

CASH MIRROR

Volume 10, Issue 11

August 1999

The monthly magazine devoted to cashmere goats and their fiber



Breeders Showcase Issue

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The *CashMirror* welcomes contributions of articles and photographs. Submissions may be made by mail, fax or e-mail.

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Cover photo: Linda Fox

"Hunks on the hill."

**SMR Austco Hello (right) and his son SMR The Kapok Kid (Elvis)
Smoke Ridge Cashmere, Choteau, Montana**

Henry

HENRY
Castle Crags Ranch, Hamilton, MT

The hectic summer is almost over
And you are looking forward
To a little slower winter pace
Just around the corner.
You settle down in the hammock
With that new novel
You've been meaning to get to
All summer

and...
What is that familiar smell
Rolling down the hill
With the wind!??

The Boys Are Back!

Not that they were ever truly gone,
Of course.

You could pretend they were gone,
Sequestered away
In that far pasture,

Keeping their disgusting habits
And often less-than-ideal smell
Far from impressionable children
and

Discriminating adults.

But now,

Like it or not,

We need to

Bring them down,

Feed them up and

Check them out.

It's time to

Dust off (or create)

That fall breeding plan

And get ready for

The breeding season.

Which eager doe gets which disgusting buck?

And do we need to go looking

For new sires for our herd?

Here to help you in your quest is

The 1999 *CashMirror* Breeders' Showcase issue.

So, settle down, preferably upwind of the bucks,

And enjoy your 1999 Breeders' Showcase issue!



NPC MIDNIGHT ELVIS (right), NPC RUSTY
Photo by Northern Pines Cashmere
Cambridge, MN



J & K TORO
Photo by J & K Cashmere
Park City, MT



MUFASA
Kellers Kritters
Arlington, WA
Photo by Michael Keller



RUSTY
Photo by Breezy Meadow Cashmere Farm, Bellingham, WA



COPPER KING and friends
Castle Crags Ranch, Hamilton, MT

Reflections

by Linda Fox

The Story of Runner and Tippy

I recently spent five days at Smoke Ridge Cashmere, in Choteau, Montana, the home of Yvonne Zweede-Tucker and Craig Tucker. This was my first experience on a large goat ranch. I had mentally prepared myself for a different level of dealing with goats. I assumed that if you have 1,000 goats, there would probably always be numerous medical problems needing your attention and possibly even goat deaths on a daily basis.

On our ranch tour the first day, we had to tend to two under-the weather goats. Tippy was an open yearling who they discovered, two days before I arrived, on her feet, going around in circles and bumping into fences. Yvonne had moved Tippy to a smaller pasture with a group of bottle babies so she could be treated and watched. Yvonne suspected polioencephalomalacia, a nutritional/metabolic disease of ruminants. This disease is suspected to be either a thiamine deficiency or an inhibition of thiamine activity. Yvonne had been treating Tippy with an antibiotic and Vitamin B. When I arrived she was eating and drinking well, but couldn't stand up for long. The first day, we gave her a shot, stood her on her feet several times and made sure she had food and water.

Runner, the second goat getting extra assistance had been born three days before I arrived. She and a twin sister had been born early in the day and appeared to be doing well. That evening, a neighbor's son stopped by the house to let Yvonne know that one of her goats was loose near the road. Yvonne found little Runner near the road. Yvonne didn't know what had happened, but Runner had travelled nearly 1/4 mile east and had managed to get through a stock panel fence and across four hotwires. She put Runner back with her mother and sister and saw her nurse.

The next morning, Yvonne found Runner on the other side of the fence again. She had apparently spent the night with seven, 40-lb. guardian puppies and was showing signs of wear. One of her ears had been chewed and there was a small puncture wound underneath her tail. She was weak, cold, unable to stand and, although there did not appear to be any injuries to her eyes, it looked like she was blind. Yvonne took her to the house for feeding and care. She stole milk from the mother to feed Runner from a bottle. When I arrived, Runner was a little better. Yvonne had treated her wounds and given her an antibiotic and vitamins. She could stand for a while if we propped her on her feet, but she still couldn't see.

The next morning, Runner was still wobbly, but we



Yvonne and Runner—three days old.

wanted to get her back to her mother's care as soon as possible, so we fed her and took her back to her mother and sister. Later in the day, it was clear that the mother would not accept little Runner back so we returned her to the box in the house. For the next few days, we gave her more of the alphabet (more vitamins) and fed her. The last day I was there, we built her a small pen and shelter near the house so she could catch some rays and nibble on weeds. She seemed pretty normal and could obviously see somewhat, but she still occasionally bumped into things.

Meanwhile, Tippy wasn't improving much, so the day after I arrived, we moved her to a small pen in the garage for closer scrutiny. Yvonne remembered another doe they had several years ago who they suspected of having grass tetany and had been showing some of the same symptoms, so we began giving Tippy a calcium and magnesium supplement. After a few days, Tippy seemed to be a little stronger on her feet and was getting bored with the indoor pen, so Yvonne moved her to a larger outdoor pen.

When I left Smoke Ridge, Runner seemed to be doing well except for her eyesight and Tippy was able to stay on her feet for longer periods of time.

A week after I returned home, I talked to Yvonne. I was almost afraid to ask about Runner and Tippy. I realize that you certainly can't save them all and I was quite impressed that someone with 1,000 goats had medical problems with only 2 during the five days I was there.

Yvonne explained that the funniest thing had happened. She felt that Runner had needed more space so she had dumped her in the larger pen with Tippy. Later, when Tippy and Runner were put back with the herd, they were a team. Tippy seems mostly normal and Runner stays happily at her feet. Yvonne describes Runner as still "a couple of french fries short of a Happy Meal" but said that she is doing well.

I had been very tempted to pack up Runner and bring her home with me, but I'm glad I left her for Tippy.

Cashmere 2000

By Paul G. Johnson

Cashmere 2000, Inc. (C2K), formed one year ago, is an agricultural development corporation in Montana, of which Tom and Ann Dooling are substantial stockholders. Tom and Ann Dooling, well-known for their Pioneer Mountain Farm and Montana Knits ventures are enthusiastic about this new and exciting venture. The purpose of C2K is to build up the production of US cashmere, not by 100's of goats, but by 1,000's.

With a nucleus "purebred" buck herd and 3,000 Texas goats which were carefully selected for cashmere production, the corporation plans on building a substantial herd of cashmere-producing does.

A second purpose of C2K is the production of a large, steady supply of meat goats. A division of the corporation called "Chivo Montana," (Spanish for "goat of the mountain") has been formed for the purpose of marketing these meat goats. It was felt that marketing the meat would require the focused attention of a separate corporate division. Per Tom Dooling, "agricultural marketing" is an oxymoron. Agricultural people don't always do enough about marketing goats. The Chivo Montana division will be currently working on developing markets for their product. Tom believes that the meat market is huge and it will be impossible to produce enough goats to satisfy it.

Feeding and housing this large number of goats will be possible by contracting them out for weed control. Grazing goats is coming closer to acceptance by larger ranching operations. Millions of acres in Montana alone won't now support anything except goats. Many parts of the region have been increasingly infested with spotted knapweed, leafy spurge and other noxious weeds. C2K utilizes the benefit of weed control to landowners while providing forage on non-owned land for the large number of goats involved. Currently 100,000's of acres each year are lost to weeds in Montana and the problem is becoming worse. This translates to million of acres of public and private land, unavailable for other uses, but perfect for weed control/goat feed.

Besides the spotted knapweed and leafy spurge, there is a long list of weeds which goats will eat including sagebrush and volunteer pine seedlings. The Forest Service calls these volunteer pine seedlings "dog hair" which grow much too thick to properly grow trees and they choke out all other vegetation.

To contract out goats for weed control duty, C2K has had to first convince ranchers that goats are a better

solution than other biological or chemical treatments. Convincing ranchers that goats are better than chemicals is hampered by the fact that the government now underwrites part of the cost of chemical application, but will not assist with a solution involving goats. Part of the reason is that this just hasn't been done before. Another reason is that chemical companies have lobbyists; goats don't. Another issue has been the recent introduction of various "bugs" (bio-controls) on the market which eager ranchers have latched onto for a solution for their weeds. Their use could potentially result in the development of resistant weeds or "bug" mutations with unexpected side effects.

A costly obstacle is fencing. Often there is little existing fence which usually needs to be upgraded to hold goats. Every leasehold would have a different situation to prepare it for holding goats.

Despite these obstacles, C2K has prevailed and currently has contracts with two landowners near Helena. There are now 3,000 goats located on two ranches which are being managed by Joe Dooling, Tom and Ann's son. A llama and a llama/alpaca cross are currently on location as guardians. Per Tom, the llama/alpaca cross, Spike, has the temperament and aggressiveness of a junk yard dog.

The venture will breed these does with selected cashmere-producing bucks bred by Pioneer Mountain Farm. These bucks are currently located at the Dooling ranch, but will soon be transported to the other sites. It is expected that most of the doe kids born will be retained. All male kids will be castrated for the meat market. These wethers and cull does will be sold as meat by the Chivo Montana division of the corporation. Tom noted that, unlike sheep, the older goat has as much value in the meat market as the younger animals.

Continued on next page



Part of the buck herd waiting patiently at the Dooling ranch for their trip to the C2K herds.

Cashmere 2000

Continued from previous page

At shearing time 2000, the venture expects to have over 4,500 goats to shear. They are already planning for the shearing event with a portable shearing system which will enable bringing the shearing equipment to the goats at the various ranches. A 40' - 50' trailer containing shearing stands is being built. One side of the trailer will open into a tent for sorting and bagging sheared fiber. It is anticipated that the goats will be pre-classed, sheared by color and fleeces baled by class and color all on the ranch site. There has been no culling for fiber yet; this will be done at shearing time.

In the beginning, cashmere development will be based mostly on buck selection. Later, when the desired herd numbers are obtained, additional methods may be used. For breeding, C2K will use a high ratio of bucks to does (one buck to each 25 or 30 does) to enable a shorter breeding and birthing season. The doe herds will be difficult to move when they are kidding. A shorter kidding season will allow the herd to be moved to new forages more quickly. A group of bucks will be placed at each site for breeding. Earlier generations will be quickly moved out to improve genetics and increase the amount of marketable cashmere. The corporation will not generally sell breeding stock.

Initially, all the fiber will be sold to Montana Knits. When and if this market is filled, other markets for cashmere

will be sought. More cashmere may allow the company to develop additional lines of cashmere. Currently there are only five lines—cashmere in white, gray and brown and cashgora in white or colored. An increased supply would allow additional colors to be kept separate as well as to create separate lines for fine fibers—for example, perhaps a superfine white line.

As noted, the corporation already has grazing contracts worked out with ranchers and the enterprise is off and running. Public events for ranchers and governmental people are being planned for additional exposure to the concept. The year 2000 shearing season should see a dramatic increase in U. S. cashmere production. The year 2000 is shaping up to be an exciting year for C2K and for the North American cashmere industry.

