Mountainhome Ida. Dec 28, 1910

Miss Ida. M. Tarbell

c/o American Mag

It is with much interest that I read your article on the mysterys and crueltys of the tariff. I am of the opinion that your article is correct in every statement, and cannot be refuted by those who profit most by the present high tariff (ie) the woolen mills. in the old Issue of the american magazine, you state that the wool growers were a instrumental in maintaining the high tariff. after about 18 years of experience, and being more or less, connected with the wool growing industry, during that time. I believe that I can safely say that the wool growers, were not considered at all. I will not attempt going into facts and figures, since you are an expert, statistician, my letter is not to refute your statement. But is to show you how the grower gets it in the neck just as the consumer I think I can show you that we have no more say in regulating prices

than the consumer
Leaving it up to your Judgement as to
whether ~~they~~ we prosper in proportion to
the woolen mills.

on a separate sheet, you will find
a conservative estimate of the actual
running expenses of two bands of
two thousand Ewes to the band
this includes two bands of increase
and on this estimate we assume
an increase of 75%
under above estimate there should
be an allowance of 10% loss, thro
straying off, Killed by Coyotes, died etc

The estimate does not include
Storage on the wool, Nor the shrinkage
nor the loss by mice, moths etc.
Nor does it include, the Fire or
other insurance. Neither does
it include the commission mans
fees for selling it.

Now Mr A, a wool grower has the
heavy wool breed of sheep, therefore has
that class known as the heavy
shrinkage wools,

Mr B. a wool buyer representing
the Eastern mills, looks at A's wool
and says, we are as a matter of fact
not handling the heavy wools
saying we will handle the carpet
wools, therefore B makes no offer
at all, Now C a buyer of heavy
wools, looks at A's wool and makes
an offer of 15c/s per pound, A refuses
15c and holds it for another
buyer. D comes along another

buyer of heavy wools, and offers 14 3/4 ct A says I have been offered 15 cts for it ~~C~~ D says that is more than I can pay. Now C. and D. know that B is not going to buy it therefore there is no competition,

Now A. decides to hold it, therefore paying insurance and ware house fees, & interest on money etc.

Every woolen Mill in the united states knows just how much wool A. has stored, in such and such ware house the next season C. and D. call again offering 14 cts

A. decides to ship it to E, a wool scouring establishment, Mr. E. scoures it collecting his fee for it E. ships it to Boston, notifying A. of it, Mr insurance man and ware house man, begin to seek A. again, Mr. F. the railroad man says we charge more freight for scoured wools than on grease wools, Mr. G. the woolen mill man writes E. that he has several thousand pounds of wool in his ware house of that grade but if he runs short he will be glad to consider A.s wools, this means that if A. is short of funds he arranges with his broker for a loan on his wools, thus adding to his expense that has already been big enough

There is none more versed in the system of leaching, the grower than Mr Weir or Mr Whitman. Both of whom are leading you to believe that the growers are acting in conjunction with the woolen mills If you will tell me how any ~~ever~~ grower ever collected the tariff on wools, you will tell me something I know nothing of. If the grower could collect 13¢ per pound on his wools, why in the name of god does the mills fight so for the high tariff.

To your fair mind and most Excelent Judgement, isnt that positive proof that we do not get it. We could not get it except by organizing.

Has Mr Weir or Mr Whitman ever told you of any such organization by the wool growers. If not is it not strange why they put up such a fight for the interest of the growers, when the two interest are opposed.

Our sales are always made thro Ware house men & brokers. it makes no difference who sells it the cost of production, is not considered at all. in other words A, takes just what they give him, C, a buyer will not go in D, s, warehouse. who is also a buyer and buy A, s, wool. If he did D, deducts his commission any way

If you would care to investigate this almost perfect system of colory I think you will find that your present write up is very tame to what you can write about it. If we are only producing 40% of the wools used in the United States at present, it bids fair to drop to one half that in the next two or three years. Inspite your theory of the growers getting the profits ~~xx~~ of pelts figures will prove different. Under the present system growers are fast going out of the business.

Hoping that this will cause you to at least investigate further that you can at least give us a square deal.

Hoping to see you come again in the American Magazine

I am Yours
Truly
Esco Kelley

Estimate of Running Expenses

From Jan 1st To Jan 1st

Based on the theory of selling all the increase

4000 Ews @ $6.00 per head	$24000 00
Two herders @ $50 - 12 months	1200
Two herders " $50 per mon - 6 months	300
one camptender @ $60 - 6 mon -	360
one camptender @ $75, 12 mon	900
Provisions for Each camp, 2 camps $12.00 1 mo	288
Provisions for 2 camps 24 - 6 m	144
4000 Pounds of Oats @ $1.35 - 100#	54
Ferry crossing @ $10 per band 2 Bands	20
Fees Sheep inspector - 5.00, 2 Bands	10
Cooking untensils for two camps @ $15	30
Pack saddle Shoeing outfits etc	15
Shearing 4000 head @ 8	320
100 wool sacks @ 35 Cts	35
Freight on 28000# wool @ 50 cts	140
Stock salt 150# per herd 4 herds twice a mon	60
Fees for forest reserve @ 7 cts - 4000.	280
400 Tons of hay @ 5 -	2000
Two cars of corn @ $800 - per car	1600
Hauling corn @ 1/2 c - 38000#	~~780~~ 360
Paint for branding	5
Wages 10 men lambing @ $50	500
Extra provisions	90
Wages for constable	100
Hotel Bills	75
Livery stable bills	50
	33236

