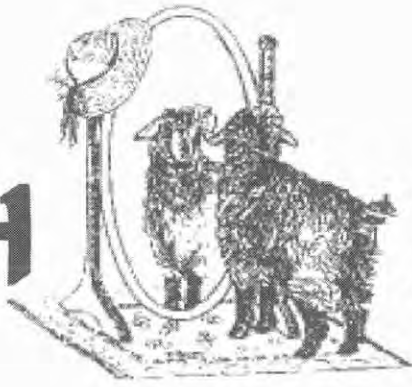


CASH MIRROR



Volume 9, Issue 12

October 1998

The monthly magazine devoted to cashmere goats and their fiber



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No responsibility will be taken for material while in transit or in this office, although we will certainly be real careful.

Cover photo by Michael Keller, Kellers Kritters

"How did you fare at the fair?"

Photograph is of Tawny Jonas and her doe Hannah at the Evergreen State Fair in Washington.

The Contest!

What Do *You* Do with All that Guard Hair?

What *do* you do with all that guard hair? It seems a shame to waste it. We've left beautiful hair lying on the ground that we wished we sported on our own heads. There ought to be a good use, in this age of recycling and making use of cast-offs. We cashmere enthusiasts certainly can't be outdone by those people who make clever (and sometimes even attractive) creations out of throw-aways such as egg cartons, plastic bleach bottles and pop can pull tabs. Put on your creative thinking caps and let us know what you come up with.

Contest deadline: December 31, 1998.

To enter: Send us your idea—mail, email, fax, whatever. You don't need to be a subscriber, or an adult to enter, or even own a goat; you just need to be able to come up with a good idea. You may enter as many times with as many ideas as you wish. Each idea submitted will be considered a separate entry (even if frugally written on one piece of paper).

Judging: Winners will be chosen by a panel of judges, chosen by *CashMirror*, to include one cashmere goat person, one adult who is not a goat person and a child (probably a teenager). Don't worry; we will choose only highly-qualified and superbly personable judges. And we'll try to find a teenager without an attitude.

Winners: To be announced in January 1999 *CashMirror*.

Prizes:

First prize: One gorgeous, white, lacy, hand-spun, hand-made crocheted cashmere scarf—see photo at right.

Second Prize: One year subscription (or subscription extension) to *CashMirror*.

Third Prize: One 1999 *CashMirror* calendar.

Booby Prizes (2): One photograph of Steve Hachenberger (ahem!) in bed with a goat and one photograph of Paul Johnson (ahem!) in bed with a cat. The aforementioned people may be persuaded by the Booby Prize winners to forfeit their prize photographs for an acceptable bribe to be negotiated between the aforementioned fools and the Booby Prize winner. If this portion of the contest is proclaimed in real poor taste by any cashmere body with authority, we will of course, withdraw these prizes and apologize profusely. Hint: The Editor recommends that Steve and Paul enter the contest in an attempt to win the Booby Prizes and reclaim photographs of their (ahem!) alleged indiscretions.

scarf on couch
(27 cm)

The first prize!



"Stella? Is that you!?"



"Mommie!?"

Reflections

by Linda Fox
(from Paul Johnson's point of view)

It was my birthday yesterday. Of course, in this day and age, that doesn't mean I didn't have to go to work or that my wife necessarily got up and made me a special breakfast, but such is life. I did manage to get off work early and arrived home at 2:30 PM, excited as Linda had promised to take me to the casino at the coast for a special birthday dinner and night out.

I had noticed a little white buckling had escaped and was in the driveway on my way in. Linda thought that as long as we had to catch him, we might as well take a minute or two to breed one goat. We could then leave for an exciting (goat-less) evening on the town.

This particular goat to be bred had been in heat the previous day, but selective breeding of one doe with one buck is better left to the strength and wiles of two people rather than one alone. We caught HC and dragged her out of the pasture. She is one of the few does who, rather than following willingly once a horn is nabbed, digs in her feet and lays down in protest. After getting her out of the pasture, already tired of dragging, we lured her down the driveway. Linda ran ahead holding a container of grain behind her, occasionally stopping to let HC claim a mouthful, and I guarded the rear by following with the Bronco.

We arrived at the bucks' pasture and while HC gobbled her grain, I entered the buck pen, hoping to separate out the buck of choice without being seriously skewered by the non-chosen bucks. Once Black Spice was on HC's side, they began fighting over the remaining grain. This, of course, meant that HC was no longer in heat, our trip down the road was in vain, and we now needed to catch both goats and return them to their respective pastures.

When this was done, not without some difficulty, Linda decided that as long as we were down by the buck pasture, why didn't we just take an extra minute or two and retrieve Jean Luc, the two-year old buckling who had been making life miserable for the younger bucklings and wethers. We could chuck him in with the older bucks and let him play "big buck" with boys more his size.

So, we drove up the hill to the gate for the draw where the wethers and young bucklings reside, and caught Jean Luc without much difficulty. Since my back was still touchy from the previous evening's entertainment of chucking four 150 pound lambs in the back of the Bronco to take to the locker, Linda offered to drag Jean Luc down the hill to the buck pasture.

Once down the hill, Linda was tired and I took over the job of holding Jean Luc and opening the gate to the buck pasture. Of course, with eight large bucks on the other side of the gate with a real interest in what new might be coming into their pen, I didn't have my mind totally on the electric wire. When flipping the chain off the gate one handed, the end of the chain draped across the electric wire, sending a major jolt through the metal gate to me! Shocked, I let go of the goat, who immediately trucked back up the hill to his less-hostile environment.

Linda didn't say anything, but I could tell she was a little miffed I'd let loose of the goat. She stomped up the hill to try and catch Jean Luc while I tried to recover from semi-electrocution.

We caught Jean Luc again and each of us took hold of a horn to drag him back down the hill between us. I ushered him back into his new pen, this time being much more careful of the electric fence. White Lightning, a buck who (how do I say this delicately?), pretty much wants to breed anything that breathes, immediately started chasing him. Jean Luc, being a wily sort, ran up to the culvert which goes under the road and connects the draw with the big buck pasture, and ducked inside. Unfortunately, this time of year the culvert does not contain water and, even though we've never had trouble with escapees through the culverts, Jean Luc trotted right through the culvert and White Lightning followed. Besides being really ticked that Jean Luc and White Lightning were now both out, our thoughts immediately turned to the other two culverts in the buck pasture. One smaller one only leads out to the driveway, but the other large one goes directly into the doe pen!

So, I headed to the barn to scrounge a quick fix for the culverts—something substantial enough to keep goats from going through, yet not so solid that a rainstorm would make a pond of the driveway. On the trip to the barn, Linda suggested that, perhaps I might prefer a birthday dinner at a local establishment rather than the coast, as it was getting late.

With a combination of T-posts, balled-up fence wire and twine covering the three culverts and we headed back up the hill to try and return Jean Luc and White Lightning to their proper pasture. White Lightning was easy to lure out onto the road. All we had to do was let out Husker and Worf, two wethers who would follow us anywhere. White Lightning was glad to follow Husker and Worf, with questionable motives, but he *would* follow! So, Linda ran down the hill with Husker and Worf trying to stay ahead of her to escape the advances of White Lightning. Once at the bottom of the hill, I caught White Lightning and

Continued on next page

Reflections

Continued from previous page

escorted him back through the gate.

We trudged back up the hill, caught Jean Luc and drug him down the hill, hopefully for the last time. I pushed him through the gate—keeping a watchful eye on the electric wire! We snickered as Jean Luc ran to the culvert, sighed and headed for the brush with White Lightning in hot pursuit.

It was now almost dark and we were tired, dirty and smelling strongly of bucks. We returned Husker and Worf and climbed in the Bronco to drive back up the hill towards the house. Linda wondered if maybe I would like a birthday dinner and a quiet evening at home. I was exhausted! A quiet evening at home sounded really good!—After we go back up the hill to catch that little white buck that's still out! Happy Birthday to me!



When Readers Talk...

Linda,

Another great issue. Got it today and read it cover to cover already. Now I have to wait until next month. :-)

I am willing to be a goat mentor. I have raised cashmeres for 3 years and dairy goats for 15. I am finding the cashmere very different from the Nubian dairy goats. I now have 19 of the soft and fuzzy variety.

Maybe someone will start up a cashmere list on the internet. There are a couple of "breed" lists for the dairy goats and I get lots of questions about the cashmeres. It seem that I am the only one on the 2 lists that I frequent.

Sue Lasswell
Rainflower Farm
37003 Mann Rd, Sultan WA 98294
360-793-9590
Rainflower@compuserve.com
September 20, 1998

Dear Editor,

It was a real pleasure for me to attend the Evergreen State Fair in Monroe, Washington recently and see Cashmere goats on display. Kids from four Snohomish county 4-H clubs were showing their goats. It really pleases me to walk into a goat barn at a fair and see pens of Cashmere goats and their young owners enthusiastically telling people about their animals. The kids had nicely decorated their pens and also had many hand made posters on the wall telling about the benefits of owning Cashmere goats.

We should support these kids as much as possible and encourage their participation in 4-H. Not only is 4-H a good wholesome activity for kids to be involved in, but they are doing all of us in the Cashmere industry a great service by being our ambassadors to the public. The future of the Cashmere industry in America is in our young people. All of us need to do as much as we can to encourage involvement of Cashmere goats in 4-H.