Instructions for Submitting Fleeces ECA's 1999 Fleece Competition at Virginia State Fair

Date of Judging: September 28, 1999 **Judge:** Bob Buchholz
Competition Groups: Kid fleeces, 2nd and 3rd fleeces, 4th fleeces and beyond (age groups subdivided as bucks or does, combed or shorn, for a total of twelve classes). Prizes will also be awarded for best combed and best shorn fleece.

Packaging: Pack each fleece in a plastic zipper bag if possible. (Bags with sliding zippers will help Christy.) For large, shorn, buck fleeces, use whatever works. Do not write on the fleece bags or include any suggestions for the judge. Insert a 3 x 5 card in each fleece bag with the following information: your name and address, the goat's sex, name, number, herd code and date of birth. Indicate whether the fleece was combed or shorn. (Remember that the goat carries the herd code of the farm where he or she was born.)

Insert in each box of fleeces a self addressed 3 x 5 card which will be used as mailing labels for fleeces that are not picked up at the fairgrounds. Fleeces will be returned by U.S. Postal Service, first class mail, unless another mail service is requested.

Payment: Check to the State Fair of Virginia \$1 for each fleece.

Mailing: Mail fleeces to: Christy Proost, 7417 Hoofprint Lane, Mechanicsville, VA 23111

Deadline: Fleeces must reach Christy by September 15th. Absolutely no fleeces can be hand carried to the fair.

Northern Pines Cashmere



NPC Midnight Elvis

Combed 1997 Bucks
at this years NWCA fiber show.

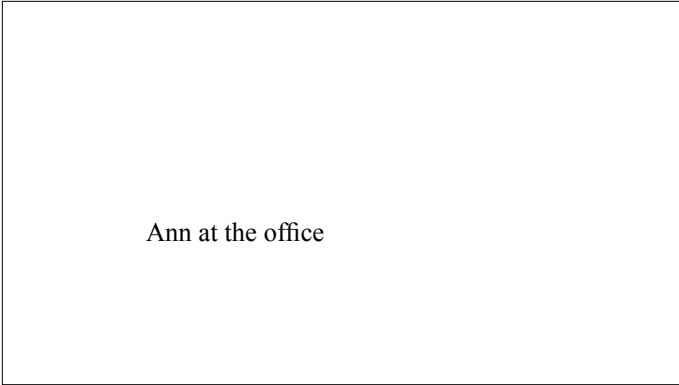
Also offering for buck service
NPC Rusty (Red) 14 microns and 2+ fine
fiber from his first two combings.

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Bonnie Doble and Debra Mayer
5026 331st. NW Cambridge, MN 55008
612-689-5828 or 612-689-4793

Montana Knits—An Update

By Paul Johnson



Ann at the office

Ann Dooling in the doorway of the Montana Knits' office.

Montana Knits, located near the small picturesque town of Dillon Montana, just past mile marker seven (which is missing) on Highway 41, continues to grow and represent the ultimate in value adding for cashmere producers. Tom and Ann Dooling are doing it all—from raising and shearing their cashmere goats to the design and manufacture of an impressive line of cashmere clothing items which is sold in stores in New York, Chicago, Dallas (Texas), Philadelphia, Washington D.C. and other places. They also sell goods through catalogs and through the internet (at MontanaKnits.com).

The Montana Knits knitting factory is located on the Dooling ranch, just a short walk from the small building which houses the Montana Knits office. Two rooms house the company yarn and finished goods inventory and another room accommodates the washing and drying facilities. All other rooms hold knitting machines and their operators. The plant is well-ordered, but definitely a bit crowded.

The Dooling Border Collie, Jake, follows Ann on her rounds, trying to anticipate her next move in a busy schedule. He also keeps unwanted cats out of the knitting factory and is always ready to retrieve a stick thrown by anyone on the place who will pick up a stick dropped at their feet. Ann does all the designing and pattern creation and manages the knitting factory where six full-time knitters are employed to fill the backlog of orders. The company owns three computer programs for design assistance, but Ann doesn't like them. She hand-draws all her own designs. She has plans for expansion of the dyeing facility—dyeing is now done in large cooking pots on an electric stove in the factory's converted kitchen. She also sees a knitting plant expansion in the near future.

Per Ann, marketing of your products is extremely important and can be difficult. You can't just create a beautiful product; you need to sell it and competition is keen. Marketing takes a lot of time and energy, but Ann finds it fun and interesting. You need to do a lot of networking and development of leads to complete your sales.

Their cashmere clothing lines continue to expand with new styles and designs. The line of baby cashmere clothing has always been an excellent seller. A new line of knitted cotton

garments has recently been added. There has been a strong demand for these new cotton garments, which are hot sellers in the summer months and in warmer climates when the demand for warmer clothing might lag somewhat.

Montana Knits competes on an international level, although they are not selling internationally at this time. With the ready supply of cashmere items imported to the United States, they are always competing domestically with foreign products. Ann notes that there does not seem to be as much competition in the baby cashmere lines. When we were there, Ann was preparing for a trip to New York in August to exhibit at the International Kids Fashion Show.

Montana Knits made national news on Peter Jennings' ABC news show and on 20/20 (twice) when they were sued by French designer Claude Montana for their use of the name "Montana." Montana Knits prevailed and is now free to use "Montana" in their business name without fear. When visiting with the Doolings, we were finally able to see these recent television stories from their video library. They were great! The most recent broadcast on 20/20 was a great story line and film which flipped back and forth from over-dressed Claude and his under-dressed models flitting down fashion show runways fading away to your basic, down-home, no-nonsense goat farmers walking among their herd of cute, fuzzy goats. You couldn't pay to get publicity like this!

Montana Knits will have a new, much-needed, additional supply of cashmere from the C2K venture (see story—page 5), but will continue to buy cashmere from other producers as well.

Montana Knits manufactures goods made of: 100% cashmere, cashmere/wool blends, cashmere/silk blends and 100% cotton. They currently sell beautiful stock and custom-made clothing including sweaters (vests, cardigans, slip-ons, turtle-necks, jackets) socks, bathrobes, dresses, baby clothes, scarves, shawls, hats, underwear, blankets, mittens, and toddlers' and children's clothing.

Montana Knits is a great example of a good idea followed and pursued. They have found a market which they obviously enjoy. Hard work and investment added to Ann's creative and marketing abilities have allowed them to pursue their dreams and provide an inspiration for us all.

I'll bet they didn't realize, when they bought home their first herd of cashmere goats that they would be selling cashmere garments in New York. Maybe one of these days, they'll even get a chance to meet Claude Montana—Or will it be the other way around?!

J & K CASHMERE

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KATHY SUMTER-HAMAN

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1999 prices: \$32.50/lb. yield for white fleeces

\$30.00/lb. for colors, \$7.50/lb. for cashgora

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*We can help put your goats' coats in an
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406-683-6761, email: ann@MontanaKnits.com



Leading the way: Fortune sons BPC Invincible and BPC Invictus (Vinnie and Vic). Awaiting their turns: Indomitable, Indiana, Ike, and the other promising lads from the 1999 Kid crop.

The 1999 BPC bucklings were sired by BPC Gaylord, owner of the grand champion fleece in the 1999 NWCA fleece competition or by BPC Fortune, grand champion buck in the 1998 ECA goat show.

Congratulations to BPC Houston, grand champion cashmere goat in the 1999 Estes Park Wool Festival cashmere show. Houston is owned by Susan Shoemaker and Kris McGuire.

Wes and Marilyn Ackley
319 Brock School Road, Buckfield, ME 04220
207-336-2948 ackley@megalink.net

A Case For Shearing Goats

Story and photographs by Marilyn Ackley

Bessey Place Cashmere, Buckfield, Maine

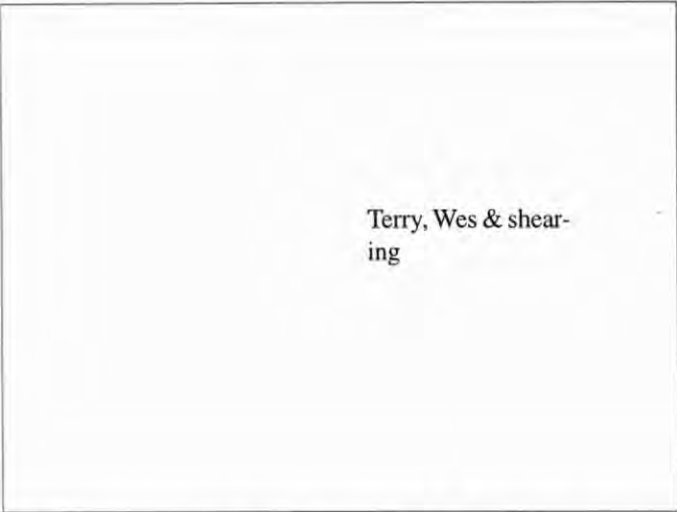
People who comb the cashmere from their goats delight in listing the advantages of their harvesting technique. My friend Yvonne Taylor is a perfect example. I have learned to recognize a certain glint in her eyes when she happens across a new scrap of evidence. There is a moment of silence while she processes the information in her methodical way. Then comes the smile and the triumphant proclamation: "That's another reason for combing!" For some reason people who shear their goats don't have much to say about it. Shearing seems to be taken for granted, not needing or deserving any justification. I am feeling motivated to change that. Each year I see more advantages to shearing. To my astonishment I have found myself muttering, "Ah! That's another reason for shearing!"

Shearing Gets the Job Done

There is no better reason than this one: in a few minutes of delicious efficiency, a goat's annual output is captured on shearing day. I wouldn't dare put this at the head of my list if I hadn't heard The Comber's Lament so frequently through the years. "We've been busy. It's been wet. The goats are caked with mud. I couldn't get to it. Now it's matted. I'll start earlier next year for sure." I comb a few goats each year, so I understand the lament. No matter how few I intend to comb, I fail to do the job completely. Urgent things get my attention, and the combing gets put off one well-intentioned day after another. Combing involves adjusting complicated human schedules around the haphazard shedding process of goats. Shearing, on the other hand, can be set for any convenient day before the fleece begins to shed. If the goal is to carve out a niche for American cashmere, it seems clear to me which method is most likely to get the fleece to market.

Shearing Leaves the Dandruff on the Goat

Most shorn fleeces are almost dandruff free thanks to the timing and the tools. Shearing is usually done before a goat begins to shed when any dandruff is attached to the skin. The shears glide along about a quarter inch from the goat, neatly removing the fleece without touching the skin-level flakiness. Compare combing which is done as the goat sheds and which requires pulling the comb along the skin, gathering down, loose guard hair, and dandruff. Furthermore any tangling that happens during the combing process traps the dander and bits of vegetable fault, ensuring that it will be extremely difficult for a dehairing machine to separate.



Terry, Wes & shearing

Two minutes to a sleek new profile. With Terry Sim wielding the shears, it's almost like a visit at a beauty salon.

