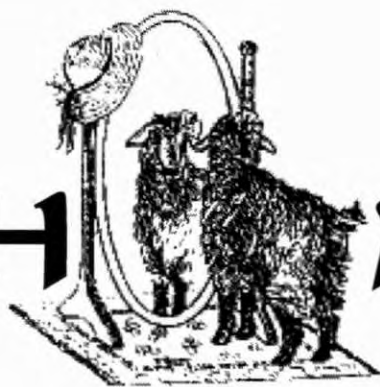


CASHMIR MIRROR



Volume 11, Issue 5

February 2000

The monthly magazine devoted to cashmere goats and their fiber



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Cover photo:

**Doug and Roberta Maier, Breezy Meadow Cashmere Farm
Bellingham, Washington**

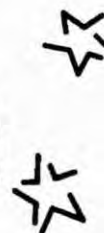
"Will you be my Valentine?"

Credit Cards



It's
something
new!

CashMirror Magazine has finally come kicking and screaming out of the prior century and taken a big step toward modernization—we will soon begin accepting credit card payments. So any of you naughty people who have not yet paid a bill from us, just wait. Within a week or two, you'll be able to pay us with your handy credit card. Credit cards can be used for magazine subscriptions, Breeders Directory listings, advertisements and any other silly little thing we might be selling at the moment.



Something is coming—something *wonderful*!

Check this page next month.*

*Secret coded message for members of Wild Goat Men only:
Extray Onthmay: Ewnay Ashmirorcaray nday Ildmay Oatgay Enmay eetay intsshay onfay alesay erehay.

Reflections

by Linda Fox

Getting Ready for the Kids

It's the time of year when we're thinking most about kidding. This doesn't mean that we *have* kids yet, just that we are anticipating and getting ready for the kidding season. During kidding, we are too busy to think at all, so we must get our thinking out of the way now. We're planning for how many we'll have at one time and what we will need to do when the number of new kids surpasses the capacity of our kidding facilities. We don't worry too much about this as we know that we could certainly let them kid in the pasture, with the herd, as nature intended. But, being well-meaning, modern pastoralists, we insist on interfering somewhat to make things better (in our opinion). Right or wrong, this is the way we like to do it, so we do.

So, we cleaned out the kidding stalls, making sure there were enough hay feeders and water buckets to go around. We checked our supply of iodine and Bo-Se and we ordered enough CD&T to have on hand for the kids' first round of vaccinations.

We always worry about the condition of the mothers prior to kidding. Are they too thin? Are they too fat? Does that distended tummy contain multiple babies or just fat? And, are we making them too nervous just by continually poking and prodding them to determine how fat they are?

They've been sheared recently so we had a chance to see each one up close and personal. Also, without all that fuzz, it is much easier to keep tabs on their condition. We also notice they are getting grumpy. Maybe this is caused by late stages of pregnancy or perhaps they are just getting bored with being in the barn avoiding all the rain.

We've organized our kidding supplies, prepared our chart of expected kidding dates, located our ear taggers and argued about which color of ear tag we should get for this year. We've learned our lesson about the orange tags. In our system, the first letter of the goat's number is the color of the tag, the number is the birth order—as in Buster's W4—means white tag number four, the fourth kid born in the white year (1996). For the orange year kids, we found that the written record is difficult because an "O" looks a lot like a "0" (zero). I guess we should have called the tag color something other than orange, but a visit to the dictionary doesn't suggest any alternative word for "orange." We're learning to think more about our choice of tag colors before we purchase them. Also, as the years pass, we're running out of attractive colors. We could reuse old year's colors, but then we'd hate to have to get rid of all the white tagged goats



just so we can reuse white and avoid confusion.

We've reinstalled the intercom from the house to the barn, leaving the barn end on, so we can monitor unusual barn happenings from the comfort of our living room.

We've debated a naming theme for new kids. In previous years we've just named them as they came along, waiting for inspiration to strike. The first year, inspiration struck on a pretty regular basis and we ended up with names for all of them. Two years ago we ended up with names for all except a few, and of those few, only one is still on the farm. Y14 (an extremely fuzzy, friendly wether) finally got a name last weekend. Sometimes it takes several years for inspiration to strike.

Year before last only about half of the kids received names. This spring, ten of those will give birth to kids of their own. We must find them names before they kid! If they don't have names, we won't be able, with a clear conscience, to name their kids no matter how much inspiration we have. We need to get busy; it will be embarrassing on the upcoming Field Day to have O39 (as in orange 39) giving birth to yet another nameless cute little black doe.

Of last year's kids, only a few of the B's (for blue) have names. If we're not careful, we're likely to turn into a couple of goatherders with just a herd of livestock in our field. We really need to work on this naming thing and an annual theme like a lot of creative namers use would help. Maybe we could name this year's crop after flowers or vegetables or Campbell's soup flavors. Does Campbell make 50 soup flavors? Maybe we'd better just work on getting inspiration to strike more frequently. Do you have to pray to someone for that or eat more Vitamin E?

We've cleaned and readied the larger pen and small field where the mothers and new kids live for the first week or two and done everything else we can think of. We're ready for kids! So kidding starts next week, right? No, we have at least a month more to go...

Domestic Cashmere Prices—2000

For the year 2000, we know of three markets who are currently buying raw US cashmere: Cashmere America Cooperative, Montana Knits and California Cashmere Company. We have recently contacted these three markets to obtain their current prices and submission policies. Before submitting fleeces to them, especially if you have not sold to this market before, it would be a good idea to first contact the buyer for information. Information about these markets, current prices and contact information is listed below:

Cashmere America Cooperative Sonora, Texas

Please note: These prices are not for the total weight of the raw fleece.

Premium Grade Cashmere

All colors, under 16.5 - micron	\$34.00/lb down
16.5 to 18 micron	\$32.00/lb down

Commercial Cashmere

All colors, poor style, 17.6 - 19 μ	\$26.00/lb down
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Cashgora

All colors, poor style, over 19 μ	\$7.50/lb down
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Short Low Yield Cashmere

All colors, under 19 μ	\$3.00/lb down
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These prices are for all shorn or combed fiber submitted before **May 25, 2000**. However, clips are received throughout the year. Handling and testing charges will be deducted from gross proceeds. Members will have 5% of the gross value of their fiber remain with the Co-op to help build equity. Eventually these per unit retains will be repaid to the members.

Raw fiber is purchased from non-members as well as from members. If you are interested in adding value (VAP) please call the Co-op. Further purchasing specifications and benefits are listed below.

(1) The Co-op will buy most all classes of fiber based upon their quality. We do not return any fiber unless it is extremely trashy or moth infested. Mohair-like fiber is not acceptable with our cashmere.

(2) Full price is paid if fibers are 1-1/4 (one and one quarter inch) or longer.

(3) In response to consignors' suggestions, when pos-

sible, we will continue to streamline procedures. Changes will be made in direct sales for 2000 in order to speed up payments. We will not wait on grading everyone's consignments and then core test samples for lab tests. As your fiber is received, it will be visually classed; the grader's comments and your full payment check will be sent to you shortly thereafter. Earlier consigned clips will be paid the quickest. In the past consignor yields for different lines and lots varied from 19-31% (for shorn fleeces) and combed fleeces varied from 40-85%.

