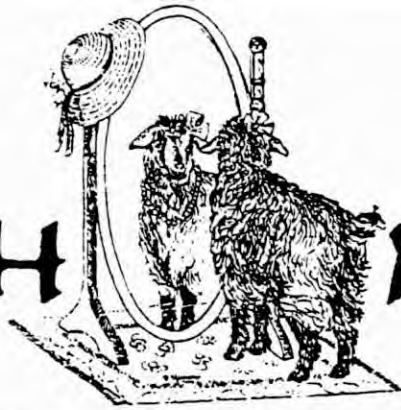


CASH MIRROR



VOLUME TWO, ISSUE EIGHT

JUNE 1991



CASHMIRROR

CASHMIRROR REFLECTING THE CASHMERE INDUSTRY

Published each month by: **THE FARM**, Toledo, Wa.

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CASHMIRROR PUBLICATIONS
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Toledo, Washington 98591

Phone: 206-864-6660
Fax: 206-864-6661

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COVER PHOTO: Twins always stick together.
Photo by Michel Paulin.

LETTERS

Dear CashMirror,

Like Judith, and millions of other Americans, I hibernated through the first quarter of 1991. I wanted to keep my head down, stay home and work at my loom and spinning wheels. Part of tuning out the world involved not reading any of the many magazines I receive about weaving, spinning, gardening, or cashmere. But with spring I am coming out of hibernation and catching up, and starting some new research/writing projects. So I pulled out the last few issues of CASHMIRROR. I was pleased to see Claudia Dixon's articles about working with cashmere fiber. The first one about washing the fiber is excellent. However, the second one about dyeing has a serious and dangerous omission which if you haven't corrected you should immediately. At no point in the article does it say: **NEVER USE THE SAME POTS AND UTENSILS FOR DYEING THAT YOU USE FOR COOKING!**

This point cannot be emphasized enough. Although I'm sure Claudia didn't intend it, the article gives the impression that while you are cooking dinner, you can also heat up a pot of dye. That is not the case and is very unsafe. Many synthetic dyes are highly toxic and require careful protective clothing, gloves, aprons and masks, as well as an area that is not used for food preparation.

Alum is the least toxic of the mordants used for "natural" dyes, but still requires care in use. "Natural" is really a misnomer. I prefer the terms vegetable or plant dyes, which are more descriptive. Ironically in the next column, Veterinary Forum, By Ken Olson DVM, there is a warning about Rhododendron and Azalea leaves which made some goats very seriously ill. Rhododendron leaves were used in Colonial times as a source of dye! I stopped dyeing, even with plant dyes, when my son was small. I noticed that the list of poisonous plants his doctor gave me, looked a lot like the list of plants that give colors, such as the Rhododendron. I've often wondered if the part that is poisonous is also the component that gives color, but don't know enough chemistry to find out.

Even though most weavers and spinners who have tried dyeing know to be careful and use

separate equipment, the weaving and spinning magazines always include a reminder about safety. Since your readership is primarily goatraisers and not craftspeople, it is doubly important that you emphasize caution and proper safety procedures.

Sincerely yours,

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REFLECTIONS

By Judith Richardson Haralson
Cascade Cashmere Company, Silver Creek, Wa.

When we cull our bucks we start with first fleece. We do this by visual appraisal. If a young kid doesn't have fine fleece, its not going to fine as he ages. However, you must be able to discern between his wool and his very fine kid guard hair. Unfortunately testing facilities cannot. One of many reasons not to bother with testing kids.

Because of our Maritime climate in the NorthWest, our two year olds are usually on their third fleece when we start testing. Up until that time we continue to cull using the eyes and hands.

The fleece from all two year old bucks and all older bucks remaining in the flock are then tested. This year we decided to test with Whatawhata Fiber Center in New Zealand. Its less expensive and far less hassle than AWTA.

However, in the last couple of years, there has been a big controversy over conflicting fleece tests with AWTA and Whatawhata. There has been as much as 2 microns difference between the two testing facilities with Whatawhata testing larger microns. Finally in the past year the two testing agencies have set a standard control and both should now be obtaining the same results. However, if I understand it right, New Zealand controls were adopted by AWTA meaning that all previous fleece test by AWTA showed much finer than they actually were. That means AWTA's MFD of 18.5 is now 19 to 20 micron.

Yesterday Whatawhata faxed us our buck's test results. To say that we are in a state of shock is an understatement. Our 14.98 three year old is now

16.4; our 12.55 two year old is now 15.0 and our 17.75 five year old buck is now 18.4. In addition, two three year olds who were last tested in the 17 range are now 20.7 and 21.7.

I am sure that anyone testing with Whatawhata this year is going to be very disappointed in their goat's performance. But in reality, the goats are still the same goats only the figures have changed. Therefore, I feel that we need some new rules. Last year's rules called for less than 16.5 as definition of superfine and no fleece could exceed 19 micron. When in reality these goats were 18 and 20 to 21 micron based on the new control standards.

If the game rules are not going to be changed, then the players will have to change. And I don't think you'll find many players either in US or Australasia.

All cashmere breeders had better give this issue some serious thought. You sell your goats based on fleece test results. Be the results accurate or not, its all you have. Your superfine goats have, with a change in the control standards, been dumped into the vast pool of mediocrity and their selling price has fallen with them.

This is a serious problem in the U.S. as almost all goats have originated in Australia and have been purchased using fleece tests of the old standards. The New Zealand goats have come in under Whatawhata, but I have yet to see a superfine New Zealand goat in the U.S. The bottom line is that we have to play with the goats that are here and where do we go from here?

Now when you go back and read the winners in the Australian Fleece contest and see those incredible heavy fleece weights at 18 micron you have to do some quick calculations and find that they are really 20 microns at two years of age.

Does all this mean that Forte' has been buying fleece in the 17.5 to 18.5 range and paying for superfine and buying 20 to 22 and paying for 19? Based on our tests and sales they have.

Does that mean the wonderful 15 micron buck with 150 grams down based on the old test is really a 16.5 with 150 grams? What is a currently tested 15 micron goat going to have in down weights? If its only going to be 125 grams its hardly worth the

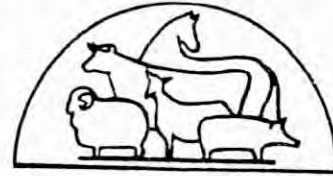
effort.

