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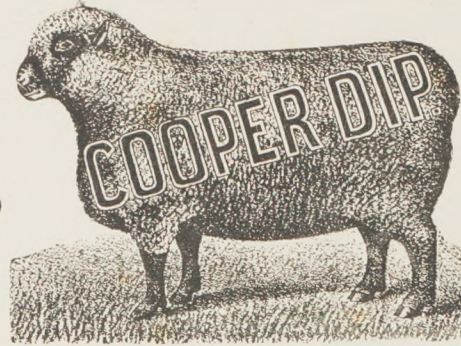
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WM. DINGWALL, GLEN THOMPSON, under date 28th September, 1893, writes:—"I have used your Dip four years, and find it the best I ever used."

ANDREW MURRAY, FAIRLIE HOPE, on 30th August, 1893, writes:—"Have used Cooper three years. My wool is bright, fine and showy, and I have received just 25 per cent. more after than previous to using your Dip."

JAMES PATTERSON, NARDOO PARK, on 18th December, 1893, wrote:—"Have used it six seasons. I dip four weeks after shearing, and have not seen a tick on my dipped sheep during the year. Am convinced it is a stimulant to the growth of and adds greatly to the lustre and quality of the wool. I can well understand Cooper-dipped sheep taking over forty prizes at the Sheep Breeders' Show this year, for I myself this year at six shows carried off over eighty prizes for sheep in wool."

ALEX. CAMERON, BEALIBA STATION, on 23rd December, 1893, wrote:—"My opinion of Cooper's Dip is that it is undoubtedly all what it is represented to be. Two years ago, I dipped two-thirds of the sheep on the station, the balance I left undipped. When both lots were brought in to be shorn the wool of the dipped had a nice bright colour, and a good length of staple, whereas the wool of the undipped had a horrid dirty yellow colour, staple

short, and though both lots of sheep were bred the same, there was no comparison between the two sorts of wool. Last year I dipped all the station sheep (11,000) with Cooper's Dip and about 3,000 belonging to selectors adjoining the station property, with the result that I never saw the wool look nicer and brighter than it did this shearing, and also had good weight and though a good many of the station clips brought much lower prices than last year, this station clip this season brought on an average a shade higher price than last. All the farmers adjoining here who dipped their sheep were also greatly pleased with the result, and, like myself, have no desire whatever to use any other but Cooper's Dip. This year, including selectors' sheep, I dipped nearly 17,000 with Cooper."

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WOOL INDUSTRY OF VICTORIA:

A SOUVENIR OF THE

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Melbourne:

SANDS & McDUGALL LIMITED, COLLOTYPE PRINTERS, COLLINS STREET.

1894.



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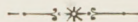
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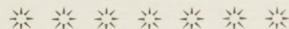
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INTRODUCTORY.



WHEN George Augustus Sala, raciest of feuilletonists, termed Australia "The Land of the Golden Fleece," he made use of no idle metaphor. Whether the legend of Jason and the Argonauts is purely mythical, or whether they actually sailed to Colchis to procure a breed of the sheep for which that district was famous, though it is difficult to understand how a country said to have been noted for its poisonous herbs should have been equally noted for its excellent sheep, or whether the story of the expedition originated in the fact that sheepskins were there used to catch the auriferous deposits brought down by mountain torrents, is of no moment. The Austral Fleece is no myth, but a tangible reality; not productive of disasters, as was the quest of Jason and his companions, but a boon to humanity, and an inexhaustible source of wealth to the country. It has laid the foundation of an industry, already of Brobdingnagian proportions, and every day increasing, in this favoured land. The Swedes have a proverb that "Sheep have golden feet, and their footprints turn to gold." Possibly this has reference to the fertilizing action sheep have on the soil on which they pasture, but, in any case, it is an instance of the fact that where sheep are, money is.

In this unassuming *brochure* we purpose giving a succinct account of the Australian Wool Industry, and of that of Victoria in particular, not with any intention of producing a text-book, but of simply furnishing, to many interested, a memento of the past season.

In the treatment of such a matter, already exhaustively dealt with by able expounders, it will be next to impossible to avoid trite remarks. When almost everything that can be said on a subject has already been said, originality is out of the question. We freely admit our indebtedness, for much of the matter herein contained, to some of the best works published on the subject, and also to information supplied, *viva voce*, by gentlemen interested in the wool trade and pastoral pursuits generally, to whom, one and all, we tender our especial thanks for their courtesies.



Among the many works consulted we may mention *Australian Sheep Husbandry*, by Arthur Stapleton Armstrong and G. Ord Campbell; *The Romance of the Wool Trade*, by James Bonwick; *The History and Development of Sheep Farming*, by Clarence McIvor; and lastly, that very excellent treatise, *Sheep-Breeding*, by G. A. Brown.

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CHAPTER I.

WOOL AND SHEEP IN GENERAL.

AS this little volume may possibly find its way to other readers than those initiated in wool mysteries, a few words on Wool and Sheep in general may not be out of place.

Wool is simply a modified form of hair, to which it is closely assimilated, the one passing into the other by almost imperceptible gradations, no distinct line of demarcation being noticeable. A very marked distinguishing feature, however, exists in the property of "felting," or of adhering together in masses, possessed by wool, while hair under similar conditions would tangle. Wool is procured from the coats of various animals, among others the llama, vicuna, guanaco, and alpaca, of South America; the Angora goat, which supplies the quality known as mohair; the Cashmere goat, whose habitat is in the Himalayas, and whose wool, from which the world-renowned shawls are made, is the most valuable known; the American bison; the bear; the camel; and, most singular of all, the Bokharan dog. But it is the *ovis rusticus*, the unobtrusive common sheep, which is the great wool producer.

Whence the sheep originally came is difficult to determine, but it must have existed, in its wild state, over a great portion of the globe, and mainly on mountainous tracts and elevated plateaux. It does not appear to have been originally a native of Europe, but probably found its way there from Asia. Its domesticity is of very ancient date, as Egyptian sculptures and

paintings, of some 4,000 years before the Christian Era, testify. The earliest written account we have of sheep, in Europe at least, is in the *Iliad*, where Thrace is spoken of as the "Mother of Flocks." The sheep is, in all probability, coeval with man, and there can be little doubt that when, in prehistoric ages, it wandered wild over mountain wastes, it furnished, with its pelt, a warm covering for the cave man. From these primeval times its skin has habitually been worn as a garment, but when the manufactured material came in vogue is not easy to say. It must, however, date very far back. There are evidences that the men of the neolithic age understood the process of weaving, but their efforts were entirely confined to flax. In the succeeding bronze age wool appears to have been manufactured, if we may trust the testimony of the relics discovered in some of the ancient British barrows. The fabrics unearthed were certainly of a very coarse and primitive description, but they were unquestionably woollen cloths. The Assyrians, the Phœnicians, and the Egyptians were all adepts in the art of weaving, and that the Ancient Romans were not far behind them, the fine woollen *toga* they wore bear witness. The Romans certainly introduced weaving, in its then perfected condition, into Britain. There a long blank occurs in its history, until the time of William the Conqueror. During his reign there was an immigration of Flemings, driven from their own country by an inundation, and they, skilful artificers as they

were, first established cloth-weaving as a trade distinct in itself. Under succeeding monarchs it was a considerable source of royal revenue, and of wealth to the state. But Spain may be said to be the cradle of the woollen trade in Europe, for from that country came the world-famous merino breed of sheep. The Spanish word "merino" has for one of its significations "moving from pasture to pasture," and as the flocks were, on the approach of winter, driven from the high mountain lands to the plains beneath, they, in all likelihood, thus came by their name. Their origin is enveloped in some little mystery. They are supposed by some to be descended from a batch of English Cotswolds, sent to Spain in the eleventh century, and by others to have their beginning in a cross of Tarentian ewes with Barbary rams; but what is possibly nearer the mark is that they were brought to Spain, from Africa, by the Phœnicians, or their offshoot, the Carthaginians. The Phœnicians were always celebrated for their fine-wool sheep, which they were the first to introduce into other parts of Europe, and it is very unlikely that they, pastoralists and cloth-workers *par excellence*, should, during their occupation of part of Spain, have neglected to bring a portion of their flocks with them. Be this as it may, there can be very little doubt of the African origin of the merino. So highly was the merino prized in Spain, and of such inestimable advantage to the country was the maintenance of a monopoly in the breed deemed, that its exportation was made penal, and severe punishment meted out to transgressors. For all that, many were smuggled away. As another instance that the rearing of sheep was considered of paramount importance by the Spanish Government, the monopoly of the "Mesta" may be cited. This was a combination of pastoralists, who, believing that "union is strength" and "might is right," had banded themselves together and secured privileges

of the most arbitrary character, which rendered the agriculturist completely subservient to them. Sheep-farming reached the climax of its prosperity in Spain, and then a decadence set in, and the merino became almost extinct. But some had found their way to Germany, where they flourished. Saxony has long been noted for the superior quality of its wool. In America, also, for a very long time, the merino has had a home, and some of the New England stud-sheep are of the highest value, as witness the ram "Golden Drop," bred by Mr. E. Hammond, of Vermont, who is said to have refused 25,000 dollars, or £5,000, for him. This ram was "in-bred," and is a remarkable instance of the advantages which may sometimes accrue from consanguineous breeding. Whether "in-and-in" breeding is universally beneficial, or not, is a moot point, but it has been practised in America for upwards of three-quarters of a century, and, up till now, the results have certainly justified the means.

The British breeds, although not able to compete with the merino in fineness of wool, can more than hold their own with it in strength of fibre. There is no distinct clue to their origin, but they were probably introduced from the East in an already domesticated state. That they now exist in such great variety, in all twenty-five in number, is, in all probability, the result of climatic influences and natural selection, and there is every reason to suppose that, in the course of time, similar distinctions will arise in the breed of the Australian merinos. Among the best breeds may be specified the Lincoln, Leicester, Cotswold, Romney Marsh, Southdown, Shropshire, Suffolk, Norfolk, etc., etc., and the mountain breeds of the black-faced sheep of the Scottish Highlands, the Cheviot, the Shetland, the Welsh, and the Irish. These are classed as long-wool sheep, in contradistinction to the merino, which is a fine-wool sheep, and the average weight



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SOME STATION HOMESTEADS.

of a fleece is about 8lbs., of which 50 per cent. is lost in scouring. A merino fleece, on the other hand, averages about 6lbs., and loses 60 per cent. in scouring. Very heavy fleeces are, of course, sometimes grown by special stud sheep, and 17lbs. is a good, but not excessive, average for a pure-bred merino ram. At Messrs. Dalgety & Co.'s offices in Bourke Street, Melbourne, there is on view a fleece shorn from the champion ram "Victor" in 1891, on a station near Wilcannia, N.S.W., which weighs 25lbs. 12ozs., and at the offices of the Australian Mortgage Land and Finance Company Limited, in William Street, may be seen another very heavy fleece, weighing 25lbs. 10ozs., from the ram "Matchless," the property of Messrs. McFarland Bros., of Barooga, N.S.W. At Mount Crawford, a South Australian run, lying about 1,400 feet above sea level, a four-tooth ram produced 26lbs. of wool, and on a Queensland farm one gave 24½lbs., which only lost 46 per cent. in scouring. The weight of this latter ram was 227lbs. Among long-wool stud sheep from 15lbs. to 25lbs. for rams, and from 14lbs. to 20lbs. for ewes, is not out of the way, and a Lincoln ram, "Cupbearer," reared by Messrs. Rutledge Bros., of Farnham Park, Victoria, gave, as a four-tooth, a 30lbs. fleece. There is a legend extant that an American New England ram grew, in 1889, a fleece of 44lbs. 3ozs. in weight, under what is known as the "packing on" process. This, however, savours of the "piling it on" process, and may be taken *cum grano salis*. American merinos certainly carry more greasy wool than those of most other countries, the skin being wrinkled and folded in a very marked manner, and Vermont rams have been successfully introduced into the studs in these colonies, with the result of materially increasing the weight of fleece. While on this subject, it may be stated that the proximate abolition of the McKinley tariff, in the United States, will probably have the effect of greatly augmenting

the number of American rams introduced into Australia for stud purposes. At first this may appear strange, but the reason is obvious. When a very high, almost a prohibitive, duty was charged per pound in America on imported wool, buyers from that country naturally turned their attention to wool, which, consistent with strength of fibre, weighed as little as possible, and, consequently, the fine wool of the Western District, which generally finds its market in Geelong, was much sought after. This caused a high, and, what may be termed an artificial, price to be put on it; as much as 16d. per lb. having recently been paid. Now, when the bill, which is to take off the excessive duties now in force, passes the American Senate—and there is very little doubt that it eventually will pass—the matter of weight will not be of such importance, and the finer classes of wool may not be in such demand. This may cause a falling-off in the price of perhaps 2d., perhaps more, per lb., and an equivalent decrease in value of 1s. and upwards per fleece. To counter-balance this it will be necessary for the growers to breed sheep which will carry a greater quantity of wool, if a little coarser in quality, and that this can be done by a judicious use of the aforesaid Vermont rams has already been proved.

Although until lately cross-breeding had many opponents, who would not admit that any good could follow the union of dissimilar varieties, in these later days it has been found that, by carefully crossing the merino and the English long-wool sheep, a quality of wool has been obtained which combines much of the fineness of the one with the strength and length of staple of the other, and makes up into fabrics durable and elegant, and of considerable commercial value. Of course great care has to be exercised in the selection of the parent sheep, and the nearer they are to pure-bred in their respective classes the better will be the result.

At the present day crossing has been brought down to a very fine point, and it is the fleece so produced that is at present bringing grist to the mill of the wool-grower. In this connection it may be interesting to mention the opinion of Mr. James Macmeikan, of the National Wool Company of Australia Limited, a gentleman certainly well versed on the subject, that the quantity of crossbred wool grown will about double itself in the next two years, and, further, that it will be found that the land will carry more crossbreds than merinos to the acre, as the latter, from their roving habits, destroy nearly as much grass as they eat. The first cross between the Lincoln and merino was made many years ago by Captain John McArthur, at Elizabeth Farm (part of which is now the Rosehill racecourse), about 13 miles from Sydney.

By careful breeding and selection, sheep have, in latter years, much increased in weight, the gain since the beginning of this century, taking rams and ewes together, being from thirty to forty

per cent. The average weight of a good ram is, now-a-days, about 160lbs., and of a ewe somewhat over 90lbs. It is during the present nineteenth century that all the important improvements in scientific breeding have taken place, and as experiments are still being carried on in the same spirit of intelligent research, it is not unreasonable to look for further developments.

Of the multifarious uses to which wool is put it is not our intention to treat. For our purpose it will suffice to say that the wool of the English breed is used for the manufacture of the stronger fabrics, such as blankets, rugs, carpets, etc., and that of the merino for articles of wearing apparel. Crossbred wool is also extensively employed for clothing. The wool of the black sheep, on the breeding of which an interesting and highly successful experiment was made, not very long ago, by a Scotch lady, is also highly valued for the making of cloth required of a dark colour without dye. It makes up into a dark grey, and is extensively used for the material known as "sanitary cloth."



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CHAPTER II.

THE SHEEP IN AUSTRALASIA.