4000 Ews 80 % increase 5200 @ 3.60 11520

28000# wool at 17 cts $4760

an 1/27/11

Mountainhome, Ind.,

Miss Ida M. Tarbell,
% American Magazine.

It is with much interest that I read your article on the Mysteries and Cruelities of the Tariff.

I am of the opinion that your article is correct in every statement , and cannot be refuted by those who profit most by the present high tariff i.e. the woolen mills, in the Oct. issue of the American Magazine, you state that the wool growers were instrumental in maintaining the high tariff, after ~~bein~~ about 18 years of experience and being more or less connected with the wool growing industry, during that time, I believe that I can safely say that the wool growers were not considere at all . I will not attempt going into facts and figures,since you are an expert statistician my letter is not to refute your statement,but is to show you how the grower gets it in the neck just as the consumer. I think I can show you that we have no more say in regulating prices than the consumer, leaving it up to your judgemnet as to whether we prosper im proportion to the woolen mills.

On a separate sheet you will find a conservative estimateof the actual runing expenses of two bands of 2000 ewes to the band, this includes two bands of increase and on this estimate we assume an increase of 75%.

Under a page estimate there should be an allowance of 10% loss, thro straying off, killed by canotes, died etc. The estimate does not include storage on the wool, nor the shrinkage nor the loss by mice moth etc. Nor does it include the fire or other insurances. Neither does it include the commission's man fee for selling it.

Now Mr. A. a wool grower has the heavy wool breed of sheep therefore has that class known as the heavy shrinkage wools.

Mr. B., a wool buyer, representing the Eastern mills, looks at A's wool and says we are as a matter of fact not handling the heavy wools we only handle the carpet wools, therefore B makes no offer at all. Now C a buyer of the heavy wools looks at A's wool and makes an offer of I5 cts. per pound. A refuses I5 cts. and holds itfor another buyer. D comes along another buyer of heavy wools and offers I4¾ cts. A says I have been offered I5 cts. for it . D saya tha t is more than I can pay. Now C and D know that B is not going to buy it therefore there is no competition. Now A decides to hold it therefore paying insurance and warehouse fees, interest on money ets.

Every woolen mill in the United States knows just how much Wool A has stored in such and such a warehouse the next season. C and D call again offering I4 cts. A decides to ship it to E a wool scourin establishment. Mr. E scours it collecting his fee for it. E ships it to Boston notifying A of it. His insurance man and warehouseman begin to A again. Mr, F the railroad man says we charge more freight on scoured wools than on grease wools, Mr. G the woolen mill man writes E that he has several thousand pounds of wool in his warehouse of that grade but if he runs short he will be glad to consider A'S wools, this means that if A is short of funds he arranges with his broker for a loan on his wools thus adding to his expense that has already been big enough .

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Yours truly,

Esca Kelly.

ESTIMATE OF RUNNING EXPENSES.

from Jan Ist to Jan Ist. based on the theory of selling all the increase.

4000Ewes @ $6.00 per head-	$24000.00
2 herders @ $50 - I2 months	I200.00
2 herders @ $50 per month - 6 months	300.00
I camptender @ $75 - 6 months	360.00
I camptender @ $75 - I2 months	900.00
Provisions for each camp, camps $I2.00 - I2 months	288.00
Provisions for 2 camps$24.00 - 6 months	I44.00
4000 pounds of oats @ $I.35 a I00~~lb~~#	54.00
Ferry crossing @ $I0 per band - 2 bands	20.00
Fees scabs inspectors $5.00 - 2 bands	I0.00
Cooking utensils for 2 camps @ $I5	30.00
Pack saddle, shoeing outfits etc	I5.00
Sheaving 4000 heads @ $8	320.00
I00 wool sacks-¢-@ .35	I35.00
Freight on 28000 lbs. wool @ .50	I40.00
Stock sale I50# per head 4 herds twice a month	60.00
Fee for forest reserves @ .07 - 4000	280.00
400 tons of hay @ $5 per ton	2000.00
2 cars of corn @ $800 per car	I600.00
Hauling corn @ ½ ct - 380000#	360.00
Paint for branding	5.00
Wages I0 men @ $50	500.00
Extra provisions	90.00
Wages for roustabout	I00.00

Hotel bills.	75.00
Livery stable bills.	50.00
	$33236.00

4000 Ewes 80% incres 3200 @ 3.60.	II520.00
28000# wool @ I7 cts.	4760.00
	15,280.00