Good job kids, keep it up.

Thank you,
Douglas Maier
Breezy Meadow Cashmere Farm
Bellingham, Washington
September 19, 1998



The winners of the Best Dressed Goat Competition—Kristi Everly with Cilla and Michael Everly with Rocky. Both are members of Greensleeves 4-H Club. Photo by Doug Maier. More info on 4-H and the Evergreen State Fair—Page 21.

It's the Fuzz, Silly!

By Paul Johnson

Much has been made of the fact that horns are usually left on cashmere-producing goats, while removed from most other breeds. Most registration standards for other breeds require the removal of horns for a goat to be even registerable.

There are several good and valid reasons for leaving a goat's horns intact, including radiator value in hot climates, predator protection and merely leaving the goat a handy tool to scratch that itch. But we must recognize that dehorning may be desirable or even necessary—for example, when fiber goats are mixed in with dairy, or other dehorned goats. When some goats have horns and the others do not, trouble usually results. Also, some goat folks feel it is safer in their situation to have dehorned goats. Small children around horned livestock might be a problem.

We as an industry must recognize that the horns are not what we are raising. It's about the fuzz. It's the fleece that counts, not the horns or lack thereof.



Lewilliam, owned by Lilly Mayer, Sun Up Farm, is an Oberhasli/cashmere cross. He was born in May and looking great in September! Lilly keeps dairy and cashmere goats and must dehorn her cashmeres to keep the peace.

Page 6, October 1998



Cisco-yearling buck

PBF
1998

The Horns of a Dilemma

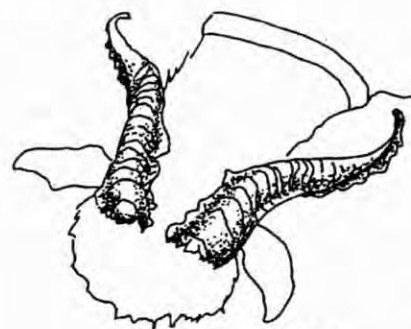
By Linda Fox

Everyone who has horned goats has mostly likely had to field the questions, "Aren't the horns dangerous?" and "Why do your goats have horns while others' don't?"

We have two friendly, adult wethers we take out to promote cashmere goats and our farm. They were wethered at one year, so their horns are more fully grown than earlier-neutered males. My sister and I had been scheduled for an exhibit where we would set up camp in the woods with our spinning wheels and our goats and educate a herd of teenagers hiking through about cashmere goats and the process of turning fiber from goats and other animals into clothing.

The evening before the event, I was in the wethers' coral retrieving a plastic pan from the ground. I carelessly stooped to pick up the pan, placing my unguarded eyes at horn level. Thinking anything involving the dish must mean food, one of the wethers caught my eye with the end of his horn.

So... with the white portion of one eye almost totally red, I got to add to my talk the next day, the potential dangers of horns!



Cisco-Top View
Yearling buck horn growth.
Twice the width & weight
of does'. Rough, rippled edges.
Magnificent!
PBF
1998

Speaking of Horns...

By Pam Forbes
Sweet Chaos Farm

19843 Foggy Bottom Road, Bluemont, Virginia 20135

Inspired by past references to the variety of horns possessed by our Cashmere goats, I am offering my observations. Every morning our flock engages in what I can only describe as *après petit déjeuner* horn clacking. It is non-violent and friendly. A little light-hearted rearing on hind legs and a coming together in sharp whacks. Mostly a genial communication and early morning *joie de vivre* celebration. The Nubians, having no horns, do a little brow pushing, and then settle down in folded leg position to hum their pleasure in the sun. "I sing America," they seem to say. The Cashmeres do not sing. A bit of race-me, chase-me and caprine leaping seem to be their form of expression.

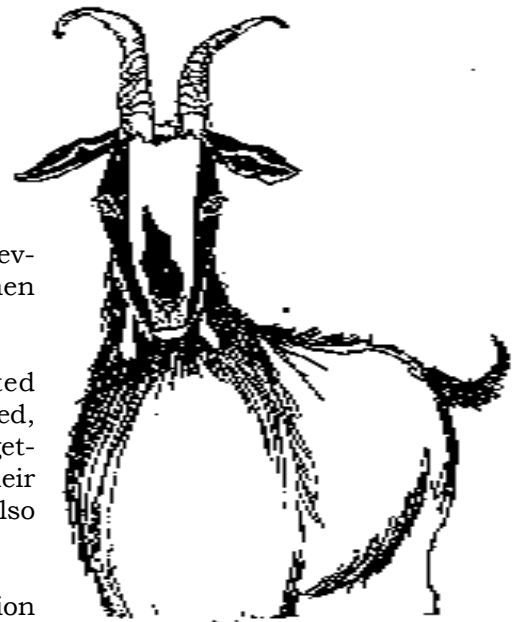
When the goats are out on our tree-lined drive working on the underbrush, I see interesting horn activity. They rub their horns, almost violently, against pine boughs, releasing a wonderful sent of evergreen into the air. Four wethers worked on one branch, rubbing up and down and i n

circles, scraping off the bark. Several does took their places when they moved on.

The flock has also selected the heavy red stems of Pokeweed, shredding it in the process and getting a lovely scarlet stain on their horns. Paulownia tree saplings also seem attractive.

In the pasture there is a section of four board fence on top of old stock wire fencing, and afternoon nap-time rubs against this wire can be heard for miles around. We try to deduce what this rubbing is about. Buck in the Whitetail family rub their antlers to remove the seasonal velvet on new growth, but this is not a goat issue. Rubbing against pine may release sap which may have insect repellent qualities. Our dog, Rose, runs her back under pine branches. We think either to scratch her back or for insect control. But Pokeweed? And they go at it with an intent to conquer, like a bull incensed at the existence of the red flag. The fence. What is that about? Can horns itch?

When my big ram, Jude, began to mature, his horns curved inward enough to threaten to misalign his jaw, and I had to saw off the ends with a hacksaw blade. An aggressive ram in the field, he submitted to and seemed to enjoy this process which had to be done two or three times before his horns finally bypassed his jaw joint and eye socket. I suspected the vibration felt good. It was the same with our Nubian buck, Buddy, who had scurs that occasionally got so unruly that they had to be sawed or they would break and bleed. He hummed and rubbed against me in pleasure as I sawed.

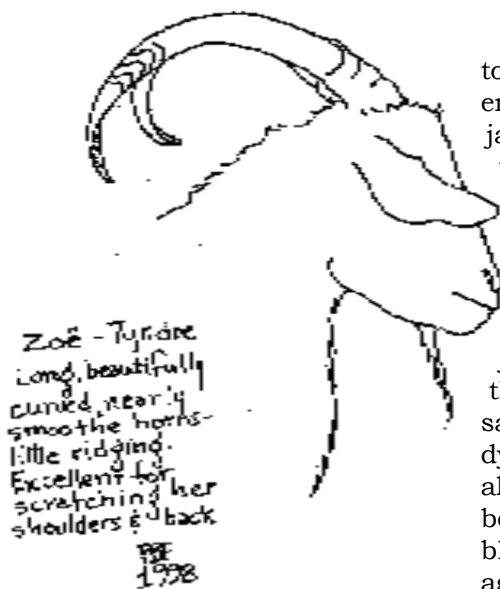


Esmeralda - 2 yr doe
Erect horns with
curve to side at top

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Horns in the barn, after years of no horns on dairy goats, has developed in me a new caution and agility. Periodically during the year, I have numerous dark bruises on my thighs. They are never the result of any aggression on the part of my Cashmeres, but occur during seasonal handling such as foot trimming, worming and combing. Or perhaps if I am standing innocently by when there is a rush to get in, out, or to the grain feeders. A horn has merely to brush against your leg and you realize the density and hardness of it.

A long horizontal bruise reflects that someone zipped by you and the tip dragged across a fleshy thigh. A round bruise comes from just a poke. And boy!—it hurts when it happens! Sharp and very hard and with a muscled, living pack of energy behind it. If a person walked up and jabbed you with a piece of rebar, the effect would be the same. So you learn to anticipate, dodge



Zoe - Tyndie
long, beautifully
curved, nearly
smooth horns -
little ridging.
Excellent for
scratching her
shoulders & back

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Continued on next page

Horns

Continued from previous page



and stand aside. At times your body language might resemble the grace of a matador swinging the cape and letting the bull rush by.

Baby horns can be the most deadly, especially wildish young things you are holding in your arms to accustom them to being handled. Their horns are like erect little daggers. Last year I bought two little girls that needed calming, and I would hold them in my lap and talk to them. One merely flung her head back in that "Are you gonna kill me?" panic and stabbed me in front of the ear. I was shocked at the pain and only moments later realized blood was pouring down my neck. It wasn't serious, but it could have been an eye. So you get adept at handling the little guys. Have you ever straddled a young one to trim feet and discovered bruises on the back of your thighs from those little daggers?