NOTWITHSTANDING its youthfulness as a colony, Australasia, at the present day, stands pre-eminent as a wool producer, and although North and South America and South Africa also furnish large quantities, the quality is not so good—a fact well noted by foreign buyers. It is a singular circumstance that Australia, now in the very front rank of the wool trade, and the main source of supply to Great Britain and a great portion of the continent of Europe, should be one of the few countries in the world to which the sheep is not indigenous. There are no evidences whatever of sheep ever having existed in Australasia prior to its settlement by the whites. The first sheep brought to the colony were landed in Port Jackson in February, 1778, from the English fleet under Governor Phillip. The exact number is not known, but it probably did not exceed thirty. The introduction of the merino dates nine years later, when Captain Waterhouse, of H.M.S. "Reliance," probably acting on the advice of Captain John McArthur, the pioneer squatter of Australasia, purchased a small flock, at the Cape of Good Hope, from the widow of Colonel Gordon, who had been governor there at the time of the Dutch occupation. Captain Kent, of H.M.S. "Supply," was also associated in this enterprise, but most, if not all,

of his sheep died on the voyage. It was from the above-mentioned Captain McArthur that the embryo colonial wool trade received its first push towards development, and it is remarkable that this early impetus should have been given by a duel between McArthur and a Colonel Paterson, in which the latter was wounded. In consequence of this, McArthur was ordered, under arrest, to England, for the purpose of submitting to an enquiry, and he took several specimens of wool with him. As these were the first samples of the colonial article which had been seen in England, they naturally excited much curiosity and comment. They were followed in 1807 by a whole bale, the quality of which created quite a sensation among English experts, the general consensus of opinion being that it was superior in quality to any then in the market. When McArthur returned to New South Wales he took some English stud sheep, from the royal farm at Kew, with him, with a view to the improvement of the colonial breed. Some years later, in 1820, he shipped a bale of wool from Sydney, which fetched, in the English market, the unheard of price of ten shillings and fourpence per pound. McArthur, as we have already indicated, may be looked upon as the father of Australian squatting. Since his time many pastoral

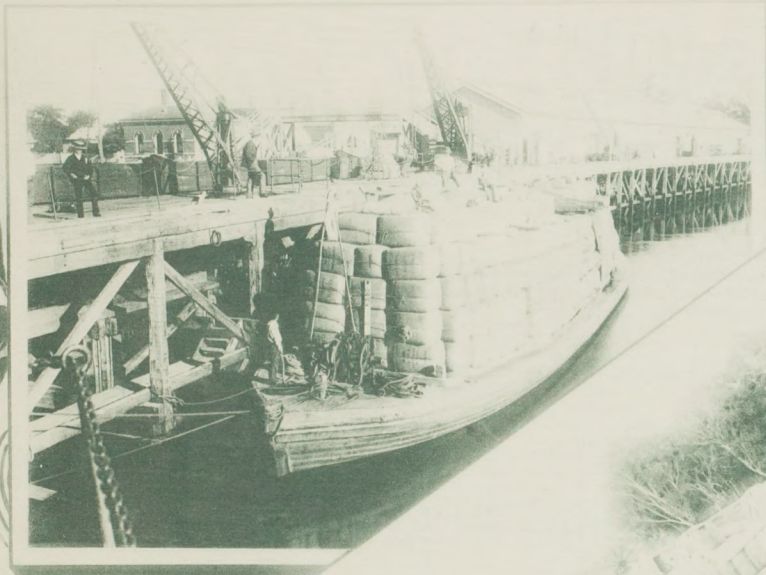
colossuses have arisen, and the names of Tyson, McCaughey, Clarke, Wilson, Chirnside, etc., are household words all over these colonies. The squatters of to-day rival, in their innumerable flocks and herds, the shepherd kings of ancient Lower Egypt. Unlike these, their bellicose prototypes, they do not war with established dynasties, and, by force of arms, wrest from them part of their territory, but are content to take things in a quieter way, and they "get there just the same." Some idea of the immensity of their possessions may be gathered from the fact that, according to the latest census returns, there were, in 1892, 121,884,669 sheep in Australasia, or about one-fourth of the entire number in existence.

The squatter is not the only wool-grower. There is also the small farmer, or "cockatoo." This name was given to these enterprising individuals, because, in the early days, they roamed

over the country, and wherever they came across a decent piece of land they pounced on it, just as a flock of birds would settle on a newly sown field of wheat or barley. Much of the small graziers' wool is of excellent quality, but as a general rule it cannot compete with that raised on the large stations, where the sheep are tended under the most favourable conditions, and where all the latest scientific appliances are ready to hand. The best sheep for small holdings are Lincolns or Leicesters, either pure or crossed with merinos. They grow more wool, if the quality is not so fine.

Before concluding this chapter, we may mention that, among the early importers of merino sheep into Australasia, the Van Diemen's Land Company take a very high stand, and to their farm, at Circular Head, Australia is much indebted for its high-class sheep.





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CHAPTER III.

THE SHEEP IN VICTORIA.

IT was not till fully fifty years after the foundation of the Colony of New South Wales that sheep, or, at least, merinos, were first brought to Victoria. About that time Mr. Edward Henty, familiarly termed "Teddy" by the irreverent early settler, came, with his sons, from Launceston, Tasmania, to Portland Bay, Western Victoria, where he established a whaling station, and a small sheep run, which he stocked with a few rams and ewes brought from Circular Head, Tasmania. This, according to some, was the beginning of sheep-farming in Victoria, but what is more likely is that the advent of the merino is due to the Hon. William Campbell, who introduced some of the New South Wales Camden Park stud. Be this as it may, no one will deny the Hentys their share of credit, as they were, undoubtedly, among the first, if not the very first, settlers in this colony.

Victoria is more adapted to sheep-farming than any of the sister colonies, with perhaps the single exception of New Zealand. In comparison with most of the other colonies, the area available for sheep-raising is limited, and consequently Victoria only ranks fourth among them in actual numbers of sheep, but this is more than counterbalanced by the fact that Victorian wool, for a long time back, has been worth on an average 2d. per lb. more than other Australian samples in the Home market, and Victorian sheep are of a better description, generally,

than those of similar breeds raised elsewhere. Taking into account, however, the extent of its grazing area, Victoria more than holds its own, possessing as it did in 1892 within a few thousands of 13,000,000 sheep, while the clip in grease for the preceding year was 61,479,900lbs., of a total value of £2,743,400, or an average of nearly 10 $\frac{3}{4}$ d. per lb.

An immense advantage possessed by Victoria over many of the other colonies is its immunity from drought. Of the many enemies with which the unfortunate sheep has to contend, drought is unquestionably the worst. When, under a torrid sun, creeks run dry and water-holes are simply beds of hard-baked mud, and the grass is scorched and withered, there is nothing left for the grazier to do but to send his sheep in search of "fresh fields and pastures new." This is a formidable undertaking to the squatter, entailing great expense and loss of stock, as frequently thousands of the poor sheep, driven for miles over arid plains, die by the way. Many a prosperous settler has been ruined by a bad drought. From such a calamity the Victorian pastoralist is happily exempt. He is, in the most literal acceptance of the term, a "squatter."

Of the different classes of Victorian sheep the merino is the most important, and the best land for raising it is to be found in the heart of the Western District, where the climate, being of a

dry nature, with little humidity in the atmosphere, peculiarly adapts itself to the purpose. The very best land would be enclosed by an irregular triangle, with a base extending from Lake Corangamite on the south to Lake Burrumbeet on the north, and having its apex about 75 miles distant, in a westerly direction, near Hamilton. This would contain, roughly, about 900,000 acres, and would carry over one sheep to the acre. The next best land stretches eastwards from this as far as the Yan Yean, northwards as far as Malmsbury, near Kyneton, and southwards to the shores of Port Phillip Bay, a block of about 3,000,000 acres, which includes the Werribee, Geelong, etc., of a carrying capacity of about one sheep to an acre. What may be classed as the third and fourth best grazing country occupies a very large tract and lies south-west of the River Murray, from Wodonga to Swan Hill, and south-east of an imaginary line, separating it from the mallee country, drawn from Swan Hill, through Birchip, Warracknabeal, and Dimboola, to the South Australian border, and it carries rather less than one sheep to the acre, the best portion being the easternmost.

The fact that in Victoria there are large tracts of good grazing land which are unsuitable for the raising of the merino, has caused, within the last twenty-five years, much attention to be directed to the English long-wool sheep, with the result that it has been introduced and acclimatized, and it is found to thrive as well here as in England. The best long-wool country in this colony is situated in the south-west corner of Western Victoria, and carries two sheep to the acre, and there are some very fertile spots around Hamilton, Warrnambool, Casterton and Coleraine, Terang and Camperdown, Colac, Creswick, Kyneton, Lancefield, Seymour, etc., which will fatten four sheep to the acre.

Where the conditions for remunerative sheep-breeding are so

favourable, it is not to be wondered at that very large farms, or stations, as they are technically termed, should abound. These are scattered pretty well all over the districts above mentioned. Sir W. J. Clarke, Bart., is the largest run-holder in this colony, and his various estates, ten in number, of which Rock Bank and Bolinda Vale are the most important, have a total area of 178,052 acres. Sir Samuel Wilson is another very extensive station owner. His four properties of Ercildoune, Mount Bute, Marathon (near Geelong), and Corangamite have a combined area of about 95,000 acres, on which 140,000 sheep pasture. The two former are of about 24,000 and 50,000 acres respectively. Other wool Titans are the Chirnsides, and their possessions are enormous. Among them we may cite Werribee Park, 72,221 acres, the property of G. T. & J. P. Chirnside; Caramballuc, Skipton, 51,800 acres, the property of R. Chirnside, Jun.; Mount Elephant, about 38,000 acres, and Koort Koort Nong, about 23,000 acres, the properties of A. S. Chirnside. Other important stations are Larra, about 29,000 acres, the property of J. L. Currie & Co., famous for its "lustre" wool, produced by the progeny of a ram born on the estate in 1864; Mount Fyans, Camperdown, about 29,000 acres, the property of W. Cumming & Son; Langi Kal Kal, 26,636 acres, the property of Robert Simson; Carngham, 22,285 acres, heirs of the late Philip Russell; Barunah Plains, about 50,000 acres, the property of Russell Brothers; Terrinallum, Darlington, about 47,000 acres, the property of Bailey & Wynne; Hopkins Hill, heirs of the late John Moffatt; Nerrin Nerrin, Streatham, about 60,000 acres, the property of W. D. McPherson; Trawalla, about 38,000 acres, the property of Captain W. B. Bridges, R.N.; Jellalabad, about 15,000 acres, the property of Thomas Dowling & Sons; Brie Brie, 13,500 acres, the property of John Sanderson & Co.; and many

others which the space at our command will not permit of our enumerating. Among such a host, and where all are worthy of notice, it is not easy to single out one as a representative of the whole. Special reference, however, without prejudice to the others, may be made to Sir Samuel Wilson's estate of Ercildoune.

This famous sheep station is situated in the immediate vicinity of Lake Burrumbeet, about twelve miles west of Ballarat, and lies at an average elevation of 2,000 feet above the level of the sea. It was originally taken up as a sheep run by Messrs. T. & S. Learmonth, in 1837, and, in 1838, it was stocked with merinos from Tasmania, which in the dry, crisp atmosphere, consequent on its altitude, were found to thrive remarkably well. Year by year new blood was introduced, and every attention paid to the improvement of the breed. In 1873 the estate was purchased by Sir Samuel Wilson. Under his ownership the already rich soil became even more productive. Numerous experiments were tried, notably that of irrigating the land with the water used in sheep washing, which, being highly charged with ammonia and other alkaline matter, powerful fertilizers, produced excellent results, and the system is carried on at the present day. Within four years of the purchase of the property by Sir Samuel, some Ercildoune wool brought the fabulous price of five shillings a pound. In length, fineness, and lustre, it is unsurpassed, and there is a proverbial saying among European manufacturers that "a pound of Ercildoune will spin a longer thread than any other pound of wool in existence." Such is its delicacy of fibre that much of it is sent to different parts of the world, France and Japan among others, to be worked up with silk. Ercildoune took the only gold medal for Victorian-grown wool at the Paris Exhibition of 1889, and at the Melbourne Centennial Exhibition it was awarded the gold medal for washed

wool. Particular care has been taken with the stud. In 1884, a ram, bred on the property, was sold for 510 guineas. Among the many great sires, reared on this estate, may be mentioned "Golden Fleece," which has a brilliant record as a prize-taker, and is at present foremost among Ercildoune stud rams. As already stated, the estate occupies an area of 24,000 acres, and from twenty to thirty men are continually employed on it.

Of the smaller station properties the Corea Estate is well worthy of mention. For years it has been a close competitor of Ercildoune in the excellence of its hot-water-washed wool, and when we say that 4s. 0½d. was last year's price for super lambs—½d. more than that obtained by the larger station—its high quality may be gauged. The founder of this property, the late Mr. Peter Learmonth, was a firm believer in the Tasmanian type of sheep, and from year to year introduced new sires from that colony. Although more anxious to raise the general standard of the whole flock than to breed individual "show" sheep, he succeeded in obtaining some of the highest Champion awards at Ballarat and Hamilton, two of the leading merino sheep shows in Australia, proving that his sheep, in the show pen, could hold their own against all comers. Had the wool from this station ever been exhibited at any of the great exhibitions, held throughout the world, it undoubtedly would have attained high honours. The estate consists of 5,500 acres, situated in the Western District, near Dunkeld, a part of the country noted as being specially adapted to the merino. In conjunction with this property some 3,000 acres of Prestonholme, the residence of the Learmonth family, are worked.

Pastoral and agricultural shows have done much towards the advancement of sheep-breeding and wool-growing, by the

KEY TO GROUP OF
SHEEP BREEDERS AND WOOLMEN OF AUSTRALIA.

1. M. LANG, Esq., Ex-Mayor of Melbourne, Mt. Poole, Station, New South Wales.
2. THOS. MCFARLAND, Esq., Yathong Station, New South Wales.
3. J. S. HORSFALL, Esq., Widgawa Station, Narrandera, New South Wales.
4. J. SIMSON, Esq., Trawalla Station, Victoria.
5. W. CUMMING, Esq., Mt. Fyans Station, Darlington, President Australian Sheep Breeders' Association.
6. R. D. HOOD, Esq., Merrang Station, Hexham, Victoria.
7. R. MCFARLAND, Esq., Barooga Station, New South Wales.
8. W. FORSYTH, Esq., Rowchester Park, Hamilton, Victoria.
9. J. FAIRCHILD, Esq.
10. A. WYNNE, Esq. (Wynne, Hudson & Co.), Terrawynia, New South Wales.
11. D. R. MCGREGOR, Esq., President Royal Agricultural Society, Victoria.
12. W. CAIN, Esq., Coan Down, New South Wales (late Mayor of Melbourne).
13. J. YOUNGHUSBAND, Esq., Woolbroker, Melbourne.
14. J. COOKE, Esq., Manager Australian Mortgage Land and Finance Company, Melbourne.
15. T. F. CUMMING, Esq., Secretary Sheep Breeders' Association, Melbourne.
16. R. G. ROW, Esq. (Goldsbrough, Mort & Co.), Melbourne.
17. ANGUS URQUHART, Esq., Warrnambool.
18. J. H. FINLAY, Esq. (Finlay Bros.), Wyuna Station, Victoria, Hon. Treasurer Australian Sheep Breeders' Association.
19. J. LAIRD, Esq., Manager Glencoe Station, South Australia.
20. J. SCOTT, Esq., Agricultural Editor "*Leader*."
21. A. MCCOLL, Manager Mount Fyans, Darlington.
22. C. CUMMING, Esq., Mt. Fyans Station, Darlington, Victoria.
23. G. W. DOWLING, Esq., Jellalabad Station, Victoria.
24. W. BAILEY, Esq. (Bailey & Wynne), Terinallum, Victoria.
25. W. B. CUMMING, Esq., Mt. Fyans Station, Darlington, Victoria.
26. W. H. BULLIVANT, Longerenong, Victoria.
27. R. JAMIESON, jun., Esq., Stony Point, Victoria.
28. T. M. MIDDLETON, Esq. (McLean Bros. & Rigg).
29. E. MCKELLAR, Esq., Kirkellar, Stawell.
30. MR. GALLOWAY, Manager Barunah Plains, Victoria.
31. MARK MOSS, Esq., Woodlands Station, New South Wales.