I would like to read other comments and opinions regarding this very important issue in future CashMirror.

The question is: Where do we go from here?.

Cashmerely yours,

Judith Richardson Haralson



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MARKETING YOUR CASHMERE GOATS

by
Miriam Jeswine

Marketing is more than advertising and selling. It includes a wide variety of other activities: goal formation, information gathering, market research, graphic design, customer knowledge, customer service and more.

Before you sell something to someone, you have to know what you are selling and to whom you are selling. Dumb, you say, I obviously am selling the best Cashmere goats to anyone who will buy. But wait a moment. First, what do you mean by best? Best may mean one thing to you, and quite another to your prospective customer. This question ties closely with your breeding goals. Start by listing your goals. Here are some things to think about. Notice that some of the items on the list are contradictory. You cannot do them all, nor can you have all things for all people.

Some Breeding Goals

1. Big, meaty goats with heavy clipping fleeces of 18 micron
2. Sixteen micron fleeces at age 5
3. High yield fleeces
4. Long guard hairs to defend the down against the brush
5. Strong differentiation between guard hairs and down, so that you can separate the two fiber types easily
6. Primarily commercial-grade goats which may produce maximal dollars per head, but not necessarily reproduce their own traits
7. Breeding stock so prepotent that you can say with confidence that a sire from your herd will pass certain traits on to his offspring.

Before you can do a good job of marketing Cashmere goats, you have to be clear in your own mind just what it is that you are offering to the market. When you are clear about your breeding goals, and you have begun to see some progress toward achieving them, then you can say with more certainty who is the likely customer for your animals.

Use your list of breeding goals to list the potential customers. What are the customers' needs? What need might be filled by this type of

animal? Who is going to be interested in the big, meaty animals with heavy 18 micron fleeces? Who will be looking for the superfine fleece goat? Will a person marketing primarily to handspinners look for a certain type of fleece? Who wants to emphasize dollar production rather than a breeding program? Who will be looking for a prepotent sire to use in a breeding program and what kind of sire might that be? One goat, or one flock cannot meet all those customer wants and needs. Once you know what you have and what your customers want, then you can tailor your marketing efforts toward the desired goal of sales by matching what you have with the needs of the customers.

Admittedly, in these early years of the Cashmere business in the United States, there is no consensus on goals for American Cashmere production. The fleece buyer, Hugh Hopkins, has stated repeatedly that he wants fine, under 16.5 micron, long staple, 1 1/4 inches long or more, crimp, dull, good style. On the other hand, you hear people arguing that meat production is going to yield more dollars to the producer, and that fleece sales are frosting on the cake. Whichever side of the discussion you come to agree with, you can formulate your own goals and pursue them, confident that you can develop markets for your animals. It may be that two regional types of goats will evolve. In areas where markets for meat animals are strong, the emphasis may be on meat with fleece as a by-product. In other areas, the emphasis may be on superfine fleece production. Right now, there are a lot of buyers out there who do not know what they want, only that they want Cashmere. That is good and bad. The good is that they might be willing to buy almost anything. The bad is that some of them may buy animals that aren't really producing Cashmere, or producing adequately, and those buyers are going to be sad and disillusioned. Potential Cashmere breeders are not appropriate customers for culls that should be sold for meat. The short term profit may be more, but the long term damage to your reputation and to the industry will cancel out any short-run gain.

Customer relations are important, not only before the sale, but after as well. This is an important but often overlooked part of marketing. A happy customer will come back, buy more, and recommend you to others. An unhappy customer will not say anything to you, but certainly will to everyone else within earshot, canceling the effects of your advertising efforts. Many businesses have been

built on word of mouth, and that is the best kind of advertising there is. People do business based on recommendations from other people. Customer relations are excruciatingly important. Treat your customers right and the benefits will come back many times over.

Part of the pre-sale relations is how you handle inquiries from prospects. If you respond to inquiries promptly, and take the time to make it a personalized response with real answers to questions the prospect asked, you will establish yourself as a person who cares about your business and about your customers. I have written inquiries in response to expensive ads in magazines and gotten no reply, or gotten a reply that did not address my questions. I don't have to do business with unresponsive people, and neither do your customers. Besides, you waste your advertising dollar if you alienate the customer right away. A good first impression in the form of prompt, polite, thorough response to inquiries is essential to good relationships.

Good customer relations include your services. Provide full information about the animals you are selling, including full fleece information, not just the diameter on the first fleece. Provide also full health and, if appropriate, production information. See that goats are healthy before they leave your care. Deworm, delouse, trim feet and do

whatever else is necessary to assure a customer that you care about their business. If you are providing buck service, it helps to offer boarding in a private pen as well. Including unlimited services for the same fee during the breeding season is another good policy. Finally, financing services can be a good marketing tool. Talk to your bank about setting up to take charge cards. The fees are relatively modest, and you may be able to get cash in a situation where a sale hangs on whether credit terms are possible. Another benefit is that you do not have to worry about collecting: you pass the risk on to someone else.

Once you have thought about what you have to offer the market, identified the kind of person who wants what you have, and decided how much time and resources you plan to devote to marketing, you are ready to approach the marketplace with your animals, reasonably confident that you can direct your efforts toward the people most likely to purchase what you have to offer. If your marketing efforts include frankness, honesty and service, you can be sure of repeated sales and good word of mouth public relations. That, in a nutshell, is what people spend years studying, in order to persuade us to buy all sorts of things more amazing than Cashmere goats.



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TRAINING A GUARDIAN DOG

By Sue Drummond

The following information is based on eight years of raising Maremma Guardian Dogs and is the result of reading and observing the dogs carefully during that time. We have five adult dogs guarding our flock on 150 angora goats.

Other guardian dog breeds will behave similarly to Maremmas, but not exactly the same and individual animals display individual characteristics. In general, Maremmas have the reputation for being the friendliest of the dogs used as guardians while other breeds are more standoffish.

