eleven Kansas Counties Adjacent to the Oklahoma Crop Reporting District II, 1933-37.

	1933	1934	1935	1936	1937
Barber	19,730 lbs.	59,851 lbs.	168,294 lbs.	9,035 lbs.	10,607 lbs.
Butler	14,471 "	23,308 "	26,500 "	9,740 "	5,148 "
Cowley	10,953 "	27,235 "	26,541 "	33,099 "	24,124 "
Harper	21,901 "	24,112 "	29,605 "	18,684 "	21,421 "
Harvey	17,737 "	23,625 "	24,472 "	11,939 "	14,289 "
Kingman	11,345 "	12,420 "	9,607 "	6,471 "	5,014 "
Pawnee	11,696 "	12,346 "	11,273 "	9,676 "	5,765 "
Pratt	7,149 "	9,342 "	10,175 "	4,644 "	7,057 "
Reno	15,961 "	20,803 "	20,924 "	16,854 "	21,580 "
Sedgwick	21,119 "	32,288 "	72,113 "	26,523 "	17,375 "
Stafford	18,249 "	17,400 "	55,401 "	25,071 "	19,948 "
Sumner	<u>32,093</u> "	<u>39,471</u> "	<u>57,273</u> "	<u>35,442</u> "	<u>21,262</u> "
Total	202,404 lbs.	302,201 lbs.	512,178 lbs.	207,178 lbs.	173,590 lbs.

Source: Records of Midwest Wool Marketing Association.

Table 27. Oklahoma Crop Reporting Districts Compared As To Number of Sheep Raised and Wool Produced, 1929 and 1934.

(Number of Sheep and Wool Produced in District Expressed as Percent of the Total State Figure.)

	1929		1934	
	Sheep	Wool	Sheep	Wool
District I	5%	9%	3%	6%
District II	39	36	45	38
District III	7	7	6	7
District IV	11	11	8	11
District V	19	19	22	18
District VI	2	1	2	2
District VII	10	11	9	9
District VIII	6	6	4	8
District IX	1	-	1	1
STATE	100%	100%	100%	100%

Source: Agricultural Statistician, Bureau of Agricultural Economics, U. S. Department of Agriculture, Oklahoma City, Oklahoma.

Table 28. Oklahoma Wool Marketed Through the
Midwest Wool Marketing Association, 1934-37

(County, Crop Reporting District and State Totals)

	1934	1935	1936	1937
STATE	494,027 lbs.	536,956 lbs.	379,599 lbs.	393,181 lbs.
<u>District I</u>	<u>9,329</u> -- --	<u>2,489</u> -- --	<u>2,626</u> -- --	<u>2,593</u> -- --
Beaver	541 lbs.	77 lbs.	93 lbs.	238 lbs.
Cimarron	296	304	303	293
Ellis	715	707	1,364	725
Harper	7,777	1,210	398	742
Texas	-	191	468	595
<u>District II</u>	<u>185,457</u> -- --	<u>201,854</u> -- --	<u>92,639</u> -- --	<u>90,497</u> -- --
Alfalfa	28,194	30,270	11,734	10,881
Garfield	46,030	62,717	19,596	25,132
Grant	56,718	59,395	19,817	24,001
Kay	24,143	17,028	19,791	10,126
Major	2,310	1,512	1,575	2,148
Noble	10,016	12,924	9,302	9,942
Woods	11,018	11,395	7,632	5,908
Woodward	7,028	6,613	3,192	2,359
<u>District III</u>	<u>26,880</u> -- --	<u>27,988</u> -- --	<u>25,769</u> -- --	<u>25,170</u> -- --
Craig	1,898	1,194	975	941
Delaware	281	830	2,633	408
Mayes	3,310	3,013	1,394	1,631
Nowata	948	671	481	379
Osage	998	3,093	2,224	2,155
Ottawa	5,122	3,523	3,260	2,034
Pawnee	7,249	8,281	7,913	8,712
Rogers	2,043	1,080	1,437	931
Tulsa	1,939	2,755	2,089	3,117
Wagoner	2,540	3,057	2,737	3,453
Washington	552	491	626	1,409
<u>District IV</u>	<u>44,913</u> -- --	<u>54,131</u> -- --	<u>38,826</u> -- --	<u>37,484</u> -- --
Beckham	5,777	6,413	7,864	12,994
Blaine	8,305	20,140	8,330	10,151
Custer	7,774	4,610	8,497	4,832
Dewey	3,776	4,383	2,390	1,044
Roger Mills	9,388	8,692	4,756	3,998
Washita	9,893	9,893	6,989	4,465

(continued)

Table 28. (continued)

Oklahoma Wool Marketed Through the
Midwest Wool Marketing Association, 1934-37

	1934	1935	1936	1937
<u>District V</u>	<u>126,187</u>	<u>136,199</u>	<u>117,285</u>	<u>124,677</u>
Canadian	20,303	19,412	10,969	5,511
Cleveland	3,432	4,494	4,280	3,724
Creek	3,578	3,792	1,905	2,219
Grady	11,855	18,126	22,560	36,904
Kingfisher	29,017	35,424 ¹ / ₂	25,500	18,987
Lincoln	7,190	4,702	6,413	5,118
Logan	12,893	10,490	7,553	11,891
McClain	4,156	4,030	4,133	3,160
Okfuskee	606	148	915	1,871
Oklahoma	16,363	18,550	18,385	20,636
Payne	16,322	16,575	13,741	12,132
Pottawatomie	353	349	92	179
Seminole	119	106	839	2,345
<u>District VI</u>	<u>15,007</u>	<u>16,890</u>	<u>22,337</u>	<u>9,532</u>
Adair	963	-	11,734	-
Cherokee	-	-	319	-
Haskell	-	-	-	535
Hughes	3,425	3,227	3,549	3,198
McIntosh	4,970	3,995	1,114	882
Muskogee	885	1,808	498	464
Okmulgee	4,708	7,361	5,123	4,133
Pittsburg	56	499	-	320
Sequoyah	-	-	-	-
<u>District VII</u>	<u>59,210</u>	<u>62,066</u>	<u>53,840</u>	<u>86,030</u>
Caddo	20,063	19,035	21,441	15,310
Comanche	10,614	9,789	7,686	7,944
Cotton	3,268	2,635	1,506	822
Greer	2,419	2,424	5,149	2,742
Harmon		861	248	278
Jackson	5,218	6,011	4,908	36,117
Kiowa	11,983	15,571	10,670	21,248
Tillman	5,645	5,740	2,232	1,569

(continued)

Table 28.(continued)

Oklahoma Wool Marketed Through the
Midwest Wool Marketing Association, 1934-37

	1934	1935	1936	1937
<u>District VIII</u>	<u>24,910</u>	<u>33,740</u>	<u>24,499</u>	<u>16,751</u>
Atoka	1,152	783	1,241	-
Bryan	3,430	1,386	603	156
Carter	719	323	-	1,896
Coal	5,089	2,616	2,200	2,172
Garvin	997	5,045	1,414	473
Jefferson	7,999	9,315	6,339	6,654
Johnston	328	1,874	2,137	433
Love	-	-	-	-
Marshall	-	1,170	402	-
Murray	336	2,329	957	1,283
Pontotoc	2,064	1,980	6,241	1,073
Stephens	2,796	6,919	2,965	2,611
<u>District IX</u>	<u>2,134</u>	<u>1,599</u>	<u>1,778</u>	<u>447</u>
Choctaw	-	-	-	-
Latimer	-	-	254	-
LeFlore	352	-	44	131
McCurtain	1,782	1,599	1,480	316
Pushmataha	-	-	-	-

Source: Records of Midwest Wool Marketing Association

Table 29. Amount of Wool Marketed Through the Midwest From Each Oklahoma Crop Reporting District and Percent Amount of Wool From Each District Is of Total Amount From the State Marketed Through the Midwest, 1934-37