GROUP OF SHEEP BREEDERS AND WOOLMEN OF AUSTRALIA.

spirit of emulation they engender, and it has been said that, since their inception, they have been instrumental in putting, on an average, two pounds more wool on the back of each sheep. The first Australian pastoral exhibition was held at Parramatta, N.S.W., in October, 1823. Since then they have gradually established themselves over the colonies. Here the most important is that of the Royal Agricultural Society of Victoria, held in Melbourne. The first show of this society took place in 1871, and it has been continued yearly since. It used to be held in November, at Cup time, but when the association acquired the present show grounds at Flemington, the two events were found to clash, and the date was altered to the end of August, which was found to answer much better. The exhibition is open for five days, and it naturally attracts numerous country visitors. The average daily attendance is somewhere about 20,000, and the average amount paid daily for admission is about £600. The country exhibitions are also of a high standard of excellence, the Bendigo Spring Show coming next to Melbourne in point of attendance, and it lasts for three days. Ballarat used to occupy second place, though of late years it has somewhat retrogressed; but it still has a sheep show second only to that of Deniliquin. Geelong has also a show of three days duration. Hamilton, Warrnambool, Numurkah, Echuca, Kyneton, and many other towns have good shows, while, among the more recent societies, that of Tatura, situated in the fertile Goulburn Valley, County of Rodney, takes a very prominent position. The principal sheep show of the early days of sheep-breeding was held, under the secretaryship of Mr. Thomas Shaw, at Skipton, for many years, to which centre squatters from all parts of the colonies came to make their annual ram purchases. At these sales from £30,000 to £50,000 have been expended

in buying rams, principally for flock use. When this show ceased to exist, Mr. Thos. F. Cumming, one of the old Skiptonites, saw his opportunity, at a large ram sale that was being held at R. Goldsbrough's wool stores, of starting a sheep show in Melbourne. The result of his energies was the formation of the present leading and world-wide known Australian Sheep Breeders' Association, of which he has been almost permanent secretary. The first person Mr. Cumming asked to become a member was the late Mr. Richard Goldsbrough, who willingly complied, and, in addition, tendered the free use of his firm's Melbourne wool show-rooms to the Association as long as it existed. Needless to say, his munificent offer was accepted, and the show has been held there annually in August. In this undertaking Mr. Cumming was ably assisted by the late Mr. John Finlay, who acted as treasurer. The first president was the Hon. Sir Samuel Wilson, M.L.C., and the vice-presidents were the Hon. John Cumming, M.L.C., Alfred N. Gilbert, Esq., Robert Hood, Esq., W. J. (now Sir William) Clarke, Esq., John L. Currie, Esq., William Hay, Esq., of N.S.W., and the Hon. Sir John O'Shanassy. Another exhibition, devoted to wool exclusively, was that held by Messrs. Hastings Cuninghame & Co. Limited, in the Australasian Wool Stores, Melbourne, 12th February, 1879.

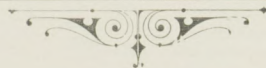
Annual stud-sheep sales are held in Melbourne and elsewhere, and many of the sheep sold reach very fancy prices. The highest price ever paid was given by Mr. Thomas F. Cumming, of Arumpo, N.S.W., in 1883, for a ram bred by the late Mr. John Cumming, of Terinallum, Darlington. It was sold at auction by Messrs. Fiskin, Gibson & Co., and the price realised was 3,150 guineas. Mr. Cumming afterwards called this ram "Terinallum." Many rams have brought over 1,000 guineas; the ram "Matchless," was sold, in New South Wales in 1890, by Mr. T. McFarland,

through the agency of Messrs. Pitt, Son & Badgery Limited, Sydney, to Mr. P. McFarland for that amount, and Mr. T. F. Cumming, before mentioned, refused 1,000 guineas for his stud ram "Bismarck." In 1874 a famous ram, "Sir Thomas," was bought by Messrs. W. Cumming and T. F. Cumming, in conjunction, for 680 guineas, the then highest price ever paid for a single sheep in Australia. He was bred by the Hon. James Gibson, of Bellevue, Tasmania, and was six years old when sold. It was calculated that Mr. Gibson, before parting with him, had made over £5,000 by the sale of his male progeny alone. Another celebrated sire from the same stud is "Golden Horn II.," which was sold in 1892, when six years old, to the Hon. R. H. Roberts, of Tiverton, N.S.W., for 630 guineas. The highest price given within the last two or three years was in 1890, for the ram "Stockwell," bred by Messrs. McFarland Bros., and sold by Messrs. Powers, Rutherford & Co. to the Australasian Agricultural Company for 1,100 guineas. These of course are exceptional amounts, but many more instances of equally high prices could be given. As far as we have been able to learn, the greatest sum ever paid for a stud merino ewe has been 260 guineas. The past season of 1893 was not productive of very great prices, the highest

being 240 guineas for the stud merino ram "Prince V.," by "Royal Hero," and the next 230 guineas for the ram "Pastoralist," bred in Tasmania, both being sold by Messrs. Powers, Rutherford & Co. This firm also obtained 60 guineas for a merino ewe bred by Messrs. W. Gibson & Sons, Tasmania, and sold to Mr. R. Chirnside. Messrs. Fisker, Valentine & Co. got good prices for long wools, which were more in demand with them than merinos

As an instance that the excellent quality of Victorian wool is appreciated in other countries, we here insert an extract from *Dalgety's Monthly Review* for 1st December, 1893, relating to Victorian exhibits at the recent Chicago World's Fair, which were shown under the auspices of the Australian Sheep Breeders' Association, above referred to:—

"CHICAGO EXHIBITION.—The following awards have been made to Victorian wool exhibitors at the Chicago Exhibition:—The late Mr. Philip Russell, Carngham; Mr. William Lewis, Stoneleigh; Mr. J. L. Currie, Larra; Mrs. Ritchie, Blythevale; Mr. J. Mack, Berrybank; Messrs. Bailey & Wynne, Terinallum; Mr. Thomas Russell, Wurrook; Messrs. George Russell & Sons, Barunah Plains; Mr. William Cumming, Mount Fyans."



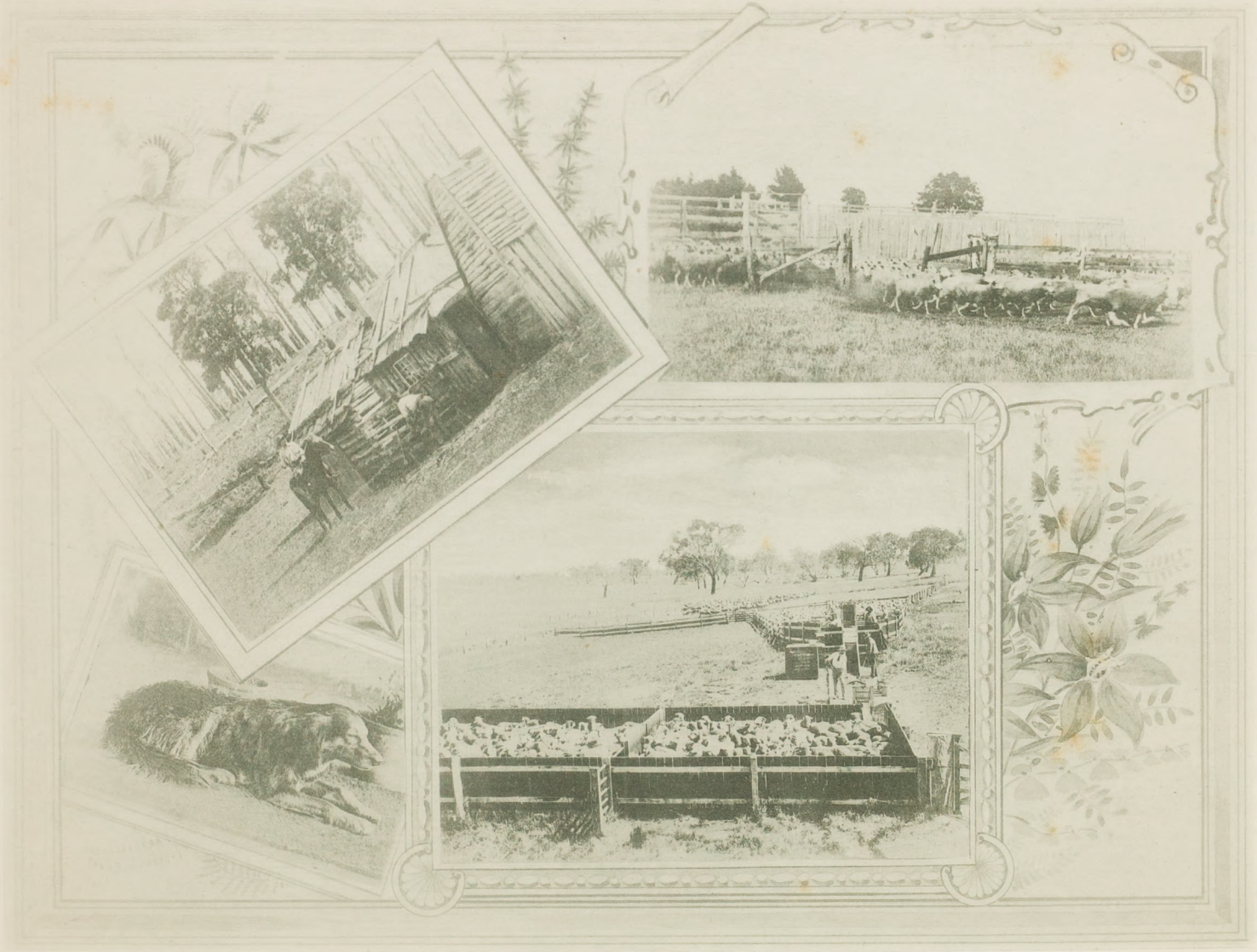
CHAPTER IV.

STATION WORK.

FROM the days when the Arcadian god Pan, protector of shepherds and shepherdesses, piped, and his votaries celebrated their festivals of the *Lupercalia* in his honour, and had their doings chronicled in bucolic verse, to these prosaic times, when the shepherd's pipe is a short clay, and his festival the "knocking down" of a hard-earned cheque, pastoral pursuits have occupied a foremost place in the world's history. Nowhere are they of more importance than in Australia, where the wool industry has assumed dimensions of such magnitude. Naturally, employment is given to a very large number of men. For instance, on Sir William Clarke's estate of Bolinda Vale, near Romsey, which covers in round numbers 84,000 acres, and where from 70,000 to 80,000 sheep are annually shorn, besides those killed for mutton, about one hundred men are in constant work, and about one hundred more find an occupation during shearing time. On these large runs everything is carried out with scientific precision. They are divided by fencing into paddocks of varied extent, ranging from 200 to 2,000 acres, and occasionally as as much as much as 5,000 acres on some of the larger properties.

The sheep are looked after by boundary-riders. These boundary-riders are a species of nineteenth-century Centaur. They almost live on horseback, as their duties keep them in the saddle the better portion of their time, and from thirty to forty miles a day is nothing out of the way for them to do. They have their own horses, saddles, and bridles, and receive about a pound a week in wages, besides an allowance for their horses. They are housed in comfortable huts, and are also furnished about twice a month with rations, consisting of flour, tea, sugar, etc., which are sent to them from the homestead. They have to see that all fencing is in proper condition, and in a general way report on anything which may happen to be out of order.

Naturally the busiest time on a station is when the shearing is on. This period varies according to latitude, being earlier in the northern colonies than in Victoria, but it is generally towards the end of spring or beginning of summer. When everything is ready for shearing the boundary-riders receive notice from the manager or overseer that sheep are wanted from certain paddocks, and they, assisted by their dogs, Scotch collies mostly, an



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SCENES FROM STATION LIFE.

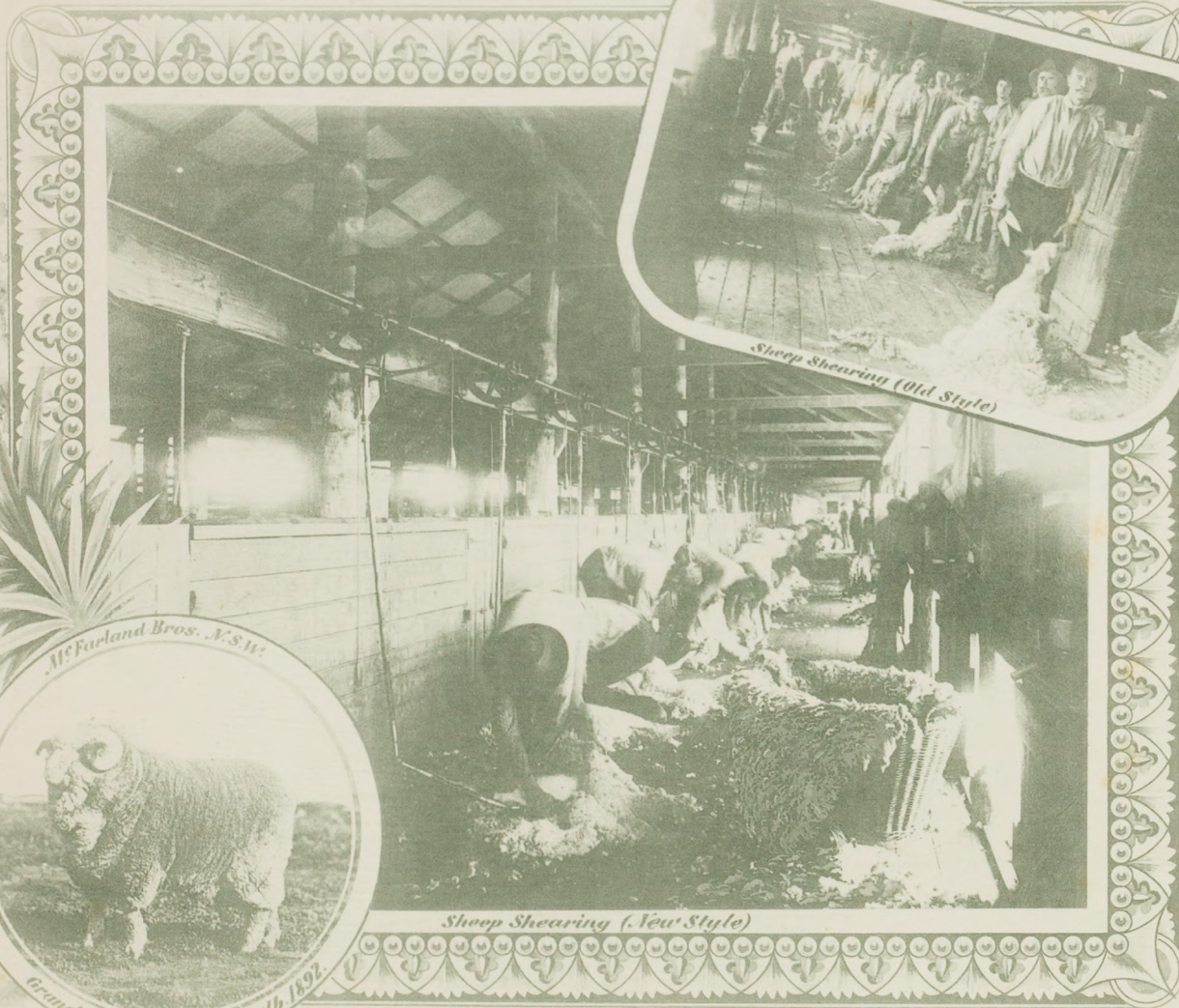
animal, when well trained, of almost human intelligence in working sheep, muster the number required and drive them to yards or enclosures in the vicinity of the shearing-shed. When wanted for shearing they are driven into pens opening on to the shearing-board, so that each shearer has his sheep close to hand. The number of shearers varies, of course, with the number of sheep to be shorn. About twenty would be required on a moderately large station. They are paid at a fixed rate per hundred sheep, the amount ranging from fifteen shillings to one pound, according to whether they are "tuckered" or "tucker themselves." On Victorian stations meals are usually provided; at Bolinda Vale there is a dining-room capable of accommodating sixty persons. The men are housed free in buildings, in which bunks are built up, as on shipboard, but they have to provide their own bedding. The shearing is accomplished either by hand or machinery, according to the resources of the establishment, but it is not too much to say that machine work will shortly supersede the older manual method. The advantages of machine shearing are manifest. The sheep is not so liable to be gashed, the staple is of uniform length, and an increased quantity of wool, including that best portion found close to the skin, is obtained. The manipulation of the machines is, as a rule, easy to learn, and does not require an expert; anyone, reasonably active and intelligent, can in a few days master all the difficulties.