Shearing Leaves the Guard Hair Guarding the Down

We call the hair which grows from primary follicles "guard hair" because it guards. A goat is comfortable at sub-zero temperatures because the guard hair keeps the down fluffed, separated, and dry for maximum insulation value. The order imposed by the guard hair makes the down work for the goat. If a fleece is removed by shearing, the guard hair maintains its relationship to the down and continues to guard the precious product all the way to the dehairing machine. Consider the alternative. Combing is stripping the fleece from its natural protection. To lesser or greater extent, depending upon the length of the guard hair and the design of the combing equipment, the down can be broken or matted or tangled with dander, vegetable matter, and guard hair. No dehairer is going to make the breaks and tangles vanish. Broken fibers and snarls will appear as noils in the dehaired product, nasty little lumps. Unfortunately the dehairing process will probably be blamed.

Shorn Fleeces Result in More Valid Fleece Tests

A grower focused on herd improvement needs the kind of data which can only come from objective testing on a randomly sampled full fleece, and a fleece must be shorn to be a full, complete fleece. It is not my mission to decide if fine fibers shed first or last or if necks shed first or last. I do know that even the most zealous comber will start or stop combing too late or too soon to capture the whole season's shedding. Either way some of the finest or coarsest down will be missed and the micron average will be misrepresented. "Objective" testing for yield is notoriously unreliable—unreliable enough that some testing houses won't risk

Continued on next page

A Case for Shearing

Continued from previous page

their reputations by trying. However growers who want a fleece test that includes yield should remember that yield is the relationship between all of a goat's guard hair and all of its down. The yield, the percentage of down in the full fleece, can only be calculated from the weight of a goat's entire output of guard hair and down, and that requires a shorn fleece.

A Shorn Fleece Reveals More Information to a Judge

In 1993 when Hugh Hopkins judged the ECA fleece competition, I dutifully delivered to him the message that ECA's board wanted him to award one grand champion ribbon without considering the harvesting method. He said he would prefer to award separate prizes to shorn and combed animals. Hugh, then the

chief cashmere buyer and classer at Forté and therefore more familiar with combed fleeces than most of us will ever be, went on to explain that a shorn fleece offers much more information about a goat. From a shorn fleece he could discover if a goat carried down on his neck, if the down on the thigh was full length, if the fiber style was consistent throughout the animal, if the guard hair was consistently coarse enough to allow successful dehairing. I remember Terry Sim searching through a shorn buck fleece as though he had lost something in the fragrant mound. When he noticed my amusement at his efforts, he said, "Looking for the neck." That kind of specific information is not possible on a combed fleece.

Naked is Beautiful

Once I would have said that, although shearing has advantages for humans, it's pretty rough on goats. Ask a Spanish goat in west Texas how she feels about shearing, and she'll tell you about having no barn and no fleece and no fun through a period of wind-driven rain. That's a life-threatening combination that my lucky goats don't have to confront. With a little help from their humans, goats do fine naked in Maine. Furthermore they have demonstrated to me that being shorn actually helps them in a variety of ways. Here are a few. The first great trial for a newborn goat is to find a teat and latch on. That's hard enough for a wobbly legged kid without struggling through a curtain of hair. I have trimmed hair from the udder approach zone of combed goats to make feeding easier for kids, but a good February shearing removes the need for last minute damage control. Goats, being adapted to desert conditions, have efficient cooling systems. On hot days they eliminate heat through their horns and by sweating. I don't know exactly where the sweat glands are located, but I do know that goats wearing heavy guard hair during hot weather get really really wet. During a hot spell this summer, my husband took pity on our sole long haired buck, who had not been shorn. Wes went to work with scissors, chopping the hair from the suffering fellow. With the barber episode behind him, he frolicked like a kid. (The one I actually saw frolicking was the goat, although Wes may have shared the celebration.) In fairness I should add that, by midsummer, most combed goats have shed enough guard hair to look as unclothed as the shorn goats. As I look over photographs from previous summers, I find it is impossible to know for sure if some of the goats were combed or shorn. But I think my point remains valid: there are many situations in which shearing helps goats. The trauma of being shorn in February or March when snow storms and sub-zero temperatures are



Does this look like post-shearing embarrassment?
The mantra of bucks with attitude: naked is beautiful.



Freshly shorn bucks take a hike as March winds push around big spring snowflakes.

A Case for Shearing

Continued from previous page

common in my area turns out to be less traumatic than I expected. My goats have access to barns where they can get out of the wind and can burrow into dry bedding for insulation. Dry isn't warm. If it's zero outdoors, it's zero in my barns. Some mornings we find the goats burrowed into the bedding but still shivering. The magic cure is breakfast. As long as food is being processed in a rumen, the goat is essentially a furnace unit, cranking out heat. Stuff hay in the maw, and the shivering stops. Extra calories also help. After they are shorn, our goats begin getting a daily grain ration, just a dessert portion to pop up the calorie intake and generate extra heat. Abundant good quality hay remains the main course. If the weather gets really nasty, and the goats look forlorn in spite of their full bellies, our final defense is The Coats. I won't share the pattern for my coats; they are about thirty percent more elaborate than most people have patience to construct. I was a costume designer before I became a goat farmer, and I inevitably brought my skills and hang-ups to the goat coats: a weather resistant denim layer, a warm wool blend layer, D-ring neck fasteners, nicely turned leg straps, color coordinated bound edges. Lots of the denim is pinstriped, so Terry Sim calls the coats "banker suits." My naked goats may dress like bankers. Other people outfit freshly shorn goats in more proletarian garb gleaned from the Goodwill. Cast off sweaters and polar fleece jackets may not be as durable as my coats, but they will get naked northern goats through spells of fierce weather—as long as the sweaters stay dry.

How do goats feel about dressing up? Our older-wiser goats who have encountered the coats in previous years cooperate graciously, by caprine standards, as we stuff legs into straps and cinch up the neck bands. Need I add that goats cooperate only when they see direct personal advantages? My conclusion: they like their warm coats. The bad news for them is that we don't get out the coats unless late winter offers us a prolonged period of really nasty weather—every second or third winter. Managing shorn bucks is a bit different from managing shorn does. According to our annual goat schedule, by shearing time the girls are putting all their energy into being pregnant. After shearing they shed the stubs of down remaining at skin level, and most of them stay naked until they stop lactating. The bucks, having no more pressing tasks than to eat and fantasize about the next breeding season, waste no time in growing some protective fuzz. This emergency down coat usually gets about a quarter to half inch long and sheds with the first warm weather. It provides just enough protection that the bucks seem pretty pleased to strut about, flaunting

their elegant bodies. With apologies if I am anthropomorphizing, they seem to revel in goat pride. Naked is beautiful.

Double your Income?

Some of the pedigrees which arrived with Australian bucks mysteriously included test results on fleeces weighing well over a thousand grams or nearly twice as much as the other fleeces. I mulled that for a while before I learned that the Australians sometimes shear early fleecing goats twice in a year, taking the summer fleece when it reaches required sale length, knowing that young bucks will hustle to grow a second fleece. Americans interested in experimenting with two annual shearings should remember that winter fleeces tend to be finer and more stylish than warm weather

Continued on next page



Shorn does make great slides. "She may be my mother, but I prefer to think of her as an Olympic-sized mogul."



After shearing there's nothing like a good scratch. Senior guys obviously get first turns at favorite trees.

A Case for Shearing

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fleeces. In fact I have heard that breeder disputes broke out in Australia as people refused to believe that one goat could have produced two totally dissimilar fleeces in one year. According to an article in the June-July 1997 issue of *The Goat Farmer*, New Zealand cashmere grower Andrew James shears young bucks twice each year to develop data for herd evaluation. In ten years of keeping records, he discovered that bucks that produce summer and winter fleeces of similar micron average coarsen very little over their entire lifetime. On the other hand a buck whose summer fleece is several microns stronger than his winter fleece is likely to coarsen too much to be useful in a breeding program. Wes and I have another motivation for scheduling a second annual shearing. Here I must confess that this is a good intention that we have not yet actually acted upon. Our plan is to shear in October any young bucks carrying a full-length fleece. We have observed that bucks who grow their fleeces early also tend to shed early. Our hope is that the fall shearing will trick the winter fleeces into staying on the goats a few weeks longer, allowing us a little more flexibility in shearing to avoid particularly nasty late winter weather. Of course we also like the idea of having two marketable fleeces per buck. Note that this won't work for does. Producing one fleece, two kids, and many pounds of milk is enough work for them. Late summer shearing can also be a technique for increasing the value of fleeces from long guard hair goats. Cashmere America has a fleece category known as SLY, or Short Low Yield. To avoid being classed as SLY a fleece must be 1 1/4" long and must be at least a third as long as the surrounding guard hair. If a goat grows two inch cashmere nestled in ten inch guard hair, it is classed as short low yield because the shipping and processing costs on the hair are high and the yield (the relationship between guard hair and down) is low. However, if that long guard hair is shorn in the fall (after the summer bugs and sunburn danger have passed), the guard hair growth will stay just ahead of the cashmere, allowing full payment for the down. And the grower will pay to ship much less total fleece weight to Texas or to another buyer or dehaireur.

Shearing Causes Divorce?

Scenario #1: A gracious and experienced goat shearer arrives at your house, unpacks well-used equipment, and, slick as smelts, divests your goats of their cashmere coats. Scenario #2: With hearts pounding and palms sweating in ghastly expectation of sliced tendons and minced wattles, you and your spouse tackle the job alone. We're talking serious anxiety. Marriages

at risk. In truth, your first shearing victim (the goat, not the spouse) may emerge with a decidedly punk look, but find me a herd in America that doesn't have a perfect practice goat. Usually the ideal candidate has inch long twenty micron cashgora. It's worth the risk. You can minimize anxiety by seeking reassurance from a friend who has been through it. Many of us who have learned from the experts have home videos to share. Trust that, if your marriage survives the experience, you'll probably be together for life. Equipment? If you think a Shearmaster looks as dangerous as a wood chipper and about as expensive, start with anything that works for you. I have friends who get by with dog clippers; they're slow and probably haven't the power to slice through a really heavy fleece, but they can provide an introduction to the process. If you aren't sure that a particular clipper will work, try it out by mowing a swath along the flank of the neighbors' collie, hip to shoulder. If you and your family members aren't ready to attempt shearing yourselves, call the local sheep shearer. He will probably refuse to listen unless you can convince him that you do NOT have mohair goats. Mohair goats have dense greasy fleece and wrinkly skin, and it is essential to shear areas of their bodies that no demure cashmere goat would even admit to having. Sheep shearers usually struggle to remove the mohair from the hidden parts by wrestling the goats until they submit to standard sheep shearing techniques. Most of my goats are pretty mellow, but there is no way they would agree to being dumped on their bottoms to sit belly up, propped against the legs of a sheep shearer. If your sheep shearer needs encouragement to get that vision out of his head, it might be helpful to show video of an expert shearing cashmere goats by the "go-down" method. When you decide that it is time to invest in efficient shearing equipment so that you can do the job yourself, watch your local swap or sell listing. Some amazing buys do come along. The one absolutely critical piece of equipment is a stanchion, a rig that will convince the goats to stand on their own four legs while the barber event is in progress. You are in luck. Doug Maier of Bellingham, Washington, who advertises in this publication, will be delighted to fabricate a dandy one for you. I have a couple of elderly goats, favorite old pensioners, who have earned the right to hang out with as little stress as possible. I figure that a goat who has offered us eighteen kids and who happens to enjoy being combed, should get that privilege. For the rest: shearing is the only option. I am pleased to add that, so far, Wes and I have not had to add divorce lawyers to our shearing expenses.