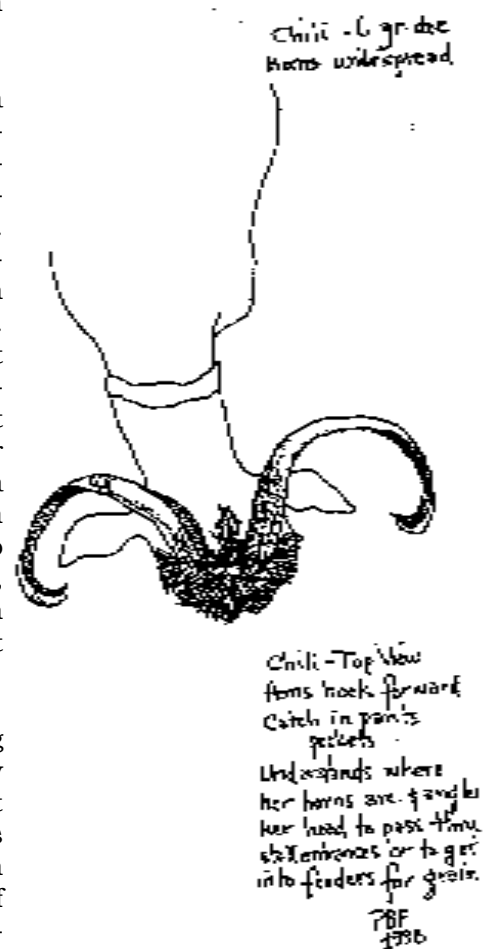
Chili, a six year old doe, has horns that grow up, back, and then circle forward beyond her face and thus are wider than her shoulders. She is well aware of this and does acrobatic head twists to get into

grain feeders or through doorways. She does not know or care about pockets on peoples' pants however, and one must beware, for the hooked ends of those wide horns will grab a pocket and yank it right open.

As adept as they are in avoiding stuck horns or banging them against solid surfaces, the goats readily use them against each other—hooks under bellies, butting into shoulders, head smashing. Occasional "horn locks" and "collar grippers" occur over control of grain, and intimidating those lower in the pecking order, but they have never used them aggressively against me. I learned early in the goat business to never, never play Butt Head (heh heh) with kids. If you do, you will have a Becky Bucker like friends of ours. They will always challenge you when they reach adulthood.

Horns are fascinating and a mystery. I'm not certain what purpose they serve, other than assisting in cooling the body and intimidating others of their own species. In an actual attack by a sharp-toothed predator the intimidation factor would be very short lived. Perhaps feral goats are skilled at serious belly hooks and could injure their enemies, but I suspect it would still be a losing battle. If our dogs run up to the fence the mama goats will "make horns" as Jim calls it, and our wimpy pups, who never are allowed inside the fence, find this a fierce gesture. As with other browsers and grazers, flight is the only real defense.

After religiously disbudding three day old Nubians for twenty years, it is a great relief to skip that part of doctoring babies. The horns are beautiful and varied and often seem to reflect the personality of the individual. Or is the personality influenced by the shape of the horns?



Note: The beautiful drawings on this and previous two pages were created by Pam Forbes.

Show Me the Money!!!

By Linda Fox

It often seems that there is more research material to be found in how to trim your goats' feet than there is about financial aspects of raising goats.

"Can I make money with these things?" is an important question. Most newcomers or shoppers for cashmere goats ask this question. Some of us more seasoned goat folk just say "No," some of us say "Yes, if you....." and some of us just dance around the question until the shopper no longer remembers what the question was.

I'd like to just answer the questions "Yes!", give you the secret formula for success and then move on to a less tedious subject. However, I'm afraid you're going to have to do some work on your own and draw your own conclusions. I personally believe that there is money to be made in almost any enterprise, including cashmere goats, if you choose to do it and have the energy and time to spend with careful planning and carrying your plan through to your goals. But, I'm an eternal optimist, so you may want to talk to a good solid pessimist to get a balanced view of the subject.

The money to be made, if any, and how much work will be involved in turning goats and related products into cash will vary with your location and access to markets. Other variables which affect your bottom line include:

Capital investment required: Do you already own land and buildings and just need to add goats? Are you adding goats to another farm enterprise? Do you need to purchase land and build shelters? How are your fences? Will you need to spend money to improve them or build new ones? What will your breeding stock cost you if you don't already have a herd?

Feed cost: How intensively are you going to stock your goats? If you raise 5 goats on 10 acres, you will buy a lot less feed than if you raise 50 goats on 10 acres. Can you raise your own hay? If you can't, what does hay cost in your area?

Markets for products: What are markets in your local area for breeding stock, meat and fiber? If you have no unsatisfied local meat market, will you incur substantial transportation costs to get your meat to market. How much local market do you have for sale of breeding stock? It is more difficult to sell and more costly to ship breeding stock the farther you are from your customer. What is your local market for fiber? Is



there a rabid spinning horde in your area or will you sell only to the commercial market? How much is the commercial market paying?

Processing costs: Do you shear or comb your goats yourself? If not, is there a professional shearer available and what will she cost you? If you shear yourself, what will you have to pay for the shearing equipment?

If you intend to sell processed cashmere, are you going to dehair your fleece by hand or will you pay someone to dehair it for you. What will it cost you to have your fleece dehaired? If you intend to sell processed goat meat or hides, what will the processing cost you?

Marketing/shipping costs: What will it cost you to advertise your product? And what will it cost you to get your finished product to your customer?

Other: Of course, there's other necessary expenses such as veterinary supplies and fees, breeding fees, fixing the flat tire on the trailer and pop for the barn refrigerator.

To help us build our own formula for success, we can look at others' ideas. We can analyze formulas for profitability as presented by other people, as an aid in designing our own secret formulas. And then, even if we can't personally figure out how to profit from cashmere goats, we can sell these secret formulas to other people and at least profit from this.

Continued on next page

CASHMIRROR

The Money

Continued from previous page

John Harris's Formula

John Harris, the now-deceased author of the booklet, "A Beginner's Guide to Cashmere Goats," presented the following numbers for the first two years of a cashmere goat operation. His formula is based on his assumptions for production, income and expense. Assumptions include kidding rate, cashmere production, shearing and dehairing costs, feed costs and market value of wethers and cashmere:

<u>Transaction</u>	<u>Year One</u>	<u>Year Two</u>
Purchase of initial stock:		
Buck purchase	\$400	
Doe purchase - 10 head @\$150	<u>1,500</u>	
Total Cost of Stock	<u>\$1,900</u>	
Winter feed	-213	-350
Shearing and dehairing	-204	-336
Sale of fiber	720	1,168
Sale of wethers	<u>210</u>	<u>420</u>
Profit	<u>\$513</u>	<u>\$902</u>
Stock owned at year end:		
Bucks	1	1
Does	17	28

Formula assumptions provided by John were based on his feed amounts and processing charges in 1994. He notes that your costs will probably differ from his, depending on your operation.

Kidding rate 160% for adult does,
120% for first year does.
Cashmere production: Does 6 oz, bucks 8 oz,
kids 4 oz.
Cashmere sales price: \$8/oz.
Shearing and dehairing costs: \$12 per head
Feed cost: \$2.09/head/month.
Kidding sex percentage: 50% does, 50% bucks.

Professor Johnson's Formula

Another set of figures was presented by James B. Johnson, Montana State University Professor at the 1997 PCMA Conference. His spreadsheets went beyond mere cash flow and included such necessary expense items as taxes and insurance and more vague

accounting items including depreciation and opportunity costs. Selected information from his spreadsheets for a 163 goat enterprise (132 breeding does, 26 replacement does, 5 bucks) is as follows:

	<u>Annual Total</u>	<u>Per Doe</u>
Expected Gross Income		
256 slaughter kids	\$17,920	\$96.51
Cull does	1,584	9.50
Cull bucks	200	.75
Cashmere	<u>1,418</u>	<u>8.80</u>
Total Income	<u>21,122</u>	<u>115.56</u>
Operating Costs		
Feed	6,602	50.01
Other	2,940	18.04
Interest	<u>858</u>	<u>6.12</u>
Returns Above Operating Costs	<u>10,722</u>	<u>41.39</u>
Selected Ownership Costs		
Equipment and Vehicles	650	4.92
Buildings	575	4.35
Livestock	<u>2,444</u>	<u>18.52</u>
Total	<u>3,669</u>	<u>27.79</u>
Returns Above Operating and Select Ownership Cost	<u>\$7,053</u>	

Assumptions used in the above model were:

Kidding rate: 180%.
Cull and replacements: 11% of kids kept for replacement stock, 20% does culled each year.
Death rate: 5%.
Cull does, bucks and kids sold for meat: Kids @ \$70/head, does \$1.10/cwt, bucks \$100/head.
Cashmere price and amount: 0.19 lb/head (400 gram fleece with a 20-22% yield), \$37.50/lb sales price.
Feed costs: Estimated based on published feed costs for sheep, adjusted for equivalent goat units—1 sheep = 1.32 goats.
Ownership costs: 5% of investment in equipment, buildings, livestock.

In Professor Johnson's talk, he stressed that his model should be looked at using different assumptions to see what changes would occur in the bottom line. For example, what if you used a kidding rate of 150%

Continued on next page

The Money

Continued from previous page

instead of 180%? What if excess kids were sold at only \$60 per head rather than \$70?

Forte's Early Model

From an early cashmere goat conference held in 1988, Hugh Hopkins from Forté Cashmere Company presented a paper entitled "The Basics - Understanding the Cashmere Industry." He addressed the question, "Can money be made from running cashmere goats?"

His answer was, "You will have to answer this question."