Although it is on record that Leonardo da Vinci, who lived over four hundred years ago, constructed a machine for the purpose of shearing sheep, the modern appliance is of very recent date. There are at present several varieties in the market, some sixty-seven patents in all having been applied for, of which the Wolseley is the best known.

In 1874, Mr. Frederick York Wolseley, a New South Wales

squatter, and brother of Lord Wolseley, "our only general," produced his first machine. A model, probably the first constructed, is at present in the possession of Sir William Clarke, and, through his courtesy, we have been favoured with a view of it. It is a rather ponderous appliance, worked by a powerful steel spring contained within it. It was not intended for actual use, but simply to illustrate the principle on which it was proposed to construct the machine. In 1887 the perfected machine was put in operation for the first time, and 1,500 sheep were shorn by it on Mr. Wolseley's own station. In the same year it was exhibited in the Adelaide Jubilee Exhibition, when it attracted much attention. In 1888 a company was formed to exploit it, and at the end of the shearing season of 1891 nearly fifty millions of sheep had been successfully shorn by it. At the present day there are over eleven thousand in actual use. It is not our intention to enter into the details of its construction. Suffice it to say that it is very simple and easy to learn, the inventor asserting that in three days' time a perfect novice can manage to shear from 75 to 100 sheep per diem with it. It is also said that anyone who can shear 50 sheep by hand can easily do 100 with the machine, and one who can do 100 can arrive at from 150 to 250. The record up to date is 256 for full-grown sheep, and 303 for lambs.

Another shearing machine, in considerable repute, is the "Burgon." It was patented in 1865, and is manufactured by Messrs. Burgon & Ball at their works in Sheffield. It is made of the best steel throughout, and is, consequently, very strong and durable. The driving shaft is of steel, made in short lengths, connected together by means of universal joints, and the combs and cutters are very durable, one man at Book Book, near Wagga Wagga, N.S.W., having shorn 2,300 sheep with two combs. At Burrawang, Forbes, N.S.W., on 2nd September, 1893, a



Sheep Shearing (Old Style)

Sheep Shearing (New Style)

McFarland Bros. N.S.W.

Grand Champion Ram - Melb 1892



SHEEP SHEARING (OLD AND NEW STYLE):

record was established which speaks volumes for its efficacy. In $7\frac{3}{4}$ hours, with 88 machines at work, 140 bales were turned out. In that time, 6,525 sheep were shorn, of an average weight of clip of 8lbs. 14ozs. The grinder supplied with this machine is a speciality. The wheel surface, which is said to be practically everlasting, is made of a composition of which the secret rests with Messrs. Burgon & Ball.

There are also the "Ward & Payne," the "Silver," and other machines, to be found throughout the colonies, all of which are said to possess special advantages.

A new machine, not yet in use out here, but which may shortly be expected to make its *début*, is the "Newall-Cunningham." Among the many good points claimed for it the most important appear to be, in the first place, that, as in the "Burgon" machine, for a continuously flexible shaft a series of light steel shafts, jointed together, is substituted, thus obviating much friction, and in the second, that the machine may be equally well driven by steam, water, horse, or hand-power.

The foregoing details, regarding the machines we have particularized, were supplied by their several agencies, and we give them for what they are worth, seeing no reason to doubt their accuracy.

Shearers used to work from sunrise to sunset, a tolerably long day, with an occasional spell of a few minutes for "smoko," but now the eight hours system is all but universal. The number of sheep shorn in one day, by any one man, depends on his expertness and the class of sheep he is shearing. It is not difficult to understand that lightly-woolled sheep are easier to shear than those with heavy fleeces. Many hand shearers have made tallies of over 200, and some have gone as high as 260, but when these figures are reached it would appear as if the sheep were

either a very bare lot or that they have been "tomahawked." Any man who can, in a workmanlike fashion, shear 100 sheep, carrying fleeces of six pounds or over, does a good day's work; 80 is much nearer the average. As an instance, however, of what actually has been done, we quote, from the *Australasian Pastoralists' Review*, of 15th September, 1893, the following extract from the address of the president (Mr. Albert Austin) of the Pastoralists' Association of Victoria and Riverina to the meeting held in Melbourne, 23rd August, 1893:—

"A firm in New South Wales offered two gold medals to the shearer in any of the Australian colonies who gained the highest tally by hand and machine in a day's work. The contest was conducted by the Shearers' Union, who declared Mr. R. J. Howe, shearing at Alice Downs Station, Queensland, the winner of both prizes, with a record of 321 by hand shears and 237 by the machine in eight hours. It is worthy of note in passing, that the exceptionally high tally by hand made by the prize-taker reverses the proportion usual between the results of hand and machine shearing, the average being, as you are aware, highest where machines are used. Looking further at the above record, we find that at the prevailing rates the day's wages would be in the one case £3 4s. 3d., and in the other £2 7s. 6d."

The above statement has been verified, and may be relied on as correct. Howe has the reputation of being the fastest hand shearer in Queensland, but for all that the figures are wonderful, even in a country where the shearers are said to be the most expert in the world.

As the fleeces fall from the sheep's backs the "pickers-up," who are usually smart boys, take them to the skirting-table, where the inferior and dirty discoloured portions are trimmed off. They are then rolled up and passed to the wool-classer, who places them



WOOL TEAM,
GRAY ST. HAMILTON.



"MANEROO WOOL-TEAM"
DRAWING 96 BALES INTO LONGREACH, Q.



TAKING THE WOOL TO MARKET.

in bins according to quality. The skirtings are also picked up, and classed and put up in separate bales. The fleece as it comes from the sheep is termed "greasy," on account of the natural oil or "yolk" which it contains. This "yolk" performs an important function in connection with the fleece, when on the sheep's back. Besides giving weight to it, it repels moisture and keeps the skin of the sheep warm in wet weather.

Sometimes the wool is sent away from the station in its greasy state, and sometimes it is "scoured." If the latter be the case, the wool, after being prepared by being well soaked in hot water, with soap or some other cleansing material, is put into receptacles, placed in a stream of running water in such a manner that the water flows freely over and around the wool, which is then turned over and over until all extraneous matter, such as clay, sand, and dirt in general, is removed. This is the old "pot-stick" method, which is now rapidly being superseded by machinery. The advocates of machine washing maintain that, in addition to effecting a saving of from 70 to 80 per cent. on the old style, the wool is cleansed more quickly and evenly, entanglement is avoided, and there is no danger of breaking the fibre or otherwise injuring the staple. There is a wool-washer invented by a Mr. F. Williams, of Dunedin, New Zealand, of very simple construction, and said to be very efficacious. The water used in wool-washing should be as soft as procurable, as if it contains lime, in any quantity, it is apt to render the fibre brittle.

The wool, having been thoroughly scoured, is spread out on sheets of calico to dry in the open air—sometimes a centrifugal dryer is used—and at night it is rolled up to protect it from the dew, or any rain which might fall.

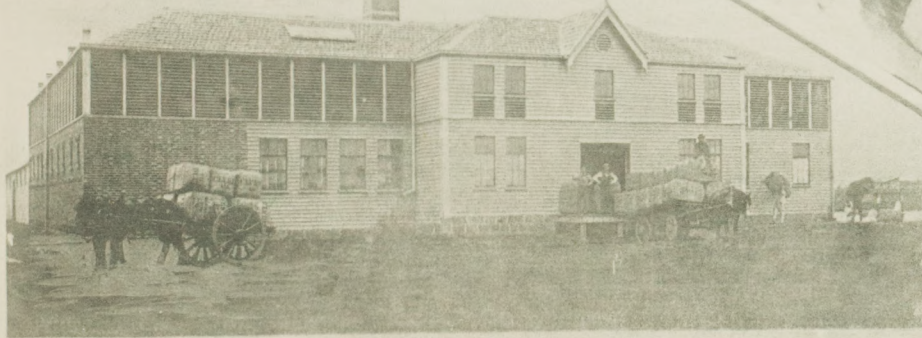
When quite dry it is put into bales. These bales are placed on waggons, drawn by horses or bullocks, and despatched to

the nearest point whence they can be transported, by rail or boat, to the markets. When the wool is intended for direct exportation the bales are frequently "dumped" on the station. The bullock dray is not such a frequent feature in the landscape as formerly, which is a matter of regret, as it is to be feared that the beautifully embellished system of expletive invented by the bullock-drivers, and of which they were such past-masters, may become a lost art. No other animal seems to possess in such a high degree the faculty of causing profanity, like hope, to "spring eternal in the human breast." A howling dog in the "stilly night" is sometimes productive of great results, but it does not come up to the bullock. Frequently great loads are carried. As many as ninety-six bales have been put on a single waggon drawn by twelve horses. A bale of wool weighs from 250 to 300 lbs., and the gross weight, all included, was, therefore, close on 14 tons. This is about the record.

During the shearing season the men are not altogether destitute of amusement. Song-and-dance men and variety ladies, and other predatory bands, swoop down upon them, take forcible possession of the shearing shed, and inflict a performance on them, for which they usually have to pay about half-a-crown. As shearers, when pursuing their avocation, are, as a rule, remarkable for an absence of ready coin, the *impresario* is usually recouped by a cheque from the station manager, who, in his turn, stops it from the men's wages. The monohippic circus, also, pays them an occasional visit, and treats them to an alleged equestrian entertainment. At the conclusion of the season the men frequently have their own sports, such as horse and foot racing, etc., and then they either go off to some other station, where shearing time is later in the year, or wend their way to the metropolis to spend their money as best suits them.



CLYDE FELLMONGERY
GEELONG.



CLYDE FELLMONGERY, GEELONG.

All sheep are more or less infested with such parasites as lice, scab, and ticks, which are not only a source of torment to the animals, but deteriorate the quality of the wool. Ticks thrive best on poor, ill-fed, sheep, with weak fleeces, and are found in the greatest numbers on those parts of the body which the animal cannot reach. Their presence is shown by the sheep nibbling at its sides, or rubbing against walls, fences, and trees, to relieve the skin irritation. As these pests multiply very rapidly in warm weather, this irritation becomes so great that the animal goes off its feed, and soon loses condition. This, added to the loss of wool and accumulations of dirt and thorns in the fleece caused by the rubbing referred to, the deficiency of growth through the skin being in an unhealthy condition, and the tick stains on the wool, becomes a serious matter to the flock-owner. Tick-stained wool often loses as much as a penny a pound in value. For this infliction the only remedy is dipping, regularly once a year, in some chemical preparation, which will not only destroy the parasites for the time being, but prevent them from attacking the flock again before next shearing time. This is effected by mustering the sheep in a large receiving yard, from which they are gradually transferred to a smaller, or "forcing" pen, where they can be easily handled. They are then plunged into a bath, about forty feet long, filled with the prepared dip. After undergoing complete immersion they swim to the other end, where they can walk out by means of an inclined plane into draining-pens, the floor of which is so constructed that the drippings run back into the bath. The larger these draining pens are the better, and the longer the sheep are allowed to stand in them the more dip will be saved. The material used should not be of too great solubility, as it is easy to comprehend that the more

readily it mixes with water, the more easily it will be washed out of the fleece again by the first shower of rain. The best time for dipping is about a month after shearing, and it should not be done when the sheep are overheated or thirsty, or in wet weather. Several varieties of dips are in use, poisonous and non-poisonous, and each have their supporters. Without going deeply into the matter, the main points to be considered in selecting a dip mixture appear to be, whether it will improve the quality of the wool, whether it will kill all parasites, and, above all, whether its effects will be so lasting that it will be a preventive from further infection, until dipping time comes round again. Of the poisonous dips the well-known Cooper brand appears to meet all these requirements.

Over fifty years ago the late Mr. William Cooper, M.R.C.V.S., of Berkhamstead, Berkshire, England, after a long course of experimenting, produced his Dipping Powder, now known to almost every pastoralist in the world, and said to be used annually on more than 100,000,000 sheep. The position it has held in the market for so many years is ample evidence of its efficacy. It differs from most other dips in being a powder, and care should be exercised in making the dipping solution with it. This should be done by mixing overnight, in, say, an old tub, the quantity required for use with as much water, added gradually, as will form a thick paste. It is then in a condition to be mixed with the water in the swim-bath.

Of the non-poisonous varieties Little's Fluid Sheep Dip is much in use, and is highly spoken of by numerous graziers throughout the colonies. It is manufactured by Messrs. Morris, Little & Son, Doncaster, England. A poisonous powder dip, which has been used in South Australia and New Zealand with excellent results, is also prepared by them.



Sheep being dipped in Coopers Dip on
"BRIE BRIE" Western District,
VICTORIA.

SHEEP DIPPING.

Another non-poisonous fluid dip, which has been referred to in high terms of commendation by those who have used it, is McDougall's. It has been in existence for a quarter of a century and the demand for it yearly increases. The makers, Messrs. McDougall Bros., 10 Mark Lane, London, claim for it that it is not affected by climate, and that sheep can be dipped with it for less than ½d. per head.

There are many other dipping compositions, but, as they all

act in a more or less similar manner, it is not necessary that we should particularize them.

Until next shearing time, with the exception of the annual lamb-marking and sheep-classing, things pursue "the noiseless tenor of their way." Of course there is always plenty to do on a large station, but it is not of a nature creating much mental excitement.

CHAPTER V.

THE VICTORIAN WOOL MARKET.