	1934		1935		1936		1937	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
District								
I	9,392 lbs.	1.9%	2,489 lbs.	.5%	2,626 lbs.	.7%	2,593 lbs.	.7%
II	185,457 "	37.5	200,854 "	37.5	92,639 "	24.4	90,497 "	23.0
III	26,880 "	5.4	27,988 "	5.2	25,769 "	6.8	25,170 "	6.4
IV	44,913 "	9.1	54,131 "	10.1	38,826 "	10.2	37,484 "	9.5
V	126,187 "	25.5	136,199 "	25.4	117,285 "	30.9	124,677 "	31.7
VI	15,077 "	3.1	16,890 "	3.1	22,337 "	5.9	9,532 "	2.4
VII	59,210 "	12.0	62,066 "	11.6	53,840 "	14.1	86,030 "	21.9
VIII	24,910 "	5.1	33,740 "	6.3	24,499 "	6.5	16,756 "	4.3
IX	<u>2,134</u> "	<u>.4</u>	<u>1,599</u> "	<u>.3</u>	<u>1,778</u> "	<u>.5</u>	<u>477</u> "	<u>.1</u>
<u>1/</u>	494,097 lbs.	100%	535,965 lbs.	100%	379,599 lbs.	100%	393,186 lbs.	100%

1/ Difference in total figures as shown in this table and total state consignment figures given elsewhere to be explained by fact that some wool was received after the books on county shipment (from which these figures are taken) were made up.

Source: Records of Midwest Wool Marketing Association.

Table 30. Oklahoma Wool Marketed Through the Midwest Wool Marketing Association in 1935 and 1936 and Percentage Change in Amount Marketed in 1936 from the 1935 Amount -- By Districts

	Amount Marketed		Percentage Change	
	1935	1936	Increase	Decrease
<u>Districts</u>				
I	2,489 lbs.	2,626 lbs.	5.5%	
II	200,854 "	92,639 "		53.8%
III	27,988 "	25,769 "		7.9
IV	54,131 "	38,826 "		28.3
V	136,199 "	117,285 "		13.9
VI	16,890 "	22,337 "	32.3	
VII	62,066 "	53,840 "		13.3
VIII	33,740 "	24,499 "		27.4
IX	1,599 "	1,778 "	11.0	

Source: Table 29, page 120.

Table 31. Oklahoma Wool Production--By Group
Reporting Districts, 1934-37^{1/}

	1934	1935	1936	1937
	(thousand pounds)			
District I.....	78.7	108.2	85.4	93.4
District II.....	498.7	685.5	541.1	591.3
District III....	91.8	126.3	99.7	108.9
District IV.....	144.3	198.4	156.6	171.2
District V.....	236.2	324.7	256.3	280.1
District VI.....	26.2	36.1	28.5	31.1
District VII....	118.1	162.4	128.2	140.0
District VIII..	105.0	144.3	113.9	124.5
District IX.....	13.1	18.0	14.2	15.6

^{1/} Production figures for the districts were obtained by multiplying the annual state wool production figures (Table 23, page 112) by the percentage figures given in Table 27, page 116, which percentage figures are the estimated proportion of total state wool produced in each district.

Table 32. Proportion of the Total Wool Produced in
Districts Marketed Through the Midwest,
1934-37.

	1934	1935	1936	1937
District I.....	11.9%	2.3%	3.1%	2.8%
District II.....	37.2	29.3	17.1	15.3
District III.....	29.3	22.2	25.9	23.1
District IV.....	31.1	27.3	24.8	21.9
District V.....	53.4	41.9	45.6	44.5
District VI.....	57.5	46.8	78.4	30.6
District VII.....	50.1	38.2	42.0	61.4
District VIII...	23.7	23.4	21.5	13.5
District IX.....	16.3	8.9	12.5	2.9

Source: Table 29, page 120 and Table 31, page 122.

Table 33. Oklahoma Wool Production-By Counties, 1934

<u>District I</u>	<u>78,123</u> lbs.	<u>District V (cont.)</u>	
Beaver	5,311 "	Payne	19,767 lbs.
Cimarron	46,121 "	Pottawatomie	1,817 "
Ellis	6,369 "	Seminole	2,266 "
Harper	15,842 "		
Texas	2,480 "	<u>District VI</u>	<u>28,851</u> lbs.
		Adair	4,656 "
<u>District II</u>	<u>459,544</u> lbs.	Cherokee	5,299 "
Alfalfa	84,770 "	Haskell	150 "
Garfield	119,446 "	Hughes	2,885 "
Grant	110,621 "	McIntosh	6,233 "
Kay	78,564 "	Muskogee	153 "
Major	19,180 "	Okmulgee	5,669 "
Noble	13,595 "	Pittsburg	3,541 "
Woods	24,734 "	Sequoyah	260 "
Woodward	8,634 "		
		<u>District VII</u>	<u>105,368</u> lbs.
<u>District III</u>	<u>80,046</u> lbs.	Caddo	25,143 "
Craig	5,633 "	Comanche	11,713 "
Delaware	8,636 "	Cotton	17,737 "
Mayes	6,152 "	Greer	4,664 "
Nowata	6,038 "	Harmon	4,822 "
Osage	21,343 "	Jackson	14,750 "
Ottawa	7,893 "	Kiowa	18,310 "
Pawnee	9,011 "	Tillman	8,229 "
Rogers	6,897 "		
Tulsa	4,028 "	<u>District VIII</u>	<u>92,265</u> lbs.
Wagoner	2,656 "	Atoka	3,162 "
Washington	1,759 "	Bryan	2,169 "
		Carter	5,724 "
<u>District IV</u>	<u>132,767</u> lbs.	Coal	1,436 "
Beckham	7,029 "	Garvin	4,048 "
Blaine	63,520 "	Jefferson	15,981 "
Custer	18,282 "	Johnston	9,380 "
Dewey	13,972 "	Love	152 "
Roger Mills	14,119 "	Marshall	5,299 "
Washita	15,845 "	Murray	1,908 "
		Pontotoc	38,409 "
<u>District V</u>	<u>221,850</u> lbs.	Stephens	4,597 "
Canadian	40,489 "		
Cleveland	6,481 "	<u>District IX</u>	<u>13,690</u> lbs.
Creek	3,095 "	Choctaw	1,763 "
Grady	41,418 "	Latimer	1,967 "
Kingfisher	57,190 "	LeFlore	2,588 "
Lincoln	10,565 "	McCurtain	4,559 "
Logan	20,835 "	Pushmataha	2,813 "
McClain	4,273 "		
Okfuskee	1,803 "		
Oklahoma	11,851 "		

Source: U. S. Census, 1935.

Table 34. Total Number of Farms in County, Number of Sheep Farms in County and Percent Sheep Farms in County is of Total Number of Farms, 1934.