In the first place, and understanding of the temperament of a guardian dog is essential. Guardians have been raised for centuries for their characteristic of protecting any animal, person, or thing which is in what they consider to be their territory. I can't emphasize too much how territorial these dogs are. From the time that they are little pups, they will scent mark their area. As you acquaint them with their territory, even small pups will invariably mark in the same place every day. They also will pee on "their" sheep or goats, on a perfectly good bale of hay, on another dog's food dish, or on you if you don't pay attention. I always take that as the highest compliment.

Guardian dogs work with, not for, humans and consider themselves as equals with their masters. They must be treated with respect and understanding because they will "do their own thing" no matter what you want them to do. They have been bred to make up their own minds and act independently from their master when the necessity arises.

Guardian dogs can be taken through obedience training but they rarely mind in an immediate fashion as some other breeds of dogs do. My husband spent a great deal of time with our original female, Sophia, teaching her to "sit". She would look at him, roll her eyes, and seem to say, "You want me to do what? Why?? Oh, all right. If it makes you happy." And after thinking it over a while, she would sit. She knew perfectly well what he wanted but, because there didn't seem to be any reason to "sit" at that particular time, she would only do it after repeat, "Sit, Sophie, sit, sit, SIT!!!"

Maremmas haven't a clue of how to herd animals and usually stand right in the way when you are trying to move animals anywhere. If you use a

herding dog with your sheep or goats, it is best to confine your guardian dog when the herding dog is working so that the guardian dog doesn't misinterpret what the herding dog is doing to "his" animals.

The most important thing that a new guardian dog owner must understand is that wherever you allow the dog to be, he will consider it part of his territory. If you want the dog to stay in the barnyard, don't EVER let him come up on the porch or into the yard. Because, once he has been there, it's in his mind, and you will never get him to stay where he is supposed to. As a full grown dog, Maremmas can get over or under any fence. You have to establish with them where they are supposed to stay so that they CHOOSE to be where you want them to be.

When a new pup or dog is brought to your place, the best training you can do is to walk with the dog around the area where you want him to stay a couple of times a day for a week or so. The dog will scent mark his area and consider it his territory. When you move a dog into a pasture where he has never been before, you should walk him around this new territory a couple of times.

Training the dog to respect fences is also one of the first things that you must teach him. Electric fence is very good for training dogs to stay inside but they can also be taught by not allowing them to follow you out of a field. Guardian dogs, Maremmas, in particular, hate to be yelled at so I yell at them if they try to follow me through the gate or the fence, "No, bad dog. Stay." Also throwing things at them lets them know that they are doing the wrong thing -- pebbles, sticks -- snow balls are perfect. Snow balls can't hurt the dog, but they really get their attention. As I am training dogs to stay in their area, I carry small stones in my pocket so that I always have some handy when I need them. If a dog comes outside the fence, I yell at him, "No!", shake him by the neck, and put him back immediately.

I also praise the dogs when they are doing the right thing. Maremmas love to be told that they are good dogs. Your voice reinforces that they are doing the right thing. Never pet or make over a dog which has come through the fence. When he is back in his territory, then praise him and pet him. Also praise the dog when he walks quietly in with the flock without scattering or frightening them. Your sheep or goats have to get used to having a

dog living with them and it helps if the dog does not frighten them by running around too much.

Maremmas respond to your voice readily, especially when you shout, "No!!" Hitting them does not work at all. They just look at you and continue doing whatever it was they were doing. Responding to "NO" is the basic command that they must obey. Shaking them by the loose skin on the neck also gets their attention.

I disagree with the advice that some people give that guardian dogs should not be petted or socialized in any way because they might not stay with their animals but prefer human company. If a dog has not been touched, you will never be able to catch him for inoculations or to move him from place to place. If he is injured, you won't be able to help him because he won't let you get near him.

We spend time with our pups, petting them, talking to them, and treating them, in general, like you would any other pup. Our dogs are friendly to people who we bring into their territory when one of us is with them and are very affectionate with us.

Since our fields are small, five to ten acres, the dogs do not always stay right with the goats but usually lie on the high ground where they can see the whole field. If anything comes near the outside of the fence, the dogs are right there in a matter of seconds. In larger pastures the dogs are in the vicinity and, because they are such fast runners, are right on top of anything which intrudes very quickly. You can trust them to always be on the alert for anything that would threaten their flock even if they appear to be sound asleep.

We do dominance training with our dogs. Because dogs are pack animals and because Maremmas are such big dogs, we want to make sure that we are considered the head of the pack. We pick young pups up a couple of times a day by the loose skin at the side of the neck and hold them all four feet off the ground for 10 or 15 seconds. Then we put them down and praise and pet them. If they wiggle, we hold them up until they stop and then put them down. This is what the mother or father would do to discipline the pups and establish their dominance. We do this until they are too big to lift anymore. We also roll them over on their back and rub them all over their belly, rub their paws, and touch them all over. This conditions them to allow us to touch them without protesting. Dominance training didn't work with our oldest male, however, at least as far as his feet are concerned. We have to give him a tranquilizer to

trim his nails because he won't let us touch his feet. But he is the undisputed head of the dog pack and, evidently, letting humans touch his feet is a sign of weakness in his mind.

Another major training area involves the dog's relationship with the animals in their territory. They must learn not to play with any of their charges. As young dogs, they invariably go through a time of chasing sheep or goats or catching them by the back leg or pulling on ears, but this is largely puppy playfulness. You must catch them at this forbidden pastime and stop them by shaking them. Usually this behavior does not last long but most dogs go through at least one incidence of it. Some people feel that having two dogs helps get rid of the extra playing energy which young dogs have.

We teach our dogs to respond to "NO" to respect fences, not to play with their animals, and that's about it. They come to us because we have socialized them and they want to be with us. We don't spend much time in any other training because it's largely a waste of time, not necessary, and very frustrating to both dog and master.

Do not encourage your dog to guard when he is a young dog. His guardian instincts will come into full bloom when he is around a year and a half to two years old. You do not have to teach him to guard. He has centuries of breeding for this behavior behind him. Encouraging him too soon might make him hard to control when his instincts are fully developed.