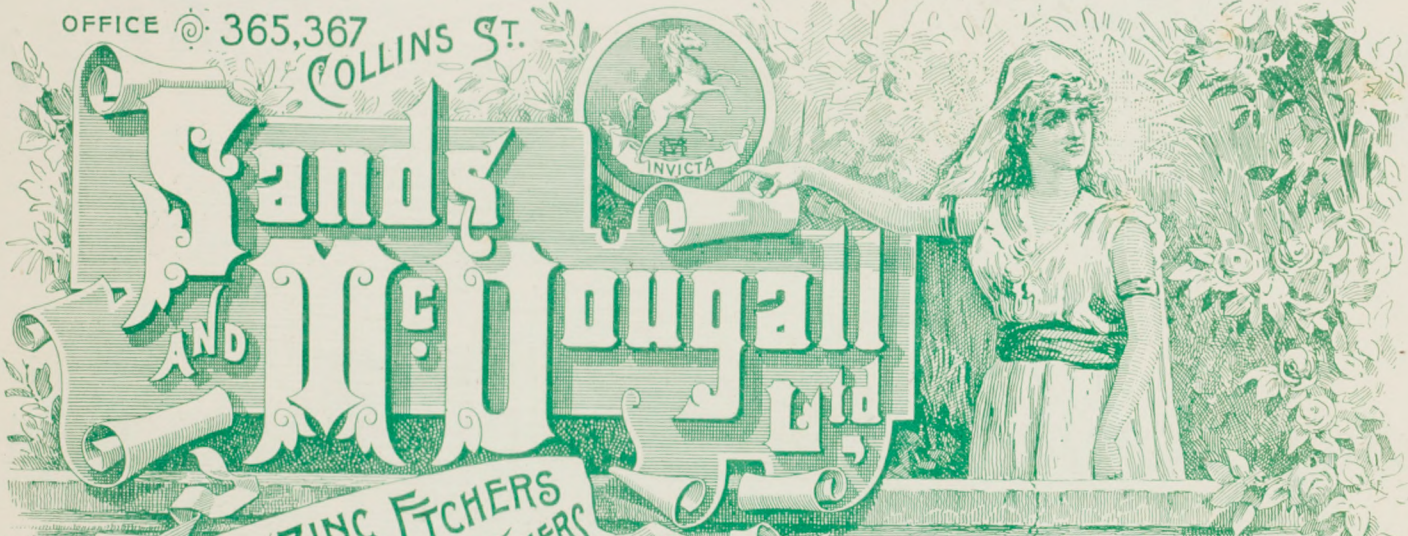
FORMERLY when wool was sent from Australia to be auctioned in the Home market there were many items, such as transhipment, extra freight, port dues, etc., which increased the cost to the buyers, particularly those residing on the Continent of Europe. It was this which influenced the late Mr. T. S. Mort, of New South Wales, and the late Mr. Richard Goldsbrough, of Victoria, to initiate sales in their respective colonies. To the enterprise of these gentlemen, who may be called the progenitors of colonial wool auctions, Australia owes much. Since their beginning these sales have gone on increasing until, at the present day, we have a small army engaged in attending to the wants of the numerous buyers. The two firms, Mort & Co., of Sydney, and Goldsbrough & Co., of Melbourne,

have now for some years been amalgamated, forming, as Goldsbrough, Mort & Co. Limited, an establishment of great magnitude.

When the sheep farmer sends his wool in from his station it is stored in one of the many wool warehouses which exist in the city until required for the sales. These stores are all very large concerns, and we propose to devote a portion of our space to a brief description of them.

GOLDSBROUGH, MORT & CO. LIMITED is *facile princeps* as a wool firm. As we have already stated, the two gentlemen, whose names the firm bears, were pioneers in the industry. The two houses of Mort & Co. and Goldsbrough & Co. were united in 1888, the result being a combination of strength and influence

OFFICE @ 365,367 COLLINS ST.



Sands & McDougall Ltd

PHOTOZINC ETCHERS
LITHOGRAPHERS
IN LINE & HALF-TONE.

LITHO PRINTERS, ENGRAVERS,
ARTISTS & MANUFACTURING STATIONERS,
&c. &c.
357 SPENCER ST.





OFFICES AND WAREHOUSES OF GOLDBROUGH, MORT & CO. LIMITED, BOURKE STREET.

unsurpassed in the annals of the trade. The Melbourne premises form a colossal group of substantial bluestone buildings, at the intersection of Bourke and William Streets, opposite Menzies' Hotel, and cost about £150,000 sterling. They contain 225,631 square feet of flooring, or close on $5\frac{1}{8}$ acres, and the storage capacity is 2,321,248 cubic feet, or 58,031 tons measurement, and the Sydney warehouses are of even greater extent. The company's yearly sales in Melbourne vary from 70,000 to 80,000 bales, and in Sydney the quantity is about the same. The Melbourne warehouses are convenient and easily worked, and in view of the extension of the business, which is very popular with both sellers and buyers, a considerable addition, which will give much greater space for storing, displaying, and dumping wool, is about to be commenced on the vacant land adjoining the present stores. Although the company also owns a large block of land adjoining the new docks, it has been decided to continue the business in the now-existing premises, as their central position insures a great saving of time to both buyers and constituents. The business was commenced in Melbourne in the year 1849 by the late Richard Goldsbrough, and in Sydney in 1846 by the late T. S. Mort, names held in the highest esteem in the trade, and the concern has always maintained a great reputation for the efficient and honourable manner in which it has been conducted. The present

directors are—Messrs. E. F. Mitchell, Chairman ; A. W. Robertson, Salathiel Booth, William Cain, the Hon. Nicholas Fitzgerald, and the Hon. Henry Mort. Mr. J. S. Horsfall, who was a partner in the old firm, and for several years a director in the company, is the adviser, and Mr. A. McDonald Cooper is the general manager.

THE AUSTRALASIAN MORTGAGE & AGENCY CO. LIMITED was established by Mr. Hastings Cuninghame and Mr. W. Macredie in 1862, under the style of Cuninghame & Macredie. This continued to be the title of the firm until 1868, when Mr. Macredie retired, the late Mr. John Kane Smyth joining the business in his place, and the name of the firm being changed to Hastings Cuninghame & Co. In August, 1878, the concern was formed into a joint stock company, still retaining the same title, and some two years later it was placed on a broader basis under its present appellation, with head office and board of directors in Edinburgh. The Melbourne stores are situated in Collins Street, near Spencer Street, and extend back to Flinders Lane, covering more than an acre of ground. The combined area of the various floors affords storage accommodation exceeding three acres. There is a branch establishment in Sydney, and the sales for last year from 1st October, 1892, to 30th September, 1893, amounted to 35,320 bales. Mr. Archibald Fiskien is the managing director, and Mr. Lewis Kiddle inspector of stations, and assistant manager.

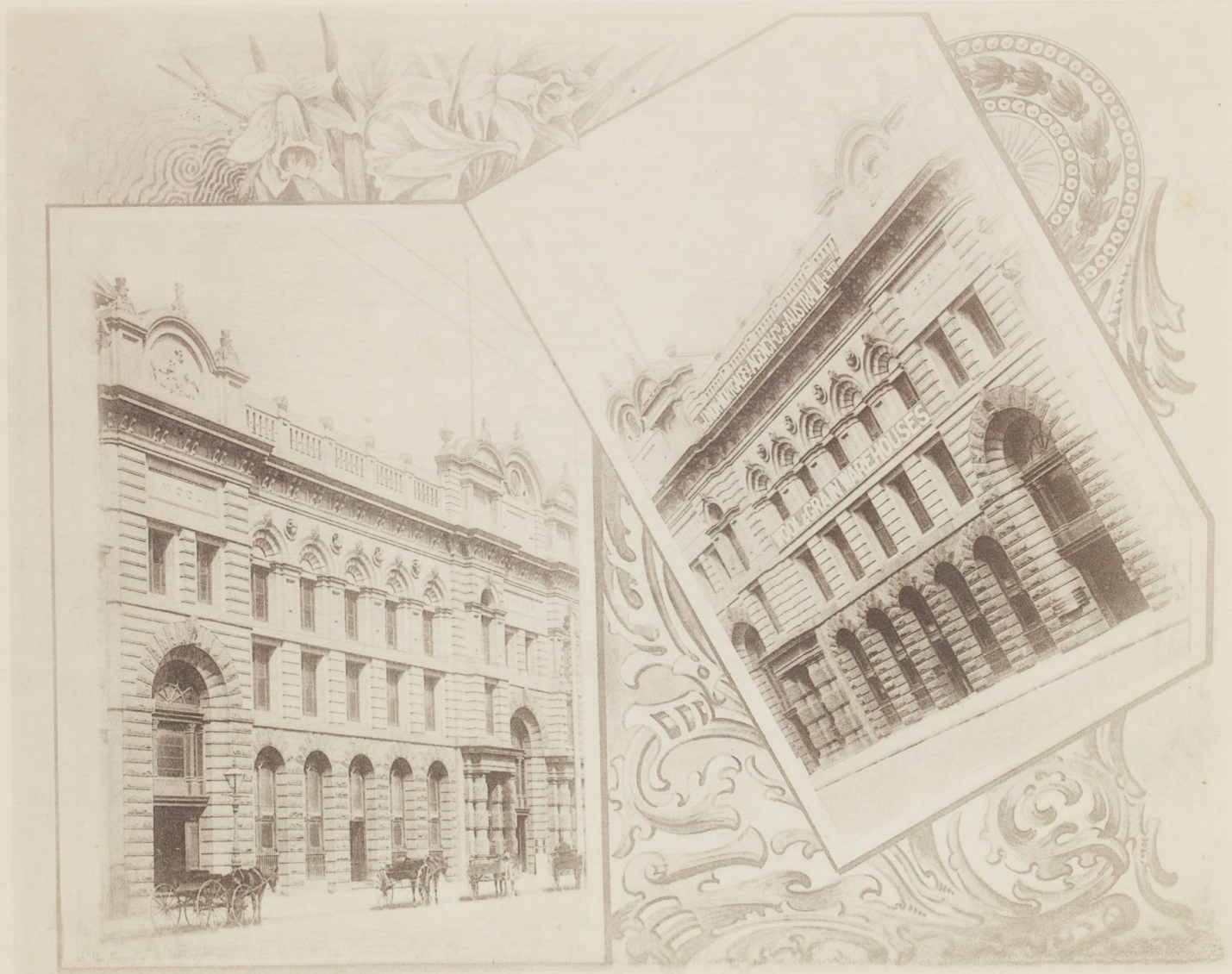


OFFICES AND WAREHOUSES OF THE AUSTRALASIAN MORTGAGE AND AGENCY CO. LTD.,
COLLINS STREET.

THE NEW ZEALAND LOAN AND MERCANTILE AGENCY COMPANY LIMITED was incorporated on the 6th April, 1865, under *The Companies Act 1862*, with its head office in London, and was formed for the distinct purpose of carrying on the business of financing and mercantile agency in connection with pastoral properties, wool, and other produce. Its principal branches in Australia are situated in Melbourne, Sydney, Adelaide, Brisbane, and Rockhampton, whilst in New Zealand its head office is in Auckland, with branches at Wellington, Christchurch, Dunedin, and Invercargill, and agencies at other important points. Owing to the increased favour with which growers were viewing the colonial markets, the company, in 1880, commenced selling wool, grain, and all station produce, by auction. In 1883-84 they handled 124,439 bales, which, in 1893, ten years later, rose to 243,283 bales, nearly double, a truly vast increase. In Melbourne alone, this past year, ending January, 1894, 72,094 bales have been sold by them. Their Melbourne offices are in Collins Street, and their extensive stores at South Kensington. These latter, which have a total storage space of about $7\frac{1}{2}$ acres, were constructed in 1890, Mr. H. C. Mais being the engineer, Mr. Lloyd Tayler the architect, and Mr. David Mitchell the contractor. The site is contiguous to the main Victorian railway systems, with which the stores are connected by a series of sidings, which, in a straight line, would extend $2\frac{1}{2}$ miles. The railway trucks are drawn into and about the building by a very ingenious arrangement of hydraulic capstans. There are six hydraulic dumping presses on the ground floor, and eleven baling presses on the top floor. The show-rooms are very extensive and well lit, and are capable of showing 3,000 sample

bales, representing a catalogue of from 18,000 to 20,000 bales of wool. As a means of communication between the different floors there are twelve direct-acting Otis lifts. The head Australian office is in Melbourne with the following executive:—General manager, Mr. David Elder; inspector, Mr. J. Newman Barker; inspector of pastoral properties, Mr. William Oliver; and acting manager in Melbourne, Mr. William Eades.

THE UNION MORTGAGE AND AGENCY COMPANY OF AUSTRALIA LIMITED was formed during the year 1884 to acquire the business of Wm. Sloane & Co., and subsequently the firm of James Turner & Sons was incorporated. Until 1888 the business was confined to the shipment of wool from the colonies to London, but, with the increasing production, and the desire of the growers to realize in the colonies, the company was induced to add colonial sales to their already large business. The measure of success with which this innovation has been attended is attested by the fact that, commencing in 1888-89 with the sale of 10,789 bales, the company has, in 1893-94, sold 23,060 bales, more than doubling the quantity in six years. The wool warehouses are situated in Collins Street, being the spacious premises lately occupied by the New Zealand Loan & Mercantile Agency Company. The store-room capacity is ample, and the show-room, for samples, is unsurpassed. The formation of a hide and tallow business necessitated the acquirement of additional stores in Spencer Street, and their proximity to the railway is a convenience highly appreciated by both sellers and purchasers. At the expiration of the wool season the warehouses are utilized for the storage of grain, and sales are carried on throughout the winter.



OFFICES OF THE
NEW ZEALAND LOAN & MERCANTILE AGENCY CO. LTD.,
COLLINS STREET.

WAREHOUSES OF
THE UNION MORTGAGE & AGENCY CO. OF AUSTRALIA LTD.,
COLLINS STREET.



NEW ZEALAND LOAN & MERCANTILE AGENCY COMPY. LTD.

Head Office - LONDON.

AUSTRALIAN EXECUTIVE :

MELBOURNE—DAVID ELDER, General Manager for Australia.
WILLIAM OLIVER, Inspector Pastoral Properties.
J. NEWMAN BARKER, Inspector.
WILLIAM EADES, Acting Manager.

SYDNEY—W. F. LAWRY, Manager.
ADELAIDE—ROLAND STRACHAN, Manager.
BRISBANE—JOHN MACDONALD, Manager.
ROCKHAMPTON—EDWARD GRAHAM, Manager.

WOOL,
GRAIN,
SKINS,
HIDES,
TALLOW,
&C.,
BROKERS.

WOOL, GRAIN, SKINS,
AUCTION SALES

REGULARLY.

NO CARTAGE

CHARGED.

ACCOUNT SALES RENDERED PROMPTLY.

ACCOUNT SALES RENDERED PROMPTLY.



Victoria :

COLLINS ST., MELBOURNE.

New South Wales :

BRIDGE STREET, SYDNEY.

South Australia :

KING WILLIAM STREET,
ADELAIDE.

Queensland :

BRISBANE,
AND ROCKHAMPTON.

CONSIGNMENTS of Butter Shipped for Sale in London.

AGENTS FOR NEW ZEALAND SHIPPING COMPANY.

AGENTS FOR McDougall's NON-POISONOUS SHEEP DIP.

WAREHOUSES

NEW ZEALAND LOAN & MERCANTILE AGENCY CO LIMITED



WOOL STORES, NEW ZEALAND LOAN & MERCANTILE AGENCY CO. LTD., SOUTH KENSINGTON.