He presented assumptions based on their original flock of 1,000 does and 40 bucks. His assumptions were as follows:

Starter stock cost: Spanish goats at \$50/head.
 Meat sales price: \$36 - \$50/head
 Feed costs: Grain - \$11/100 pounds, hay - \$80/ton, assume goats are fed five months of the year.
 Cost of veterinary supplies: 0.75 per vaccination.
 Shearing costs: \$1.50/female or weaner, \$3/buck.
 Weaning rate: 120%.
 Death rate: 4%.
 Cull and replacements:
 Bucks: retain 3%, sell 2%, cull for meat 95% kids, 30% weaners, 25% adults.
 Does: retain 36% weaners, sell 52% weaners, cull for meat: 20% mature, 12% weaners.
 Cashmere market price: \$38/lb.

He suggested that these or your own assumptions be placed in a computer for manipulation for your own situation.

Recent European Feasibility Study

A recently completed study by Dr. Angus Russel for the LSIRD network in Scotland evaluates various cashmere goat enterprise approaches including establishment of new herds by embryo importation or by grading-up of native goats using imported cashmere bucks or semen. The study evaluates models for establishing a National base herd. It also evaluates five production systems for a 250-goat herd operation. In the establishment of a National Herd, they used the following assumptions for their model:

Success rate for transfer of frozen embryos: 65%
 Kidding rate: 140% weaned per mated doe.
 Does first mated: At 1-1/2 years of age.
 Death rate: 3%.
 Ratio of bucks to breeding does: 1:40.

The five production system models studied for raising cashmere goats are as follows:

1. All male and surplus female kids sold prior to weaning (to a lucrative meat market for younger stock) and all cull adult stock sold later in the year.
2. For models in climates which require winter housing, all surplus kids and cull adults are sold at the end of the grazing season at which time the kids are 6-8 months of age.
3. For operations in milder climates, winter housing is provided only for young stock. Young stock is sold after their first cashmere harvest at 10-12 months. Cull adults are sold later in the year.
4. Young goats are sold for meat at 18 months of age, after two cashmere harvests, one at 10-12 months of age and one just prior to sale. Cull adults are sold at the same time.
5. A model where no breeding stock is maintained. Wethers only are kept for their cashmere. Wethers are sold for meat after six years and replacement wethers are purchased at 18 months of age. Cashmere is harvested each spring.

This study presents extensive charts and graphs illustrating the above models. The study is very interesting and informative and parts of it will be printed in a later issue of *CashMirror*.

The important lesson in studying other peoples' models and assumptions, is not to pick apart someone else's formulas, but to use their ideas to create your own formulas for planning for your specific operation. You will need to write down your own assumption.

Continued on next page



The Money

Continued from previous page

tions for income and costs. If you are already in the goat business, you won't have to guess. You can check your records and accurately project what your future feed and other costs will be based on historical figures.

In any planning, there will be items which don't fit into your model. Like the weed control thing. I've seen attempts at putting the value of less weeds into monetary terms, but for most small operators, this doesn't translate into a number to enter on your spreadsheet. The same goes for value of fertilizer added to your soil, or the value of the cashmere you tediously hand dehair and spin into a scarf for your Aunt Martha. It also is hard to quantify the cost of that tree in the pasture the goats turned into toast.

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Fatima (left) and Fleece (right)

These two does are sisters born in 1994. These goats normally look like Fleece (slick, black) in the summer and like Fatima (fuzzy, brown) in the winter. This photograph was taken in early October 1998. Normally these two does look alike all year and we harvest from them, a similar fleece. Why are they different this year?

The answer has to do with kids. Fatima didn't kid this year. She aborted mid-season and we did not attempt to re-breed her. Fleece had twins on April 14th, which were weaned at the end of July. We've read that the combination of pregnancy and lactation will decrease a doe's cashmere production by 65%. It will be interesting to see if Fleece's fleece compares with Fatima's at harvest time. Both does will be bred in late October.

Food Animals Residue Avoidance Databank

The Food Animal Residue Avoidance Databank (FARAD) is a USDA/ES sponsored project that originated with the Residue Avoidance Program in 1982. It has been a collaborative effort on the part of the University of California, the University of Florida, North Carolina State University and the University of Illinois. FARAD originated with the Residue Avoidance Program (RAP) in 1982 as a repository of residue avoidance information and educational materials. FARAD evolved into an expert-mediated residue avoidance decision support system, and the focus is the production of safe foods of animal origin. The FARAD Compendium of FDA approved drugs provides information about drugs that are available for treating animal diseases, and the withholding times for milk and preslaughter withdrawal times for meat. All of the information about the drugs approved for use in food animals in the United States is included in this online database which is unique in allowing users the opportunity to search the entire database

using Boolean operators (and, or, not). The compendium allows producers to choose over-the-counter products which satisfy their needs, or alerts them to the need for veterinary assistance with prescription drugs. When this information is not sufficient, direct access to FARAD experts is available through FARAD Regional Access Centers at the Universities of California and Illinois and North Carolina State University.

If you have questions, call a FARAD Regional Access Center:

UCD: 916-752-7507, NCSU: 909-829-4431,
UI: 217-333-6731

The online URL for the database is:

<http://ace.orst.edu/info/farad/ghindex.html>

Reality Check!

(Preferably One that Doesn't Bounce)

By Yvonne Zweede-Tucker

If your goats do not have to make you money, you can skip this entire article. Go give your favorite animal a pat for us, enjoy watching the kids play, and know that we are envious of you!

We both have absolutely wonderful parents, but of all the things that they have given us, grazing land was not one. We had the resources when we married to put a down payment on some land and build a house, but the goats have to pay off the balance due on the land, in annual installments that have a bunch of zeros included (in front of the decimal point).

So our operation is bounded by the sordid financial reality that we have to put quite a bit more in the checking account each year than we take out. Not just the land payment, but paying the neighbor to put up the hay, property taxes, a few sacks of grain for socialization purposes, vet charges (mostly health certificates when traveling, but also the occasional medical goat mystery), kibbles for the guardian dogs, tags and bands for kidding season, gasoline, tires, license and registration for the truck and trailer and replacements for a few more combination panels each year that the bucks trash. We're glad we don't have to pay ourselves a wage, otherwise we'd never be in the black!

Choteau, Montana is a long way from any major goat-consuming market (and our freezer is easily filled). Yes, the goats eat weeds, and produce one of the most desirable fibers in the world, but without an underlying business that we can show cash flow from, no rancher (at least in this area) is going to buy does for breeding. Even using wethers for weed control, other than for a few summer months, it does not pencil out if you have to feed them for the winter.

What we have found that works for us so far is as follows: The does kid in April and May, and we have wether kids at market weight (50 to 60 pounds) starting in September/October. Our current market is Hispanics, with the Muslim market still untapped. There is a meat broker in Seattle who needs 400 goats just for Ramadan (mid-December to mid-January this year), and 40 per week year-round. Cull does (either finally too old, or those with a bad attitude, or those that did not kid) go on the first meat run, and then wethers are included as they reach sale weight.

We do sell does and doe kids to other people who want to raise goats, and a few animals for cashmere breeding. The majority of the inquiries in the last few years have been from people who want to cross-breed with Boer goats. Lately, inquiries have been from

people who want to improve the maternal and competitive attributes of their animals.

The revenue from these breeding-stock sales is certainly welcome, but if all surplus animals went for meat (as they will someday when the current growth in the US meat-goat herd slows) it will be a percentage change in revenue, but not catastrophic.

Between our 200 does and a number of other goat-breeders in the area (who mostly started with our stock), our informal "Montana Meat Goat Co-op" kids out approximately 400 does. We purchase wethers from the other breeders which are also taken along to sell, so that we have a full trailer for each run.

Cull does seem to sell well if they are in good condition and slick-coated, for around \$0.60-\$0.85 per pound. Since the Hispanic market has been used to having only having dairy-influenced stock available to them, our animals look smaller, and they don't yet know that there is as much, if not more, meat on one of our animals than on a dairy wether. There does seem to be a reluctance to purchase animals which are already heavily fleeced, which would indicate shearing before selling once fiber season arrives. Slick wethers in good condition, in the 50-60 pound range, bring between \$0.75 and \$1.00 per pound, with some mysterious forces involved in the different price points that mere humans like us have no way of comprehending.

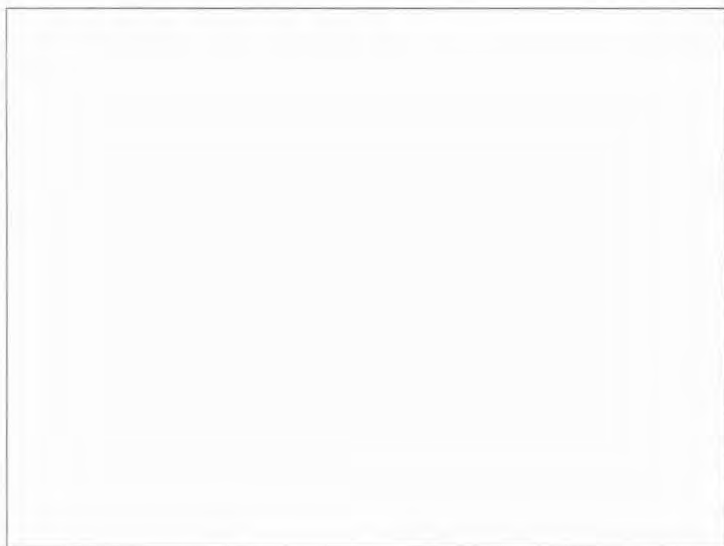
Someday when we and the meat goat market are all grown up, we will have an order buyer come around each year and tell us that if we produce so many head at such a weight and such a condition, he/she will pay us \$x for them. It's a nice dream, eh? They do exist in Texas, and they exist for cattle up here...