County	:Total :number :of farms	:Number :of sheep :farms	: Percent : sheep is : of total : farms	County	:Total :number :of farms	:Number :of sheep :farms	: Percent : sheep is : of total : farms
Adair	2,409	42	1.74%	Haskell	2,433	2	.08%
Alfalfa	2,164	256	11.83	Hughes	3,004	13	.43
Atoka	2,348	13	.55	Jackson	2,594	19	.73
Beaver	2,080	17	.82	Jefferson	1,994	23	1.15
Beckham	3,135	26	.83	Johnston	1,795	9	.50
Blaine	2,709	125	4.61	Kay	2,997	222	7.41
Bryan	4,132	11	.27	Kingfisher	2,623	251	9.57
Caddo	5,579	104	1.86	Kiowa	3,090	41	1.33
Canadian	2,704	178	6.58	Latimer	1,386	9	.65
Carter	2,808	15	.53	LeFlore	4,971	17	.34
Cherokee	2,793	15	.54	Lincoln	4,478	57	1.27
Choctaw	3,472	6	.17	Logan	2,681	92	3.43
Cimarron	975	17	1.74	Love	1,759	2	.11
Cleveland	2,221	36	1.62	McClain	2,872	25	.87
Coal	1,769	13	.73	McCurtain	5,092	34	.67
Comanche	2,826	45	1.59	McIntosh	3,410	18	.53
Cotton	2,052	47	2.29	Major	2,131	117	5.49
Craig	2,482	40	1.61	Marshall	1,476	14	.95
Creek	3,782	11	.29	Mayes	2,810	49	1.75
Custer	2,747	69	2.51	Murray	1,165	9	.77
Delaware	2,711	65	2.40	Muskogee	4,480	2	.04
Dewey	2,280	60	2.63	Noble	1,977	62	3.14
Ellis	1,720	30	1.74	Nowata	1,605	29	1.81
Garfield	3,056	388	12.70	Okfuskee	3,520	11	.31
Garvin	3,824	20	.52	Oklahoma	4,001	62	1.55
Grady	4,812	81	1.68	Okmulgee	3,534	22	.62
Grant	2,609	340	13.03	Osage	2,644	42	1.59
Greer	1,985	11	.55	Ottawa	1,999	45	2.25
Harmon	1,667	16	.96	Pawnee	2,269	47	2.07
Harper	1,150	35	3.04	Payne	3,034	78	2.57

(continued)

Table 34. Total Number of Farms in County, Number of Sheep Farms in County and Percent Sheep Farms in County is of Total Number of Farms, 1934

	: :Total :number :of farms	: :Number :of sheep :farms	:Percent :sheep is :of total :farms		: :Total :number :of farms	: :Number :of sheep :farms	:Percent :sheep is :of total :farms
Pittsburg	4,291	21	.49%				
Pontotoc	3,038	23	.76	STATE TOTAL	213,325	4,010	1.88%
Pottawatomie	4,378	11	.25				
Pushmataha	2,253	28	1.24				
Roger Mills	2,326	36	1.55				
Rogers	2,634	26	.99				
Seminole	3,117	13	.42				
Sequoyah	3,151	8	.25				
Stephens	3,023	24	.79				
Texas	2,135	27	1.26				
Tillman	2,420	39	1.61				
Tulsa	3,119	22	.71				
Wagoner	3,252	11	.34				
Washington	1,559	8	.51				
Washita	3,859	56	1.45				
Woods	2,112	61	2.89				
Woodward	1,833	41	2.24				

Source: U. S. Census, 1935.

Table 35.

Total and Active Members of Midwest Wool Marketing
Association in Oklahoma, 1934-37.

(County, Crop Reporting District and State Totals)

	1934		1935		1936		1937	
	Total	Active	Total	Active	Total	Active	Total	Active
STATE	1861	1297	2145	1180	1/	1/	2452	822
District I.	18	11	19	10	1/	1/	29	8
Beaver	5	2	1	1			6	1
Cimarron	1	1	1	1			1	1
Ellis	6	3	8	4			7	3
Harper	6	5	8	3			9	3
Texas			1	1			6	0
District II	576	403	645	322			678	193
Alfalfa	103	64	110	42			116	24
Garfield	110	83	128	75			130	36
Grant	129	102	139	73			140	46
Kay	79	55	87	43			99	30
Major	24	11	26	5			28	5
Noble	58	34	62	33			68	28
Woods	32	26	39	25			37	13
Woodward	41	28	54	26			60	11
District III	138	87	158	78			199	84
Craig	13	6	13	3			13	3
Delaware	7	1	9	2			11	2
Mayes	10	9	13	6			15	6
Nowata	11	4	10	3			11	3
Osage	11	3	16	3			18	4
Ottawa	17	15	19	11			21	8
Pawnee	42	28	45	28			58	27
Rogers	9	6	9	4			11	4
Tulsa	9	7	12	9			22	14
Wagoner	7	6	10	8			13	8
Washington	2	2	2	1			6	5

(continued)

Table 35.(continued) Total and Active Members of Midwest Wool Marketing Association in Oklahoma, 1934-37.

	1934		1935		1936		1937	
	Total	Active	Total	Active	Total	Active	Total	Active
District IV	182	135	230	135	I/-	I/-	245	65
Beckham	19	16	33	19			35	18
Blaine	46	30	54	30			58	15
Custer	28	25	39	21			39	8
Dewey	23	15	26	14			25	4
Roger Mills	33	20	36	22			38	6
Washita	33	29	42	29			50	14
District V	522	389	600	373			687	272
Canadian	89	66	98	60			101	16
Cleveland	13	9	21	15			30	18
Creek	16	11	18	12			19	6
Grady	55	41	70	47			108	47
Kingfisher	121	98	140	100			108	59
Lincoln	31	25	35	22			46	23
Logan	57	47	62	36			68	29
McClain	34	19	36	14			43	11
Okfuskee	3	3	3	2			6	3
Oklahoma	20	13	28	14			47	14
Payne	78	54	84	48			97	39
Pottawatomie	1	1	2	2			5	3
Seminole	4	2	3	1			9	4
District VI	62	32	72	37			98	39
Adair	3	2	2	0			2	0
Cherokee	3	0	5	0			6	0
Haskell	0	0	0	0			5	5
Hughes	17	4	18	9			24	11
McIntosh	16	9	18	9			19	4
Muskogee	5	3	7	3			9	1
Okmulgee	14	13	17	15			26	15
Pittsburg	3	1	4	1			6	3
Sequoyah	1	0	1	0			1	0

(continued)

Table 35. (continued) Total and Active Members of Midwest Wool Marketing Association in Oklahoma, 1934-37

	1934		1935		1936		1937	
	Total	Active	Total	Active	Total	Active	Total	Active
<u>District VII</u>	<u>274</u>	<u>182</u>	<u>312</u>	<u>166</u>	<u>1/</u>	<u>1/</u>	<u>381</u>	<u>124</u>
Caddo	113	80	127	60			154	55
Comanche	43	28	46	25			55	19
Cotton	20	9	20	5			20	3
Greer	6	5	6	4			11	4
Harmon	0	0	3	3			4	2
Jackson	23	14	25	14			36	15
Kiowa	41	29	49	35			64	17
Tillman	28	17	36	20			37	9
<u>District VIII</u>	<u>80</u>	<u>50</u>	<u>100</u>	<u>57</u>			<u>125</u>	<u>35</u>
Atoka	3	3	3	1			3	0
Bryan	10	6	12	7			12	2
Carter	2	1	2	1			3	1
Coal	5	5	8	6			8	3
Garvin	12	6	13	6			13	3
Jefferson	15	9	23	15			29	9
Johnston	4	2	5	2			8	2
Love	3	0	3	0			3	0
Marshall	0	0	2	2			2	0
Murray	2	1	3	2			7	1
Pontotoc	7	6	8	6			13	6
Stephens	17	11	18	9			24	8
<u>District IX</u>	<u>9</u>	<u>8</u>	<u>9</u>	<u>2</u>			<u>10</u>	<u>2</u>
Choctaw	0	0	0	0			0	0
Latimer	0	0	0	0			0	0
LeFlore	1	1	2	0			2	1
McCurtain	7	7	6	2			7	1
Pushmataha	1	0	1	0			1	0

1/ Data not available.

Source: Records of Midwest Wool Marketing Association.

Table 36. Midwest Membership in Oklahoma: Proportion
District is of Total State Active Membership, 1934-37^{1/}

		RANK OF DISTRICTS								
		1st.	2nd.	3rd.	4th.	5th.	6th.	7th.	8th.	9th.
<u>Dist. II</u>										
	1934		30.8%							
	35			27.4%						
	37			23.5						
<u>Dist. V</u>										
	1934			30.1%						
	35		31.6%							
	37		33.1							
<u>Dist. VII</u>										
	1934			14.0%						
	35			14.1						
	37			15.1						
<u>Dist. IV</u>										
	1934				10.5%					
	35				11.4					
	37					7.9%				
<u>Dist. III</u>										
	1934					6.7%				
	35					6.6				
	37				10.2%					
<u>Dist. VIII</u>										
	1934						3.9%			
	35						4.8			
	37							4.3%		
<u>Dist. VI</u>										
	1934							2.5%		
	35							3.1		
	37							4.7%		
<u>Dist. I</u>										
	1934								0.9%	
	35								0.9	
	37								1.0	
<u>Dist. IX</u>										
	1934									0.6%
	35									.1
	37									.2

Source: Table 35, pages 127-29.