THE UNION MORTGAGE & AGENCY CO. OF AUSTRALIA LIMITED.

Head Office - LONDON (123 Bishopsgate Street Within).

Head Office in Australia: MELBOURNE (114 & 116 William Street).

BRANCHES AT SYDNEY, BRISBANE, ROCKHAMPTON, TOWNSVILLE.

Warehouses - - - 573-579 COLLINS STREET.

CAPITAL, £2,250,000. SUBSCRIBED CAPITAL £1,920,000.

PAID UP, £933,000. RESERVE, £150,000.

MELBOURNE BOARD:

A. G. ANDERSON, Esq. | F. W. ARMYTAGE, Esq. | C. W. CHAPMAN, Esq. | ARCHIBALD MENZIES, Esq.

WILLIAM DRYSDALE, *General Manager for Australia.*

WM. A. SMITH, *Secretary.*

WOOL, GRAIN, AND PRODUCE BROKERS, STOCK AND STATION AGENTS.

ARTHUR GREENWOOD, Wool and Produce Manager.



OFFICES OF THE UNION MORTGAGE & AGENCY COMPANY OF AUSTRALIA LIMITED.

WILLIAM STREET.



DALGETY & Co., whose Melbourne offices are situated in Bourke Street, is one of the largest, oldest established, and most enterprising firms in this hemisphere, and has been associated with the staple colonial exports since its foundation, as far back as 1845, under the style of Dalgety, Gore & Co., by Mr. F. G. Dalgety, Mr. Thomas Borodaile, and Mr. Harry Hanslappe Gore. The head office is in London, and there are branches in Victoria at Melbourne and Geelong; in New South Wales at Sydney and Newcastle; in Queensland at Rockhampton; in Western Australia at Perth, Fremantle, and Albany; and in New Zealand at Dunedin, Christchurch, and Napier. The largest warehouse is at Newmarket, Melbourne, where the total floor and platform space available for storage amounts to about $4\frac{3}{4}$ acres. These premises are connected by a private siding with the Victorian Railways, and Dalgety & Co. were the first to adopt this system, thus saving owners much in cost of carriage. The Geelong stores are also very extensive and two stories in height. The whole of the upper floor is used as a show-room, is well lit, and is 140 feet long by 130 feet broad. The buildings are furnished with Austral Otis wool presses and dumping machines. The present season has so far been the firm's largest, 88,000 bales having been offered throughout the colonies, and over 80,000 sold; and last year the Home office headed the list of London wool importers with a total of 96,000 bales. Dalgety & Co. Limited have a subscribed capital of £4,000,000, of which £1,000,000 is actually paid up, and there is a reserve fund of £137,000 British Consols. They are also large shipping agents, and represent several of the largest

European lines. The managing director is Mr. James Aitken, Mr. David Aitken is inspector, Mr. W. G. Watson, manager, Mr. H. E. Davison, manager of wool department, and Mr. Otto Busch, wool valuer.

YOUNGHUSBAND & Co. LIMITED is one of the youngest houses in the trade, and was started in May, 1889, by the late Mr. Isaac Younghusband, who was for many years produce manager of the New Zealand Loan and Mercantile Agency Co. Limited. Shortly after his death, Mr. F. E. Stewart, late general manager of Goldsbrough, Mort & Co. Limited, was appointed managing director. He is assisted by Mr. Bayly Cockburn. It has been the company's object to cater more particularly for the smaller graziers, and the wisdom of such a proceeding has been shown by the success which has attended its efforts. Of late the bulk of the increase in wool of the lesser growers has passed through the firm's hands, and a very large business has also been done in grain, sheepskins, hides, and tallow. The area covered by the various stores is about $1\frac{1}{4}$ acre, the largest being situated in Bourke Street, the buildings running through to Little Bourke Street, in which there are two other establishments. The largest turnover in any one season has been 12,000 bales, and the greatest number sold 10,000 bales. The company's wool valuer is Mr. Jonathan Shaw, who was for many years connected with the Australasian Mortgage & Agency Company Limited, and whose name is a household word in the trade. The London agents are Messrs. Robert Brooks & Co., Cornhill, and the Company has also agencies in Sydney, Adelaide, Brisbane, Hobart, and Dunedin.



OFFICES OF DALGETY & COMPANY, BOURKE STREET.

COAL WAREHOUSE

YOUNGHUSBAND & CO. LIMITED,

666 & 668 BOURKE STREET, MELBOURNE,

— BROKERS IN —

GRAIN,

WOOL Sheepskins, Hides, Bark, Furred Skins, **WOOL**
TALLOW, &c.

Consignments of all Produce are received by this Company either for Sale in Melbourne or Shipment to London.

WOOL SALES are held every **Wednesday** throughout the Season, and Monthly during the Winter.

Consignments of Grain are treated with every despatch, Auction Sales being held regularly, and clearances by Private Contract made whenever desirable.

Regular Sales of **Sheepskins, Hides, Tallow, Bark, &c**, held several times a week.

FURRED SKINS.—Weekly Auction Sales are held, and all lots carefully classed by experts.

Sales of Station Properties are undertaken, and Advances against Land negotiated.

Liberal Cash Advances made against ensuing Clips of Wool and all **Station Produce**, and **Returns** of Consignments are made with the greatest promptitude.

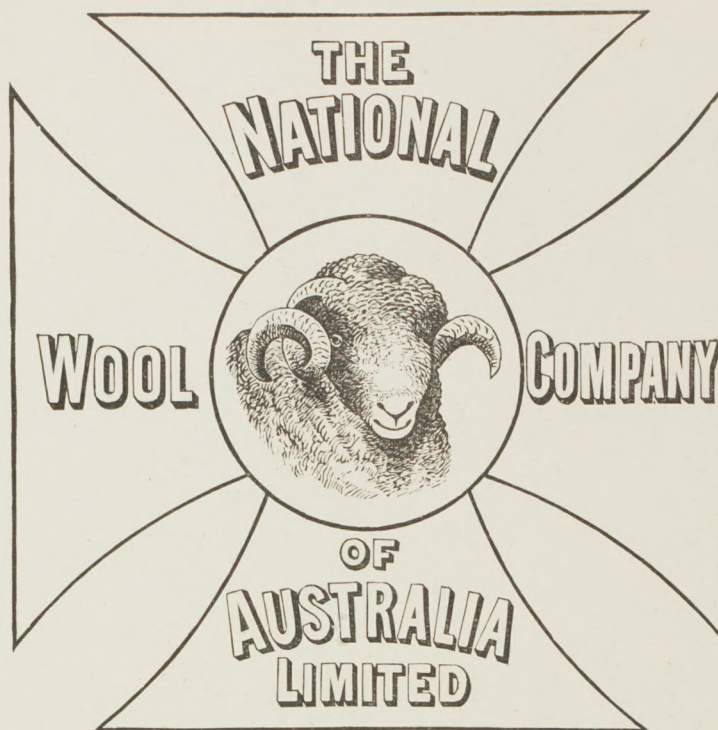
All Consignments receive the personal supervision of the principals of the Company.

REPORTS FORWARDED ON APPLICATION.



OFFICES AND WAREHOUSES OF YOUNGHUSBAND & CO. LIMITED, BOURKE STREET.

WOOL, GRAIN,
 SKIN, HIDE,
 AND
 TALLOW
 BROKERS.

**DIRECTORS.**

JAMES MACMEIKAN.
 MARCUS SYNNOT.
 WILLIAM A. MENZIES.

WOOL VALUER.

SQUIRE WARD.

LONDON BROKERS.

CHAS. BALME & COMPANY.

518 COLLINS STREET, MELBOURNE.

SOLE AGENTS IN AUSTRALIA AND TASMANIA FOR

“TOXA,” the Great RABBIT POISON.

NOTE—In laying this Poison, follow our instructions closely.



OFFICES AND WAREHOUSE OF THE NATIONAL WOOL COMPANY OF AUSTRALIA LIMITED,

COLLINS STREET.

THE NATIONAL WOOL COMPANY OF AUSTRALIA LIMITED is the youngest of our wool firms, although its originators have been for a very long time associated with the industry. It was founded in June, 1893, by Messrs. James Macmeikan and Richard Walter Synnot, and in August of the same year the wool business of Messrs. Marcus Synnot and William A. Menzies was acquired, these gentlemen joining the new firm as directors. The company was formed with the avowed intention of affording special facilities to small growers. As a proof that the firm bids fair to succeed in its venture, upwards of 3,000 bales have been sold in the first season, and this may be reasonably taken as an earnest of increased sales in the future. The stores are situated in Collins Street, near King Street, in the extensive buildings once occupied by The Union Mortgage and Agency Company Limited, and occupy fully an acre of ground. The managing director is Mr. James Macmeikan, who for seventeen years held important posts in the management of the National Bank of Australasia, and was afterwards general manager of the Kauri Timber Co. Ltd., which position he held until December, 1892, when he resigned in order to arrange preliminaries for the establishment of the present company. Mr. R. W. Synnot, Mr. Macmeikan's coadjutor, has had a very varied and complete experience as a wool-broker, beginning at the bottom of the ladder, early in the seventies, and working through every branch and detail of the business. In 1879 he and his brother established the firm

of Messrs. Monckton D. Synnot Bros. In 1885 he sold out and made an extended tour through Europe, visiting the leading wool manufacturing centres. On his return to the colonies he purchased properties in New South Wales with the intention of trying sheep-breeding, but an offer from the Union Mortgage Co., who were then forming a wool-broking business, and desired the benefit of his experience, induced him to return to Melbourne. He remained for some time with that Company, as wool manager, and saw it started on a prosperous career. Mr. Squire Ward, the firm's wool valuer, was one of the wool experts appointed by the Government at the Melbourne Exhibition of 1875. He has also had great experience with woollen mills, and has had charge of some very large establishments in Yorkshire. He originally came to Victoria to manage the first woollen factory started in the colony, at Geelong. He, is therefore, not only an authority as a wool valuer, but is also an expert of the first order on woollen manufacture.

These foregoing are the firms whose head quarters are in Melbourne, but there are also large establishments in Geelong, where, owing to the very extensive woollen factories there situated, there is, apart from the export trade, a very large local consumption of the raw material. Besides Messrs. Dalgety & Co.'s branch there are other important firms of wool warehousemen in Geelong, of which the largest is—



A WOOL FLOOR, THE NATIONAL WOOL CO. OF AUSTRALIA LTD., COLLINS STREET.

THOMAS WARR & CO.,
CARTAGE ♦ & ♦ STORAGE ♦ CONTRACTORS.

HEAD OFFICE:
614 Collins Street, Melbourne.

TELEPHONE 227.

ESTABLISHED 1870.

DENNYS, LASCELLES, AUSTIN & Co.—This firm was established in 1856 by Mr. C. J. Dennys, a gentleman long and honourably connected with the industry, which owes much to his energy, and is therefore entitled to rank among the oldest wool houses in the colony, while in amount and importance of business transacted it holds its own with our large Melbourne companies. The premises, which are most imposing in appearance, have a floor area of $5\frac{1}{10}$ acres. During the past season, 1893-94, 38,106 bales, principally the fine wool of the Western District, were offered and 35,821 were sold. The stores are connected by rail with the railway station and pier, and the facilities for receiving and delivering wool, grain, and produce are exceptionally good.

GEORGE HAGUE & Co., established by Mr. George Hague, in 1879, occupy large stores, built of brick, stone, and iron, with a 66 feet frontage to Victoria Terrace, and extending backwards 300 feet to Smythe Street. These are two stories in height, with cellarge. There are also four one-story produce stores, 270 feet by 350 feet, in Smythe and Cavendish Streets. During the past fifteen years the average annual offerings of wool have been about 13,000 bales, and the sales about 11,000 bales. There is also an extensive business carried on in sheepskins, hides, tallow, and grain.

STRACHAN, BOSTOCK & Co.—This firm was started in 1889, in the buildings originally occupied by the firm of Strachan & Co., situated at the corner of Moorabool Street and Corio Terrace, immediately opposite the shipping wharves. The wool floor and warehouses, which cover half an acre of ground, have been fitted with all the latest improvements in ventilation, lighting, dumping, lifts, etc. The proximity to the railway and shipping wharves is a most material advantage in the delivery and despatch of wool.

The business done by this firm is chiefly with the Western and Wimmera districts, for which Geelong is undoubtedly the natural market. The firm offered 7,748 bales this season, and sold 6,972 bales, obtaining the highest prices of the season for greasy fleece and lambs' wool, viz., 11½d. for the super. combing wools of the "Caramut" and "DR over Blackwood" clips, while as high as 15½d. was paid for the super. lambs of the latter station and 15d. for the former.

Another firm doing a large wool business in Geelong is—

SHANNON, MURRAY & Co.—In 1872 Messrs. Sanderson, Murray & Co., of London, and Mr. C. Shannon, acquired the wool business carried on by the late John Wilson, which was that originally established about the year 1843 by the late William Timms, under the style of Timms, Wilson & Co., and successively termed Wilson, Buchanan & Co. and John Wilson & Co. The offices and the wool store have a frontage to Corio Terrace, and are within a short distance of the shipping wharves. The business is that of wool-growers' agents, consignments of wool being shipped to London, or sold in the local market through brokers. About 28,000 bales wool passed through their stores during the past season. They are also proprietors of the "Clyde Fellmongery Works," which stand on $6\frac{1}{2}$ acres of land on the north bank of the Barwon River, South Geelong, and were established in 1875. These works have a capacity to work about 6,000 sheepskins per week. The wool, under the "Clyde" brand, and the pelts, tanned into basils, are shipped to the London market. In competition at the Melbourne Centennial Exhibition, 1888-89, the exhibits from the Clyde Works secured all the first prizes for excellence of scouring.

DENNYS, LASCELLES, AUSTIN & CO.,

Wool, Grain, & Produce Brokers,

AND LAND, STOCK, AND STATION AGENTS,

— GEELONG. —

THE MARKET FOR WESTERN DISTRICT WOOL.

WOOL SALES held on each **FRIDAY** throughout the Season in our **SALE ROOM**, and at intervals during the Year. Sales of Sheepskins, Hides, Tallow, and other Produce held **EVERY WEEK** on **WEDNESDAYS**.

Sales Last Season	-	-	35,821	BALES OF WOOL.	GRAIN—Warehoused, Season 1894	-	-	96,000	Bags.
Shipments to London	-	8,838	"	"	"	Shipped to London (Wheat)	-	39,000	"

Trucks are unloaded at the Warehouse from our Railway Siding, Free of Cost to Consignor.

AGENTS FOR THOMAS' AND LITTLE'S SHEEP DIPS.

Warehouses & Head Office—Geelong. **Melbourne Office—No. 4 St. James' Buildings.**

MALLEE.

MALLEE.

The only part of the Colony where Wheat can be Profitably Grown at present low prices.

New Maps of Messrs. E. H. Lascelles & Co.'s Mallee Allotments are now issued, showing lands already sold and under crop, also those Offered for sale. FULL PARTICULARS ON APPLICATION.



OFFICES AND WAREHOUSES OF DENNYS, LASCELLES, AUSTIN & CO., GEELONG.

STRACHAN, BOSTOCK & CO.,

MELBOURNE & GEELONG,

Woolbrokers, Station and Financial Agents.

WEEKLY AUCTION SALES OF WOOL, SKINS, AND HIDES HELD IN
GEELONG.

All Consignments carefully valued and protected up to market price.