(4) Classing takes time and costs money, but we all benefit by getting maximum use of the different grades of fiber from each fleece. The cashgora and SLY, when present in a fleece, are pulled out for separate lines. The rest of the fleece will then go into a higher valued line.

(5) We encourage growers to evaluate the fleeces on their individual goats and to write it down on their records. A high rated fleece can still have some cashgora or SLY in it. If you do preclass your fiber into bulk lines, please remember that if it is not uniform, we will have to regrade that line(s) at an extra cost to you. Some of your lines may be finer or coarser than you have indicated.

(6) Your classing report will show the different grades of fiber in your clip. This information should help a grower to evaluate progress in your selection and breeding program. Is your flock producing more volume per goat and still in the medium fineness range with adequate length? Are your goats' fleeces getting finer with good style but showing less fleece weight and length? Are your goats producing a coarser heavier fleece with good length but less "crinkle" (style) that is classed as cashgora when the goats are 3-4 years old? Are the finer fleeces from smaller, poor body structured goats that may not raise a high percentage kid crop without extra care? The point is that single trait selection can get you off track in the long run. One needs to look at the entire goat. Not everyone's breeding program goals are the same. Our fleece classing report can be a tool in your program.

(7) The Co-op takes the risk of fiber losses and waste when the batt is spun into yarn.

Continued on next page

CASHMIRROR

Cashmere Prices

Continued from previous page

(8) We would be glad to have your clip consigned to the Co-op. We need more fiber.

(9) We would be glad to have you as a Co-op member. You can get a membership form from the Co-op. You do not have to be a member however, in order to consign a clip.

Cashmere America Cooperative, Inc.
PO Box 1126
210 Southwest College Street
Sonora, TX 76950
Telephone: 915-387-6052
Fax: 915-387-2642
Email: goat@sonoratx.net



"Rumor has it that The Whiting's fleece was even rejected as cashgora. He has a nice personality, though...I hear." Photo by Linda Cortright.

Montana Knits Dillon Montana

For 2000, Montana Knits will buy all qualifying cashmere fleeces delivered to the ranch at the following prices:

White cashmere	\$32.50/lb
All colored cashmere	\$30.00/lb
All cashgora	\$7.50/lb

All prices are based on estimated PMY (Pound Marketable Yield), which is the company's estimate of the amount of commercially recoverable cashmere contained in tendered fleeces. Minimum acceptable cashmere length is 2".

Fleeces should be bagged separately with an identifying tag or enclosed slip so they can report assessment results back to you. If the animals show cashgora on the neck, bag the neck fleece separately. Avoid including fleeces with nits, burrs, polypropylene baling twine, dandruff and second cuts; fleeces may be downgraded or rejected if contaminated. Mail or ship fleeces to:

Montana Knits
3299 Anderson Lane
Dillon, MT 59725
Phone: 406-683-6761
Fax: 406-683-5567
Email: ann@MontanaKnits.com

California Cashmere San Andreas, California

California Cashmere reports that based on broad market indexing, world cashmere prices have rebounded and are moving upward once again. This is good news for cashmere producers. At California Cashmere Company, they see a strong future for qualifying cashmere top. Supply is down and demand is up for cashmere of the Americas. California Cashmere Company is again offering premium prices for premium cashmere in the grease.

Buying prices for the year 2000:

Cashmere, White	net/lb	\$35.00
Cashmere, Colors	net/lb	\$33.00

Qualifying cashmere means cashmere that is virtually free of contaminants and impurities. Payment is based on estimated net pound (dehaired) yield.

California Cashmere Company
PO Box 1030
San Andreas, CA 95249
Phone: 209-754-5751
Fax: 209-754-1044
Email: tajamu@aol.com

Rules of Dating a Goat Farmer

By Linda Cortright
Grumble Goat Farm, Union, Maine

One of the more irksome things I find about entering the new millennium is that there seems to be a dwindling number of immutable truths. It used to be that we were content to have one solar system, a smattering of black holes, and atom splitting was inconceivable.

Times have changed.

Einstein's Theory of Relativity is constantly being challenged by Newtonian principles of classical mechanics, men and women no longer need to engage in sexual relations to have a baby, (that may be a good thing...) and it used to be that guys were more interested in the speed of their '57 Chevy instead of a 56K modem.

But...

There are still a few things that hold as true now as they did one hundred or one thousand years ago. Nearing the top of the list is that successful goat farming can not be done single-handedly. It just can't. I don't care how many bales of hay you can stack in an afternoon, how many hooves you can trim in a sitting (although I would be interested in some documentation if anyone has any), how many goats you can shear or how many pounds of goat berries you can shovel. There comes a time when there is simply no replacement for another body and even better if it's a capable body at that.

Neighbors are a good place to start. They have the advantage of proximity and if you're really in jam they can't pretend not to be home since you can show up at their doorstep. Neighbors are also really useful in rounding up fence breaking kids, particularly if the errant monsters' travels have taken them into the neighbor's garden. Two summers ago my neighbor thoughtfully returned my herd and as he proudly led them up the driveway I realized that he wasn't so much keeping them from the jaws of unknown peril but rather evicting them from his denizen.

But neighbors bring with them that persistent sense of indebtedness. Go away for the weekend and ask if they might stop in and feed the kids and before you know it they want the same thing in return. Except their kids have only two feet!

Not an even trade.

Even better than a neighbor is a legitimate 1099 (that would be the tax form) farm employee. Someone who shows up on a regular basis and understands not only the peculiarities of your herd, but your peculiarities as well. And the goats are comfortable with them. I don't know about you but my goats don't let just anyone come up to them and play kissy-face. Yes, a farm



The important question to be asked about this man is—does he own a tractor?

employee or two is a really nice route to go and it's worked for centuries. However, I personally find it rather flawed since I would need to find one who accepted Visa and I don't think my credit limit would get me past the first month.

Which brings me to this notion of rules for dating a goat farmer. I think dating is probably more realistic than marrying since anyone stubborn enough to own goats is probably too stubborn to be married. But the occasional beau can really be a helpful alternative during those moments of single-handed crises. Realizing that certain rules must be both understood and strictly enforced before the first fiber is ever plucked!

Rule #1: They are goats. They are not sheep. Let me repeat that. They are not sheep. When anyone refers to me as having sheep I have instant visions of ripping their head from their torso and using it as a grain bin. When was the last time you confused someone's Golden Retriever named Rusty for a Siamese cat? Therefore, if someone can not remember the correct species they will undoubtedly be totally useless in matters of any importance.

Rule #2: There are no bad goats. There may be some we enjoy

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Dating Rules

Continued from previous page

and if you make it through rules 1-7 and actually get to enjoy the pleasure of their company, you will quickly discover that the only thing more irresistible than a field full of goats is the farmer who raises them.

more than others but there are no bad goats. And for godsakes if you ever call one of my goats ugly you can guarantee your reproductive future to be instantly terminated.