Table 37. Oklahoma Midwest Members: Percent Active
 Membership is of Total District Membership,
 1934, 1935, & 1937^{1/}

	1934	1935	1937
District I	61.1%	52.6%	27.6%
District II	70.0	49.9	28.5
District III	63.0	49.1	42.2
District IV	74.2	58.7	26.5
District V	74.5	62.2	39.6
District VI	51.6	51.4	39.8
District VII	66.4	53.2	32.5
District VIII	62.5	57.0	28.0
District IX	88.9	22.2	20.0
^{1/} 1936 Data not available.			

Source: Table 35, pages 127-29.

Table 38. District Sheep Farmers Selling Wool Through
Midwest Wool Marketing Association, 1934

(Number selling through the Midwest expressed as a
Percentage of Total Number of Sheep Farmers in District.)

	Active Midwest members in 1934 ^{1/}	Number of sheep farmers in 1934 ^{2/}	Proportion of sheep farmers that were active members in 1934.
District I	11	126	8.7%
District II	403	1,487	27.1
District III	87	384	22.7
District IV	135	372	36.3
District V	389	906	42.9
District VI	32	143	22.4
District VII	182	322	56.2
District VIII	50	176	28.4
District IX	8	94	8.5
STATE TOTAL	1,297	4,010	32.2

^{1/} Table 35, pages 127-29.

^{2/} Table 34, pages 125-26.

Table 39. Proportion of Sheep Farmers in 36-County Area in Oklahoma That Have Marketed Wool Through the Midwest Each of the Four Years, 1934-37.

	Total 1937 Midwest Active Members	Midwest Consistent Consignors, 1934-37	Sheep Farmers in Area	Proportion of Sheep Farmers That Consigned the 4 years, 1934-37.
36-County Area	689	365	3,204	11.4%
District ^{1/} I	6	4	65	<u>2/</u>
District II	193	120	1,487	8.1
District III	27	13	47	<u>2/</u>
District IV	65	35	372	9.4
District V	256	128	860	14.9
District VII	122	53	306	17.3
District VIII	20	12	67	<u>2/</u>

^{1/} For counties within Crop Reporting Districts included in this 36-county area see Figure XX, page 82.

^{2/} Percentage not worked as only 3 or less counties of the District included in this 36-county area.

Source: Table 34, pages 125-26; Table 35, pages 127-29; and special card records of Midwest Wool Marketing Association.

Table 40.

Number of Sheep Farmers and Amount of Wool Produced
in Specified Oklahoma District Areas, 1934

	Number of Sheep Farmers in District Area, 1934	Wool Produced in District Area, 1934
District Area II ^{1/}	1,329	431,730 lbs.
District Area V ^{2/}	778	198,031 "
District Area VII ^{3/}	209	69,916 "

1/ Alfalfa, Garfield, Kay, Noble, Grant, and Woods counties.

2/ Canadian, Grady, Cleveland, Kingfisher, Logan, Oklahoma, and Payne counties.

3/ Caddo, Comanche, Jackson, and Kiowa counties.

Source: Table 34, pages 125-26 and Table 33, page 124.

Table 41.

Total Number of Active Midwest Members in Specified Oklahoma District Areas and Amount of Wool They Marketed Through the Association, 1934, 1935, & 1937.^{1/}

	Number of Active Members			Amount of Wool Marketed		
	1934	1935	1937	1934	1935	1937
District Area II ^{2/}	364	291	177	176,119 lbs.	193,729 lbs.	85,980 lbs.
District Area V ^{3/}	328	320	222	110,185 "	123,073 "	109,785 "
District Area VII ^{4/}	151	134	106	47,878 "	50,406 "	30,619 "

^{1/} 1936 data not available.

^{2/} Alfalfa, Garfield, Grant, Kay, Noble, and Woods counties.

^{3/} Canadian, Cleveland, Grady, Kingfisher, Logan, Oklahoma, and Payne counties.

^{4/} Caddo, Comanche, Jackson, and Kiowa counties.

Source: Table 35, pages 127-29 and Table 28, pages 117-18.

Table 42. Amount of Wool Marketed Through the Midwest By Consistent Consignors^{1/}
1934, 1935, and 1937.

	: Number of : Consistent : Consignors, : 1934,1935, : and 1937	: Percent Wool Marketed by : Consistent Consignors is of : total amount consigned : annually from district areas	: 1934	: 1935	: 1937	: Percent wool consigned : by Consistent Consignors : is of total district : area wool production
						1934
District Area ^{2/} II	118	29.6%	47.8%	71.7%		12.1%
District Area V	110	38.5	41.9	48.7		21.4
District Area VII	45	32.2	32.9	19.1		22.1

^{1/} Consistent consignors are those members marketing through the Association each of the three years, 1934, 1935, and 1937.

^{2/} For counties included in District Areas see Table 40, page 134.

Source: Table 43, page 137; Table 28, pages 117-18; and Table 33, page 124.

Table 43. Consistent Consignors to the Midwest in Specified Oklahoma District Areas and Amount of Wool They Marketed Through the Association, 1934, 1935, & 1937.

	: Number of	:	Amount of Wool Marketed		
	: Consistent	:			
	: Consignors ^{1/}	:	1934	1935	1937
District Area II ^{2/}	118		52,058 lbs.	92,541 lbs.	61,663 lbs.
District Area V ^{3/}	110		42,390 "	51,578 "	53,446 "
District Area VII ^{4/}	45		15,434 "	16,571 "	15,417 "

^{1/} Consistent Consignors are those members who marketed wool through the Association each year, 1934, 1935, and 1937.

^{2/} Alfalfa, Garfield, Grant, Kay, Noble, and Woods counties.

^{3/} Canadian, Grady, Cleveland, Kingfisher, Logan, Oklahoma, and Payne counties.

^{4/} Caddo, Comanche, Jackson, and Kiowa counties.

Source: Tables 45-47, pages 139-41.

Table 44. Membership Status of Midwest Consistent Consignors^{1/}, 1934, 1935, & 1937.

	: Number of	: Percent Consistent Consignors	: Percent Consistent	
	: Consistent	: are of total annual District	: Consignors are of	
	: Consignors,	: Area Active Membership.	: District Area Sheep	
	: 1934, 1935,	:	: Farmers	
	: & 1937.	: 1934 : 1935 : 1937 :	: 1934	
District Area ^{2/} II	118	32.3%	40.5%	66.7% 8.9%
District Area V	110	33.1	34.4	49.7 14.1
District Area VII	45	29.8	33.6	42.8 21.5

^{1/} Consistent consignors are those members marketing through the Association each year, 1934, 1935, and 1937. 1936 data not available.

^{2/} For counties included in District Areas see Table 43, page 137.

Source: Tables 45-47, pages 139-41; Table 35, pages 127-29; Table 34, pages 125-26.

Table 45. District Area II: Marketing Record of Midwest Members Marketing Wool
Through the Association for period 1934-37^{1/}

Years Marketed Through Midwest	:	Number of Members	:	Amount Marketed	:	1934	:	1935	:	1937
1934 only		120		64,541 lbs.						
1935 only		40						24,220 lbs.		
1937 only		33								11,077 lbs.
1934 & 1935		117		55,939 "				64,974 "		
1934 & 1937		10		3,558 "						4,283 "
1935 & 1937		16						11,994 "		8,957 "
1934, 1935, & 1937.		118		52,058 "				92,541 "		61,663 "

District Area II includes Alfalfa, Garfield, Grant, Kay, Noble, and Woods counties.