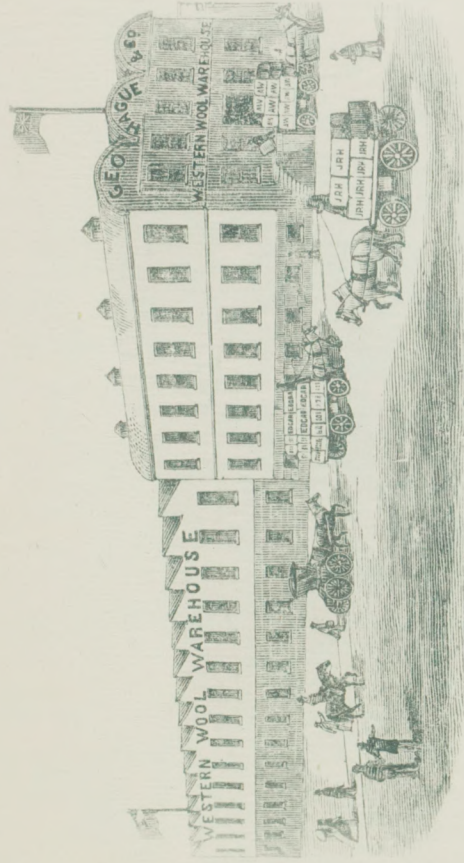
SANDS & McDOUGALL LTD.

Collotype Printers,

PHOTO-ZINC ETCHERS IN LINE AND HALF-TONE.

PHOTO-LITHOGRAPHERS IN LINE AND HALF-TONE.

365 COLLINS ST., MELBOURNE.



OFFICES AND WAREHOUSES OF GEO. HAGUE & CO., GEELONG.



OFFICES AND WAREHOUSES OF STRACHAN, BOSTOCK & CO., GEELONG.



There are also in Melbourne other houses who have very large dealings in wool. They may be termed "squatting bankers and agents," for they are prepared to give advances to squatters, and to negotiate the sale of their wool, either in the London market, or here in this city. Their wool business is transacted in a somewhat similar manner to that of Messrs. Shannon, Murray & Co., above-mentioned, and on a very large scale, the quantity of wool they dispose of being enormous. We regret that the space at our disposal will not admit of more than a passing reference to them. They are all large, important, and well-known firms, and the mere mention of their names will, to most people, be sufficient. Foremost among them are the AUSTRALIAN MORTGAGE LAND & FINANCE CO. LIMITED, MESSRS. JOHN SANDERSON & Co., MESSRS. GIBBS, BRIGHT & Co., the AGENCY LAND & FINANCE CO. LIMITED, MESSRS. MOORE & Co., MESSRS. McCULLOCH, SELLAR & Co., and one or two others.

After the wool, which is brought into the city for sale, has been stored in the warehouses the next step is to get rid of it as quickly as possible, and to that end each firm holds frequent auction sales, weekly in the busiest period, during the season, which extends from about the middle of October till the end of February. On the morning of a sale a tolerably large quantity of

the wool to be disposed of, sometimes as much as ten per cent. of the whole bulk, is placed in bales arranged in alleys on the floor of the show-room, or "wool floor." These floors, which are of very great extent, are generally on the upper story of the building, a good light from the roof being a *desideratum*. There are samples of all the various qualities, fleece, bellies, skirtings, locks, etc., both greasy and scoured, for the inspection of the buyers, who, armed with catalogues, pass along the passages between the bales, pulling out a handful here and a handful there, which they examine with the eyes of experts, piles of wool strewed on the floor marking their progress. As the handling of greasy wool does not tend to enhance the appearance of broadcloth, they not unusually protect their clothing with a long overcoat of some light linen material. These buyers are of very diverse nationalities. Apart from those established here many are from abroad, and are merely visitors for the season. They come from England, mainly from Bradford in Yorkshire; from Tourcoing, Roubaix, and Fourmies, in the north, and Rheims, in the east of France, and also from Paris, Amiens, and Elbœuf; from Antwerp and Verviers, extremes of Belgium; from many parts of Germany; from America; in fact, from pretty well over the civilized globe.

Among these buyers there is a gentleman who merits special



SAMPLE ROOM, NEW ZEALAND LOAN AND MERCANTILE AGENCY COMPANY LTD., KENSINGTON.

JULES · RENARD · & · CO.,

WOOL BUYING BROKERS.

ESTABLISHED

1867.



MR. GEO. FISCHER.

WoolBuyers

MR. CHARLES THOMAS.



MR. CLEMENT RENARD.

AND GENERAL AGENTS.

11 ST. JAMES' BUILDINGS, LITTLE COLLINS STREET, MELBOURNE.

91 PITT STREET, SYDNEY.

And at ANTWERP (Belgium), 49 Avenue des Arts.



A WOOL FLOOR, GOLDSBROUGH, MORT & CO. LIMITED, BOURKE STREET.

notice. We mean Mr. Jules Renard. Mr. Renard received his early training in the wool trade in Antwerp and London, and came to Australia in 1851. Landing in Portland, Victoria, he at once went to work on one of the Western District sheep stations. The sheep in those days suffered terribly from scab, and dipping was unknown. Mr. Renard, having some knowledge of chemistry, improvised a bath, and successfully treated the sheep. This brought him into great request, and he went from station to station constructing sheep-dipping baths. Coupled with this, a slight knowledge of surgery which he possessed earned for him the familiar title of "the doctor." Many varied experiences followed. Sometimes gold mining, sometimes stock-riding; then driving cattle from the Mitchell, Queensland, to the Murrumbidgee, and again, carting wool from Swan Hill to Melbourne. Thus the time passed until 1862, when we find him in Sydney, buying wool for a German firm. From 1864 to 1866 he was engaged in buying for Messrs. G. Beckx & Co., of Melbourne. In 1867, in conjunction with his brother Arthur, he founded the firm of Renard Bros. & Co., and in 1870 he was nominated Consul for Belgium. The "Lady of the Lake," the first wool ship that ever sailed direct for Antwerp from an Australian port, was despatched by him in 1878, thus laying the foundation of the present enormous wool trade with that city. For this His Majesty the King of Belgium created him Chevalier de l'Ordre Leopold, and in 1892, for other distinguished services, he was raised to the rank of Officier of the same order. He has been Royal Commissioner for Belgium at both our great exhibitions, and was a special juror on the wool exhibits. For many years he was president of the Wool-buyers' Association, and now he and

Mr. J. H. Halliburton are about the only representatives of the former generation of buyers remaining with us.

To facilitate the operations of buyers, and to generally regulate the conduct of the trade so that their interests may be best protected, the Victorian Wool-buyers' Association was formed about three years ago. It had previously been in existence, but not in a thoroughly organized form, for a considerable period. Latterly, however, the growing importance of the trade necessitated its establishment on its present basis. The committee is very carefully chosen at the beginning of each season, so that all classes of buyers, English, Continental, American, and local, may be equally represented. The office-bearers during the past season were:—President, Mr. Joseph Gill; vice-presidents, Messrs. Emile Odou and George Stoving; Committee, Messrs. H. Ayrton, T. Dewez, W. Drysdale, David Gibb, John T. Gibson, and E. Troost; and secretary and treasurer, Mr. William M. Hick. There are besides members representing about fifty firms. As an instance of the enterprise of these gentlemen, we may state that, during the past season, one firm alone has bought, in round numbers, 100,000 bales, representing a value of about £1,000,000. There exists another society called the Melbourne Wool-brokers' Association, composed of selling brokers, of which the six leading Melbourne wool firms are members, the National Wool Company not being represented. The executive consists of the managing directors of these firms, with Mr. James Aitken, of Dalgety & Co. Ltd., as president, and Mr. R. E. N. Twopeny as secretary. These two associations confer together, and act in concert on matters affecting the trade which may happen to be in dispute.



EXECUTIVE OF THE WOOL BUYERS' ASSOCIATION OF VICTORIA, 1893-94.



The auction sales are held at 3 o'clock p.m. in the Wool Exchange, Collins Street, and are often the occasion of considerable excitement. The auction room is spacious and lofty. The interior is arranged somewhat after the fashion of the lecture theatre of a scientific institute, the auctioneer's rostrum occupying one side of the room, and the seats of the buyers rising, in gradations, in front of it. The auctioneer is attended by two wool experts, one seated on either side of him. A stranger entering the room when everything is in full swing, and a much-sought-after lot put up, would possibly be surprised to see ten or a dozen excited individuals suddenly start up, shake their fists at the auctioneer, and, seemingly, hurl invectives at him, he, meantime, preserving a calm exterior. But they are simply crying out "one," "half," "three," as the case may be, the

bidding progressing by farthings. A wool auctioneer requires all his wits about him. He has his work cut out, and the buyers do not give him breathing time. The selling is sometimes very rapid, and, at least on one occasion, as many as 500 lots, representing a catalogue of 8,000 bales, have been disposed of in one hour. It is a moot point whether quick selling, by keeping the interest in the sales from flagging, is not conducive to good prices. Each wool warehouse has one or more auctioneers attached to the establishment, and, as these gentlemen are much before the public during the wool season, a few particulars concerning them may not be without interest. In order to avoid making any invidious distinction, we shall adopt the alphabetical system.



INTERIOR.



EXTERIOR.

THE WOOL EXCHANGE OF MELBOURNE, COLLINS STREET.



Mr. G. B. APPLETON, chief auctioneer to Goldsbrough, Mort & Co. Limited, was born in Yorkshire, England, in 1850, and served an apprenticeship as an engineer in the North of England. When he came to this colony, having a liking for the wool and stock trade, he joined, in 1874, as a partner, the firm of D. Guthrie & Co., wool-brokers, stock and station agents, Geelong, with whom he was associated for ten years, when he sold out his interest. He then joined R. Goldsbrough & Co., now Goldsbrough, Mort & Co. Limited, as manager of the hide, skin, and tallow departments, and as auctioneer. Since then he has been continually at his post, and the amount of business which has passed through his hands has necessarily been very great.

Mr. T. E. BOSTOCK conducts the auctioneering for the firm of Strachan, Bostock & Co., Geelong, and has, during the past season, been successful in obtaining exceptionally high prices.

Mr. CHARLES JENKIN COLES, auctioneer to Younghusband & Co. Limited, is a native of this colony, having been born, in 1868, in Prahran, and is a son of Mr. Charles Coles, well known in commercial circles in this city, and a nephew of Sir Jenkin Coles, of South Australia, a gentleman deeply identified with the stock interests of that colony. He was educated at the Church

of England Grammar School, St. Kilda Road, Melbourne. Before joining the present firm he was closely associated with the sheep and cattle trade in connection with Messrs. Arthur S. King & Co., of Melbourne and Newmarket, an old-established firm of stock and station agents. He has been with Messrs. Younghusband & Co. since 1890. Although the youngest of the auctioneers in the wool trade, he is considered by buyers to be an excellent and rapid salesman.

Mr. J. H. EVANS, of the New Zealand Loan and Mercantile Agency Company Limited, was born at King River, Victoria, in 1858, and was educated at Geelong Grammar School and Melbourne University. He afterwards entered the Government service, in the Law Department, and continued there for two years, when he migrated to the Darling and Lachlan districts of New South Wales, and engaged in pastoral pursuits. Returning to this city, he became salesman at the Newmarket Sale Yards. He then went to Tasmania for his present firm as auctioneer, but, on the disposal of the business there, he once more came back to Melbourne, and for the past eight years has been the company's head salesman.

Mr. ARTHUR GREENWOOD, the wool and produce manager and auctioneer of The Union Mortgage and Agency Company of



A WOOL FLOOR, THE AUSTRALASIAN MORTGAGE AND AGENCY COMPANY LIMITED.



Australia Limited, was born in Westmoreland, in the English Lake Country, and is descended from a family associated with the wool trade in the old country for a very long period. Arriving in the colony in the early sixties, he received his education at that well-known scholastic establishment the Geelong College. After passing the Civil Service examination, and matriculating at our Melbourne *Alma Mater*, he obtained an appointment in the Chief Secretary's office under the McCulloch government. He was soon promoted, and became private secretary to the various gentlemen who filled the position of head of the government, until the year 1876, when he retired. Country life next engaged his attention, and under Mr. Thomas Murray, of Warrions, Colac, he gained an insight into wool growing. A return to commercial pursuits was made through the firm of Dennys, Lascelles, Austin & Co., Geelong, with whom he officiated as auctioneer for some years. After a short stay in Queensland, he was appointed auctioneer to the above company, of which he was soon afterwards made wool and produce manager.

Mr. J. KITSON, who officiates as hide and skin auctioneer to the Union Mortgage and Agency Co. Limited, and occasionally takes Mr. Greenwood's place in selling the wool, was born at Melton, Victoria, in 1861. His first experience of station life was at Cobar, N.S.W., where he remained six years. He then returned to Melbourne and started dealing in stock, and spent about twelve months with Messrs. King & Co., stock and station agents. After this he bought a farm, and for three years tried farming, and finally, five years ago, he joined the above firm, and has continued with it since, conducting the hide and skin business.

Mr. G. W. A. ROBINSON, of The Australasian Mortgage and Agency Company Limited, is a native of London, and has been auctioneering for over twenty-five years. He joined the present

firm, then Hastings Cuninghame & Co., in 1867, and has continued with it ever since. As he is the company's sole auctioneer, one can readily comprehend that a very large amount of business must have been transacted by him. He is a very quick and expert salesman.

Mr. GEORGE SIMPSON, auctioneer to Dalgety & Co. Limited, is a native of Victoria, and has been all his life more or less connected with pastoral and agricultural pursuits. He has been with Dalgety & Co. for eleven years, during three of which he has acted as their wool auctioneer. He has the reputation of being very expeditious in his conduct of sales.

Mr. MARCUS SYNNOT, auctioneer, and one of the promoters of the National Wool Company of Australia Limited, is a son of the late Mr. Monckton Synnot, one of Victoria's pioneers, he having arrived here in 1839. Mr. Marcus Synnot has wielded the hammer for the last fifteen years, and is considered one of the best auctioneers in the trade. In the skin, hide, and tallow business, he occupies a very prominent position.

Mr. J. L. VAN NORDEN is auctioneer to Dennys, Lascelles, Austin & Co., Geelong. He was born at Ballarat, in 1857. He has acted for the present firm for the last ten years, in Ballarat as well as Geelong, and has in that time disposed of no inconsiderable number of bales.

Mr. WILLIAM WHITE is auctioneer to George Hague & Co., Geelong, with whom he has been for a considerable time. He is very highly spoken of in wool circles.

Mr. HENRY WOOD, the Geelong auctioneer of Dalgety & Co. Limited, was born in Cork, Ireland. He has been with the company for five years, during one of which he has acted in his present capacity.

At these sales phenomenal prices have sometimes been



SOME LEADING WOOL AUCTIONEERS OF VICTORIA.



First Order of Merit Awarded this Press at Melbourne International Exhibition, 1880. Also a number of other Awards.

FERRIER'S Improved Lever Wool Press.

HUMBLE & NICHOLSON,

MAKERS, GEELONG.