Rule #3: Bucks do not smell bad. They do not stink. They are not offensive or disgusting. They merely have a distinct aroma. Does find it enticing. If there is any question about this, see rule #2.

Rule #4: Nothing is more important than a sick goat. Should you be awaiting an audience with the Pope, a meeting to finalize a multi-million dollar merger, or some other allegedly important task, know that it will always take second place to a sick animal. Sick goats may be brought into the house for appropriate care and should they pee on the Oriental rug the appropriate response is to get a paper towel and not stand there remarking about the cost of the carpet or its value as a family heirloom. Is anything really that important? And should you actually find one of the little darlings in your bed, don't say a word; millions of men would pay good money to trade places!

Rule #5: You are the designated fence tester. No exceptions. I don't trust those little red voltage meter boxes with the needle that jumps around like a drop of batter on a hot skillet. You do not have to test it with your nose as the little darlings are want to do, nor must you seize it like the drowning holds on to a life preserver. But I expect more than a gentle nod of the head in the affirmative to assure me that it's working.

Rule #6: The most important vehicle on the property is the tractor. If there is no tractor, then your vehicle(s) will be cheerfully traded in to obtain one.

Rule #7: There will be days when I will threaten to sell, give away, auction or otherwise cause bodily harm to any one or all of the goats. In fact, there may be consecutive days of this type of maniacal behavior. This is not your cue to load them in the truck or get the gun. This is a routine case of FH—farmer hysteria. This is a normal part of mental maintenance just as cleaning the barn and trimming hooves. It is what I refer to as bulimia for the brain or cud for the cranium. These threats are not to be taken seriously.

Rule #8: Goat farmers are not like other farmers. We are not like dairy farmers; there are other activities we would rather be doing twice a day and you should be encouraged that we believe in having a life outside of our animals. We are not pig farmers; we believe in naming and keeping our animals and if anyone thinks that the movie "Babe" did anything to seriously alter the view of the pig, they are indeed misguided. We are not sheep farmers. I believe I addressed that issue already, nor do we raise llamas, alpacas or emus. We don't raise chickens no matter how many times the Surgeon General tells us they have that "good" cholesterol. The only thing we raise are goats, Page 8, February 2000

Nice sheep, lady!




 Yo! I got goats!

Changing a Hobby into a Business

By Tom Dooling
Montana Knits, Inc.
Pioneer Mountain Farm, Inc.

This excellent article was presented at the PCMA Business of Cashmere Conference V, in Missoula, Montana in late October 1999.

Introduction

The potential benefits and pitfalls of changing a hobby into a business are much the same no matter what the underlying subject matter. Frequently, the two largest obstacles to success have the same root, that of not seeing what is there to see. To bring this subject matter to the heart of this conference, this paper will address the subject from two different but very specific viewpoints. The first approach is developing a hobby as part of a deliberate plan to start into a new business, using raising cashmere goats as an example. The second is modifying an existing hobby, specifically knitting, as a method of adding value to a product and expanding that into a business. The two approaches have much in common.

Exploring the Cashmere Business as a Hobby

The cashmere industry in the United States today is numerically dominated by hobby farmers, at least as the IRS defines them. Basically, one is a "hobby farmer" if one derives only a small portion of total gross income from farming, and if one also operates at a loss or barely over break-even. This definition therefore includes a large number of modern day family farmers, who take their agricultural activities very seriously but, due to small size, hard times and bad markets, need to supplement farm income with a job or jobs off the farm. It also includes a certain number of people who really are hobbyists and have no profit motivation at all, as well as what used to be called "gentlemen farmers" whose interest in farming is primarily recreational, secondary to their professional or business activities, and whose financial purpose is to serve as a tax shelter.

This situation has both good and bad implications to the cashmere industry. On the positive side, there are a substantial number of small operators who are knowledgeable about

cashmere goats, their care and husbandry, have some level of expertise on cashmere fiber, and have at least a working grasp on basic genetics and practical breeding strategies. There are, in the United States today, somewhere between 200 and 300 small flocks of cashmere goats with excellent genetics, well-established blood lines, and known performance. Those 200 to 300 cashmere growers potentially could turn their 15- to 50-animal flocks into commercially viable production units of 500 to 1000 animals, and, potentially, produce somewhere around 50 tons of cashmere a year, generating enough fiber to establish a real market for American Cashmere and put the United States into play in the international cashmere industry.

The fact that, numerically, the majority of cashmere producers are "hobbyists" is not good because, so far, they are remaining hobbyists; because many of them produce so little cashmere each year that the fleeces they shear are lying around in plastic bags, not being dehaired, spun, knitted and woven into garments and getting into the hands of consumers. It is not good because their vision of the industry and its potential is a hobby point of view: aging animals are old friends with names, not culls for the meat market; success is measured by rosettes and ribbons from goat shows, not the size of the wool check; and the economic sense of what they are doing is measured by the pleasure they receive, not the profits.

In terms of size and investment, it could be argued that one almost has to start off in cashmere as a hobby. Starting small is one good way to learn how to work with and recognize good animals, how to improve fiber, how to grade and classify it, how to manage the many variables required, and to learn more about the industry without making a major economic investment and risk.

There are really only three strategies to starting a commercial cashmere production herd. The first is to start with a small number of genetically advanced animals that produce 8 to 12 ounces of cashmere, and with an individually relatively high cost (\$400 to \$600 apiece.) Taking advantage of the fertility of goats, and not having to cull extensively, it is possible to develop a herd of 1,000 animals from an initial nucleus herd of ten does in less than ten years.

A second strategy is to start with a larger number of less costly animals, say 100 run-of-the-auction does at \$40 to \$50 apiece,

Continued on next page

Hobby to Business

Continued from previous page

producing somewhere between no cashmere at all to a few ounces per year, together with two or three genetically advanced, high-yielding bucks at \$800 to \$1,200 apiece. Taking advantage of their fertility, one can cull rigorously and develop a herd of 1,000 animals that produce 8 to 12 ounces of cashmere a year in about ten years.

A third strategy is to make a larger investment in more genetically advanced, costlier livestock and build up to a herd of a thousand economically productive animals in a shorter number of years.

Under all but the rarest of circumstances, the best strategy for any operator new to cashmere is to start small and let time and the natural fertility of goats build up herd numbers. A fortuitous advantage of this strategy is that a new operator can learn and develop management, breeding and marketing skills as herd numbers increase.

On balance, then, hobby farming is only a detriment to the cashmere industry if it stays hobby farming, and if at least some operators don't turn hobby farming into a business.

Adding Value

While for many ranchers and farmers the production of a commodity for resale is sufficient, there is a fortunate and growing trend in the West to look at ways to add value to a commodity, eliminating one or more of the intervening processor steps, and selling an improved product at higher value either directly to the consumer or in any event higher into the economy. The raw commodities of cashmere are raw fleeces, live animals to the meat market, and breeding stock.