Understanding the characteristics of guardian breeds and what is necessary to train them is important before you get a guardian pup. Maremmas and other guardian dogs must be put into a situation where they can succeed and do the job that you want them to. For example, putting a dog into a field with incomplete fences and expecting him to stay there will not work. Feeding your dog where the goats or sheep can get to the food will cause the dog to have to defend his food against the animals which he is supposed to be guarding. I bought one of those dog self feeders when I first got the dogs thinking they would alleviate having to go out to the pasture to feed the dogs every day. The dogs never did figure out how to work the feeder but the goats certainly did. They ate fifty pounds of Dog Chow in a matter of minutes.

I also do not let the dogs stay with the goats when they are kidding. The dogs love to help clean off the newborn kids but the mother takes a

very dim view of the dog's assistance. This creates a situation where the mother is trying to chase off the dog instead of taking care of her kid and can result in a kid that the mother forgets all about and will not claim.

I often try to figure out why the dogs do what they do when something happens that I don't understand. We had a problem with a young male pulling on the sheep's ears and making them bleed. So I watched him for a period of time. He only pulled on our older Corriedale's ears. They were my most flighty ewes and had not been raised with the dogs. My Romneys or sheep that had been born on our farm just stood and looked at the dogs. They were used to having them around and weren't bothered by them. But the Corriedales ran whenever the dogs came near them. Since Maremmas don't understand the principles of herding, our dog was just trying to keep his flock all together by pulling the corriedales back with the rest of the sheep by their ears. I punished the dog for pulling on ears and put him in with the goats until he got older and he never touched ears again.

Good training procedures, a thorough understanding of the characteristics of the guardian breeds, and a good management system which insures that the dog can succeed are all crucial aspects of raising a successful guardian dog. A dependable working guardian dog will insure that you won't lose stock to predators of either the two or four legged variety. The time spent in training the dog is well spent to give you the peace of mind that your stock is well protected 24 hours a day.



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USDA LISTS PREDATOR LOSSES

TOTAL LOSSES IN LIVESTOCK FOR 1990

WASHINGTON (UPI) - Wild animals ranging from coyotes to eagles and bobcats killed nearly 619,000 sheep, lambs, and goats, last year causing a loss of \$27.4 million to producers, the government said Wednesday. (April 26, 1991)

Coyotes were the main cause of the deaths, the Agriculture Department said. They were responsible for 64% of the 489,500 sheep and lamb losses and half of the 129,400 goat losses.

Dogs were the second major predator for sheep, accounting for 14 percent of the deaths.

"Other common predators were mountain lions, bears, foxes, eagles and bobcats," the report said. "Wild pigs were a major threat in Hawaii"

The report was based on a survey of a representative sample of U.S. producers.

Sheep losses were valued at \$21.7 million and goat losses at \$5.7 million.

AMERICAN CASHMERE GOAT MARKETING CO- OPERATIVE GETS FUNDED

Russ Nelson, chairman of the board of the American Cashmere Goat Marketing Co-Operative announced they have been awarded \$8,000.00 in grant funds to study and develop a fleece marketing pool.

The feasibility study is in response to an announcement by Forte' Cashmere Company last July that they would eventually only buy fleece that was classed, tested, and in a marketable form.

According to Nelson, the funds will be used to cover the costs of setting up an office for the ACGMA and collect data needed to set up the marketing organization. Jill Darrah and Bron Schuetze, of Cashco Goats America, will be researching standards to class fleece. Vivian Nelson of Colorado, will research fiber testing equipment and costs. Russell Nelson, of Colorado Cashmere Breeders, will research handling and packaging fleece for market.

According to Hugh Hopkins of Forte', "There may be a reluctance for growers to send their fleece to centralized pools, but eventually we (Forte') see regional pooling/handling systems as the only way in which business will be conducted in this country." Hopkins added, "Forte' will buy from any organized fleece pool as long as they meet certain classing standards and handling standards."

Formalized standards have not yet been set for fleece classing in this country. It is possible some pools may use classing standards developed in Australia to get started. Last year Forte' appraised 2,500 fleeces. It is expected there will be about 3,000.00 U.S. fleeces in 1991. "That is too many fleeces for Forte' to appraise individually," Hopkins said, "but too few fleeces to be overly excited about classing and selling." Hopkins added, "that until there are enough fleeces the most important thing the marketing pools can do is sort the colored from the white and weed out cashgora and fleeces with

intermediary fibers." Forte' hopes to work with marketing pools to develop standards and procedures and encourages regional organizations to eventually have one standardized classing facility.

The ACGMA board hopes to determine the cost of setting up testing equipment, fleece grading, packaging, shipping, and storage. The study will be completed by September 1, 1991 and will be used as a basis to set up the Colorado based Marketing Co-operative. Nelson indicated a full time office for the Co-Op would be opened sometime in the future. For now the Co-Operative will be producing a quarterly report available by calling or sending your name and address to: ACGMA P.O. Box 1105, Castle Rock, Co. 80104. (303)681-3832

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GOAT FOR IT

Who says who eats whose flesh?

Lately, I have been thinking a lot about goats.

It's fair to say, I think, that the new American cuisine has been established, more or less, on a foundation of soft goat cheese. WE have eaten our way through mountains of the stuff-served warmed with mache, rolled in fruitwood ash, afloat in a sea of herb-flavored extra-virgin olive oil, or decorated with a hail of nasturtium petals. I have been thinking how odd it is that we profess such affection for the gift of goat cheese while at the same time we curl our lips at the very notion of eating generous giver of all this goodness. Maybe it has something to do with the fact that we disapprove of goats' eating habits.

Those who are familiar with goats deny them any scruples whatever. When it comes to making food choices, it seems they are perfectly happy to eat indiscriminately from all the major food groups and then some.

There are said to be 300 different breeds of goats, and all of them have a terrible reputation. They are stubborn and territorial and spend a lot of energy butting heads with each other. Since earliest times, too, when smelling bad was more a matter of degree, goats have been a byword in this department; in the Middle Ages, telling someone he smelled like a goat was the ultimate insult.

Goats most decidedly lack charisma. They have an image problem, and the thing to do when anyone has an image problem is to change it. A name change might help, too, as the pig breeders know. They wouldn't dream of offering us a "hog chop." Cattle ranchers similarly anticipated the potential for trouble early on and called cow beef. (They slipped up with liver though.)