^{1/} 1936 Data not available.

Source: Records of Midwest Wool Marketing Association.

Table 46. District Area V: Marketing Record of Midwest Members Marketing Wool
Through the Association for the period 1934-37^{1/}

Years Marketed Through Midwest	: Number : of : Members	Amount Marketed		
		1934	1935	1937
1934 only	84	24,839 lbs.		
1935 only	54		15,698 lbs.	
1937 only	79			44,017 lbs.
1934 & 1935	131	40,916 lbs.	48,758 "	
1934 & 1937	7	2,042 "		2,870 "
1935 & 1937	25		7,039 "	9,452 "
1934, 1935, & 1937	110	42,390 "	51,578 "	53,446 "

District Area V includes Canadian, Oklahoma, Kingfisher, Grady, Cleveland, Logan, and Payne counties.

^{1/} 1936 data not available.

Source: Records of Midwest Wool Marketing Association.

Table 47. District Area VII: Marketing Record of Midwest Members Marketing Wool Through the Association for the period 1934-37^{1/}

Years Marketed Through Midwest	: Number of Members	: Amount Marketed	: 1934	: 1935	: 1937
1934 only	42	10,960 lbs.			
1935 only	23	7,049 lbs.			
1937 only	44	61,846 lbs.			
1934 & 1935	57	20,127 "	25,547 "		
1934 & 1937	7	1,357 "		1,618 "	
1935 & 1937	9	1,239 "		1,749 "	
1934, 1935, & 1937	45	15,434 "	16,571 "	15,417 "	

District Area VII includes Caddo, Comanche, Jackson, and Kiowa counties.

^{1/} 1936 data not available.

Source: Records of Midwest Wool Marketing Association.

Table 48.

SUMMARY: Marketing Records of Midwest Members Marketing Wool
Through the Association for the period 1934-37^{1/}

(Seventeen-county area embracing District Areas II, V, and VII.)

Years	:	:	Amount Marketed			
Marketed	:	Number	:			
Through	:	of	:			
Midwest	:	Members	:	1934	1935	1937
1934 only		246		100,340 lbs.		
1935 only		117			46,967 lbs.	
1937 only		156				116,940 lbs.
1934 & 1935		305		116,982 "	139,279 "	
1934 & 1937		24		6,957 "		8,771 "
1935 & 1937		50			20,272 "	20,158 "
1934, 1935, & 1937		273		109,882 "	160,690 "	130,526 "

^{1/} 1936 data available.

Source: Tables 45-47, pages 139-41.

In Table 49, page 144, is given the grade, line, and shrinkage of Oklahoma wool marketed through the Midwest in 1936 and the price of this wool in the grease¹ and on the scoured basis of the clean value.² The line of wool depends mostly on the shrinkage.³

1. Buck, Warner M. Technical Terms of the Wool Market, p. 1. "... Wool in its original condition or as it comes from the sheep's back, is known as 'grease wool', 'greasy wool', or 'wool in the grease'. When in this condition, wool contains a relatively large quantity of extraneous substances in the form of natural grease, dried perspiration, soil, sand, vegetable matter, etc. This foreign matter must be removed before the wool can enter the manufacturing processes, and this is usually effected by scouring the greasy wool in a soap-and-soda solution."

2. Ibid., p.1. "'Scoured basis' or Clean basis'. Frequently the selling prices of wool are quoted on a 'scoured basis', or on a 'clean basis', or as so much per pound 'clean'. When reference is made to the price of wool on any of these bases it does not necessarily mean that the actual scouring operation has been done or that its costs is included in the price quoted. For example, if wool estimated to shrink 50 percent in scouring, were priced at 30 cents per grease pound, the price of that particular wool would be 60 cents per pound on a scoured basis. Briefly, 'scoured basis' is a trade term which refers to the estimated yield of the scoured wool that may be obtained from a lot of grease wool."

3. Ibid., p.1. "'Shrinkage', 'Yield', or 'Clean content'. The loss in weight that occurs as a result of the removal of this foreign matter is termed 'shrinkage', and the quantity of clean scoured wool that remains after cleansing is known as the 'yield' of the wool, or its 'clean content'. It is important to note that when the word 'shrinkage' is applied to grease wool it has no reference whatsoever to any change that may take place in the dimensions of the fibers during the cleansing process."

Table 49. Grade, Line, Scouring Shrinkage, Selling Price, and Clean Value of the Major Portion of Oklahoma Wool Marketed Through the Midwest Wool Marketing Association in 1936.

Grade & Description	Line ^{1/}	Scouring Shrinkage	Weight	Selling Price (¢ per lb.)	Clean Value
1/4 Staple	1	42%	803 lbs.	\$.3800	\$.679
	3	45	1,775 "	.3291	.672
	32	40	820 "	.3873	.679
	75	50/51	32,917 "	.3145	.67
	100	50/51	3,002 "	.3145	.67
3/8 Staple	5	47/48	3,337 "	.3668	.719
	7	50	4,988 "	.3359	.715
	34	43	1,008 "	.3977	.723
	76	55	75,887 "	.3204	.712
	102	55	6,105 "	.3204	.712
1/2 Staple	13	55	1,576 "	.3194	.779
	15	58	1,668 "	.2855	.772
	30	52/53	595 "	.3447	.783
	104	62	1,588 "	.2771	.77
	109	64	15,641 "	.2771	.77
Fine Staple	17	61/62	8,816 "	.3380	.824
	19	63/64	879 "	.2489	.803
	49	65/66	16,627 "	.2667	.808
	50	70	15,005 "	.1954	.782
3/8 Clothing	6	48/49	1,806 "	.3305	.689
1/2 Clothing	14	55	817 "	.3041	.751
	16	60	973 "	.2836	.746
	31	53	302 "	.3491	.758
	44	64	9,617 "	.3000	.75
	105	62	1,848	.3000	.75

^{1/} Clough, R. S. Annual Report of the Manager, 1937, page 2. "Each standard grade is subdivided into lines. Shrinkage is the major factor in determining lines. The shrinkage is the loss that grease wool sustains in the scouring process. If the shrinkage of wool is 45%, this means that that wool will yield 55 pounds of scoured wool from 100 pounds of wool in the grease. Wools vary quite widely in shrinkages."

Table 49. (cont.) Grade, Line, Scouring Shrinkage, Selling Price, and Clean Value
of the Major Portion of Oklahoma Wool Marketed Through the Midwest
Wool Marketing Association, 1936.

Grade & Description	Line ^{1/}	Scouring Shrinkage	Weight	Selling Price (¢ per lb.)	Clean Value
Fine Clothing	18	61	11,883 lbs.	\$.3009	\$.791
	20	65	4,962 "	.2577	.781
	45	72	14,686 "	.2232	.77
	46	66	20,723 "	.2491	.778
	65	75	13,067 "	.1800	.75
	111	66	3,668 "	.2750	.786
Burry Medium	26	51	15,533 "		
	77	51	383 "		
	226	55	32,278 "		
Burry Fine	25	65	9,347 "		
	225	72	14,526 "		
Low Quarter	29	44	133 "		
	229	48	507 "		

Source: Records of Midwest Wool Marketing Association.

"BRIEF DISCUSSION OF EACH GRADE IN 1935 SHIPMENTS"^{1/}

"1. 1/4 Staple. A desirable 'current market demand' grade, as reflected by price, for Oklahoma growers. This grade is usually secured from sheep with Shropshire and Hampshire breeding, one of the largest profitable grades shipped by Oklahoma growers in 1935. Growers should strive for a larger per cent of their fleeces in this grade...

"2. 3/8 Staple. Another desirable 'current market demand' grade, usually secured from Shropshires, Hampshires, Southdowns, and other medium wool breeds. Twenty four and nine hundredths per cent of the 1935 shipments fell in this grade...