Adding value can take a number of different forms: one can process raw fleece into dehaired cashmere, spin dehaired cashmere into yarn, knit or weave cashmere yarn into fabric, and sew or otherwise manufacture cashmere fabric into garments, which in turn can be sold either to wholesale distributors or directly to the retail consumer. One can add value to meat animals by transporting them to a better market, by slaughtering them locally and marketing chilled carcasses, by processing slaughtered carcasses into retail cuts of chevon or specialty meats such as Polish sausage, pepper sticks, or jerky, and marketing the end product either to distributors or the retail consumer. One can also tan and sell hides to leather manufacturers, or sew kid leather into garments, gloves or other items.

An exercise in creative imagination can rapidly lead to an understanding of whether interests, skills and knowhow already in your possession can provide you with a path to adding value to the product.

Building Up from a Hobby

A hobbyist who wants to carry his or her interest the next step into a business has a number of advantages, and a commensurate number of pitfalls. It is necessary to recognize the fundamental differences between a hobby and a business, which, at its simplest, is the profit motivation. A person who knits sweaters for a hobby derives his or her primary satisfaction from the very immediate, hands-on, physical process of knitting: a sweater manufacturer derives his or her primary satisfaction from the much more abstract—and frequently frustrating—process of seeing to it that other people knit to his or her profit.

It would be nice if the gradation from hobby to microbusiness to small business to big business were a continuous slope. Unfortunately, it is not, though there are no clear-cut break points at which one can say there has been a change in nature from one to the next. Many hobbyists, for instance, operate their hobby profitably—pay for their habit, as it were—and many businesses which contribute greatly to their communities and have large payrolls are not profitable. To a certain extent, whether one is going to run a hobby like a business, or a business like a hobby, is the individual entrepreneur's choice.

How, as a practical matter, does one make the transition from hobby to business? First, a would-be entrepreneur should carefully examine whether and what hobby skills realistically translate from the hobby to the business, what jobs the entrepreneur is going to have to hire out, and what he or she can realistically do him or herself. Certainly, one characteristic of expansion from hobby to microbusiness, and from microbusiness to small business, is a progressive loss of hands-on participation and direct control of the process.

If you don't get anything else from this conference, I hope you will at least learn the value of planning. A plan is more than a dream: it is at the same time a model and a road map, and good planning will help your dream come true. If you are looking at a hobby as a potential business, you should recognize that your hobby is a model of that business, and is the first critical element of your planning process. It is also the first test of whether you really want to make the transition.

Whether you raise five goats or five thousand, you have to feed them, fence them, doctor them and keep track of them. Whether you knit two sweaters a year, or supervise a staff of five who knit twenty a day, you have to buy yarn, make payments on the knitting machine(s), wash, block and package the final product. Two major differences between the hobby and a business are that a hobbyist doesn't have to keep track of the cost of materials, pay him- or herself to do it, and keep a banker happy.

Continued on next page

Hobby to Business

Continued from previous page

Nonetheless, if you are still at the hobby level, you have a wonderful opportunity to start keeping records of costs so that you can plan for expansion. Start now to identify and categorize all the expenses connected with your hobby and to keep track of the time you spend on it. You should be able to reconstruct at least a year's worth of expenses and time. Elsewhere in this conference you will hear much more about business plans, much better explained than I can do. However, the heart of a business plan is this:

1. How much did I spend for materials? How much did I spend for overhead? How much did I spend for labor? How much else did I spend, and what for?
2. What was the total amount I spent?
3. How many units of product did I make?
4. Divide the total expenses by the units of product. That is my cost per unit.
5. How much money did I make from sales?
6. How many units of product did I sell?
7. Divide total sales dollars by units of product sold. That is my gross income per unit.
8. Subtract cost per unit from gross income per unit. That figure is my gross profit, and should be (a) a positive number and (b) be from 20 to 40% of my cost per unit.

As you change your hobby into a business, you are going to encounter two phenomena you have to know about and not be surprised by. The first is scale economies, the second are hidden costs.

I will dispense with scale economies quickly, and merely caution you not to count on them too much. Simply put, two acres of ground to run four hobby goats on are most likely much more expensive per acre than two thousand acres would be: you can get a better price per ton on hay by the semi-load than the pickup load. Your vet will charge you less per animal to look at ten animals than one. These economies of scale will affect your business favorably but, you will almost certainly learn, hidden costs will more than offset them.

The first "hidden cost" you are most likely to encounter is the value of your own labor. As you try to use your hobby as a pilot model of your business, go through the exercise of keeping a time book on yourself, and realistically measure the time you are putting in. As an entrepreneur, you will put in far longer hours than your employees, at almost certainly a far lower rate of pay.

But as you try to foresee what labor will cost you, make sure you keep track of your own time as a predictor of what a hired employee will take to do the same work. As you estimate your labor costs, also take into account that you know more about your work, whether it is raising goats or knitting sweaters, than someone you hire to do the same work, and you therefore work more efficiently. As a general rule, you should value your time at at least twice what you think you would pay someone else to do the same job.

A second initially hidden cost is the value of space. Hobbyists don't, as a rule, think about the value of the back lot their goats live in, or the sewing room in their house where they knit. However, when you move up to 1,000 goats or 20,000 sweaters, you have to have a space to do it in, which you are going to have to buy or rent. You can get a rough idea, however, by making an honest appraisal of how much of your house you use for your hobby, and taking that as a percentage of your total mortgage, insurance, utilities and maintenance bills.

Other hidden costs are maintenance and repairs. Again, a hobbyist tends to regard time spent fixing things as part of the hobby, and perhaps even an enjoyable part of it. Multiply machinery repair, fence fixing, routine care of knitting machinery by a factor of ten, a hundred or a thousand, and it becomes obvious that repair and maintenance is a large part of the cost of doing business, both in loss of production, cost of parts and contracted services, and employee time. Most entrepreneurs, and all ranchers, are familiar with this mathematical expression of Murphy's law:

$$R_f = O^n(m)$$

where R_f is the frequency of breakdowns and n is the number of employees using a given piece of equipment. The frequency of repairs is four times as great with two operators, eight times as great with three, sixteen times as great with four. The mathematical symbol m in the above equation, a variable constant, represents the observation that the effect is more pronounced with haying equipment from June until September, knitting machinery from August until January first, and shearing equipment during the month of March.

In fact, the more people who use any piece of equipment, the more likely minor maintenance will be overlooked due to operator unfamiliarity with the machinery. By the time a minor problem is detected, it is usually no longer minor, resulting in high repair costs, downtime and loss of productivity. If you are not familiar with amortization for tax purposes, you may believe that three, five and ten-year amortization of equipment is simply a tax dodge to "write off" the capital cost of equipment and conceal income. In fact, those are real costs over and above actual costs of repairs and maintenance, and an entrepreneur would

Continued on next page

Hobby to Business**Continued from previous page**

be well advised to be putting at least some of those amortization dollars aside to replace tools, machinery and equipment, because even the best maintained equipment eventually wears out and has to be replaced.