I am convinced that we are in need of another food fad. The young American superstar chefs are rapidly approaching middle age, and they have to come up with something fresh to recapture our attention. They could be offering us roast goat wrapped in radicchio with black bean and pomegranate seeds, or maybe fricassee of blackened goat with sun-dried tomatoes and salsa on a bed of braised cabbage. or something along these lines. Goats could provide a new subject for cookbook writers, who badly need one.

At any rate, we simply have to change the

name goat to something more appealing, and I believe I have found it.

When I was thinking about goats I quite forgot that they're also the source of mohair and cashmere, our softest, most expensive wools. We could consider combining the MOhair with the CASHmere and end up with a new name: MOR-CASH. Which is what we've been looking for all along.

-Irena Chalmers

7 Days (Nov. 22, 1989)

7 Days, a New York entertainment weekly, suspended publication in the spring of 1990.

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Portland, Oregon

Soak chevon stew meat (5# diced) overnight in cold water. Next day drain and cover with hot water. Skim off any scum - Add: whole onion, 3 stalks of celery, 1 carrot, 3 allspice, 2 bayleaves, 4 peppercorns. Cook until tender. Drain broth and save.

Make white roux. Add broth to make sauce. Simmer 20 minutes. Discard celery, carrots and onion. Pour sauce over meat, mix gently. Salt and Pepper to taste. Serve with Rissotto or Fine noodles.

Bon appetit!

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INTRODUCTION TO GENETICS

By Maxine Kinne

Can you have the kind of goats you want? It depends. You can buy them or breed them. There's a lot of pride in the accomplishment of producing animals which carry your herd name, especially if they excel in the show ring or in other areas of production.

How do you get there from here? That depends, too. If you buy goats, can you maintain the quality you have brought into your herd? Knowledgeable breeding enhances your odds for producing good animals, but there's more to it. Only you can assess your persistence, your love for the animals, your ability to learn from showing and other educational opportunities, and the weight of your other competing interests.

Genetics is very important, but nutrition and management (environmental influences) which allow animals to develop to their maximum genetic potential, is also extremely important. Breeding, feeding and management are interrelated; your efforts in all three areas should be equal, and ignoring any one will be a waste of time and money. Most of us have seen the stunted animal who might have been a champion if its care had been better. It might have wonderful genes, but we can't see it because poor care has permanently affected its phenotype.

Record-keeping, a significant management tool, can help you track statistics. I have included a sample of my Buck Progeny form which charts every breeding for each buck, and each has his own form. If you don't write it down, you can't keep track of it. By using a similar form, you may soon be able to see a preponderance of certain colors, genetic defects of lack of them, dystocias (difficult births), and sex ratios.

People are interested in genetics as it relates to production qualities of show, milk, meat, fleece, and behavior (pets); most of these equalities are related to conformation (appearance and structure.) Appearance defines the breed; structure influences health, productivity, and longevity. We don't need a genetics degree to produce what we want, but a basic understanding lets us breed selectively and repeat our successes.

In creating future generations, it is very important to understand the physical characteristics that contribute to correct function and production.

I highly recommend the *Illustrated Standard of the Pygmy Goat* which details each ideal anatomical part along with its deviations and their consequences. Our breeding plans should retain desirable traits and eliminate undesirable ones.

Almost any buck can improve a poor herd, but it takes a superior buck to improve a good herd. You have probably heard that the buck is 50% of your herd, and the reason is this: He will contribute half his genes to each of his kids and can thus affect the entire kid crop. There are no perfect goats, but once we get what we think we want, we need to work harder than we did in the beginning.

MATING SYSTEMS

There are three ways to breed purebred animals. **Outbreeding**, mating unrelated animals, produces a **heterozygous** genotype. There is a high degree variation and genetic impurity in outcrosses, although they maintain breed traits of size, colors and markings, and hybrid vigor is good. It is impossible to determine the genotype of these animals from their phenotype because they are not pure for dominance or recession. Out breeding is safe and easy; there is less chance of producing inferior animals - or superior ones - and producing average ones is likely. An outbred herd lacks prepotency, and even the use of a very prepotent sire produces greatly varied results in heterozygous outcrosses.

Inbreeding, or mating directly related animals, produces a more **homozygous** genotype, and the gap between phenotype and genotype is narrowed down. The available genes combine to become more favorably homozygous (see Tables 5) and offspring show more uniformity. This method is seldom used because it can reduce size, early life vigor, fertility, and it concentrates undesirable recessive genes which would have remained recessive in the heterozygous state. Some people think of inbreeding as incest, transferring human relationships to animals. The large number of detrimental recessive genes in humans is the base for moral judgements against incest in people - after all, human relationships are considered to be permanent. Goats are not married; you can always try something different next year.

Success in inbreeding is based on 1) the merit of the foundation stock, 2) the rate of inbreeding, 3) culling, and 4) the effectiveness of

natural selection - nature will select somewhat for biological soundness, 5) management - kids with reduced early life vigor usually become as capable in coping with environment as outbred goats when they mature.

On the positive side, inbreeding forces out recessive traits so you can see what you're working with, and it may create prepotent homozygous dominant goats. Inbreeding problems might arise, and you should be able to cull if defects are encountered. (see Table 3). Inbreeding should be seriously reevaluated if problems occur.

Culling means getting rid of what you don't want; in livestock it usually means euthanasia. However, each time a goat is sold, it is eliminated from the breeding program, unless so many superior animals are produced that they can't all be kept. Similarly, each castrated buck is removed from the breeding population. Selling or giving away animals with faults advertises your herd's defects. Do you want to build a reputation for that? Culling helps develop and maintain a reputation for producing quality animals, and it eliminates undesirable traits from the gene pool.

Many breeders rely on **linebreeding** by mating to a more indirect relative (aunt, cousin, grandparent, etc.) to emphasize one or more ancestors in the pedigree (Table 1). Line breeding is a diluted form of inbreeding. Because it increases the homozygosity of a line, it carries the same problems and rewards as inbreeding, though to a more infrequent degree. An animal is normally considered to be linebred if the percentage of inbreeding is under 20%.