Working on a Goat Ranch

By Linda Fox

There are three things you will need to work effectively on a Montana goat ranch in the summer—mosquito repellent, sunblock and 30 hours of energy for each 24 hour day. The first two will be provided by the ranch. The third—you'll just have to do the best you can.

In late July, I volunteered to be a helper for a few days at Smoke Ridge Cashmere, the ranch and home of Yvonne Zweede-Tucker and Craig Tucker, located in Choteau, Montana, which is about an hour north of Great Falls. This is the story of my adventure on their goat ranch.

Wednesday—Arrival

The airplane landed at 10:30 PM. I climbed into Yvonne's waiting truck with my bag. I had been advised to bring only jeans and T-shirts. Yvonne said that we might make it to church on Sunday, but she doubted it. I hadn't packed a dress; I came to work. Yvonne had warned me to not let her stay up yakking all night as we had a full day planned for Thursday, so when we arrived at the ranch about midnight, with our lips reluctantly closed, we dutifully turned in to capture as much sleep we could.

Thursday—The Working Tour

The plan for the next three days was to finish selecting, sorting and preparing 500 does for shipment. The truck was due to arrive at Smoke Ridge early Sunday morning at which time we would load the goats for their 1,300 mile journey to Savannah, Missouri. Knowing the procedures we go through on our place to select, prepare and transport a few goats for only a few miles, I was very interested in how three people could ready 500 goats in only three days. Of course, these chores would be in addition to the normal chores required on an operating goat ranch. Besides the 500 goats to be shipped, 500 additional goats live at the ranch.

Craig and Paul, a hired local teenager, worked putting finishing touches on the handling facility for most of the day while Yvonne took me on a ranch tour. Smart ranch owners do not conduct tours without doing chores as they go and Yvonne is smart. We went to see the corner pasture which contained about half of the 47 bottle babies, a couple of young Boer bucks, and a doe receiving medical attention. The numerous bottle babies were the result of having brought heavily pregnant does to Montana in late February, some of which

Continued on next page



lots of goats

Smoke Ridge Cashmere—A few (hundred) good goats.

Working on a Goat Ranch*Continued from previous page*

had prematur or weak kids that needed a helping hand in the 20 degree weather. Numerous bottle babies are a normal occurrence at Smoke Ridge. We gave the babies grain and medicated the doe and moved her across the creek for better forage. We checked on a large herd of does and kids in another large pasture. This herd included, for the most part, the goats slated to be shipped after sorting out young bucklings and other "keeper" does. We toured the main barn and saw some of the main herd in the pasture near the barn. We visited with the big boys in yet another pasture and then checked on the progress being made at the handling facility. Craig and Paul were being hampered somewhat by the dozen or so bottle babies underfoot their construction project. We made a mental note that it would be helpful to confine all the bottle babies in one area. Even though the babies no longer required milk, many of them were still small and able to squeeze through or go under the regular fences and pens. Besides getting in the way, they were extremely cute and it was impossible to work long without stopping to pat a baby.

A new bottle baby, Runner was contained in a small plastic tub in the basement of the house. She was only a few days old and had become separated from her mother shortly after birth. By the time she was discovered, she was too weak to nurse so she was brought up to the house for extra care. Yvonne had been milking the mother for bottle feeding. Today, Runner was stronger and pretty steady on her feet so we took her back to her mother and sister in hopes that the mother would take over her care. Unfortunately, the mother would not accept the baby so we obtained more milk from the mother and took Runner back to the house with us.

As darkness neared, Yvonne and I took the four-wheeler around the ranch to feed the guardian dogs (7 adult dogs, 7 puppies). We also loaded up the doe from across the creek and set up a pen in the garage for more scrutiny and care. Using the computer, Yvonne designed and prepared a spreadsheet for tracking the

goats as we sorted them. By the end of the day Craig had finished the handling facility so we turned in to get ready for the Big Sort the following day.

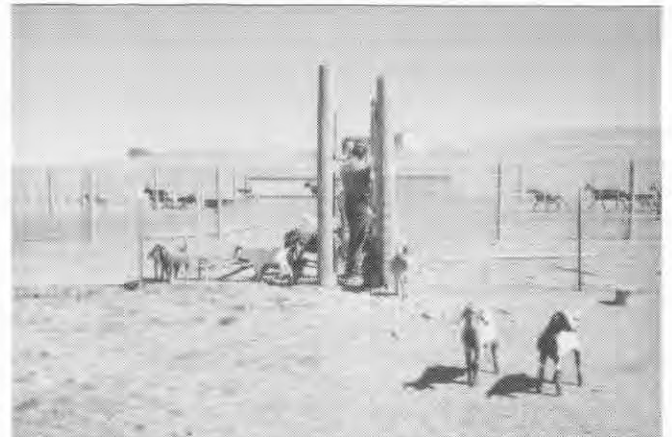
Friday—The Big Sort

Friday was a sorting day. We herded 600-700 goats into the facility pens and planned our sort. The facility is designed as a holding and sorting aid for a large herd. Eight large (64' x 48') pens each contain shelters and water. There is also a big holding yard near the center of the facility. A narrow chute in the middle of the facility contains a holding area for a few goats and gates to shuffle goats from the chute to four small adjoining pens. There are gates throughout the facility to enable movement of goats from the eight large pens and holding yard to the chute area. The chute ends at the edge of the facility. The end of this chute would eventually contain a loading ramp which would terminate at the back door of the semi-truck.

We first sorted the herd into three groups—adult does, doelings and bucklings. The first sort was the most difficult due to the learning curve for the people as well as the goats. There were more goats in each sort group than would fit in the four sort pens, so when

Continued on next page

Part of the herd chomping on alfalfa pastures—if you have very good eyes, you can find the guardian dog.



Craig and Paul, a hired helper, finish the sorting facility while trying not to step on the little ones.

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Working on a Goat Ranch

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our sort pens were full, we herded the sorted goats into adjacent holding pens.

After this first round of sorting, we decided to stop, give the goats a rest and build a pen for the bottle babies. We removed a section of electric fencing which was in the way and constructed a small pasture for the bottle babies using step-in posts and electric poly-wire near the house. The new area contained a small creek which would serve as their water and we moved in a couple of plastic portable shelters for shelter and shade. We chunked in the group of kids who had been following us around for the past two days and gave them a guardian dog for protection.

We then returned to the sorting facility and continued to sort out the doe and doelings groups into "Go's" and "Keepers". Yvonne and Craig's sale of 500 goats was to include 320 adult does and 180 doelings. If we were short in one category, we could make up the difference by substituting with the other category on a pro-rata value basis. Not being sure of exact numbers in each category, our first sort of the doe and doeling group included making a list of them by ear tag numbers. We noted on our worksheet the tag numbers of the Go Does and the Go Doelings. When we were done we tallied our numbers in order to make a decision on how many additional goats had to be added to subtracted from each group in order to make our total numbers come out for the sale numbers required. The goats were easier to handle and direct on each successive pass through the sorting chute. The goats quickly learned the routine as the three of us became more proficient at how to use the facility and work together to pass the goats through efficiently.

We finished our final sort by the light of the moon. We still had work to do to get our numbers evened up, but for the most part, the sorting was completed.

Saturday—Getting Ready for Shipment

The next day, we ran the different groups through the sorting facility several more times, to double check the ones going and staying, to confirm our numbers and to worm them. The Veterinarian also came to do the health check required for goats being shipping into Missouri. We then herded the Keeper Does to the main barn to add them to another herd and let out the Go Does and doelings to pasture to eat. Later in the day, we herded the does back into the facility and ran them through the chute again for worming and one last check. By the end of the day, the goats and us were getting very familiar with the sorting procedures and the sorts became quicker and easier. Also, during the day, we scooped up bottle babies here and there and transported them to their new pasture by the house. By the

Continued on next page



For sorting, first you need to bring the goats into the pens. A 4-wheeler works well as a herding dog.



Entering the sorting chute—from the goat's point of view.



Craig herds a group into the chute. The goats on the outside have already been sorted.

Working on a Goat Ranch

Continued from previous page

end of the day—we finished before the moon came up today—our does and doelings (separately penned) were confined, medicated, fed, watered, counted and ready to be loaded on the truck early the next day.

You would think the day's chores were done, but they weren't. After a quick snack (with a little help from Campbell's), Craig built a loading ramp to connect our loading chute to the truck, Yvonne ran around on the four-wheeler feeding dogs and doing other chores while I tried to stay awake long enough to feed little Runner. I'm afraid I fell asleep long before Craig finished pounding nails on the ramp in the garage and the noise didn't keep me awake for one minute.

Sunday—Shipment

This was the big day! The semi-truck was due to arrive at 7 AM, so at 6 AM we hauled the newly-constructed wooden ramp down to the handling facility and attached it in place. It fit perfectly. We were ready. Harry and Elsie Agee, retired farmers, and neighbors

from next door came to watch the loading.

The truck arrived on schedule and the driver, John, helped us plan for loading. The truck contained ten compartments on three levels. The driver planned for how many big goats (does) and how many little goats (doelings) were to go in each compartment. Two adult guardian dogs were also being shipped, so a place and a loading order were planned for them as well: Wood shavings were placed on the floors of the compartments, hay flakes were placed around the edges and water buckets were attached to the sides of each compartment. The goats were going to be on the road for 24 - 26 hours, and we wanted them to be as comfortable and non-stressed as possible.

The driver told us how many goats he wanted up the chute for each compartment. Each compartment had to be loaded in a particular order as the goats need to be herded through the rear and lower compartments to reach the forward and upper compartments. Some of the compartments had less head room than others and therefore, less ventilation, so smaller goats and

Continued on next page

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98 ECA Fleece Competition - 1st

"He must look like Tom Cruise in the pasture!!!"

-Bronwyn Schutze

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98 ECA Fleece Competition - 2nd

HKL Salem

99 NWCA Fleece Competition - 3rd

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99 NWCA Fleece Competition - 3rd

98 OFFF Goat Show - 1st

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Working on a Goat Ranch

Continued from previous page

fewer goats were to travel in these compartments. Craig and John readied the truck for shuffling goats to the required compartment, spread shavings and stocked with hay and water and herded the goats through the truck to their final destination. Yvonne and I ran the required number of the required size of goats through the sorting chute and up the ramp to the door of the truck. Harry and Elsie tapped sticks on the side of the ramp to encourage the goats to go up the ramp into the truck.