In Montana, personal property taxes are also a hidden cost. There is a genuine trade-off that any entrepreneur should consider when purchasing capital equipment: used equipment will have a higher annual maintenance cost and, in many cases, a shorter working life. On the other hand, used equipment will always cost substantially less, may justifiably be amortized over a shorter time period for both Federal and State income tax purposes, and will attract a far smaller Montana personal property tax. These savings may or may not offset the greater costs of repairs and maintenance. (As a general rule, don't buy used equipment if you aren't familiar with it and capable of maintaining and repairing it yourself.)

These are planning factors an entrepreneur should consider in detail with his or her tax and financial advisers as well as banking and lending officers prior to investing in equipment. One consideration, which will vary widely from one operation to another, is the extent to which maintenance and repair can be performed with one's own resources, and conversely the extent to which they must be contracted out, usually at very high cost.

As an entrepreneur expands from a hobby or pilot-scale operation, a number of ancillary support problems take on new life of their own. A hobby knitter, for example, may deal with equipment no more complex than two needles in one's own weary fingers, or a relatively simple flat-bed manual knitting machine; a sweater factory almost certainly will be dealing with more than one power-assisted, computerized, heavy-duty home knitting machine through light commercial to full scale commercial machine, with their own particular programming, maintenance and repair needs. A small-scale cashmere goat breeding operation's record-keeping requirements can probably be handled with a ball-point pen, a tally book and a good memory; a thousand-doe breeding operation with a full-scale recordkeeping plan will certainly require a computer.

The owner/worker of a pilot or micro-scale business, by the same token, can probably handle accounts payable, accounts receivable, a cash-flow spreadsheet and payroll records manually: the manufacturer of 5,000 to 20,000 sweaters will not only need a computer, but very possibly a part- to full-time bookkeeper/comptroller to run it. A hobbyist can ignore his or her daytime phone or put in an answering machine; if you are dealing with the consuming public, you must have a live human being to answer the phone during working hours.

At some point in the life of a successful business, another phenomenon occurs that an owner/manager has to be prepared

for: the point at which the business takes on a life of its own. One way in which this is often expressed is that is the point at which you no longer own the business, but the business owns you. Frequently, at this juncture, the business has expanded to the point that the owner/manager no longer does all the hiring and firing, and may even be at the point where he or she has employees he or she has never personally met.

Beyond a certain size, and with appropriate delegation of authority, even hiring and firing and personnel management must be turned over to someone else, or even delegated further into departmental or division heads. Your 20,000 sweater a year business, for instance, will probably have a separate department for shipping and receiving, and the individual in charge of it may appropriately do his or her own hiring and firing.

Somewhere, when a business takes on its own life, its various divisions may take on their own bureaucratic existence, and an owner/manager may find that senior and middle-level management employees are starting to build their own mini-empires within the structure of the business. Mid level management people often gauge their own success, and are evaluated by their supervisors, not so much by the cost-effectiveness of the segments of the business they supervise, but by the number of employees and the budgets within each. This is where one finds middle to large size companies having to "trim the fat" periodically by laying off employees, sometimes in a fairly arbitrary fashion. The good news is that a former hobbyist having to downsize in this manner is almost by definition experiencing a great deal of success. The bad news is that at this point the former hobbyist, now owner/manager, is a long way away from the original hands-on relationship with both production and the people doing it: the decisions to "trim fat", "get rid of dead wood," "downsize," and the like must be made in terms of bottom line numbers and ratios of numbers, rather than strictly human considerations.

I would hope that all the participants in this conference will one day have to cope with the problems attendant on success. As a realistic matter, I know that by far the largest part of new businesses started up in the United States each year fail in less than five years.

There is no way that I, or any of the consultants and advisors at this conference or whom you might encounter along the way, can guarantee that your business will be successful. I can give you a recipe for failure, however, with which I will leave you: do any significant number of the following things and your business will undoubtedly crash and burn. Don't do them, and your likelihood of success is, at least, significantly higher.

1. Don't make written plans
2. Don't keep records
3. Don't communicate with your employees

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Hobby to Business
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4. Don't pay your taxes
5. Operate on a shoestring
6. Pay yourself first, no matter what
7. Never, ever advertise
8. Ignore your competition
9. Don't do any succession planning
10. Ignore the regulatory environment
11. Don't ever ask for advice



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Past Ad



Paul Goes To Obedience School

By Paul Johnson

For Christmas, Linda gave me a gift certificate for obedience school, ostensibly for our Border Collie Jill. After three classes, I feel compelled to report on our (Jill's and my) progress. Jill is doing fine. She sits and watches everything, and usually only needs to be shown once how to do anything (sit, lie down, come, etc.). My troubles started in the first class, when we were told to bring your dog's favorite toy and five favorite treats. Toy? Treats? Jill is a farm dog! Her favorite plaything is sheep and she doesn't normally get treats. So I experimented and found she loved cat food. One small bit of cat food and she was ecstatic. So armed with cat food and potato chips we went to the next class. Jill tired of her treats in about 5 minutes. It seemed all the other dogs had real treats, like expensive cheese, scraps of steak, and other things that made *me* hungry. Prior to this adventure, Jill had responded just fine to praise, needing nothing else as a reward. But no longer. Now she expects the same treats as the Poodles and Cocker Spaniels get. Not only that, but it became apparent the other dogs actually lived in the house with the people, and were bathed regularly. This last point was brought home when the instructor mentioned to me the school also had a pet grooming facility, which was open prior to class. Not being sure if it were Jill or myself that had the offending odors, I bathed both of us before the next class. Jill, not being treated to regular baths (like I am), ran away and rolled it a pile of I-don't-know-what just as I was ready to take her to class in spite of her rather distinct odor. Before that session was over, I half expected to have the ASPCA or PETA to have me arrested.

Needless to say, Border Collies need little in the way of instruction, at least on the basics. Soon we will graduate to herding, and then things will get exciting. I'm sure. The class hasn't been a total loss, as a lady from Wales brought a list of great light bulb jokes.

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How many dogs does it take to change a light bulb?

Well, it depends on the breed of dog...

Afghan

Light bulb? What light bulb?

Golden Retriever

The sun is shining, the day is young, we've got our whole lives ahead of us, and you're worrying about a burned-out light bulb?

Border Collie

Just one. And I'll replace any wiring that's not up to date while I'm at it.

Dachshund

I can't reach the stupid lamp!

Toy Poodle

What? Where? I'll get it, no you get it, no I got it! Look! The Border Collie did it! Look! A bug!

Rottweiler

Make me!

Shi-tzu

Puh-leez, dahling. I have servants for that kind of thing.

Labrador

Oh, me, me!!! Pleeeeeease let me change the light bulb!!! Can I? Can I? Huh? Can I?

Malamute

Let the Border Collie do it. You can feed me while she's busy.

Cocker Spaniel

Why change it? I can still pee on the carpet in the dark.

Doberman Pinscher

While it's dark, I'm going to sleep on the couch.

Mastiff

We're not afraid of the dark.

Beagle

Light bulb? Light bulb? That thing I ate was a light bulb?

Yorkshire Terrier

I know I can jump that high, I know I can, I will, I can, Nope I can't, guess I'll just crap here in the dark, no one will know, Ha Ha!