INHERITANCE AND GENETICS

Genes, the basic units of heredity found in every cell in the body, are lined up like a string of beads on a chromosome. When the goats' egg and sperm cells randomly divide in half, each carries 30 chromosomes which unite in a zipper-like fashion to become the fertilized zygote.

One pair of chromosomes determines the offspring's gender. Females carry two X chromosomes, and males carry both XY. Since the male carries the Y chromosome that makes daughters and the X that makes sons, he can produce both sexes: the female can only produce sons.

There are dominant and recessive genes for every trait, and the three genotypes possible in an

individual are: homozygous, heterozygous, and recessive. The term dominant means homozygous dominant (TT) and recessive means homozygous recessive (tt). Heterozygous (Tt) is impure. When two animals are mated, six combinations are possible:

homozygous (TT) x homozygous (TT)
Homozygous (TT) x recessive (tt)
heterozygous (Tt) x recessive (tt)
homozygous (TT) x heterozygous (Tt)
Heterozygous (Tt) x heterozygous (Tt)
recessive (tt) x recessive (tt)

The **homozygous** genetic make-up can be either dominant or recessive, but the animal is genetically pure for that trait because both allelic genes are the same. It is more desirable to have dominant homozygous traits than recessive homozygous ones because the dominant always mask the recessive, and in outbreeding the dominants are expressed.

Simple Mendelian gene action is illustrated in three figures below using the Punnett Square diagram to show the heritability of an extra teat. In Figure 1, T = dominant normal teat, and t = recessive extra teat. The TT parent on top has no extra teat, nor does it carry the extra teat gene - it is a homozygous dominant. The tt parent on the left has an extra teat and is homozygous recessive. When these animals are mated, their alleles split to contribute one gene each to the four offspring represented by the four squares. As you can see they all become heterozygous and carry the gene for an extra teat.

Figure 1

	T	T
t	Tt	Tt
t	Tt	Tt

Homozygous x recessive

If we breed two heterozygotes in Figure 2, what do we get? The TT is homozygous dominant free of the extra teat gene. Two are heterozygous carriers. The fourth, a homozygous recessive, has an extra teat.

Figure 2

	T	t
T	TT	Tt
t	Tt	tt

2 heterozygotes

Figure 3

	T	T
T	TT	TT
t	Tt	Tt

homozygous x heterozygous

Figure 3 crosses a homozygous dominant with a heterozygous carrier. This breeding will produce two homozygous dominants and two heterozygous carriers. The TT's don't have or carry the extra teat.

The extra teat examples above only apply to one half of the udder the other half is a separate entity governed by a different set of genes! Few traits are controlled by a single gene; the ones that are termed qualitative traits and are the product of Mendelian gene action. Most traits are influenced by many genes.

It is nearly impossible to establish genotype in only a few breedings because useful statistics are gained by producing many offspring. The male is easier to figure out because he sires so many kids - remember, he's 50% of the herd - and does produce so few over a lifetime.

Quantitative traits are inherited by an additive effect (see Table 2). These are measurable, but they vary from one extreme to the other. One example is chest width, varying from narrow to very wide. There is a point at which no further improvement can be made in a specific trait.

Linkage involves multiple genes in the same chromosome - when one is expressed, the other is also expressed. Few linkage genes are recognized in livestock because the numbers of animals are too few, and they have too many genes to identify

linkages except for sex-linkages.

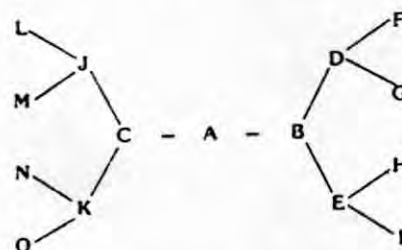
Sex-linked genes, located on the sex chromosomes X or Y, are only expressed in one sex although both sexes can carry them. One example is cryptorchidism (retention of one or both testicles). Obviously, the doe can't exhibit this trait, but she can carry and pass it to sons and daughters. Another example is sex-linked genes for milk production which are only expressed in the female, however, the male contributes these genetically to his sons and daughters.

Lethal genes are divided into three subgroups: 1) true lethals cause death before or shortly after birth; 2) delayed lethals are expressed later in life (cancer, epilepsy, auto-immune deficiencies); and 3) partial lethals, in which a condition becomes fatal only under certain conditions (hemophilia, for example). Table 3. lists some known inherited lethals and abnormalities in livestock. A dominant lethal will usually eliminate itself, but the parents carry it in a recessive state.

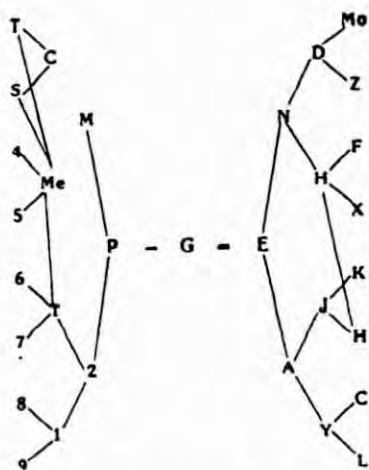
You may wonder if breeding is similar to throwing dice or buying lottery tickets. Perhaps it is a gamble, but with education and application of sound breeding principles we can strengthen our odds and maybe even be a big winner.

Table 1 Relationship Pedigrees

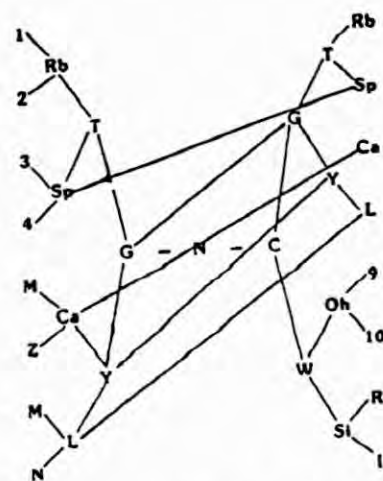
These relationship pedigrees are from Alice Hall's Fundamentals of Improved Dairy Goat Management. She says, "The most successful breedings are the ones showing a triangular pattern; straight-line tie-ins don't seem to be satisfactory." If your herd is large enough, you can try almost anything.