The first goats in each batch were the hardest to get going in the right direction and headed up the ramp. Usually, when there were goats headed in the right direction to follow, the others in the group headed into the truck without too much persuasion. Sometimes, one would turn around and go back and we'd need to reach over the chute and grab it, turn it around and encourage it to go forward again. My job, in addition to herding the goats through the chute to the ramp was to keep the official count of goats going on the truck. This was not an easy job. It was often hard to tell where one goat left off and the next one began when they were bunched and if a counted goat turned around and struggled back through the legs or over the backs of uncounted goats, the count had to be adjusted accordingly.

By 11:30 am, the goats and two guardian dogs were loaded. The dogs rode in separate compartments right along with a group of goats. The driver then filled the water buckets with water. He noted that if you put water buckets in with cows, they'll just look at them; if you put buckets in with sheep, they'll knock them over—if they're not packed in so tightly, they can't move. He was amazed to see the goats drinking out of the buckets immediately. I asked John if I could climb up the sides of the truck and take pictures of the goats inside the upper compartments. He said I could and I was even welcome to open one of the upper doors and climb inside, which I did. Then, he said, "As long as you're up there, Ma'am, how about if I hand you the hose and you can just fill up those upper water buckets."

The goats had quite a bit of room in the compartments and didn't appear too stressed. They bunched up when I was in the compartment to get away from me, but when I peered through the holes to look at them from outside the truck, they were just standing there looking like they were wondering what was next. Perhaps they were relieved to get away from the incessant sorting.

John, the driver, took two of the bottle babies in a crate with him. He said the plan was to take them home with him at the end of the trip, but they would probably be stolen by his nieces.

As the truck pulled out, we sighed in relief. Craig

said, "Well, let's go into town for lunch and then we can come back and band those 250 bucklings."

We met Harry and Elsie in town for lunch and took back roads home for a view of the gorgeous Montana countryside. Fortunately, when we got home, after feeding Runner, we had time for a short nap before the afternoon's scheduled activities. I was happy to learn that they had been kidding about banding the 250 bucklings—not that there weren't 250 bucklings that needed banding—just that we didn't have to do it today!

We went back to the facility to do more sorting of goats. We sorted the bucklings from the does as they had been put back together the day before to herd out to pasture. I was beginning to wonder if Craig and Yvonne weren't just playing with their new sorting equipment, but they assured me this would be the last sort of the day.

We then retrieved the last of the bottle babies from the corner pen and brought them up with the others. Now all the babies were confined in one place—where they could be watched and dealt with as a group. The bucks were then moved up the road to the corner pasture, the dogs were fed and we went to the main barn to check on the main herd and catch a small red kid to take back to its mother in the other herd. After dinner and a movie downloaded from satellite, we were more than ready for bed.

Monday—A Day of Rest (Sort of)

After a late leisurely breakfast, we received welcome news that the truck had arrived and that all goats had been unloaded and were in good shape. The driver had picked up a driving partner in Miles City and between

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Savannah and Scarlett—wondering how to avoid yet another sort—and how to get some of that candy in Yvonne's hands.

Working on a Goat Ranch

Continued from previous page

them, they had driven straight through to Missouri. They had stopped twice to fill the water containers and had arrived at their destination in only 23 hours. The customer counted two more goats coming off the truck than I had counted going on. Knowing how difficult counting the goats had been, I'd hate to say if the count on either end was 100% accurate. I felt good that there had been only a two goat discrepancy.

Feeling exhilarated that the mission had been a success, we headed back to the sorting facility. I forget what we sorted them for this time, but I'm sure it must have been necessary. We let out new mothers and kids to pasture and weaned three bucklings from the group. We set up an outside pen for Runner and played with the bottle babies until it was time to head to Great Falls for lunch and the airport.

I'd like to tell you how beautiful the moonlight flight home was, but I'm afraid I slept through most of it. I dreamed of sorting goats.



Yvonne and Craig spend a few minutes resting in the pen of safely-confined bottle babies—enjoying a view of their ranch and probably planning their next project.



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- #9430 **Logan**—Deep red, 5 yrs., good size, has sired wonderful kids, MFD: 17, CV: 19.2, \$450.
- #9524 **Uther Pendragon**—Medium red, deep bodied, twin, 4 yrs., produced great kids for us, MFD: 17.5, CV 22.6, \$400.
- #9657—White, good sized 3 yrs., MFD 15.6, CV 22.8, \$350.
- #9770—Brown badger, 2 yrs., twin, MFD 16.2, CV 17.4, \$300.

Due to a mysterious opening of gates when we were out of town, we have some promising boys whose father could be.....anyone! These will be sold at a reduced rate.

- #9708—Black, 2 year old twin. MFD 16.2, CV 17.1, \$250.
- #9721—Black badger, 2 yrs., large! MFD 16.2, CV 18.1, \$250.
- #9733—Brown badger, 2 yrs., MFD 15.8, CV 17.6, \$250.
- #9735—Deep red, 2 yrs., MFD 15.2, CV 18.8, \$250.

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Procedures for Large Herds

By Linda Fox

We own a large herd of goats—as herd sizes run in the Pacific Northwest. Compared to the ranchers who *really* raise goats, our herd is minuscule. In order to deal with a large herd of goats and still maintain a life of semi-sanity, you need to do things differently. A few goats can be cornered, caught and “done to” by almost any method and you still will have time to fit in an evening of television. For handling a large herd of goats, you will need a more serious system to manage them. Dealing with large herds can be summed up in two words: planning and infrastructure. Even when dealing with a medium-sized herd of goats such as ours, thinking more in terms of large herd procedures will leave you and your goats more time for other essential chores like eating and sleeping.

Planning

Planning entails devising the simplest and quickest method for each procedure. A plan devised before the event takes place will keep the stress level, for you and your goats, as low as possible. If you have lots of goats, you won't have time to handle each individual goat often so you will want to combine procedures as much as possible. If you are going to shear your goats, you might want to consider vaccinating them, worming them and trimming their feet at the same time. It will take more time to complete the shearing job, but you will lessen the “overhead” time of catching and restraining the animals. You may want to consider enlisting help on goat maintenance days and create an assembly line of procedures for your animals.

The ultimate one-stop management system would be to handle each goat only once per year—assuming your herd can get by with only annual procedures. Once per year, you would catch them, cull and sort, shear, vaccinate, worm, trim feet if required and check them

out. With more intense management, you will probably need to deal with them more than once per year, but with careful planning, you can certainly combine several chores into one event.

You will need to think of your herd in terms of groups rather than individual goats. It is helpful to have a mob of goats who require identical care pastured together. This will eliminate the need for going through the herd to deal with specific goats within the mob.

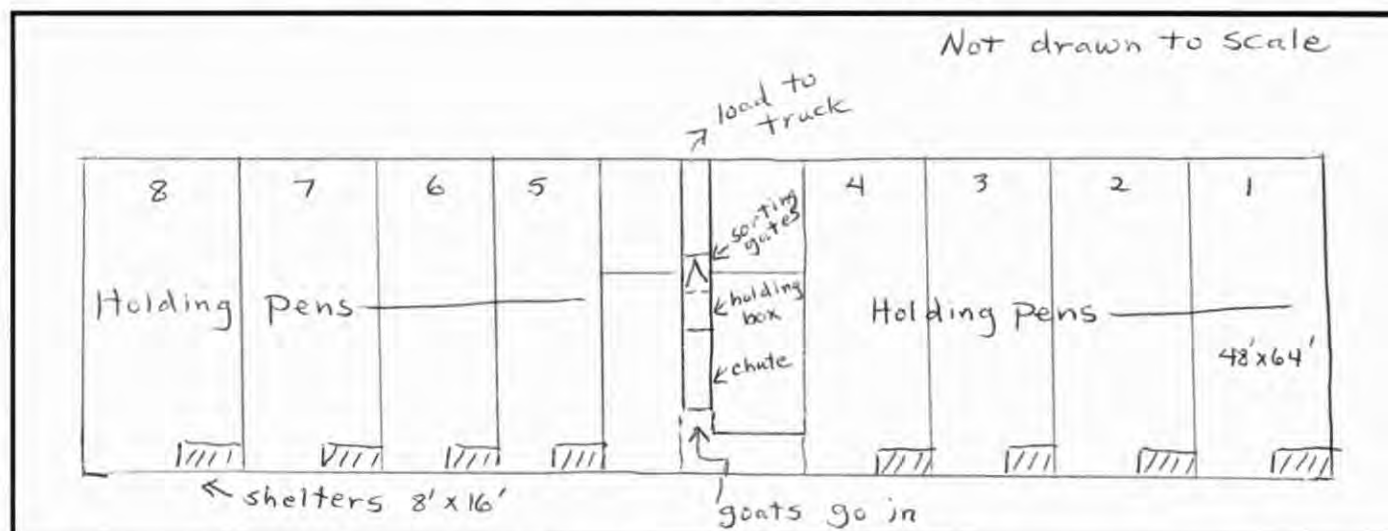
Breeding all does at one time with an adequate number of bucks per doe group should shorten your kidding season. You will be able to set up for and focus on kidding for only a few weeks instead of having the glorious event spaced over several months. A shortened kidding season may stretch the capacity of your kidding facilities, especially if you kid indoors and individually jug, but you will be in and out of nursery detail in a short period of time. Most (if not all) large herds do not individually jug mothers and kids. Mothers are usually allowed to kid outside in the pasture or paddock.

By condensing breeding, the resulting year's kid crop will be about the same age and this will facilitate feeding, vaccination, worming and weaning as a group rather than scheduling chores for individual kids. In our early goat years, trying to track when what kid needed which shot made us crazy—because our breedings were spread over several months. Last year, most of the 50 kids were born over a two week period. We were able to treat the kid crop as a group. Having kids mostly the same age also makes it easier for you to compare the kids with each other.

Infrastructure

This is the big one. Even after you have devised a great plan, when you and your partner attempt to process a pasture-full of triple-digit goats, bucket of supplies in one hand and a great plan in the other, your

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Smoke Ridge Cashmere—The Working Facility

Large Herds

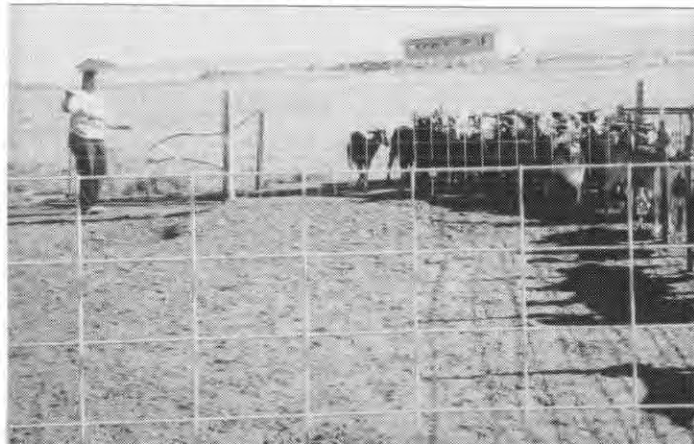
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job will be difficult. When your herd is small, most of your goats are friendly and come right up to you. As the herd grows, you spend less time with each goat. Because they are less friendly, you need a handling facility—something that allows you to restrain goats in smaller groups for scrutiny, confinement and for sorting. A good facility will also give you the means of loading goats directly from it to a waiting truck. The design of the Smoke Ridge handling facility is drawn on the previous page. This facility includes eight large pens and several shelters which double as bad weather homes for the herd. The center of the facility consists of a holding yard, four smaller pens and a chute leading to a holding box and sorting gates. The end of the chute terminates at a ramp which can be connected to a truck for loading goats the facility. Since most of the fencing is constructed of 16' stock panels, they can easily be moved for flexibility and for shuffling goats from pen to pen.