Brittany

Leave the light bulb alone. It's easier for me to sneak out and run around for a few hours and get lost.

Guardian dogs

I'll kill anything that touches my light bulb.

Savanna Goats The Hot New Imported Goat?

The Savanna goat is an indigenous African goat. The herd is kept in a camp near the Vaal River in extremely unfavorable conditions and, as a result of natural selection, they are fertile, heat tolerant and parasite resistant. The black skins of white goats protect them from strong ultraviolet rays. They are much in demand for ceremonial purposes.

The breed is very adaptable and is successful on extensive grazing, as well as on intensive pastures. Savanna goats are selected for totally black well-pigmented skins. The skins, as well as the horns, hooves and all bare skin areas, which can be injured by strong ultraviolet rays, must have black pigmentation. These goats have thick pliable skins with short white hair. The Savanna is not a seasonal breeder and mating can usually be done at any time. The breed is highly fertile, with a high twinning rate generally achieved, even under suboptimal conditions.



Savanna goats—winners at a recent Texas meat goat competition. Photographs by Jan and Ron Gerrity, Kanarra Kashmere, Kanarraville, Utah.

Goat People

Christine Westvig

Morning Sky School, Mountain Center, California

Morning Sky School is a residential school for boys and young men, age nine to seventeen. The school is located on twenty acres of forested land near Idyllwild, elevation 4,500 feet. The peaks of the San Jacinto Mountains loom a few miles to the north. At Morning Sky, students with a variety of learning, behavioral and communicative disabilities live and learn in six residential and classroom structures scattered among the trees. In small classrooms, through one to one counseling and through a variety of educational, therapeutic and recreational activities, a great deal of attention is given to each student.

Chris Westvig, staff member at the school, has been the prime mover in the school's new animal project. They built fencing to protect animals from predators and plan to acquire several types of farm animals for the students to care for as part of their program. The school has a few chickens which are cared for by the students.

They recently acquired two young cashmere doelings, Snowflake and Little Bit, in late October 1999. The two goats had been worked with by their prior owners so that they were comfortable on a leash and were friendly and trusting of humans. They settled in quickly and found they had much more potential for attention and grain handouts in their new home. The boys enjoy feeding and walking the goats and the goats have become quite spoiled.

Chris reports that the girls call out and run to the fence when anyone approaches or walks down the road and that it cheers up the boys when they are having a rough time coping. The school also hopes Snowflake and Little Bit will help control the brush around the school grounds.



Sergio feeding Snowflake and Little Bit.

Oregon's 6th Annual Winter of 2000 Pygora Goat Show & FIBER FRENZY

By Lisa Roskopf

Pygora Goat Show & Fiber Frenzy Organizer

On Saturday, January 15, the 6th annual Pygora Goat Show & Fiber Frenzy was held once again at the Washington County Fair Complex in Hillsboro, Oregon. This show has been held in January as it is a great time for the Pygora goats to be shown in their winter's best fleece. The show features the Pygora goats and their fiber, and it includes a full range of sanctioned shows for all ages of animals. This has been the only show for the last six years that has included a class for senior bucks.

Many people have seen the Pygora goats at County and State fairs. This winter show allows people to see the animals in all their full fluffy fleece. I think anyone that came to the show soon found out why this is "The goat that everyone is talking about!"

At the show, there were vendors selling fiber and related projects. Spinning demonstrations and fiber booths gave people the opportunity to see first hand how the fiber from these beautiful animals is used.

We were very excited to have had the 4H Pygora Pals of Clackamas, Oregon featured in the January 28th issue of the Capital Press, the northwest's weekly agricultural newspaper, along with color photos too! The Pygoras are now shown in 4H classes at a number of county fairs. This is an ideal goat for 4H because of their ease of handling, easy kidding and the opportunity to use the fleece in 4H projects.

We want to thank the following class sponsors: GOAT Magazine sponsored the "Best Herd" class. The winner received a free one year subscription and breeders directory listing for the magazine. Linda and Dave Garrett sponsored the "Garrett Ranch Special Award for Best Fiber on a Wether" award. The winner received a \$50.00 U.S. Savings Bond. This new special class and award is in recognition for the special attributes the Pygora wether contributes as a fiber producing animal. Susan Prechtel of Hidden Meadow Farms sponsored both the "Golden Fleece Award" and the "Dam and Daughter" Class. She presented a \$50 cash award for each class to the winner. I also want to give a BIG thanks to all the participants, volunteers, and vendors for all their help in making this show a huge success!



Grand Champion Winners (photos at left, top to bottom):

Grand Champion Buck

Yama Farms "L" Nino, Chris Utterback, Yama Farms

Grand Champion Doe

Hollyhock Hollows Sara, Jared Sharp, Kid Around Farm

Grand Champion Wether

Hawks Mountain Ranch Big Cherry, Shannon Gilbertson

Preparing the Farm and Farm Animals for Disasters

By Jacob Casper, DVM, Maryland Department of Agriculture

Sebastian E. Heath, MVetSci, Vet MB, Purdue University, School of Veterinary Medicine

Robert D. Linnabary, DVM, MS, University of Tennessee, College of Veterinary Medicine

OK, so nothing of consequence happened at the Y2K rollover. This doesn't mean that that was the last potential disaster in our future. There's always volcanoes, asteroids, earthquakes, tornadoes, floods and alien attacks to worry about. I've seen all those movies; I know what's out there! Even though, it may not be healthy to plan your life around a potential upcoming catastrophe, it doesn't hurt to give it a passing thought or two—say while you're reading the next four pages—you could spend a little time in preparation and even if the "big one" never hits, you (and your animals) will have peace of mind.—Ed.

Disasters such as hurricanes, tornadoes, floods, earthquakes, severe winter weather, hazardous material spills or nuclear power plant accidents can occur any time. The event may occur suddenly or be anticipated for several days as with an approaching hurricane or flood. The time to prepare for these events is long before they occur. Even at the farm level, procedures should be written. They should be kept in a safe, fireproof, quickly accessible place with other important documents and taken along if it becomes necessary to evacuate the farm. Each member of the farm family and herd personnel should know of and practice the plan so that action may be taken even in the absence of key management personnel.

The first step in planning for a disaster is to determine what type of disaster could occur on the farm and with what frequency. It would be useless to spend time and money, for example, to plan for severe winter weather if the farm is located in a tropical environment. If the premises are near a nuclear power plant, even though the risk of an accident occurring is slim, the owners would want to consider how to protect their animals from radioactive fallout. If the farm is near a major highway, one might want to consider a hazardous material spill from a road accident in the planning. Living next to a river or stream would put planning for flooding or a barge accident in the forefront.

Only after farm owners have considered their risks can they prioritize the time, money, and other resources they wish to allocate to each potential hazard. An all-hazards plan is most desirable; however, plans should also be customized for specific situations. Once the risks are known, decisions can be made about what actions can be taken in advance and what actions would be required once the disaster occurs. Generally,



the effects of a disaster on livestock are lessened by avoiding the disaster, mitigating its effect if it cannot be avoided, or sheltering the animals. The approach taken would depend upon the type of disaster anticipated. Sometimes only one approach may be appropriate such as sheltering. In some instances, combined approaches, such as mitigation and sheltering, may be required. In events such as floods or firestorms, sheltering may be the wrong thing to do.