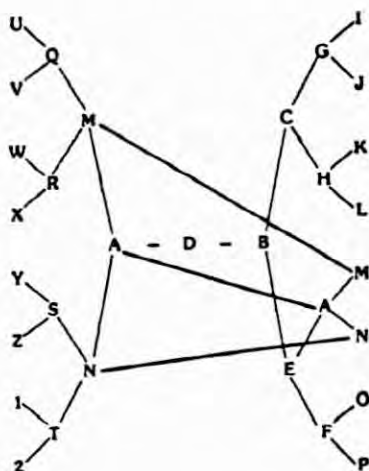
outcross pedigree



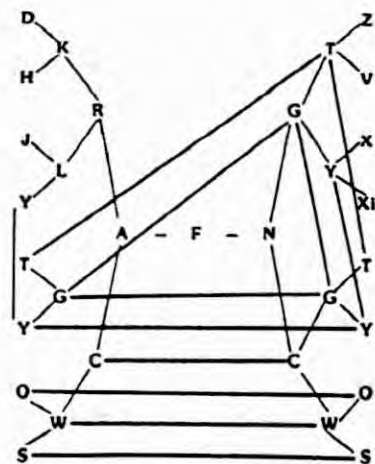
An outcross resulting from two inbred lines.



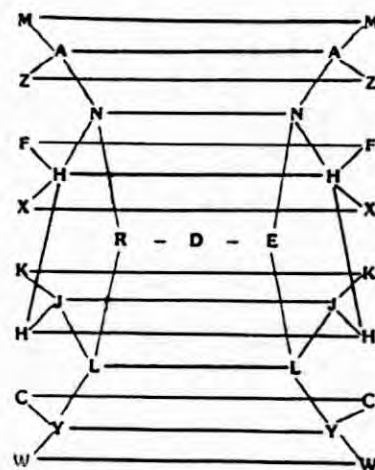
A sire x daughter or mother x son inbreeding.



A linebred pedigree.



A half-brother x half sister inbreeding.



A full sibling inbreeding.

Table 2. Comparison of Mendelian versus additive inheritance patterns, based on several species of livestock

	Mendelian	Additive
Traits	Hair Color Markings on head, tail & legs Most genetic defects Blood types Eye color Wool crimp Horns	Hair Length Most reproductive traits Conformation Disposition Mature size Bone Growth traits General health
Number of gene pairs involved for each trait	From 1 to several	Large series
Environmental effects	None to moderate	Moderate to great
Mating results	Surprises due to hidden recessive alleles	Fairly predictable
Speed of genetic progress	Slower, due to hidden recessives	Faster, what you see and select for you tend to get.

From *Modes of Inheritance in the Llama and Wool Color Genetics* by Dr. Julie L. Farver Koenig, Oregon State University.

Table 3. Some inherited Lethal Genes and Congenital Defects in Livestock.
(compiled from several sources)

Auto-immune skin problems
Cleft palate
Dropsy (edematous fetus)
Epilepsy
Heart defects
Hydrocephalus (fluid accumulation
outside the brain)
Imperforate anus (no anal opening)
Jaw misalignments
crooked
overshot
undershot
Missing limbs
Mummified fetus
Nasal cavity obstruction
Polled (hornless linked to hermaphroditism)
Sterility
Abortion (anterior pituitary defect in
Angora goats
Cryptorchidism (undescended testicles)
Endocrine imbalances
Freemartin
Hermaphrodite & pseudohermaphrodite
Malformed or underdeveloped sex organs
Ovarian hypoplasia
Overmaturity at birth
Testicular hypoplasia
Sigmoid flexure defect
Vaginal aplasia
Teat abnormalities
Umbilical hernia

Table 5. Additional proportion of gene expected to be homozygous as the result of various inbred matings

	Additional Proportion
1. full sib x full sib	1/4
2. half-sib x half-sib	1/8
3. Parent x offspring	1/8
4. Grandparent x Grandchild	1/16
5. Great-grandparent x Great-grandchild	1/32
6. Grand-parent and great-grandparent in common	1/64
7. One great-grandparent in common	1/128

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GLOSSARY OF TERMS

Allele - a given gene pair, usually indicated by two letters.

Autosome - all chromosomes that are not sex chromosomes.

Chromosome - a structure in the nucleus of a cell containing a linear thread of DNA which transmits genetic information. X and Y chromosomes determine sex, and the remaining chromosomes are called autosomes.

Congenital - present at birth, not necessarily genetic.

Culling - elimination of an individual, usually by euthanasia.

Dominant Gene - one gene of the allelic pair which overrides the recessive gene to express itself.

Gamete - a mature sperm cell or egg cell.

Gene - the basic unit of heredity. Each gene occupies a specific location on a chromosome and is either dominant or recessive.

Genetics - the study of heredity and its variation.

Genotype - the combination of genes present; each parent contributes half of its genes to each offspring.

Heredity - the transmission of genetic traits from parent to offspring.

Heterozygous - having one dominant and one recessive gene at a given allele. Produced by outbreeding; genes are usually random because you're working with too many pairs.

Homozygous - having identical genes at a given allele, either dominant or recessive (AA or Aa). Produced by inbreeding or linebreeding; gives more uniform results as less genes are available.

Inbreeding - mating directly related animals: father x daughter, mother x son, or brother x sister.

Linebreeding - mating animals who share a common ancestor.

Linkage - genes (for different traits) located on the same chromosome. If they are on the X chromosome, they are called x-linked or sex-linked.

Outbreeding - mating unrelated animals.

Phenotype - physical appearance

Prepotent - the greater ability of a parent to transmit its (good or bad) characteristics to its offspring. Homozygous dominant genes important.

Recessive Gene - one gene of the allelic pair which, in the presence of its dominant partner, does not express itself (heterozygous Aa). Recessive does not mean bad, it just means that the trait is masked so you can't see it.

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I received a call from Gary Turbes of Sandance Inc., Souix City, Iowa, with questions about polio in some of his flock. Polioencephalomalacia is a large word for "white brain softening" which is what the tissues look like when livestock are affected by the disease. It is produced by a deficiency of Thiamine, one of the B vitamins.