"3. 3/8 Clothing. A less valuable fleece per pound because of its short fiber, usually secured from sheep with Southdown, Shropshire, or Hampshire breeding. In 1935, only .19 per cent of the shipment was in this grade.

"4. 1/2 Blood Staple. A less valuable fleece per pound but a heavy fleece, usually secured from medium wool (Shropshire, etc.) and western breed (Merino, etc.) crosses...

"5. 1/2 Blood Clothing. A short fiber light fleece of low value per pound, secured from medium wool (Shropshire, etc.) and western breed (Merino, etc.) crosses...

"6. Fine Staple. The highest priced grade of wool secured from the fine wool breeds (Merino, Rambouillet, western breeding, etc.). Thirty-one per cent of the total fine wool sold in this grade...

"7. Fine Clothing. Sixty per cent of the fine wool sold in this grade. The price is usually over two cents per pound less than for the fine staple grade and the fleeces some lighter in weight also...

"8. Burry Medium. Four and nine tenths per cent of the total sales of wool fell into this 'off grade,' netting growers a low price. The low price being due to 'burrs,' chaff, etc. In other respects this wool met the requirements of the regular medium wool grades netting producers eight to ten cents more per pound. Some grading sheets were inspected where no fleeces went into this grade, which indicates that with care a large percent of this grade can be raised to net growers 30 to 50 cents more per fleece.

^{1/} Jacob, Op. cit., p. 10.

"9. Fine Burry and Halfblood. Only 3.09 per cent of all wool sold was in this class. This was, however, nine per cent of all fine wool sold. In some counties, the percentages were much greater. Flock owners should take steps to prevent this heavy tonnage from becoming infected with burs, chaff, etc., and selling at a lower price.

"10. Low Quarter and Braid. This was a rather unimportant grade for 1935, as only 1.05 per cent of the tonnage sold fell in this grade... Low quarter and braid wool is secured from Cotswold, Lincoln and Leicester sheep.

"11 and 12. Black, Dead, Mohair, Tags, etc. Three and nine hundredths per cent of the wool sold in these grades which included '17 lines.' The practice of separating the tags from fleeces seems to be general, which represents the adoption of an excellent practice."

Table 50. Grades of All Oklahoma Wool
Marketed Through the Midwest Wool Marketing Association, 1933-37

	1933	1934	1935	1936	1937
1/4 Staple	64,601 lbs.	148,337 lbs.	102,562 lbs.	39,317 lbs.	30,181 lbs.
3/8 Staple	36,580 "	69,320 "	129,405 "	91,325 "	91,008 "
3/8 Clothing	22,047 "	34,755 "	1,051 "	1,806 "	1,311 "
1/2 Staple	5,594 "	13,060 "	35,574 "	21,068 "	47,475 "
1/2 Clothing	7,707 "	11,952 "	14,892 "	13,557 "	7,827 "
Fine Staple	8,293 "	25,151 "	62,635 "	41,327 "	102,282 "
Fine Clothing	39,425 "	79,146 "	121,234 "	68,989 "	37,761 "
Burly Medium	69,279 "	58,457 "	26,810 "	48,194 "	9,444 "
Burly Fine & Halfblood	24,051 "	19,508 "	16,634 "	23,873 "	5,937 "
Low Quarter Common, Braid	13,969 "	10,983 "	5,645 "	653 "	369 "
Black & Gray (all)	1,791 "	4,281 "	3,842 "	2,659 "	2,755 "
Dead (all)	-	2,406 "	2,271 "	1,949 "	2,044 "
Mohair	-	6,916 "	8,035 "	7,821 "	5,291 "
Lambs	-	-	-	-	2,159 "
All Others	5,242 "	9,755 "	6,366 "	5,317 "	5,388 "
Total	298,579 lbs.	494,027 lbs.	536,956 lbs.	367,855 lbs.	351,232 lbs. ^{1/}

^{1/} A total of 41,989 lbs. shipped in unit lots not included in this total. For discussion of unit lot shipments see page 88.

Source: Records of Midwest Wool Marketing Association.

Table 51. Grades of Wool from Oklahoma Crop Reporting District I Marketed
Through the Midwest Wool Marketing Association, 1934-37

	1934	1935	1936	1937
1/4 Staple	831 lbs.	387 lbs.	95 lbs.	578 lbs.
3/8 Staple	663 "	634 "	441 "	757 "
1/2 Staple	258 "	261 "	351 "	366 "
Fine Staple	639 "	162 "	394 "	554 "
3/8 Clothing	330 "	-	-	-
1/2 Clothing	495 "	413 "	80 "	128 "
Fine Clothing	5,017 "	573 "	191 "	160 "
Below Grade & Burry	<u>1,096</u> "	<u>59</u> "	<u>1,074</u> "	<u>50</u> "
	9,329 lbs.	2,469 lbs.	2,626 lbs.	2,593 lbs.

Source: Records of Midwest Wool Marketing Association.

Table 52. Grades of Wool from Oklahoma Crop Reporting District II Marketed
 Through the Midwest Wool Marketing Association, 1934-37

	1934	1935	1936	1937
1/4 Staple	60,220 lbs.	40,649 lbs.	11,625 lbs.	9,679 lbs.
3/8 Staple	23,166 "	39,190 "	23,637 "	25,853 "
1/2 Staple	5,033 "	9,183 "	6,169 "	13,389 "
Fine Staple	11,078 "	30,378 "	9,713 "	30,035 "
3/8 Clothing	10,779 "	13 "	72 "	58 "
1/2 Clothing	3,560 "	3,921 "	2,563 "	1,556 "
Fine Clothing	40,148 "	62,824 "	19,136 "	6,193 "
Below Grade & Burry	<u>31,473</u> "	<u>14,696</u> "	<u>19,724</u> "	<u>3,734</u> "
	185,457 lbs.	200,854 lbs.	92,639 lbs.	90,497 lbs.

Source: Records of Midwest Wool Marketing Association.

Table 53. Grades of Wool From Oklahoma Crop Reporting District III Marketed
Through the Midwest Wool Marketing Association, 1934-37

	1934	1935	1936	1937
1/4 Staple	5,964 lbs.	6,374 lbs.	2,493 lbs.	2,094 lbs.
3/8 Staple	5,441 "	8,604 "	7,460 "	7,922 "
1/2 Staple	572 "	2,058 "	1,726 "	3,180 "
Fine Staple	645 "	1,510 "	2,564 "	6,057 "
3/8 Clothing	1,827 "	188 "	449 "	277 "
1/2 Clothing	700 "	752 "	1,017 "	436 "
Fine Clothing	1,626 "	1,862 "	3,334 "	1,606 "
Below Grade & Burry	<u>11,105</u> "	<u>6,637</u> "	<u>6,726</u> "	<u>3,598</u> "
	26,880 lbs.	27,985 lbs.	25,769 lbs.	25,170 lbs.

Source: Records of Midwest Wool Marketing Association.

Table 54. Grades of Wool From Oklahoma Crop Reporting District IV Marketed
 Through the Midwest Wool Marketing Association, 1934-37

	1934	1935	1936	1937
1/4 Staple	14,592 lbs.	6,445 lbs.	3,319 lbs.	1,788 lbs.
3/8 Staple	6,625 "	13,284 "	8,070 "	6,937 "
1/2 Staple	1,541 "	4,154 "	2,159 "	5,037 "
Fine Staple	2,146 "	5,695 "	7,317 "	13,640 "
3/8 Clothing	4,485 "	13 "	-	-
1/2 Clothing	1,415 "	2,195 "	2,166 "	922 "
Fine Clothing	4,504 "	13,819 "	6,582 "	6,496 "
Below Grade & Burry	<u>9,605</u> "	<u>8,526</u> "	<u>9,213</u> "	<u>2,664</u> "
	44,913 lbs.	54,131 lbs.	38,826 lbs.	37,484 lbs.

Source: Records of Midwest Wool Marketing Association.