We are using Boer bucks and Boer-cross bucks on a portion of the herd to make juicier wethers for slaughter and doe kids for breeding stock sales to folks who want to breed just meat goats and are not interested in the fiber end of things. Since Craig, my super-supportive husband who has become a full and welcome partner in this goat enterprise, is more intrigued by a straight meat goat than a Cashmere goat, we sort of have "my goats" and "our goats" and "his bucks" (the Boers). It's been hard to admit (since those of you who know me are well aware that I am either never wrong or will never admit to being wrong!) that without a healthier bottom line, I won't have the opportunity to breed Cashmere goats anymore.

So just as breeding decisions used to be lots of fun and based solely on crimp, fiber length, estimated down weight, and color, now factors that are put into the ranking index include pounds of kids weaned per year, conformation, libido (for both bucks and does), maternal attributes, growth rate, etc. It's still lots of fun, just more complex, but very rewarding. Guess that's part of getting to be a grown-up goat rancher!



Lisa Zietz and Raymond Pape judge the finalists for the Supreme Champion Goat Award (Diamond Award). They had difficulty in deciding between the two center goats for the Supreme Champion Buck Award in the photograph at the right—a colored Angora and a pygora. After much discussion, the award was given to them both. The Supreme Champion Doe Award was also jointly awarded—to a cashmere goat and a white Angora goat



Bracket (or is that Hinge?) tries to persuade Ian Balsillie and Karen Bean to share their lunch with her. Ian, Karen, Bracket and Hinge live at Brookfield Farm in Maple Falls, Washington.

The 1998 Oregon Flock & Fiber Festival— September 26th & 27th



The finalists in the Supreme Goat Show for bucks. The cashmere entrant is the second from the left. HKL Sergei, a kid buck, is owned by Hokulani Farms. He is being shown by Aurora Crane. The two goats in the middle of the group tied for the award.



Marion Johnson, Bend, Oregon with Genevieve and Gilliam. They won awards in the cashmere goat show. Also, Genevieve's fleece won Junior Champion Shorn Doe in the NWCA fleece contest. Genevieve also won Junior Champion Shorn Doe in the NWCA Fleece contest. Genevieve won first place and Gilliam took second in the 1997 Doe Fleece class. Quite a coup considering there were 20 entrants in this class.

—*They Had it All!*

Canby, Oregon

Right: An impromptu Mild Goat Men meeting, perhaps? From left to right, Guy Triplett, new NWCA President, Paul Johnson, Ace Reporter and Joe Mazzara, semi-famous Hood River, Oregon resident. Goat men? Yes. Mild? Maybe.



doug

Doug Maier, Breezy Meadow Cashmere Farm, displays a hairball at the NWCA meeting. The hairball was removed from one of his cashmere goats.



A spectator at the NWCA cashmere goat show sported a crochet hook in her hair. She explained that she couldn't find her hair pick before leaving home and thought that the crochet hook would be handy at the festival if she wanted to try out yarn. It was.



Carrie Spencer answers questions at the Northwest Cashmere Association booth. The booth was in the animal barn—a good spot!



One of the dangers of Fiber Festivals—You may go to the festival with the back of your Bronco clean and return from it toting six new animals. Say “hello” to Paul, Carl, Laura, Alfie, Hamilton and Montana. If any of you boys try to breed Laura on the trip home, you’re in trouble!

**Northwest Cashmere Association
Fleece Contest Results
Canby, Oregon
September 26, 1998**

Number of entries: 83, Judge: Susan Stutz

OVERALL GRAND CHAMPION FLEECE - Triplett, "HMF Harley"
OVERALL RESERVE CHAMPION FLEECE - Triplett, "HMF Muddy"
 Junior Champion Shorn Buck - Triplett, "HMF Harley"
 Junior Reserve Champion Shorn Buck - Willow & Witt, "Shadow"
 Senior Champion Shorn Buck - Triplett, "HMF Muddy"
 Senior Reserve Champion Shorn Buck - Triplett, "HMF Smoky"
 Junior Champion Shorn Doe - M. Johnson, "Genevieve"
 Junior Reserve Champion Shorn Doe - Triplett, "HMF B20"
 Senior Champion Shorn Doe - Triplett, "HMF Rickie"
 Senior Reserve Champion Shorn Doe - Triplett, "MLF Beauty"
 Junior Champion Combed Buck - Spencer, "GK Dark Warrior"
 Junior Champion Combed Doe - Spencer, "GK Celtic Lady"
 Senior Champion Combed Doe - Zeitz, "AF Solo"
 Senior Reserve Champion Combed Doe - Kelly Zietz, "AF Banas"

First places only listed for categories below. The number listed after the category name is the number of entries for the category.

Shorn Fleeces

1997 Bucks (7) - Willow & Witt, "Dante"
 1996 Bucks (5) - Triplett, "HMF Harley"
 1995 Bucks (2) - Marti Wall, "Ivanhoe"
 1994 Bucks (4) - Triplett, "HMF Muddy"
 1997 Does (20) - Marion Johnson, "Genevieve"
 1996 Does (13) - Triplett, "HMF B20"
 1995 Does (6) - Willow & Witt, "Britches"
 1994 Does (5) - Triplett, "HMF Rickie"
 1993 and prior Does (7) - Triplett, "HMF Jasmine"

Combed Fleeces

1997 Bucks (1) - Carol Spencer, "GK Dark Warrior"
 1996 Bucks (1) - Lisa Zeitz, "AF Olly"
 1994 Bucks (1) - Lisa Zeitz, "AF Max"
 1993 and prior Bucks (1) - Lisa Zeitz, "TMR Keaton"
 1997 Does (1) - Carol & Carrie Spencer, "GK Celtic Lady"
 1996 Does (3) - Carol & Carrie Spencer, "Foxmoor Farms Cinnamon"
 1994 Does (3) - Lisa Zeitz - "AF Solo"
 1993 and prior does (3) - Heidi Sullivan, "Little Bit"

In addition to the NWCA Fleece Competition, the OFFF held a cashmere fleece competition of its own, judging the fleeces from a handspinner's viewpoint. The judge for this competition was Diana Hachenberger. Top winners were: Grand Champion overall: Marion Johnson, "Gilliam", Reserve Grand Champion Overall - Carol/Carrie Spencer, "GK Celtic Lady", Sheared Grand Champion - Marion Johnson, "Gilliam", Sheared Reserve Champion - Triplett, "Cindy", Combed Grand Champion - Carol/Carrie Spencer, "GK Celtic Lady", Sheared Reserve Champion - Lisa Zietz, "AF Mega Doe".



Carrie (left) and Carol Spencer, Foxmoor Farms, receive the OFFF Diamond Award for Best Overall Fleece in the Raw Fiber Competition. This cashmere fleece won over all fleeces for all other breeds of goat, sheep and other fuzz-bearing animals entered in this competition. They have big smiles because they received at \$25 cash award in addition to the beautiful trophy. For the second year, a cashmere fleece has won this coveted award. There were 359 raw fleeces entered in the contest this year.



Cynthia and Karl Heeren, Hokulani Farms with judge, Susan Stutz. Heerens took top doe honors in the NWCA cashmere goat show. HKL Diana, with Cynthia, won NWCA Grand Champion Doe, OFFF Supreme Champion Doe (tied with a white Angora) and first place in the NWCA 2-4 yr Doe Class. HKL Nora, with Karl, won NWCA Reserve Grand Champion Doe and took first place in the Doe Yearling Class.

Income Taxes - The Hobby Loss Rules

By Linda M. Fox, CPA

Do you remember a few issues ago, when we humorously suggested that your goats were "real" livestock only if raising them was no fun? I'd like to say that this observation has no basis in reality. Unfortunately, I can't. One of the factors the Internal Revenue Service considers when it makes a determination on whether your business is a "real" business suitable for those nifty tax deductions, or merely a hobby, is the fun factor—activities you do as hobbies, or mainly for sport or recreation, are taxed in a different manner than activities you do for a business.

You may think that a visit to the tax arena is not a timely issue in October. I hear you mumbling: "Why not talk about taxes when we're at the kitchen table surrounded by sharp pencils, tax instructions and forms—sometime early April? We don't like to hear about those things now, headed into the holiday season!"

However, planning for how your business is to be taxed is better accomplished *during* the year than on April 14th. This is especially true if you might be a "suspect hobby operation." This extra time can be wisely used to better set up your records and manage your business so that you can present a better defense against those nosy persons (aka the IRS and your particular State) who might want to claim that you are merely having a good time rather than trying to make a profit with your goats.

An important planning consideration for any business is the cost to the owner in additional taxes, or taxes saved by claiming business losses. If you intend to treat your cashmere goat venture as a business, with reporting of income and expense to the Internal Revenue Service, the first obstacle to overcome, if you wish to claim losses, is to have your business treated as a profit-making activity. Perhaps a better term is profit-seeking. A profit-seeking business, as we all know, is not necessarily always a profit-making business.