Normal manufactured in abundance by rumen bacteria, Thiamine can become a problem from several causes. The proven and reproducible causes include Thiaminases (Thiamine cleavage enzymes) produced by some poisonous plants, certain bacteria in abnormal rumen conditions and potentially some molds. The more poorly understood causes include cobalt deficiency, reduced or impaired absorption or utilization by the body and increased demand or excretion of Thiamine.

Gary treated his sick goats with injectable B vitamins and is looking into nutritional conditions that may have contributed to the development of polio.

I would also like to say a little bit about lactating does as this is the time of year many breeders have kids on the ground. Some of the hardest work a mammal does is produce milk for her young. Nutrition related problems often crop up under lactational stress. The cornerstone of feeding is your roughage, (i.e. hay, haylage, silage, etc.) I recommend building your feeding program around the best roughage you can make or buy. This is the foundation of every good management program. Many diseases are prevented or overcome with excellent feed and production is at its' best.

Now having stated that I also realize that the finest cashmere may be produced on marginal diets. If this is your goal be sure to have your feed analyzed and a good nutritionist formulate rations to help you avoid the dangers of deficient diets.

Veterinary forum is an opportunity for you to express your concerns. I invite your questions. Please call or write.



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TEXAS CASHMERE ASSOCIATION., INC.:

Coni Ross, President (res. 512/288-0853, Fax: 512/288-4341), Victoria Sansom, Sec., Rt 1, 49, Burnet, Tx 78611, (512/756-7736). Out of State members welcome.

CaPrA - CASHMERE PRODUCERS OF AMERICA P.O. Box 91106, Austin, Texas 78709-1106. CaPrA Board meeting, May 11 was canceled.

NORTHWEST REGION CO-OP

The NorthWest Co-Op meet last month at the West Coast Exotic Animal Show May 11-12. The cooperative reviewed by-laws for the Co-Op but decided to appoint a steering committee to make recommendations.

The show was very busy. The CO-OP handed out 500 brochures and complementary copies of CashMirror. Miriam Jeswin gave a talk on Cashmere goats to a large group on Saturday afternoon.

The next meeting of the Co-Op will be at the Black Sheep gathering June 20-23, In Eugene, Oregon. For more information about the Co-Op and the next meeting please call 206-864-6660.

CANADA

CAPRI-CON 91

Canadian Conference devoted to Goats and Goat raising. Covers topics related to: Cheese making, butchering, skinning and locker hooking, A-I, Goat Care, and a special veterinarians roundtable.

Monday June 10: 11:30 TO 4:00 P.M.

Bronwyn Scheutze and Jill Darrah
"Everything you wanted to know about
Cashmere - but were afraid to ask!"

For more information contact:

Sharon Marsh
Olds College (N. Calgary)
Olds Alberta, Canada TOM IJO

403-631-2177

COLORADO

ESTES PARK WOOL MARKET
CASHMERE GOAT SHOW
Saturday June 8th

Estes Park Colorado
Molly Kemper, Coordinator
303-586-2827

Connie Ross, Judge

Speakers:

Jill Darrah/Bronwyn Schuetze, Cashco Goats,
Demonstrations:

Joan Griffith, Rocky Mountain Cashmere
Spinning, weaving, combing cashmere

CLASSIFIED ADVERTISEMENTS

PUBLICATIONS

ANIMALS EXOTIC AND SMALL Bi-monthly publication Featureing all miniatures and exotics. Subscription \$15.00 year U.S. \$25.00 a year outside the U.S.. Sample \$1.00 1320 Mountain Ave. Norco, Ca 91760 (714) 371-4307

ANGORA GOATS THE NORTHERN WAY
2nd Edition \$15.00
Don and Sue Drummond
1451 Sisson Road
Freeport, Michigan 49325 616-765-3056

CASHMIRROR PUBLICATIONS : back issues of CashMirror. \$2.00 per issue.
P.O. Box 639, Toledo, Wa 98591

"STEP IN THE RIGHT DIRECTION" Seminar notes from CashMirror Publication's 1990 Seminar. Cashmere Inheritance, by Dr. Bill Pattie and Dr. Barry Restall. \$15.00, CashMirror Publications, P.O. Box 639, Toledo, Wa 98591

GUARD DOGS

MAREMMA GUARD DOGS: For Sale--Pups born and raised in the barn with goats--Sue Drummond 616-765-3065

MAREMMA GUARD DOGS : Pups and started dogs. References from previous litters available. Rob Miller, Turnbridge, Vermont. (802) 889-3395

MAREMMA GUARD DOGS: The Farm Cashmeres, Michel Paulin 206-864-6660.

GOATS

WESTERN NEBRASKA CASHMERE offers 1990 100% Cashmere billies. All from Judith Richardson's (Cascade Cashmere) or from her frozen embryo's. \$500.00 to \$1,500.00. Home:308-635-1579. Work: 308-635-3606

MOVING TO CONDO!!! Forced to sell Tasmanian herd, 2 does imported by Cascade Cashmere Co. and 10 offspring. Includes 3 yearling does, 2 doelings, 3 bucklings and a two year old buck, colored and white. Prices vary. Please call for Quote. Gail or Jan at 503-389-7896 Doubletree Cashmere, P.O. Box 5593, Bend, Oregon 97708.

BRED DOES - IMPORTED: Cascade Cashmere Company, 206-983-3154.

THE FARM CASHMERES, USDA/SBIR Test Farm, 1990 kids for sale, all from imported stock, Michel Paulin, 206-864-6660. Call for an appointment

POT BELLIED PIGS

CALIFORNIA PAINT Pot-bellied pigs. Pet and breeding stock. Free shipping. Free information package. Mastercharge/Visa and American Express Welcome 1-800-927-4307

ART WORK

GOAT SKETCHES: will do goat sketches from your photos. Can be put on clothing. Margaret Jensen, Box 385, Elgin NE 68636 402-843-2318

FORTE CASHMERE COMPANY, INC
148 HAMLET AVENUE, WOONSOCKET,
RHODE ISLAND 02895, U.S.A.

Tel: (401)782-2000 Fax: (401)789-9045

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The New American Challenge

For information regarding
producing and selling Cashmere contact:

Hugh Hopkins, General Manager
Forte Cashmere Co., Inc.

OR

CaPra
P.O. Box 91104
Austin, Tx 78709-1104

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