Mitigation

Hazard mitigation is defined as any action taken to eliminate or reduce the long-term risk to life and property from natural or technological hazards. Some examples of hazard mitigation might be hurricane seeding to reduce the intensity of a storm, tying down homes or barns with ground anchors to withstand wind damage, redirecting the impact away from a vulnerable location by digging water channels or planting vegetation to absorb water, establishing setback regulations so building is not allowed close to the water's edge, and constructing levees or permanent barriers to control flooding.

The farm and farm buildings should be surveyed to figure out what mitigation procedures should be followed based on the hazard risk. These procedures include:

- Building or repairing barns and outbuildings so they exceed building codes;

- Constructing or moving buildings to higher ground;

- Replacing or covering glass windows and doors with sturdier materials;

- Keeping drainage furrows sodded;

- Cleaning or moving trash piles and burial sites (Many farms contain burial sites contaminated with lead-based paints, machinery grease, motor oil, lead-lined tanks, batteries, roofing nails, asphalt, shingles, caulking compounds, linoleum and plumbing lead. During flooding this material may leech into the crops or feed supply or be moved to a more accessible area where animals could consume them.);

- Moving or storing toxic chemicals, pesticides, herbicides, and rodenticides in secured areas to prevent their washing onto pastures where animals may be exposed;

- Securing loose items;

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Disaster Planning

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Draining or building levees around ponds that could flood.

A list of resources and people should be developed by the farmer and kept with important papers. This list should contain emergency phone numbers, suppliers, truckers, and people that can help with the animals, especially if normal working conditions are disrupted.

Supplies that may be needed during or after the disaster should be obtained. Many of these items may not be readily available after the disaster. By obtaining them in advance, more reasonable prices will be paid. Unfortunately, disasters attract individuals who gouge and prey on the misfortunes of victims. Items that could be obtained are portable radios and TV's, extra batteries, flashlights, candles, portable generators, salt, gravel, litter, fuel, antifreeze, stored feed such as hay (the amount to store would depend on the hazard—after the Washington State flood, most producers vowed never to inventory large amounts of hay due to excessive flood damage and spoilage), ropes, halters and other animal restraint equipment, and medical supplies. Once obtained they should be stored in such a manner that they will be usable after the disaster. While in storage they should be checked at regular intervals—i.e., once a week—to assure that they do not spoil, and that electrical or mechanical appliances are still working. They should also be rechecked and evaluated after the event to assure they are still usable. A log should be kept to record when and how often the items were monitored. Animals should be kept current on all appropriate vaccinations and booster shots before the disaster. Keep a written record of the products given and the date of injection. Because the stress of the event and the disruption of the environment could cause an increase in infectious disease spread, proper vaccination could protect the animals.

Representation to Governmental Agency Managing the Disaster Response

As the disaster approaches or after it arrives, the most important thing the farmer needs is truthful, accurate, and current information. Government's response to most disasters is coordinated by a county, State, or Federal emergency management agency. Representation to this agency for the farmer is critical. In most instances, this is competently done by a member of the State or Federal Department of Agriculture. It is strongly suggested that farm organizations lobby for veterinary representation either through their State or Federal Department of Agriculture or separately to the emergency management agency. Often, the needs of animals during disasters are given low priority. Veterinarians, who are aware of these needs and can also verify the validity of requests for help, are most suited to bring animal problems to the forefront. In many instances, actions required to protect animals, such as sheltering or evacuation, must be done before a similar action is taken for people. This is because moving animals to shelter from pasture or evacuating them to other locations takes considerable time and many workers.

However, governmental agencies will not issue such directives for animals before similar instructions are issued for people. They fear that a panic situation might occur and people might be critical about animals being protected before them. (Animals can always be released from the shelter or returned from their point of evacuation if the disaster does not materialize.) What they do not consider is that it must be done while it is still safe for people to do the task since animals cannot shelter or evacuate themselves. After the disaster, government usually limits access to the disaster area. However, animals have to be fed, watered, and milked. Who is better suited to do this than the owner? Designation of farmers as emergency workers by government solves the problem of who will be responsible for this task. A veterinarian located in the emergency operating center can get these messages across.

Evacuation

If evacuation of the animals is being considered, then evacuation procedures, places, and routes should be planned. Since all animals may not be able to be evacuated, owners should decide ahead of time which are the most important ones to save. Various decision criteria can be used such as sale value, breeding quality, stage of pregnancy, stage of production, or simply sentimental preference. These animals should be identified ahead of time and a written list kept. If the owner is not home when the disaster threatens, others would then know which animals to save.

Animal evacuation routes must not interfere with human evacuation routes. Alternate routes should be found in case the planned route is not accessible. Places where animals are to be taken should be decided in advance and arrangements made with the owners of these places to accept the animals. Trucks, trailers, and other vehicles should be obtained in advance and the animals acclimated to them so they are not frightened when they have to be used. Restraint equipment, feed and water supplies should be available to use and move with the animals and sufficient people should be on hand to help move them. The animals should be photographed and permanently identified by metal eartag, tattoo, brand, registration papers, or microchip. A permanent record of the identification must be kept as this information is useful in resolving arguments of ownership in case animals get loose. Papers documenting the identification should be kept with other important papers. Ultimately, the decision to evacuate will depend on the distance to be traveled, the amount of time before the disaster will affect the farm, and whether there is any advantage to moving the animals to the place selected. Sometimes evacuation may be done after the disaster, provided the roads are passable and the equipment needed for travel usable. If this is the case, the accepting location must be contacted to find out its condition.

Sheltering

Whether to move farm animals to shelter or leave them outside

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will depend on the integrity and location of the shelter being used and the type of disaster. During Hurricane Andrew, some horses left outside suffered less injury than those placed in shelters. This was because some shelters selected did not withstand the high winds. Horses were injured by collapsing structures and flying objects that may have been avoided on the outside. Another reason for possibly leaving animals unsheltered is because flood waters that inundate a barn could trap animals inside, causing them to drown. During severe winter weather, shelter animals from icy wind, rain, and snow. Generally, if the structure is sound, the animals should be placed indoors. Once they are inside, secure all openings to the outside. As mentioned previously, the sheltering should be ordered and completed before similar action is taken for humans.

Farm cats and dogs should either be placed in a disaster-proof place or turned loose, as they generally will stay close to their home in the immediate period following a disaster. If they are loose, however, attempts must be made to immediately catch them after the threat is over to prevent these animals from becoming feral and a public health hazard. Some farm dogs are dangerously aggressive, and under normal circumstances should be kept chained. These dogs cannot be kept chained or turned loose during a disaster. If an inside shelter cannot be found, then the only safe and humane thing to do is to euthanize these dogs as a last measure before evacuation.