I've seen the barns of several people in our area



A paddock system—a wide aisle surrounded by paddocks on either side. Escaped kids love to play in the center aisle. Photographed at the Dooling ranch.



Yvonne Zweede-Tucker uses "long arms" to move a group of goats into the sorting chute.

Page 20, August 1999

designed using stock panels for temporary pens in the inside of the barn for pens and dividers. This gives you flexibility when you need it and avoids dedicating a portion of your precious barn space for a short-lived use. You can construct or tear down pens as you need to.

Advice from Smoke Ridge Cashmere

I solicited advice for dealing with large herds, from Yvonne and Craig as they have plunged rather quickly into larger numbers of goats. They started their herd with 30 does in 1991. By 1993, they had increased to 100 does plus kids. In 1998, they had 200 does plus kids. When I visited with them last month, they had 1,000 goats and their plan is to generally keep 500 breeding does. They have had to learned quickly how to deal with larger numbers. They feel that their infrastructure has finally caught up with their herd size. Yvonne said construction of infrastructure is often a "chicken and the egg" problem. You need a larger herd to provide the funds to build the facilities, but you need the facilities to handle all those goats.

Good records are important. If you have only a few goats, you will have their history in your head. Smoke Ridge Cashmere is becoming increasingly computerized. Craig has developed a computer spreadsheet which contains vital information on individual goats. Their goat records used to be a combination of paper and heads. Now, records are a combination of computer and heads. To be efficient and accurate with larger numbers, you will need excellent records and these records need to be accessible; you should be able to access them at the working facilities.

Yvonne noted their goals for goat health care have not changed much with increased numbers—vaccination and worming schedules remain pretty much the same, but the manner in which these procedures are accomplished has been improved considerably.

It is easier to apply selection pressure with larger numbers of goats. With only 50-60 kids per year, you have time to make sure every one gets optimal attention. For the ADR's (ain't doin' right), it's easy to justify why they aren't doing well and make allowances for them. Per Yvonne, if you have 500 kids, you're harder on the bottom end. You have to concentrate your time on the best animals and let the worst go or you could spend all your time fixing the "punys". Because you are harder at the bottom, you will be building an animal that is hardier. Also, if you have 75-100 coming yearlings, instead of 15, it will be obvious which ones or which lines are the more productive animals.

An aid in herding a mob of goats is the use of what Yvonne calls "long arms." If you carry a long pole to extend your reach (she uses a long piece of plastic pipe) you will be able to move a larger group by yourself.

Place gates in the corners of pens rather than the center whenever possible. If you have center gates, goats

Continued on next page

Large Herds

Continued from previous page

often bunch up in the corners when you are trying to move them through the gates. Another handling tip: When you're trying to move goats forward in the sorting chute, walk close to the chute in the opposite direction they are headed. The goats will usually walk in a forward direction.

The sides of their sorting chute were constructed of stock panels. When I left, Yvonne and Craig were still debating the advantages of the stock panels vs. solid wooden sides to the chute. The stock panels allowed them to reach through, but solid sides would have the advantage of reducing outside distractions to the goats. It will be interesting to see what they decide on this.

Other Tips From Here and There

A tub filled periodically with a hose works as a watering device. Having the tub go under a fence and serve two or more pens simultaneously adds an element of cleverness. However, these tubs have to be cleaned and refilled periodically and you may have to deal with an algae or mosquito larvae problem. Having an automatic source of water, which will not freeze in the winter months, will aid in minimizing goat care hours. Automatic waterers can be small bowls fed by a hose, kept full by a float or they can be automatic watering nipples which the goats will learn to operate. Goat watering devices can be made freeze-resistant by putting a heating element in a tub and/or by wrapping your source hose or pipe with insulation or heat tape. We saw, what I would believe are the ultimate watering devices at Doolings' ranch. Water bowls, refilled automatically when the weight of the water in the bowl drops below a certain level provides water for two paddocks. A heating element and buried pipes keeps the system from freezing during harsh Montana winters.

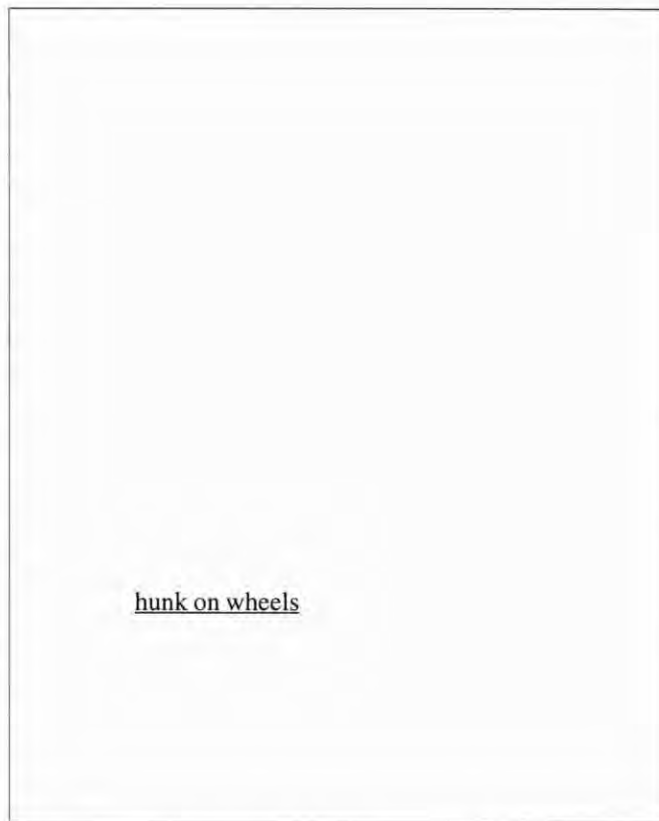
Pasture layout can cut maintenance time for large herds. A paddock arrangement where herds can be moved from one paddock to another or to the handling facility by using an access aisle can save hours of herding time. The layout for the Dooling ranch incorporates such a design. The wide center aisle also will accommodate equipment movement for paddock and building maintenance and is a great place for small, escaped kids to play.

If your ranch is large and you can't drive a road-worthy vehicle every place, you will want a smaller transport vehicle, for transporting ailing goats, feed, equipment and yourself when you're just too darned tired to walk. I notice that 4-wheelers seem to be vital equipment for a lot of goat ranchers. A 4-wheeler can pull a trailer of hay, move a small portable shelter full of bottle babies (as long as one person guards the door), allow one person to quickly move a goat from one place to

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The ultimate watering bucket? Automatic waters, placed under a fence to service two paddocks. It's warmed by a heating element and fed by buried water pipes—low maintenance and freeze proof! Photographed at the Dooling ranch.



hunk on wheels

Great transportation—for hauling a goat on your lap, transporting hay and equipment and for riding around when you're just too pooped to walk.

CASHMIRROR

Large Herds

Continued from previous page

another by placing the goat on your lap and can even serve as a herding dog. They are also a heck of a lot of fun. I want one. I might even consider getting a few more goats so I could justify it.

Herding dogs can be an asset. I have seen goat folk move goats with herding dogs, but I also watched Yvonne move several hundred goats effectively with nothing more than a can of grain.

You will want to invest in labor saving devices as your herd grows. A dispenser for parasite medication is a good example. The chemical container is hung on your back, dosage is set the same for all goats, and with the aid of a squirt-type gun, a line of goats can be quickly medicated. A repeating gun-type syringe for shots is another great labor saving device. Goat, sheep and veterinary catalogues are full of advertisements for clever devices designed to separate you from your money. Some devices save you time and some just look attractive hanging on the barn wall.

Shelters required for large herds, as well as small ones are determined by your climate and other needs. A large barn built strictly for your goats is rarely necessary in any climate. A large barn is normally built for other reasons—the convenience of the owner, hay storage in very wet climates, or a home for other livestock, pets and peripheral equipment and tools. For large herds, having a huge central barn to accommodate the entire herd in usually not part of the plan. Smaller shelters located in individual pastures or paddocks—or no shelters at all in some climates—remains the norm.

It seems that streamlined procedures often grow with us by necessity as our herd size increases. However, you can always retrieve good ideas by snooping around other people's places.



A concern for large herds is the winter hay supply. Where do you store it? At Castle Crags Ranch they have an arrangement with a hay producer to store the bulk of their hay. Hachenbergers then retrieve it as they need it. Photograph of Diana and her essential 4-Wheeler at Castle Crags Ranch.

CASHMERE CAMISOLES

The perfect way to enjoy cashmere year round

blonde sea
hag

Seaside Camisole designed by Linda Cortright



Two pattern choices: Spiral Lace or Scrolling Wave
Kit: \$48 + \$1.50 shipping—Includes 65 grams of 100% American cashmere yarn (natural/oatmeal color) and both patterns.

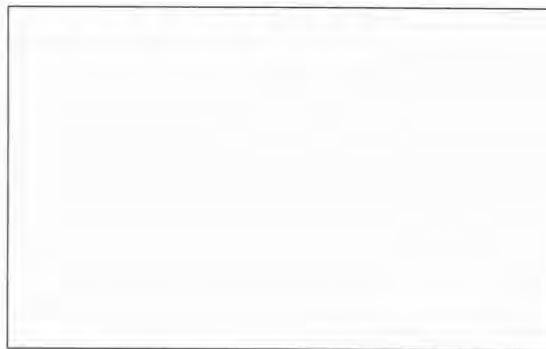
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Smoke Ridge Cashmere



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NorthWest Cashmere Association Fleece Competition Crook County Fair Cashmere Goat Show

By Cynthia Heeren, Hokulani Farm

Crook County Fair hosted the NWCA fleece competition during the annual fair held July 14-18, 1999. They annually host an open class cashmere goat show, and this year, turned over a building to us for the fleece show. We were fortunate to have Dr. Joe David Ross as judge for both the fleece competition and the fiber goat shows.

Wednesday evening, the fiber goats took over the open class show ring. Dr. Ross judged Pygoras, Cashmeres, White Angoras, and Colored Angoras. When Joe David judges goats, he also educates. The entrants were mesmerized as he went over each class in detail— noting strengths and faults, as well as teaching us the importance of each. We also learned about the similarities and differences in each breed type and about the effects of good herd maintenance in the growth, development and fiber in our goats. "Remember, your best veterinarian is a healthy goat," Dr. Ross said.