Table 55. Grades of Wool from Oklahoma Crop Reporting District V Marketed Through the Midwest Wool Marketing Association, 1934-37

	1934	1935	1936	1937
1/4 Staple	39,122 lbs.	30,150 lbs.	11,681 lbs.	8,542 lbs.
3/8 Staple	20,172 "	34,377 "	30,261 "	27,731 "
1/2 Staple	2,725 "	8,086 "	5,843 "	14,121 "
Fine Staple	5,943 "	17,044 "	15,693 "	34,480 "
3/8 Clothing	7,848 "	81 "	542 "	467 "
1/2 Clothing	2,242 "	3,687 "	3,985 "	2,566 "
Fine Clothing	16,847 "	22,975 "	23,895 "	10,290 "
Below Grade & Burry	<u>31,288</u> "	<u>19,799</u> "	<u>25,385</u> "	<u>12,369</u> "
	126,187 lbs.	136,199 lbs.	117,285 lbs.	110,566 lbs. ^{1/}

^{1/} A total of 14,095 lbs. shipped in unit lots not included in this total. For discussion of unit lots shipments see page 88.

Source: Records of Midwest Wool Marketing Association.

Table 56. Grades of Wool from Oklahoma Crop Reporting District VI Marketed
Through the Midwest Wool Marketing Association, 1934-37

	1934	1935	1936	1937
1/4 Staple	1,713 lbs.	1,892 lbs.	2,072 lbs.	677 lbs.
3/8 Staple	1,631 "	3,459 "	5,021 "	2,898 "
1/2 Staple	542 "	1,424 "	1,965 "	1,229 "
Fine Staple	819 "	1,432 "	3,209 "	1,606 "
3/8 Clothing	585 "	178 "	299 "	158 "
1/2 Clothing	268 "	320 "	783 "	100 "
Fine Clothing	2,545 "	2,438 "	2,949 "	777 "
Below Grade & Burry	<u>6,904</u> "	<u>5,697</u> "	<u>6,036</u> "	<u>2,087</u> "
	15,007 lbs.	16,890 lbs.	22,334 lbs.	9,532 lbs.

Source: Records of Midwest Wool Marketing Association.

Table 57. Grades of Wool from Oklahoma Crop Reporting District VII Marketed
 Through the Midwest Wool Marketing Association, 1934-37

	1934	1935	1936	1937
1/4 Staple	22,827 lbs.	12,860 lbs.	7,825 lbs.	6,314 lbs.
3/8 Staple	9,340 "	21,798 "	15,231 "	15,469 "
1/2 Staple	1,635 "	5,822 "	2,547 "	6,880 "
Fine Staple	2,185 "	4,428 "	3,853 "	9,702 "
3/8 Clothing	6,370 "	-	-	178 "
1/2 Clothing	1,477 "	2,728 "	1,978 "	1,511 "
Fine Clothing	4,994 "	10,346 "	8,809 "	11,545 "
Below Grade & Burry	<u>10,382</u> "	<u>4,084</u> "	<u>13,597</u> "	<u>6,538</u> "
	59,210 lbs.	62,066 lbs.	53,840 lbs.	58,135 lbs. ^{1/}

^{1/} A total of 27,894 lbs. shipped in unit lots not included in this total. For discussion of unit lot shipments see page 88.

Source: Records of Midwest Wool Marketing Association

Table 58. Grades of Wool from Oklahoma Crop Reporting District VIII Marketed
 Through the Midwest Wool Marketing Association, 1934-37

	1934	1935	1936	1937
1/4 Staple	2,883 lbs.	3,516 lbs.	1,328 lbs.	598 lbs.
3/8 Staple	2,154 "	7,669 "	4,019 "	3,118 "
1/2 Staple	757 "	2,963 "	1,176 "	3,274 "
Fine Staple	1,696 "	1,986 "	1,310 "	6,188 "
3/8 Clothing	2,035 "	78 "	248 "	120 "
1/2 Clothing	1,758 "	1,353 "	1,493 "	601 "
Fine Clothing	3,465 "	6,347 "	5,867 "	696 "
Below Grade & Burry	<u>10,162</u> "	<u>9,828</u> "	<u>9,058</u> "	<u>2,156</u> "
	24,910 lbs.	33,740 lbs.	24,499 lbs.	16,751 lbs.

Source: Records of Midwest Wool Marketing Association.

Table 59. Grades of Wool from Oklahoma Crop Reporting District IX Marketed
Through the Midwest Wool Marketing Association, 1934-37

	1934	1935	1936	1937
1/4 Staple	195 lbs.	289 lbs.	166 lbs.	46 lbs.
3/8 Staple	118 "	390 "	302 "	190 "
1/2 Staple	-	125 "	230 "	-
Fine Staple	-	-	13 "	-
3/8 Clothing	490 "	513 "	196 "	54 "
1/2 Clothing	35 "	21 "	20 "	7 "
Fine Clothing	-	-	15 "	-
Below Grade & Burry	<u>1,296</u> "	<u>261</u> "	<u>836</u> "	<u>150</u> "
	2,134 lbs.	1,599 lbs.	1,778 lbs.	447 lbs.

Source: Records of Midwest Wool Marketing Association.

Table 60. Grades of All Oklahoma Wool
Marketed Through the Midwest Wool Marketing Association, 1933-37

(Amount in each Grade expressed as a Percent of the Total Amount from the State)

	1933	1934	1935	1936	1937
1/4 Staple	21.64%	30.03%	19.10%	10.69%	8.59%
3/8 Staple	12.25	14.03	24.10	24.83	25.91
3/8 Clothing	7.38	7.04	.20	.49	.37
1/2 Staple	1.87	2.64	6.63	5.73	13.52
1/2 Clothing	2.58	2.42	2.77	3.69	2.23
Fine Staple	2.78	5.09	11.66	11.23	29.12
Fine Clothing	13.20	16.02	22.58	18.75	10.75
SUBTOTAL	61.70	77.27	87.04	75.41	90.49
Burrry Medium	23.20	11.83	4.99	13.10	2.69
Burrry Fine & Halfblood	8.06	3.95	3.10	6.49	1.69
Low Quarter, common & braid	4.68	2.22	1.05	.18	.11
Black & Gray (all)	.60	.87	.72	.72	.78
All others	1.76	3.86	3.10	4.10	4.24
	100%	100%	100%	100%	100%

Source: Table 50, page 148.

Table 61. Grades of Wool from Oklahoma Crop Reporting District I Marketed
Through the Midwest Wool Marketing Association, 1934-37.

(Amount in each Grade expressed as a Percent of Total Amount from the District)

	1934	1935	1936	1937
1/4 Staple	8.91%	15.55%	3.62%	22.29%
3/8 Staple	7.11	25.47	16.79	29.19
1/2 Staple	2.76	10.49	13.37	14.11
Fine Staple	6.85	6.51	15.00	21.37
3/8 Clothing	3.54	-	-	-
1/2 Clothing	5.31	16.59	3.05	4.94
Fine Clothing	53.78	23.02	7.27	6.17
Below Grade & Burry	<u>11.74</u>	<u>2.37</u>	<u>40.90</u>	<u>1.93</u>
	100%	100%	100%	100%

Source: Table 51, page 149.

Table 62. Grades of Wool from Oklahoma Crop Reporting District II Marketed
Through the Midwest Wool Marketing Association, 1934-37.

(Amount in each Grade expressed as a Percent of Total Amount from the District.)

	1934	1935	1936	1937
1/4 Staple	32.47%	20.24%	12.55%	10.70%
3/8 Staple	12.49	19.51	25.52	28.57
1/2 Staple	2.71	4.57	6.66	14.79
Fine Staple	5.97	15.12	10.48	33.19
3/8 Clothing	5.81	.01	.08	.06
1/2 Clothing	1.92	1.95	2.77	1.72
Fine Clothing	21.65	31.28	20.66	6.84
Below Grade & Burry	<u>16.98</u>	<u>7.32</u>	<u>21.28</u>	<u>4.13</u>
	100%	100%	100%	100%

Source: Table 52, page 150.