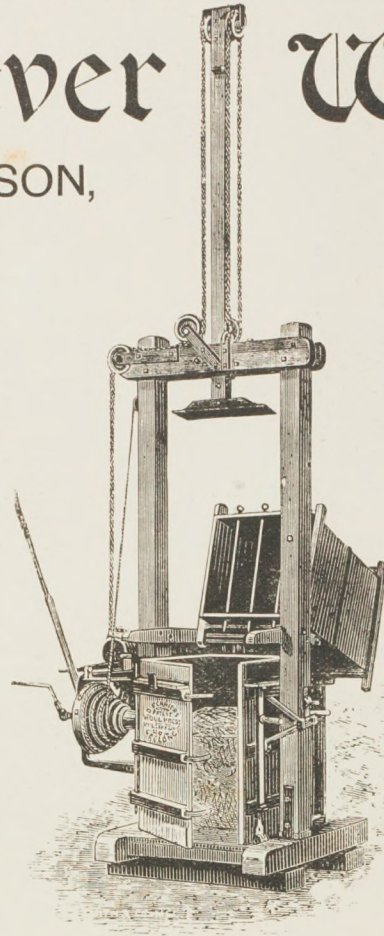
The usual screw is dispensed with, and the pressure brought to bear by means of a strong Rope or Chain, working in sheave pulleys overhead, attached to a Ram, and winding on a Fusee which is made in the shape of a suddenly tapered screw.

The Rope works on the large part of the Fusee, when the pressure is light, and passes down to the taper end as the pressure increases, being worked by a lever fixed on the centre spindle.

The top Box is hinged to side Brackets, and turns down on to the floor, which greatly facilitates the putting in of the wool, and renders any second floor unnecessary, and when filled is easily placed back in position.

When the Bale is pressed and the sides sewn, the Ram is lifted by a small rope from the Fusee turned by a handle.

Nearly 1,000 of these Presses are now in use.



It will be understood how very much quicker the power is brought into application by this means than by the ordinary *Screw Press*, and double the work is got through by the same number of men.

Special attention is directed to the fastening of the Packs before the Wool is put in, which is done in an exceedingly quick and simple manner: four pieces of wood are fitted into the recesses of doors, which hold the Pack securely in position and to the side catches for fastening the doors, which are held in position by a vertical bar, and relieves them simultaneously.

The side door is also held in its place by a catch, which at any time can be relieved instantly, the door falling back and allowing the bale to be removed.

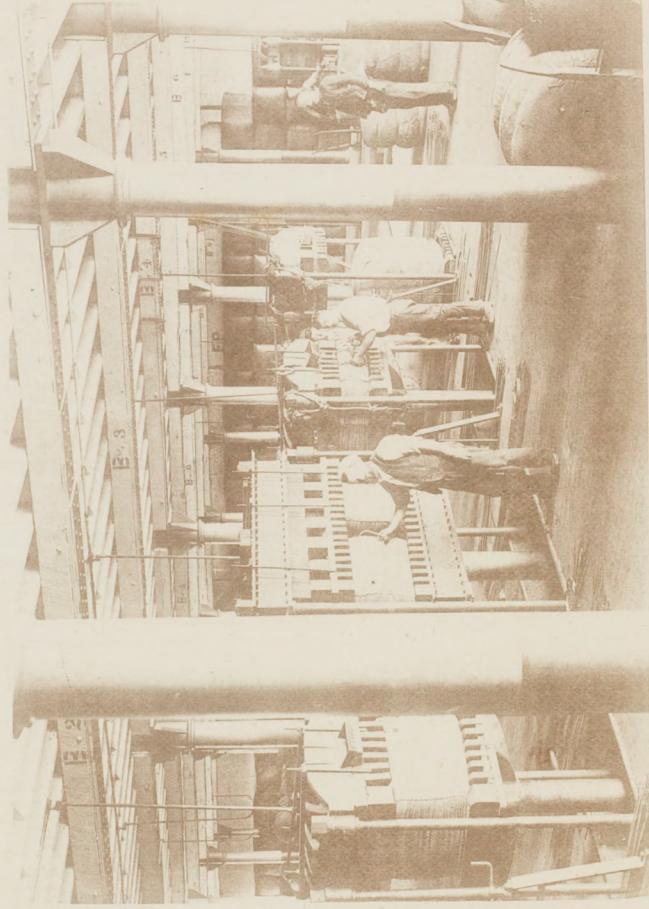
At the Melbourne Exhibition Competition this PRESS turned out 3 Bales of Scoured Wool in 28½ minutes, being considerably less than any other Press, although one had the advantage of being driven by steam.

N.B.—H. & N. are makers of a small Farmers' Wool Press; also, Lascelles & Anderson's Patent Poison Grain Distributors and Phosphorisers.

PRICES AND PARTICULARS ON APPLICATION.



WOOL PRESSING.



WOOL PUMPING.



realized. The year 1872 was the Victorian wool-growers' *annus mirabilis*, when the industry reached its zenith. Then, in February, greasy merino wool averaged 16½d., and scoured, a fraction over 2s. 6d., the highest averages since the foundation of the wool trade in the colony. Since then increased production, general financial depression, and prohibitive American tariffs, have gradually reduced the prices, until, in the past season, the nadir may be said to have been touched. While the demand grows

yearly larger, the supply also increases, and in a greater ratio, and this tends to the lowering of prices. If the production of wool can be kept down within reasonable limits, the prices will, in all probability, recover.

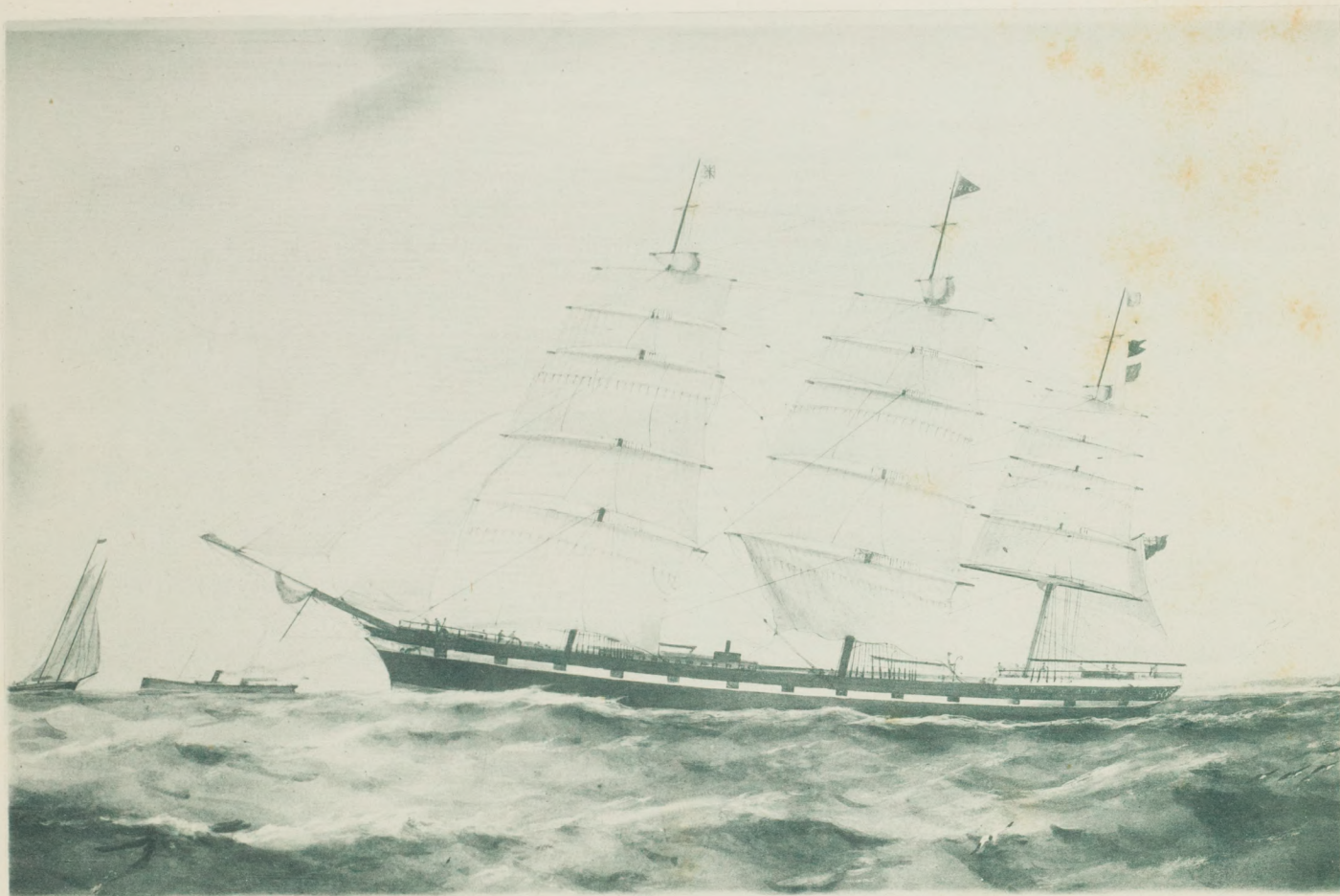
The wool, having been sold, is sent to the dumping sheds, where it is compressed, by means of hydraulic power, into compact iron-bound bales, and it is then ready for shipment to its ultimate destination.

CHAPTER VI.

CONCLUSION.

THE past season, 1893-94, has been in many respects a remarkable one. It certainly has been productive of low prices, yet the market has been fairly free from fluctuations, and the clip, on the whole, has been a satisfactory one to both buyers and sellers, being well grown, sound, and less burry than in previous years. Although, at the beginning of the season, sales were somewhat delayed through a dispute between buyers and sellers, speedily and satisfactorily arranged, the actual quantity of wool disposed of exceeds that of last year by over 7,000 bales in Melbourne alone, while in Geelong the increase has been proportionately greater, the quantity sold there aggregating 63,849 bales, against about 59,000 to the corresponding date last season.

This increase is mainly due to the fact that the growers in the Western District were content to accept apparently low values for their wools. The season opened with considerable caution on the part of buyers, but, as it advanced, confidence was acquired, and bidding became fast and furious, catalogues representing as many as 10,000 bales being sometimes disposed of in one afternoon. In no former season has business been conducted with such despatch. On the whole, the finer qualities of crossbred wool have brought the highest prices. A remarkable feature has been the increased demand for pieces, bellies, locks, etc.; in fact, never have the relative values of inferior and good wools so closely approximated. The following extract from



"LOCH VENNACHAR,"

1,557 TONS.

CLYDE LINE OF CLIPPER PACKETS

JOHN SANDERSON & CO., AGENTS, MELBOURNE.



Goldsbrough, Mort & Co.'s *Annual Review* gives what may be regarded as the average rates of the season:—

GREASY—		d.	d.
Good to superior Merino	..	9	to 10 $\frac{3}{4}$
Average to good	„	8	„ 9
Medium to fair	„	6 $\frac{1}{2}$	„ 8
Inferior and wasty	„	4 $\frac{1}{2}$	„ 6
Very super. Lambs	„	up	„ 15 $\frac{1}{2}$
Good to super.	„ „	9	„ 12
Medium	„ „	6 $\frac{1}{2}$	„ 8
Inferior	„ „	4 $\frac{1}{2}$	„ 6
Superior Crossbred	„	10	„ 12
Good	„	9	„ 10
Medium	„	7	„ 8 $\frac{1}{2}$
Super. Lambs	„	10	„ 11
Average	„	7	„ 9
SCOURED—			
Good	Merino Combing	15	„ 16 $\frac{1}{4}$
Medium and average	„	12 $\frac{1}{2}$	„ 14 $\frac{1}{2}$
Inferior	„	10	„ 11 $\frac{1}{2}$

There has been a great falling-off in the quantity of wool purchased for America, but this has been more than made up for by the increased amount sold to English and Continental buyers. As a purchaser, France heads the list, Yorkshire coming next, and Germany third. The following figures will give a very fair idea of the Victorian wool sales for the season 1893-94:—

	BALES.
United States and Canada	14,000
Yorkshire and Scotland	81,000
France	99,000
Belgium	19,000
Germany, Austria, and Switzerland	60,000
Local speculation, scourers, and manufacturers	31,700
Japan	1,000
Total	<u>305,700</u>

That there has been a very rapid increase in the colonial sales this comparative statement will show:—

ALL AUSTRALIAN COLONIES EXCEPT NEW ZEALAND.

YEAR.	TOTAL SALES.
1881	197,272
1891	524,979
1894	768,782

There now remains little for us to say. The general depression existing in all branches of commerce has also been felt by the wool trade, but the outlook is by no means discouraging, and there is an indubitable prospect of its eventually recovering itself. That this may speedily happen must be the fervent desire of every well-wisher of the colony.





S.S. WARRNAMBOOL.

"WARRNAMBOOL,"

3,513 TONS.

LUND'S BLUE ANCHOR LINE.

JOHN SANDERSON & CO., AGENTS, MELBOURNE.



GULF LINE

OF STEAMERS.

Regular sailings to LONDON and CONTINENT.

GULF OF GENOA - - 3,448 TONS.	GULF OF LIONS - - 2,661 TONS.	GULF OF AKABA - - 2,041 TONS.
GULF OF ANCUD - - 2,716 „	GULF OF PAPUA - - 2,971 „	GULF OF TRINIDAD - 2,362 „
GULF OF CORCOVADO - 2,361 „	GULF OF BOTHNIA - 3,442 „	GULF OF FLORIDA - 2,906 „
GULF OF MEXICO - - 3,088 „	GULF OF VENICE - - 3,021 „	GULF OF SIAM - - 3,455 „
GULF OF MARTABAN - 2,447 „	GULF OF GUINEA - - 2,438 „	GULF OF TARANTO - 3 500 „

The above Steamers are all new vessels, built to the highest class at Lloyd's, especially for the Australian trade. Superb accommodation for passengers. Electric Light installed throughout. Surgeon carried on each steamer. Saloon passengers only carried homewards. FARE TO LONDON, £45.

Regular Six-Weekly Service from Glasgow and Liverpool, and Monthly Service from London. Prepaid Passages granted. Saloon, £45. Steerage, £14 14s.

Through Rates of Freight for Wool and other produce quoted from any part of Australia to any port in the United Kingdom, Europe, or America.

HEAD OFFICE - - GREENOCK, 1 Cross Shore Street.
 BRANCH OFFICE - - GLASGOW, 29 Waterloo Street. | BRANCH OFFICE - - LIVERPOOL, 25 Castle Street.
 BROKERS IN LONDON - JOHN POTTER & CO., 2 Fenchurch Avenue.

AGENCIES IN AUSTRALIA:

Melbourne - JOSEPH GILL & CO., The Olderfleet, 477 Collins Street.

Sydney - A. McARTHUR & CO.

Newcastle - J. & A. BROWN.

Adelaide - D. & W. MURRAY.

Brisbane - D. L. BROWN & CO.



S.S. "GULF OF TARANTO,"



PERMEWAN, WRIGHT & COMPANY LIMITED,

Commission, Customs, and Forwarding Agents and General Carriers.

Contracts entered into for the Carriage of Wool and Stores.

Customs Entries and Bills of Lading punctually attended to.

Steam Boat Proprietors plying on the Murray, Murrumbidgee, and Darling Rivers.

ALERT.
BARWON.
CORRONG.
CONFIDENCE.
EAGLE.
GOLDSBROUGH.

HORACE.
JESSIE.
KELPIE.
LANCASHIRE WITCH.
MAGGIE.
MAORI.

NILE.
NELSON.
NAMOI.
PAROO.
PRIDE OF THE MURRAY.
PIMPAMPA.

RODNEY.
SPRITE.
SARAH JANE.
TRAFALGAR.
TONGO.
WILLIAM DAVIES.
WOOROOMA.

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