The net income from a profit-making activity is taxed and losses incurred while attempting to make a profit are deductible from other income on your return, often generating substantial tax savings. The income from an activity not entered into with a profit motive is still taxable, while deductions for expenses from this activity are either not deductible or deductible in

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only a limited way. IRS taxation of hobby businesses is a cleverly-designed system which I call Win-Lose and Lose-Lose. Win-Lose: If you have a net income from a hobby, you pay taxes. Lose-Lose: If you have a loss from your business, you don't save taxes.

In determining if your operation is a hobby, the IRS does not use one overriding factor, but considers all of the items listed below when trying to make a fair and competent decision about whether you are in it for the money.

**Taxation of hobbies is either a
Win-Lose
or a Lose-Lose situation...**

The Whether List

1. Whether you carry on the activity in a business-like manner.
2. Whether the time and effort you put into the activity indicate you intend to make it profitable.
3. Whether you are depending on income from the activity for your livelihood.
4. Whether your losses are due to circumstances beyond your control (or are normal in the start-up phase of your type of business).
5. Whether you change your methods of operation in an attempt to improve profitability.
6. Whether you, or your advisors, have the knowledge needed to carry on the activity as a successful business.
7. Whether you were successful in making a profit in similar activities in the past.
8. Whether the activity makes a profit in some years, and how much profit it makes.
9. Whether you can expect to make a future profit from the appreciation of the assets used in the activity.
10. Whether you are carrying on the activity for personal pleasure or recreation.

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Hobby Losses

Continued from previous page

The first thing I noticed from viewing the IRS's list above is that whoever wrote this must have had inadequate exposure to sentence variation from their English instructors.

If a farming/ranching business shows a profit in three out of the last five years, the IRS will generally assume that the activity is being carried on for profit. This doesn't mean that a farm which loses money for ten successive years is automatically a hobby farm. It merely means that this farm wouldn't automatically be assumed to be a business by the IRS, but would need to qualify as a business based on other issues.

I believe that most small farming/ranching operations would be suspected of being hobbies by the IRS, so it is important, if you are planning to treat your venture as a profit-seeking enterprise, to set up your operation and records in a manner to be able to answer favorably to the ten "Whethers" above.

It is easy to address some of the above issues; others are more difficult. The more items you can address favorably, the more likely you are to convince the IRS that your business is profit-seeking. And addressing most of the above issues makes good business sense anyway. Not only does compliance make the IRS smile, it is also helpful for the success of your business operation.

Listed below are my suggestions for addressing the issues above. My suggestions are certainly not IRS requirements in order to qualify as a for-profit business, but I believe that the items below will definitely help you in any debate with the IRS or your State, over the hobby issues:

1. Operate your farm in a business-like manner:

Have a farm name registered with your state. Procure a business license if one is required in your area. Have business cards and company stationery for use. Open a separate business checking account and use this account to deposit all business income and pay business expenses. Maintain business records that you can use during the year for planning or just to see how you're doing. There are easy, cheap computer programs to use for this (Quicken, Microsoft Money, etc.) or you can enter your expenses on a spreadsheet or ledger. A business trying to make a profit keeps good records; they don't just throw receipts in a shoebox and sort them into piles at the

end of the year. Wear a suit out to the barn for chores.

2. Time and effort: Keep a log of the time you spend on your business and a diary of what you do. If your farming operation is a full-time enterprise and you don't do anything else for employment, you will have no problems with this section. If you do have other employment, especially full-time employment, keeping a diary of what you do supports your claim that you and/or your family spend a substantial amount of time in your farming business. You will find the diary helpful for other things as well. When *did* you last trim those feet?

3. Dependency on farm income: It helps your case if you need the income from your farming operation to survive. However, it is difficult to do this if your business is sustaining losses. A farm providing an income for your livelihood on a regular basis would certainly never be considered a hobby in the first place, so I think this issue is ridiculous to consider for a hobby determination. This doesn't mean that the IRS considers it ridiculous, however!

4. Your losses are beyond your control: Yes, you had losses, but you just couldn't help it! In loss years, analyze why the loss occurred and write it down. If you had no or little income because fleece was lost to early shedding or the shearer arrived late or you sold only a few goats because you were building your herd or testing various marketing strategies—whatever—write it down. A profit-seeking business sometimes does have losses, especially in the early years. But, a real profit-seeking business analyzes why the losses occurred and changes the operation, if necessary, so they don't occur again.

5. You change operations to improve profitability:

This is a continuation of the commentary in the previous section. Write down your plan for changes and *make* changes, if necessary, to make your business more profitable. If something doesn't work, try something else. You might even want to get outside advice about changing operations to increase profitability. You would, of course, write down the advisors' suggestions.

6. You or advisors have necessary knowledge: The more you know about your venture, either from education, research or having on hand knowledgeable advisors, the more likely the IRS will consider it likely that you are intent on making a profit. This doesn't mean that you have to be born on a ranch or have an agricultural degree in order to be considered knowledgeable enough, or have a passel of highly-paid professionals at your beck and call. It merely means that

Continued on next page

Hobby Losses

Continued from previous page

a profit-seeking business is more likely to obtain the knowledge they need in order to increase profits by saving money on costly operational mistakes which could be avoided with knowledge.

7. You made a profit in similar activities: In other words, if you had a profitable sheep operation or successfully (and profitably) raised llamas in a former venture, you would be more likely to be pursuing a profit-seeking venture with your goats. You know the drill; you did it once; you can do it again. This one is tough to plan for. Either you did or you didn't.

8. You make a profit in some years and how much profit you make:

What the IRS is getting at here is creative tax planning to satisfy the three-out-of-five year rule. They don't like this. For example, you "arrange" your deductions and income so that you have losses of \$5,000 for two years and then show profits of \$25 for the next three years. In such a situation, unless you could make a very convincing argument, the IRS would probably ignore the three-out-of-five year rule and look at other factors to make its determination.

9. Profiting from appreciation of assets used in the activity:

There have been court cases where long-term loss-creating businesses were considered profit-seeking due to a bigger picture item. A ranching operation, where the assets (usually real estate) increase substantially in value so that the combination of the business losses and the gain on the real estate gave the rancher an overall profit have been held to give the business a profit-seeking label. This is a long term approach and more difficult to argue when the real estate has not been sold. In using this argument, you would also need to separate your property into the personal use portion and the business-use portion.

10. Personal pleasure or recreation: Don't have fun and losses at the same time. You can, however, have a good time in the profitable years.

If you do get called upon by your friendly IRS representative to support your position that your venture is indeed profit-seeking, knowing the "Whethers" they

"What do you mean, I'm eating up the profits?"

Steve Hachenberger's pampered wether, The Whiting.
Photograph by Steve Hachenberger, Castle Crag Ranch.

are looking for should help you to defend your position. However, the best approach is to address the issues above before they become issues with the IRS. In most cases, the above ideas for making your business *appear* more profitable, should *make* it more profitable! And, the best way of all to avoid this whole messy issue, it to actually make money with your goats.



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Why Do I Really Prefer Goats? (The Secret is Out)

By Linda Cortright

The country fair season has begun here in the East and as I travel from various events either with my goats or my spinning wheel I am often plagued by my conscience gnawing at me to tell the truth. Do I dare tell those questioning faces the real reason why I raise cashmere goats?

Occasionally, when I find myself at some tedious cocktail party, or while waiting in the dentist's office, perhaps even while the guy is changing the oil in my car I am asked why I raise goats. I am oh-so tempted to give a cheeky response and say I do so because I was looking for a way to lose a lot of money over a period of time; or, I'm hoping to permanently injure my back and destroy my patience while doing it.

Then I think that sounds a little harsh. Perhaps I should tone it down and say I don't believe in those get rich quick pyramid schemes and cashmere goats seemed like an honest way to really build some capital. Then I realize I couldn't possibly get through the sentence without spitting from laughter.

I've thought about just telling people that they were part of a 4-H project. But I have no children and eventually word would get out and folks might wonder if maybe I really did have children at one point and just kept the goats and got rid of the kids.

So back and forth the questioning goes and inevitably I come up with some terribly cerebral and heart-driven reason for raising these animals and folks are duly satisfied and continue meandering through the fair towards their next plate of fried dough.

However, the other day, it finally happened. I actually divulged the real reason I raise cashmere goats and the other person still hasn't recovered. I enjoy just about every animal you can raise on a farm. I like cows for that wonderfully peaceful way they chew their cud. And that enormous tongue that must really hurt like the dickens when they bite down on it wrong. I like seeing a small gathering of them lying down in a field and wonder if it really is going to rain.

I think horses are great and if given the choice between grooming a horse and trimming a goat hoof, well, let's say the horse wins hooves down. There are all types of really silly looking chickens that I think would be marvelous to festoon the barnyard with and I particularly adore the idea of having a peacock. And then again there is the option of raising a few pigs because I admire any animal that spends its entire life so thoroughly focused on one thing: eating. I'm afraid sheep were never in the running because try as I might, they all look alike—really they do. And, I've never seen a sheep do a single interesting thing, ever.