Thursday and Friday, the fleeces were judged. Thursday morning began with the County Fair competition of cashmere fleeces, white mohair and colored mohair. Most of the entrants were local 4H members and they all came to watch, learn and listen. Joe David spent time answering questions, showing what he was looking for in a fleece and teaching about preparing fleeces for show.

After conclusion of the County competition, the NWCA Cashmere Fleece Competition began. 188 fleeces were entered in 19 of the 20 classes. Dr. Ross encouraged people to watch the judging and started by explaining his score card. He also encouraged everyone to pick up a staple of fleece to see what he was talking about and why he was judging it the way he was. He gladly fielded questions and gave thorough answers. All present learned a great deal.

A summary of Joe David's judging parameters and evaluations:

*Micron (cashmere diameter): Fine=14-15 μ , Medium=16.5-18 μ , Coarse=18-19 μ .

*Differentiation: Difference between size of the guard hair and size of the down. You don't need a dramatic difference. Most kid fleeces are Fair. Good= really coarse guard hair. Fair differentiation is usually found in fleeces with darker guard hair and finer cashmere.

*Micron, Length and Yield totals are more important, from a commercial standpoint, than style, as long as all are within the parameters of cashmere.

*Think in terms of mass, not in terms of individual fleeces, as long as it falls in the parameters of cashmere.

*Style variation in fleece is common, as is length variation. All goats have some of the dreaded "Short, Low Yield" on them!

*Always sample different spots for evaluation of a fleece— this is the only way to judge the consistency of the fleece in style, length, and micron.

*Watch out for the overly contaminated fleece— vegetative defects from hay or weeds, baling twine, or parasites—as contamination can render a great fleece to the "no value" pile.

*Most of the kid fleeces were on the short side. This can be caused by several things—weather (Mine shed out in late September, then grew again.), genetics, health, time of birth. Dr. Ross advised that we evaluate length before shearing this year to make sure that these kids are growing enough length.

*As a group, our doe kids were not as stylish as our buck kids. While the buck kids exhibited a great deal of fineness, a high percentage were borderline in fiber length.

After two days of looking at fleeces, awarding class placements (or not—Dr. Ross will not place a fleece that does not deserve a placement) we were down to the overall awards. All of the first and second place buck and doe fleeces were brought back out for Joe David to select the Champion Buck and the Champion Doe, then the Grand Champion Fleece. When the names were revealed, I think Dr. Ross was as excited for the winners as we were!

I would like to thank Cliff and Mickey Nielsen for their invaluable help during judging each day and in packing up the fleeces at the end of the show. I would also like to thank the others who came to help or watch: Linda Fox, Kay Keller, Guy Triplett, and Ron and Jan Gerrity. Little did I know when I volunteered to act as show secretary, that I would work so hard, learn so much and have so much fun!!!



Cashmere fleece judge Joe David Ross is aided by Cynthia Heeren judging 188 cashmere fleeces. He ran out of light one day one and had to continue judging the stack the next day.

1999 Cashmere Goat Competition Results

Crook County Fair, July 14, 1999

Judge: Dr. Joe David Ross

Notes: First Place winners only are listed.

Grand Champion & Reserve are awarded to the top two goats to their breed standard from the champion and reserve champion pygora, white angora, colored angora and cashmere.

CHAMPION CASHMERE GOAT : HKL Diana, Cynthia & Karl Heeren, Hokulani Farms

RESERVE CHAMPION CASHMERE GOAT : Hannah, Radiance Neal, Kellers Kritters

GRAND CHAMPION FIBER GOAT: HKL Diana, Cynthia & Karl Heeren, Hokulani Farms

RESERVE CHAMPION FIBER GOAT: Hannah, Radiance Neal, Kellers Kritters

Kid Doe Class: KK Rachel, Kay Keller, Kellers Kritters

Yearling & Two Year Old Doe Class: KK Petunia, Radiance Neal, Kellers Kritters

Aged Doe Class: HKL Diana, Cynthia & Karl Heeren, Hokulani Farms

Wether Class: HKL Alexi, Cynthia & Karl Heeren, Hokulani Farms



The line-up for the Cashmere Goat Show kid doe class.



The Champion and Reserve Grand Champion goats: Champion Hokulani Farm's HKL Diana (right) and Radiance Neal (Kellers Kritters) with Reserve Champion Hannah.

1999 NWCA Cashmere Fleece Competition

Crook County Fair, July 15 - 16, 1999

Judge: Dr. Joe David Ross

188 Fleece Entries

Notes: First Place winners only are listed. Number following fleece class is number of entries in class.

GRAND CHAMPION CASHMERE FLEECE: BPC Gaylord, Marilyn & Wes Ackley, Bessey Place Cashmere

CHAMPION CASHMERE BUCK FLEECE: BPC Gaylord, Marilyn & Wes Ackley, Bessey Place Cashmere

RESERVE CHAMPION CASHMERE BUCK FLEECE: TCC 15R, Jennifer Cole & Edward Barnes, Tumalo Cashmere Company

CHAMPION CASHMERE DOE FLEECE: BBS Elvira, Jeanne Austin, Blackberry Stump

RESERVE CHAMPION CASHMERE DOE FLEECE: Licorice, Cynthia & Karl Heeren, Hokulani Farms

Combed Buck Classes:

98 Fleece (5): KK Mocha - Radiance Neal, Kellers Kritters

97 Fleece (5): Scotty - Debbie Bennett Feral Fibre

96 Fleece (1): BBS Charlie - Jeanne Austin, Blackberry Stump

95 Fleece (1) Mufasa - Kay Keller, Kellers Kritters

Shorn Buck Class

98 Fleece (18): GK Mickey - Fox & Johnson, Goat Knoll

97 Fleece (6): BPC Gaylord - Marilyn & Wes Ackley, Bessey Place Cashmere

96 Fleece (3): TCC 4-R - Jennifer Cole & Edward Barnes, Tumalo Cashmere Company

95 Fleece (4): TCC 15-R - Jennifer Cole & Edward Barnes, Tumalo Cashmere Company

94 or before Fleece (2): RDT White Lightening - Linda Fox & Paul Johnson, Goat Knoll

Combed Doe Classes:

98 Fleece (16): SF Puccini - Ray & Ann Repaske, Stonycrest Farm

97 Fleece (16): SWC Beth - Diana Mullins, Still Waters Cashmere

96 Fleece (10): BBS Ruth - Jeanne Austin, Blackberry Stump

95 Fleece (4): HKL Diana - Cynthia & Karl Heeren, Hokulani Farms

94 or before Fleece (10) Austin, Blackberry Stump

Shorn Doe Classes:

98 Fleece (22): TCC 88-R - Jennifer Cole & Edward Barnes, Tumalo Cashmere

97 Fleece (28): HKL Moria - Cynthia & Karl Heeren, Hokulani Farms

96 Fleece (12): HMF Rosie - Guy & Karen Triplett, Harvest Moon Farm

95 Fleece (11): HKL Princess - Cynthia & Karl Heeren, Hokulani Farms

94 or before Fleece (14): Licorice - Cynthia & Karl Heeren, Hokulani Farms



If you want to walk a goat at the fair—pick out one your size!

Calendar of Events

September 4 - 6, 1999

Sheep Fiber Arts Wildflower & Herb Festival
Bethel Missouri, co-sponsored by University Outreach & Extension and Lincoln University Cooperative Extension. Featuring natural colored sheep & dairy goats. Info: Helen A. Swartz, PO Box 29, Lincoln University, Jefferson City, MO 65102.

September 18 - 19, 1999

Finger Lakes Fiber Arts & Crafts Festival, Hemlock, Yew York. Sheep, llamas, Angora and cashmere goats, Angora rabbits, fiber and craft vendors, competitions, workshops, demonstrations. Information: Sandy Caton, 3 Valley Brook Dr., Fairport, NY 14450, phone 716-223-4363, email: sandyc1545@aol.com

September 20 - 26, 1999

Coupeville Arts Center Fiber Forum
Fiber workshops. Contact for catalog: Coupeville Arts Center, Box 171B, Coupeville, WA 98239. 360-678-3396.

September 27 - 29, 1999

ECA cashmere fleece competition (Sept. 27th) and goat show (Sept. 29th), in conjunction with Virginia State Fair, Richmond, VA. Fleece competition submission deadline: September 15, 1999. More information on page 5, this issue.

September 25 - 26, 1999

Oregon Flock & Fiber Festival
Clackamas County Fairgrounds, Canby, Oregon. Livestock shows and sales, fiber division competition and sales, demonstrations, fashion show, vendor booths. Festival info: Brandy Chastain: 503-628-1205, Fiber Div. info: Janet Hanus 503-838-4113.

October 29 - 31, 1999

PCMA Business of Cashmere Conference, Ruby's Inn and Convention Center, 4825 N Reserve Street, Missoula, MT 59808. Info: Steve & Diana Hachenberger, 894 Pheasant Run, Hamilton, MT 59840, 406-961-3058, email: cashmere@bitterroot.net

November 5 - 7, 1999

4th Annual Goat Gala, in conjunction with Farmfair International, Northlands AgriCom & Sportex, Edmonton, Alberta, Canada. Cashmere goat show November 6th, Cashmere fleece competition November 5th. Information: Myrna Coombs 780-967-4583, Pat Fuhr 780-967-4843.

Association Contacts

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fax: 915-387-2642

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Dee Broyles, President

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Wild Goat Women

Debbie Walstead, Chairperson, 719-495-2962



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fax: 940-240-7024
email: NTSELF@MSN.COM

WILDBERRIES FARM
Barry Steinberg
171 CR 153
Whitesboro, TX 76273
903-564-9776
fax: 903-564-9152
email: Wldbarry@aol.com

UTAH

KANARRA KASHMERE
Ron and Jan Gerrity
PO Box 420186
Kanarraville, UT 84742
435-559-9472
fax: 702-242-9436
email: GerrityGroup@EMail.Msn.com

VIRGINIA

FOGGY BOTTOM FARM
Marilee and John Williamson
990 Old Hollow Rd.
Buchanan, VA 24066
540-254-1628
email: mhwabc@juno.com

RANEY DAY KIDS
Craig and Lucy Raney
3627 Va. Ave.
Goshen, VA 24439
540-997-1121
Fax: 540-997-1124

STONEY CREST FARM
Anne and Roy Repaske
570 Paddy's Cove Lane
Star Tannery, VA 22654
Phone/fax: 540-436-3546
email: cashmere@shentel.net

WASHINGTON

BREEZY MEADOW CASHMERE FARM
Douglas and Roberta Maier
810 Van Wyck Rd.
Bellingham, WA 98226
360-733-6742
email: fibergoat@earthlink.net

Continued on next page

Breeders Directory

Continued from previous page

MORE WASHINGTON

BROOKFIELD FARM

Ian Balsillie/Karen Bean
PO Box 443
Maple Falls, WA 98266
360-599-1469 or
360-715-1604

KELLERS KRITTERS

Kay Keller
11030 Grandview Rd.
Arlington, WA 98223
360-435-6123

LIBERTY FARM (NLF)