Table 63. Grades of Wool from Oklahoma Crop Reporting District III Marketed Through the Midwest Wool Marketing Association, 1934-37.

(Amount in each Grade expressed as a Percent of Total Amount from the District.)

	1934	1935	1936	1937
1/4 Staple	22.19%	22.78%	9.68%	8.32%
3/8 Staple	20.24	30.75	28.95	31.47
1/2 Staple	2.13	7.35	6.70	12.63
Fine Staple	2.40	5.40	9.95	24.07
3/8 Clothing	6.80	.67	1.74	1.10
1/2 Clothing	2.61	2.69	3.95	1.73
Fine Clothing	6.05	6.65	12.94	6.38
Below Grade & Burry	<u>37.58</u>	<u>23.71</u>	<u>26.09</u>	<u>14.30</u>
	100%	100%	100%	100%

Source: Table 53, page 151.

Table 64. Grades of Wool from Oklahoma Crop Reporting District IV Marketed
Through the Midwest Wool Marketing Association, 1934-37.

(Amount in each Grade expressed as a Percent of Total Amount from the District)

	1934	1935	1936	1937
1/4 Staple	32.49%	11.91%	8.55%	4.77%
3/8 Staple	14.75	24.54	20.79	18.50
1/2 Staple	3.43	7.67	5.56	13.44
Fine Staple	4.78	10.52	18.85	36.39
3/8 Clothing	9.98	.02	-	-
1/2 Clothing	3.15	4.06	5.58	2.46
Fine Clothing	10.03	25.53	16.95	17.33
Below Grade & Burry	<u>21.39</u>	<u>15.75</u>	<u>23.72</u>	<u>7.11</u>
	100%	100%	100%	100%

Source: Table 54, page 152.

Table 65. Grades of Wool from Oklahoma Crop Reporting District V Marketed
Through the Midwest Wool Marketing Association, 1934-37

(Amount in each Grade expressed as a Percent of Total Amount from the District)

	1934	1935	1936	1937
1/4 Staple	31.00%	22.14%	9.96%	7.73%
3/8 Staple	15.99	25.24	25.80	25.08
1/2 Staple	2.16	5.94	4.98	12.77
Fine Staple	4.17	12.51	13.38	31.18
3/8 Clothing	6.22	.06	.46	.42
1/2 Clothing	1.78	2.71	3.40	2.32
Fine Clothing	13.35	16.87	20.37	9.31
Below Grade & Burry	<u>24.79</u>	<u>14.53</u>	<u>21.65</u>	<u>11.19</u>
	100%	100%	100%	100%

Source: Table 55, page 153.

Table 66. Grades of Wool from Oklahoma Crop Reporting District VI Marketed
 Through the Midwest Wool Marketing Association, 1934-37
 (Amount in each Grade expressed as a Percent of Total Amount from the District)

	1934	1935	1936	1937
1/4 Staple	11.41%	11.20%	9.28%	7.10%
3/8 Staple	10.87	20.48	22.48	30.40
1/2 Staple	3.61	8.43	8.80	12.89
Fine Staple	5.46	8.48	14.37	16.85
3/8 Clothing	3.90	1.05	1.34	1.66
1/2 Clothing	1.78	1.90	3.50	1.05
Fine Clothing	16.96	14.73	13.20	8.15
Below Grade & Burry	<u>46.01</u>	<u>33.73</u>	<u>27.03</u>	<u>21.90</u>
	100%	100%	100%	100%

Source: Table 56, page 154.

Table 67. Grades of Wool from Oklahoma Crop Reporting District VII Marketed
Through the Midwest Wool Marketing Association, 1934-37

(Amount in Each Grade expressed as a Percent of Total Amount from the District)

	1934	1935	1936	1937
1/4 Staple	38.55%	20.72%	14.53%	10.86%
3/8 Staple	15.77	35.12	28.29	26.61
1/2 Staple	2.76	9.38	4.73	11.83
Fine Staple	3.69	7.13	7.16	16.69
3/8 Clothing	10.76	-	-	.31
1/2 Clothing	2.50	4.40	3.67	2.60
Fine Clothing	8.44	16.67	16.36	19.86
Below Grade & Burry	<u>17.53</u>	<u>6.58</u>	<u>25.26</u>	<u>11.24</u>
	100%	100%	100%	100%

Source: Table 57, page 155.

Table 68. Grades of Wool from Oklahoma Crop Reporting District VIII Marketed Through the Midwest Wool Marketing Association, 1934-37.

(Amount in each Grade expressed as a Percent of Total Amount from the District)

	1934	1935	1936	1937
1/4 Staple	11.57%	10.42%	5.42%	3.57%
3/8 Staple	8.65	22.73	16.41	18.61
1/2 Staple	3.04	8.78	4.80	19.55
Fine Staple	6.81	5.89	5.35	36.94
3/8 Clothing	8.17	.23	1.01	.72
1/2 Clothing	7.06	4.01	6.10	3.59
Fine Clothing	13.91	18.81	23.95	4.15
Below Grade & Burry	<u>40.79</u>	<u>29.13</u>	<u>36.96</u>	<u>12.87</u>
	100%	100%	100%	100%

Source: Table 58, page 156.

Table 69. Grades of Wool From Oklahoma Crop Reporting District IX Marketed
Through the Midwest Wool Marketing Association, 1934-37.

(Amount in each Grade expressed as a Percent of Total Amount from the District)

	1934	1935	1936	1937
1/4 Staple	9.14%	18.07%	9.34%	10.29%
3/8 Staple	5.53	24.39	16.99	42.51
1/2 Staple	-	7.82	12.94	-
Fine Staple	-	-	.73	-
3/8 Clothing	22.96	32.08	11.02	12.08
1/2 Clothing	1.64	1.32	1.12	1.56
Fine Clothing	-	-	.84	-
Below Grade & Burry	<u>60.73</u>	<u>16.32</u>	<u>47.02</u>	<u>33.56</u>
	100%	100%	100%	100%

Source: Table 59, page 157.

Table 70.

CLASSIFICATION OF THE POPULAR BREEDS OF SHEEP AND THE GRADE OR GRADES OF WOOL PRODUCED BY EACH BREED

Classification	Name of breed	Grade	
		Spinning-count system	United States system ^{1/}
Fine-wool breeds...	American Merino	64's-80's	Fine
	Delaine Merino	64's-80's	Fine
	Rambouillet	60's-80's	Fine and fine medium
Middle-wool or medium wool breeds	(Southdown.....	56's, 58's, 60's	1/2 blood, 3/8 blood
	(Blackface (Shropshire	50's, 56's	3/8 blood, 1/4 blood
	(or (Hampshire.....	50's, 56's	3/8 blood, 1/4 blood
	("Down" (Suffolk.....	50's, 56's	3/8 blood, 1/4 blood
	(breeds (Oxford	46's, 48's, 50's	1/4 blood, low 1/4 blood
	(Dorset	50's, 56's	1/4 blood, 3/8 blood
	(Romeldale	56's, 58/60's	1/2 blood, 3/8 blood
	(Corriedale.....	48's, 50's, 56's, 58's	3/8 blood, 1/2 blood, 1/4 blood
	(Cheviot.....	50's, 56's	1/4 blood, 3/8 blood
	(Tunis	50's, 56's	1/4 blood, 3/8 blood
Long-wool breeds...	Lincoln	32's, 36's	Braid
	English Leicester.....	36's, 40's	Braid, common
	Border Leicester.....	40's, 46's	Common, low 1/4 blood
	Cotswold	36's, 40's	Braid, common
	Romney	40's, 44's, 46's, 48's	Low 1/4 blood, 1/4 blood, common.

^{1/} The grade listed first for each breed is that most likely to be found among typical representatives of that breed.

Source: Wilson, J. V. "Wool Production and Improvement of the Clip in California", p. 19

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