So, do the goats win because of their engaging and

inquisitive minds? Their ability to leap small barns in a single bound? The fact their IQ is higher than some of my neighbors? No, the real truth behind raising cashmere goats is their poop. It's that simple. Every now and then when I get tempted in a weak moment to acquire some darling little calf, I stop myself and say, "No Linda, this sweet animal is going to grow into one of the largest manure machines you could ever imagine."

And the same holds true for owning a horse. I've spent plenty of hours mucking out stalls and even Williams Sonoma couldn't carry a tool to make that job enjoyable. As for cleaning up after chickens—yuck! Chickens poop at a rate so fast they could put Federal Express out of business. Fortunately, I have never cleaned up after a pig but my guess is that if the amount that gets taken in the front end is any indication of what's coming out the back end, then I don't want any part of it.

But with goats, why, it's nothing more than those easy to scoop, non-smelling, perfectly formed little berries that coming ping out from their tail that makes emptying the kitty litter box look like a job for the backhoe. I can clean my barn so easily I am embarrassed. And since a large part of farming any animal is focused on food, either acquiring it or removing it, I think goats are the perfect pet.

So, when I finally broke down and told my friend that the real reason I raise goats is because I can handle the clean up without benefit of heavy equipment or an inhaler he looked at me with some concern.

"Well then," came the response, "why don't you raise dairy goats? Make money? Make cheese? Buy some Saanens and get rich quick?"

And of course at that point I really had to show my cards and respond with, "Too lazy!" I barely manage to brush my teeth twice a day let alone milking a herd of engorged goat udders on a regular schedule.

So now I've finally confessed. I can continue on my merry fair travels professing total devotion to my animals and my hedonistic love of their fiber. Those questioning faces will think I am just another hard working, honest farmer who is committed to her herd. And after all, isn't that the real truth anyway?



Will Linda C. be able to tell this child that the best thing about this goat, is what comes out the south end?

Cashmere Goats at the Evergreen State Fair Monroe, Washington-August 27 - September 1, 1998



Young people showing cashmere goats at the fair. After watching the NWCA Goat Show in September, it seems these kids' goats are exhibiting some of the same great goat moves the adult showmen have to deal with.

This is the third year that the Snohomish County Goat 4-H Clubs have shown goats, and in that time, they have grown from one club to four. The four 4-H clubs participating in this year's fair were: Greensleeves (Leader - Allene Beath), Country Cashmere (Leader - Kay Keller), Twitch-N-Time (Leader - Deanna Swanson) and Cook-N-Critters (Leader - Steve Lyng. The 4-H Cashmere goats Project Director is Grace Mydske.

1998 Cashmere Goat Person of the Year trophy went to Ashley Lynch for promoting Cashmere goats at the County level, mentoring new members, attending and helping at club and County levels and for fund raising.

Cashmere Goat 4-H members also entered judged contests with written and oral presentations, fiber judging, informational posters, a quiz down and crafts.

This year's goat show competition was judged by Lisa Zietz. The winners were:

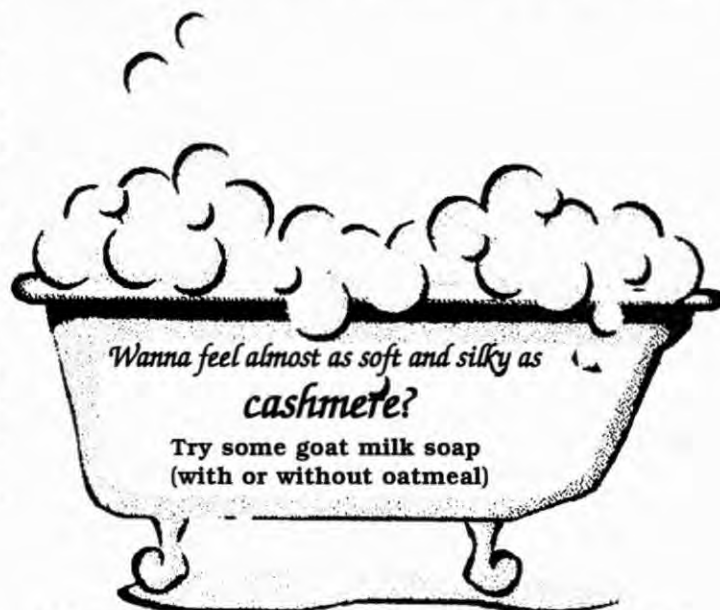
Doe Kid Champion: Kristi Everly, "Cila"
Doe Kid Res. Champion: Tawny Jonas, "Latte"
Yearling Doe Champion: Tawny Jonas, "Haddasah"
Yearling Doe Res. Champion: Kris Mydske, "Ebony"
2-3 Yr Doe Champion: Ashley Lynch, "Alice"
2-3 Yr Doe Res. Champion: Tawny Jonas, "Asia"
4 Yr Doe Champion: Sarah Allen, "Pelé"
4 Yr Doe Res. Champion: Tawny Jonas, "Elbe"
Top Doe Grand Champion: Sarah Allen, "Pelé"

Top Doe Res. Grand Champion: Tawny Jonas, "Asia"
Wether Kid Champion: Ashley Lynch, "Snickers"
Wether Kid Res. Champion: Ashley Lynch, "Elbe"
Yearling Wether Champion: Michael Everly, "Rocky"
Yearling Wether Res Champ: Ashley Lynch, "Midnight"
Sr Wether Champion: Kris Mydske, "Bullwinkle"
Sr Wether Res. Champion: Joshua Lyng, "Blueberry"
Top Wether Grand Champion: Michael Everly, "Rocky"
Top Wether Res Grand Ch: Kris Mydske, "Bullwinkle"

Fitting and Showing:

Primary (Kindergarten - 2nd grade)
Novice Junior Champion: Kristi Everly, "Cila"
Novice Junior Res. Champion: Andrew Lyng, "Megan"
Juniors (3rd - 5th grade)
Champion: Radiance Neal, "Petunia"
Reserve Champion: Michael Everly, "Rocky"
Intermediates (6th - 8th grade)
Champion: Kris Mydske, "Ebony"
Reserve Champion: Ashley Lynch, "Corry"
Senior (9th - 12th grade)
Champion: Jennifer Donelson, "Molly"
Reserve Champion: Jessica Swanson, "Shoobear"

Gr Champion Fitting/Showing: Kris Mydske, "Ebony"
Res Gr Ch Fitting/Showing: Radiance Neal, "Petunia"



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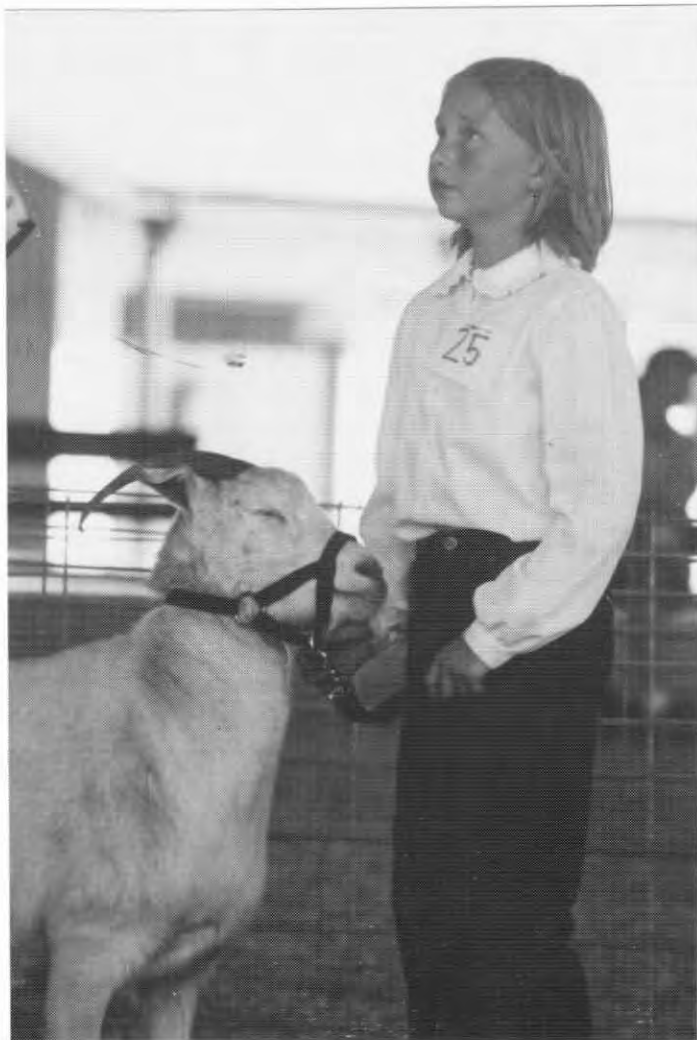


**The Trials and Tribulations
of Showing Goats
at the Fair**

**The expression on the face
of the handler
says it all...**

Photographs by Michael Keller

**Tawny Jonas with her doe,
Hannah at the Evergreen State
Fair, Monroe, WA**



Calendar of Events

Association Contacts

October 23 - 25, 1998

Stitches

Valley Forge Convention Center, PA

Cashmere American Coop will have a booth.

October 23 - 25, 1998

PCMA Business of Cashmere Conference IV

Bozeman, Montana, Holiday Inn Convention Center

For information, Contact PCMA at 406-683-5445,

ann@MontanaKnits.com

October 26 - 28, 1998

Fiber Classing Seminar with Ann Dooling, Pioneer Mountain Farm, 3299 Anderson Lane, Dillon, MT 59725. \$150, includes 3 night's lodging and meals. Limited to 13 participants. For info: Ann Dooling 406-683-5445.