Cliff and Mickey Nielsen
1505 Nile Road
Naches, WA 98937
509-658-2502
email: Cnielnlf@aol.com

RAINFLOWER FARM

Sue Lasswell
37003 Mann Rd.
Sultan, WA 98294
360-793-9590
email: Rainflower@compuserve.com

STILL WATERS CASHMERE

Moon and Diana Mullins
PO Box 1265
Twisp, WA 98856
509-997-2204/509-429-0778
email: dmullins@methow.com

WALLFLOWER FARM

Dan and Marti Wall
16663 Beaver Marsh Road
Mt. Vernon, WA 98273
360-424-7935
Fax: 360-428-4946
email: cashmere@sos.net

WINDRIDGE FARM

Becki and Jim Belcher
11810 272nd St. E.
Graham, WA 98338
360-893-7893

Internet listing of these breeders
can be found on the net at:
[http://www.teleport.com/
~goatknol/breeders.htm](http://www.teleport.com/~goatknol/breeders.htm)

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Classified Advertising

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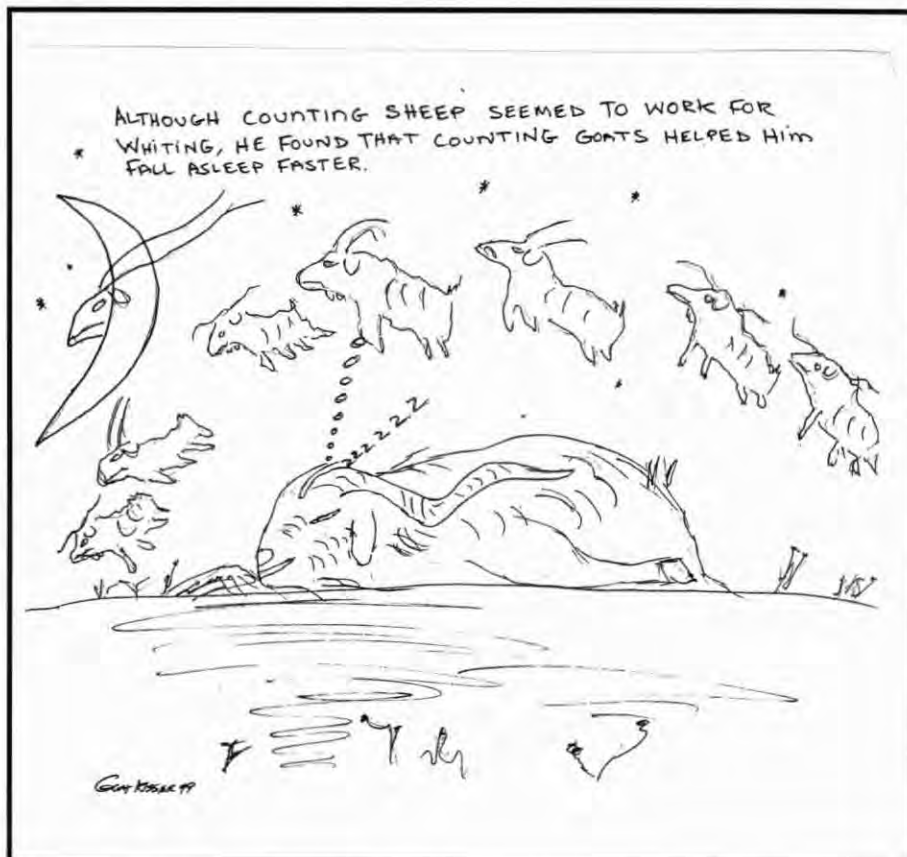
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industry. Indexes available.

**Maremma Sheepdog Club of
America,** Maremma Livestock
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Free information and Breeder
Directory.

Introducing a new monthly feature—A monthly cartoon! Heh! All the big
publications have them and we were afraid we weren't keeping up. We'll
bet you didn't know that along with Steve Hachenberger's other talents,
hides a closet cartoonist!



Goat Farming and Nudity

By Linda Cortright
Grumble Goat Farm

Have you ever noticed how goat farming and nudity do not go together?

You're thinking about that aren't you?

As I mention this concept to people the first thing they seem to conjure are wild visions of butt naked men straddling their tractors plowing through the hay fields. Trust me, this is not what I had in mind.

I am referring to the inevitable consequences of venturing forth in the public arena with a modest amount of flesh exposed. Say a pair of shorts in the summer time? Perhaps a sleeveless shirt exposing some bare arms? For the non-farmers of the world this attire is so common it is without thought. However, for a goat farmer to venture forth so scantily clad is to risk public scandal.

If at least 30% of your body isn't bruised or mangled at any given time then you're not really farming. You haven't been in there wrestling with the grain bins, falling off the hay wagon, balancing the gate latch with one hand while fending off nineteen sets of horns with other. Face it, if you're not battered, you're probably raising chickens.

Several weeks ago I attended a small gathering of friends and felt it was a safe audience for a pair of shorts (varicose veins not included). I hopped out of the truck and within seconds the group froze, eyes immediately locked on my legs and then quickly turned away as if caught staring at some unfortunate deformity of birth. Yup, it was the bruises all right.

The hostess changed from her usual animated greeting and quickly adopted an attitude of gentle compassion. "Linda," she said softly, "are you all right?" Placing heavy emphasis on being all right.

"Great!" I replied totally ignorant of what thoughts were consuming the group.

"Oh." Came the hushed response. Clearly not believing me and assuming I was in a state of denial.

I was a candidate for Oprah.

Unfortunately the following discussion did nothing but make things worse as I tried to explain that the apparent battering was a result of my routine encounters with the goats. To a non-goat farmer this concept is difficult to absorb.

I quickly sensed they were devising a way to get me to a shelter when I decided to go over each abrasion.

"See that one right there?" pointing to a lavender burst the size of a saucer. "Well that came from tripping over the wagon handle while I was carrying a bale of hay and landing on the downspout. And this one right here came from wrestling with Lulu while trimming her hooves and I accidentally impaled my calf with the blade." And then there's this one...." I said, now turning my leg at an angle so they could better view the affected area. "This is from the time the girls got into the grain bin and I had to pull them off before they ate themselves to death and I guess a few horns kind of went flying." This was a particularly bad one and I knew it so I tried to recover by pointing to my shoul-

der blade where a piece of skin had been peeled off like a fried egg stuck to the bottom of the pan. "That came from the truck cap slamming down when the bungee cord broke that was holding it up until I could fix the hinges."

I looked at their faces. They did not understand.

"Surely you believe me now—don't you?"

Again there was silence.

"Oh yeah Linda, we believe you. But could you explain to us again about why you raise cashmere goats? You don't make any money, you're always fixing fencing, the price of hay costs more than your mortgage and now you've got a body that would be in better condition if you had spent a week riding in the rodeo."

"So what's your point?" I replied.

More silence.

I now understand that it is virtually impossible to share the rewards of raising goats to anyone not belonging to the inner sanctum. If the only thing I have to compromise is a little public nudity a few months of the year then perhaps that is my contribution towards a more modest race. Do you think all those Muslim women are actually goat farmers in disguise?





Goat Knoll

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Sale of individual goats or starter herds

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The Business of Cashmere Conference V

October 29 - 31, 1999

Ruby's Inn and Convention Center, Missoula Montna

Sponsored by PCMA, Cashmere 2000, Inc., Montana Knits, Inc. and Castle Crags Ranch

The Conference Includes:

Some of the best information on cashmere anywhere. The 5th annual B.O.C.C. conference is 2-1/2 days of workshops and seminars, followed by a farm tour of the Castle Crags Ranch in Hamilton, Montana. This farm tour will include a visit with the famous goat, The Whiting and a demonstration of the patented Hachenberger DH-2 cashmere dehairing machine.

Topics to be Covered Include:

Comparison of cashmere to other fibers, spinning cashmere, goat-keeping 101-basic goat care and information including ear tags, hoof trimming, feeding, management, etc., nutritional needs of goats, cashmere dehairing and objective measurement of cashmere style, veterinary topics including common diseases of goats and advice on when to call your Vet and when to handle it yourself, weed control using the bio-friendly goat, video tape showing of Doolings trip to the Chinese goatlands, where to find resources for goat ranchers and more...

Partial Cast of Characters:

Dr. Christopher Lupton, Texas A & M University

Dr. Linda Kaufman, DVM

Dan Edens, noted goat rancher and weed control expert from Helena Montana (and official Varminteer of the MGM)

Julie Becker, Hi-Plains Cashmere proprietress

Diana and Steve Hachenberger, Castle Crags Ranch

Paul G. Johnson, Publisher, *CashMirror* Magazine, founding father and Head Herder of Mild Goat Men

And there's more:

Meet and grill other goat owners for experienced advice. Make valuable contacts with other serious cashmere breeders. Pig out at the banquet dinner, luncheon and numerous coffee breaks. Have a great time!

The Nitty Gritty Details:

When: October 29 - 31, 1999, registration 8:00 AM Oct. 29th

Where: Ruby's Inn and Convention Center

4825 North Reserve Street

Missoula, Montana 59808

1-800-221-2057

Cost: \$150 per person paid at the door

Prepaid registration (before Oct. 15th):

PCMA members: \$120 (Spouse or second person \$100)

Non-PCMA members, \$135 (Spouse or second person \$125)

Children: \$60 (under age 16)

Price includes all lectures, materials, handbook, luncheon, banquet dinner and coffee break goodies. Register early and save \$.

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...A new feature at the BOCC conference

Send or bring photos of your cashmere goats. These will be displayed prominently during the conference with your business card. Maximum of 2 photos per farm/ranch. Maximum size of photos is 8" X 10". Photos can be framed or mounted or not. You do not need to attend to participate.

Put your favorite goats on the wall for conference participants to see.

← Cut on this line

Conference Registration Form

Name _____

Address _____

Phone _____

Fees (pre-registration):

PCMA member	\$120	_____
Spouse/second person	\$100	_____
Non-PCMA member	\$135	_____
Spouse/second person (non member)	\$125	_____
Children (under age 16)@	\$ 60	_____
PCMA membership (1 yr.)	\$ 35	_____

Total Enclosed \$ _____

Mail with check to PCMA, 894 Pheasant Run, Hamilton, MT 59840

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<u>Ad Size</u>	<u>Price (Issue / 4 mos. / 1 yr.)</u>
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Full Page	\$150 / 550 / 1,370
Other sizes, options	Ask us

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Dallas, OR 97338

Annual Subscription is only \$25 for 12 monthly issues! (\$35 Canada, \$40 Mexico, \$50 overseas).

Breeders Directory listing for full year \$30.

Notable Quotes (from Montana)

"Agricultural marketing is an oxymoron. Ag people don't always do enough about marketing."

...Tom Dooling, Dillon, Montana

"Mature guardian dogs are now in demand. There is an opportunity out there for someone."

...Yvonne Zweede-Tucker, Choteau, MT

"For recordkeeping, the goal is to stay as simple as possible and still have the information you need."

...Diana Hachenberger, Hamilton, MT

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.

Goat mag ad

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