November 19 - 21, 1998

Ninth Annual TCA Show & Sale & Jr. Meat Goat Show, Brownwood, TX

November 13 - 15, 1998

Kid 'N Ewe (9th annual) Central Texas Wool Market, Blanco County Fairgrounds, Johnson City, Texas. Demonstrations, fiber arts displays, vendors, animals, sheep and goat shearing, lamb dinner with fashion show and auction. For info and tickets: Tara Wheeler (evenings) 512-288-9845, Mary Carol Buchholz (evenings) 512-858-7920.

January 16, 1999

5th Annual Pygora Goat Show & Fiber Frenzy The Armory Building, Washington County Fair Complex, Hillsboro, OR. Fun, fiber, fleeces, vendors, goat show, demos! 10 am - 5 pm. Free admission. For more info: Lisa Roskopf: 503-985-3331, Jackie Liner: 503-623-2376.

May 29, 1999

Back of the Wasatch Fiber Festival

Featuring llamas, alpacas, sheep, stockdogs and everybody's favorite: goats!

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Cashmere America Co-operative

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Marti Wall (Washington) 360-424-7935

Cashmere Producers of America (CaPrA)

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North West Cashmere Association (NWCA)

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Texas Cashmere Association

Dee Broyles, President

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Wild Goat Women

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Shahtoosh Fibres

By Prof. Kenneth D. Langley, USA

Introduction

Very fine diameter fibres, known as Shahtoosh, are used in the production of Kashmiri shawls, including the famous ring shawl, so-called because the shawls can be pulled through a finger ring. However, the trade in Shahtoosh is illegal.

Survey of Literature

In early works describing the analysis of cashmere and other down producing animals, Young (1,2) mentioned ring shawls, and speculated that the fibre came from a goat. In that study, over 100 fibre samples were tested, one of which was described as Shah Tosa super fine cashmere. These had a mean fibre diameter (MFD) of 11.45 microns. The standard deviation (S) and coefficient of variation (CV) were 1.78 microns and 15.55%. This compares to MFD=13.10 microns, S=2.50 microns, CV=19.08% for the finest Chinese cashmere in that study. It also was noted that the fibres' scales has an appearance different from that of cashmere. However, at that time, the connection was not made between those very fine fibres and the ring shawls. Now it has been established that these shawls are made from fibres called Shahtoosh, the undercoat of the Tibetan Antelope.

The Tibetan Antelope is the common name for *Pantholops hodgsonii*, 1834, Order Artiodactyla/ Family Bovidae (3). It is also known as Chiru and Orongo. The animal lives in the Chang Tang plateau of northern Tibet at an altitude of over 5,000 metres in herds numbering about 2,000-8,000 (4). The mean shoulder height and weights of adults were reported as 94 cm and 36 kg. (5). The animals are killed for their fibre (approximately 150 g per animal) which reportedly has been shipped through Nepal and then to Kashmir for spinning and weaving (4). The commerce of this fibre is illegal under the Convention of International Trade in Endangered Species of Wild Fauna and Flora (CITES).

The World Conservation Monitoring Centre (6) maintains a Red List, which gives *Pantholops hodgsonii* Vulnerable status (<http://www.wcmc.org.uk>). This animal

also has been placed on the World Wildlife Fund list of the nine most threatened species by illegal and unsustainable trade (7). The *Pantholops* are closely related to the Saiga Tatarica of which there are two subspecies, the saiga Antelope whose range is Mongolia and China, and the Russian saiga Antelope of Siberia. Examples of both Saiga subspecies are maintained by zoological societies (8).

Fibre analysis

We examined reference samples of Shahtoosh fibre, colour light brown. The diameter measurements of N=500 fibres, using projection microscopy produced the following statistics which are close to those of Young (1952):

Mean fibre diameter 11.55 microns
Median diameter 11.25 microns
Standard deviation 1.99 microns
Coefficient of variation 17.21%
Minimum diameter 6.25 microns
Maximum diameter 16.25 microns
Skewness -0.0963

It can be confirmed that the scale structure differs from that of cashmere: Shahtoosh has an irregular waved mosaic pattern, with a mean scale length of approximately 18.8 microns (5.3 scales/100 microns), S=2.36 microns, based on sample size N=100.

References

1. Young, S.S., Cashmere and the Undercoat of Domestic and Wild Animals
2. Burns, R.H., v-Bergen, W., Young, S.S., Cashmere and the Undercoat of Domestic and Wild Animals, J. Text. Inst., Vol. 53, No.2, T45-68, Feb. 1962.
3. Anderson, S., Jones, J.K., Ed., Orders and Families of Recent Mammals of the World, John Wiley & Sons, 1984.
4. Schaller, G.B., Snow Antelope, In Natural History, Museum of Natural History, New York, May 1996.
5. Schaller, G.B., Mountains Monarchs, University of Chicago Press, Chicago and London, 1977.
6. Chapman, M., Private Communication, World Conservation Monitoring Centre, Cambridge, UK, 22 October, 1997.
7. World Wildlife Fund, Most Endangered Species, <http://www.wwf.org/species>, 1997.
8. ISIS, ISIS Abstracts, <http://www.world zoo.org/abstract>, 1997.

SHAHTOOSH SEIZURE IN THE U.K.

On February 19, 1997, police seized 138 shahtoosh shawls, valued at approximately \$500,000, from an exclusive Indian-owned jeweler's shop in London's West End district. Ashok Kumar, vice president of the Wildlife Protection Society of India, identified the shawls for police. The illegal cache, seized from a well-known major trader in shahtoosh, is the largest ever reported outside of India.

Shahtoosh, the wool of the Tibetan antelope (*Pantholops hodgsonii*), or Chiru, meaning "king of wool," is aptly named. It is one of the most expensive, rare, and luxurious natural materials on the international fashion market today.

Commercial trade and hunting of the Tibetan antelope is strictly prohibited. The species is listed on CITES Appendix I and included in Schedule 1 of India's Wildlife (Protection) Act of 1972. These provisions, however, have not prevented significant international commerce in the Tibetan antelope, and wide-spread hunting to satisfy international consumer demand for shahtoosh wool is still the most significant threat to the species.

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...Old African proverb

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...Karen Triplett, Harvest Moon Farm

"Crabtree and Evelyn goat milk soap will remove the buck smell from a fleece."
...Tom Dooling, Pioneer Mountain Farm

"From the errant goat files comes this item from the *Humbolt Beacon* in Northern California. It's in the Fortuna police report: 3:20 p.m. Loose goats were escorted back to their residence on Church Street where they were informed that they had been very baaaad."
...*Salem Statesmen Journal*, 5/28/98

The Deadlines:

Articles, photographs, advertising and other information submitted must be received by the 25th of the month prior to magazine issue date.

If you need assistance designing or laying out a display ad, or fine-tuning an article, earlier is appreciated.

Lisa's ad

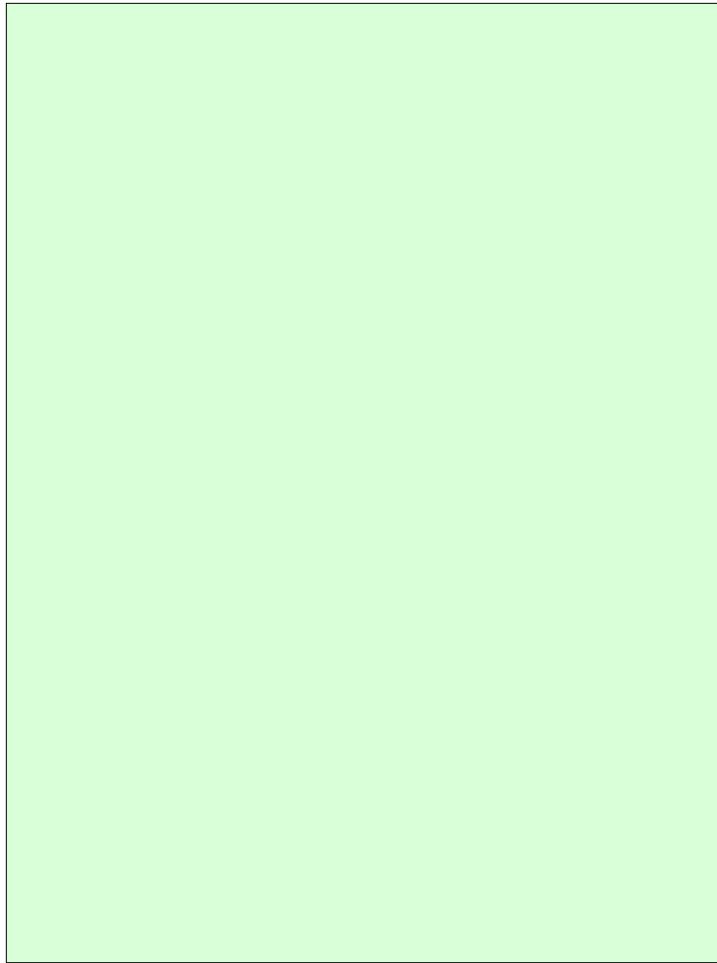
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