Human Evacuation

What can be done with the animals if there is a need to evacuate the premises and the animals have to be left unattended? There is always the risk that animals left unattended for extended periods could die or suffer injury. Sometimes, this may be the only option to protect human life. Protecting human life should always take priority in planning. Regardless, after the animals are secured in appropriate shelters, food and water should be left for them. The amount necessary for survival is considerably less than for other purposes. If the animals survive, then the decision can be made after the disaster whether it is worth the time and expense to bring them back to their previous condition.

Consult the table as a guide to the amount of food and water to leave. Every practical effort should be made to leave animals with sufficient food and water for their survival—enough for 48 hours should be left. Usually, within that time the initial effects of the disaster will be over. During the recovery phase, the decision can then be made as to the best way to mount a rescue effort.

Special Considerations

Some practices that may be followed in planning for disasters, especially during the winter, require a special alert. During winter weather it is common to use portable heaters, gritty substances on the floor to prevent slipping, and antifreeze.

When using these heaters, be sure they are working properly and are located in an area where there is adequate ventilation. Heaters not working correctly could be a source of carbon monoxide, a deadly, odorless, colorless gas. Antifreeze used in vehicles is a deadly poison. Animals seem attracted to it and will readily consume it because of its sweet taste. Take care to properly label all containers. Do not use containers previously filled with antifreeze for other purposes, especially feed and water. Promptly clean up all leaks and spills. Water supplies should be checked for freezing. Many animals have died of thirst during the winter, even with abundant water sources, because they could not drink the water as it was frozen solid. If gritty material is spread on floors to prevent slipping, use only approved nontoxic materials. Recently, a farmer mistakenly used Furadan, a fungicide, for this purpose and several cows who licked it off the floor died.

Farms can be insured against catastrophic events. Insurance policies are available for replacement of damaged materials, repair work for recovery, boarding of evacuated occupants and animals, lost production, and relocation. These should be investigated and purchased before the disaster threatens. For a farmer to claim compensation for lost production, which in many cases is the largest economic cost during a disaster, the farmer must have substantial records that document the level of production his/her herd has achieved in previous years. This is generally only successful in herds with recognized herd monitoring programs, such as Dairy Herd Improvement or other programs that are available for various species. To verify the validity of these records a herd health program, based on a valid veterinarian-client-animal relationship, should be in place. A copy of all production records should be kept in a secure place so that the details are not lost during the disaster. Many veterinarians are willing to keep copies of their clients' production records, if they are computerized and space efficient.

Conclusion

Depending upon the event, disaster preparation may or may not be successful. However, it is known that effects of disasters are lessened by proper planning. Economically, it is cheaper to prevent the problem or lessen its effect than to pay the costs of recovery. The time to do this is NOW, before the disaster occurs.

Short Term Dietary Requirements for Animals During Disasters

<u>Animal</u>	<u>Water/Day</u>	<u>Feed/Day</u>
Dairy Cows		
In Production	9 gal.—summer 7 gal.—winter	20 lb hay
Dry cows	9 gal.—summer 7 gal.—winter	20 lb hay
Weaning cows	6 gal.—summer	8-12 lb hay

Continued on next page

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	3 gal.—winter	
Pregnant cow	7 gal.—summer 6 gal.—winter	10-15 lb Legume hay
Cow with calf	9 gal.—summer 8 gal.—winter	12-18 lb Legume hay
Calf (400 lbs.)	6 gal.—summer 4 gal.—winter	8-12 lb Legume hay
Swine		
Brood sow (with litter)	4 gal.—summer 3 gal.—winter	8 lb grain
Brood sow (pregnant)	1-2 gal.—summer 1 gal.—winter	2 lb grain
Gilt or boar (150 lb.)	1 gal.	3 lb grain
Sheep		
Ewe with lamb	1 gal.	5 lb hay
Ewe, dry	3 quarts	3 lb hay
Weanling lamb	2 quarts	3 lb hay
Poultry		
Layers	5 gal./100 birds	17 lb/100 birds
Broilers	5 gal./100 birds	10 lb/100 birds
Turkeys	12 gal./100 birds	40 lb/100 birds
Horses		
All breeds	5 gal./1000 lb	20 lb hay/1000 lb
Dogs and Cats	1 qt./day/animal	Ad Libitum dry food

What About Goats?

You will note that goats are absent from the above list. Either the government didn't think goats belonged on a livestock list or they didn't consider them worth saving in the event of a disaster. However, further research led us to the following water and food requirements for goats (and sheep) from Texas A & M's Reference Guide for Texas Ranchers at <http://texnat.tamu.edu/ranchref/guide/lshusb.htm>.

Peak daily water requirement for sheep and goats: 1 to 4 gallons/day

Daily forage intake requirement for goats:
4% of body weight

USDA Launches New Campaign to Help Small Farms

Introduction

The Small Farm Program at the Cooperative State Research, Education, and Extension Service (CSREES), an agency within the U.S. Department of Agriculture, is committed to meeting the needs of the small farm community. The goal of the CSREES small farm program is to improve the income levels and the economic viability of the small farm enterprises through partnerships with the Land Grant System, public and private sectors by encouraging research, extension, and education programs that meet the specific needs of small farmers.

Small Farm Toll-free Number: 1-800-583-3071

This toll-free number has been established by the Plant and Animal Systems Division of USDA-CSREES to give small farmers a much easier access and quicker response time to their questions or information inquiries on small farm issues. There is no cost involved with calling this line.

Electronic Mail Access: smallfarm@reeusda.gov

The Small Farm mailing group was established in 1995 under USDA-CSREES-Plant and Animal Systems. This medium is used in exchanging small farm related information, request ideas, share success stories, send in activities calendar of events, publications, and a whole lot more. Anyone with interests in small farm activities is welcome to subscribe.

To subscribe to the small farm mailing group Send a message to Majordomo@reeusda.gov. In the body, type subscribe smallfarm.

To unsubscribe to the small farm mailing group, sSend a message to Majordomo@reeusda.gov. In the body, type unsubscribe smallfarm

Planned Activities

Nine major issue areas were identified at the National Small Farm Conference that was held in Nashville, Tennessee in September, 1996. These areas are: Research and Extension Priorities, Program Impacts and Accountability, Technology Transfer, Environmental Issues, Program Delivery, Marketing Strategies, Economic Opportunities, Social Issues and Small Farm Policy. In an effort to build a strong National Small Farm Program for USDA-CSREES and the land grant system, sub-committees consisting of the public and private sectors including farmers and non-governmental organizations are being formed to address the outlined issues in their entirety, and develop recommendations for the system.

Newsletter

The Small Scale Agriculture Today's newsletter has been merged

with the Small and Part Time Farms' newsletter, to an entirely new stand-alone newsletter that will serve the readership needs of the land grant universities, public and private sectors, including the small farm communities nationwide (current readership is 25,000).

Call toll free: 1-800-583-3071 to subscribe to the Small Farm Digest or write to:

Small Farm Digest, Stop 2220, USDA-CSREES, 868 Aerospace Center, 901 D Street, SW, Washington, DC 20250; Fax: 202-401-5179

Publications

The series of publications "Getting Started in Farming" can be obtained upon request. The series are:

Getting Started in Farming; Mostly On Your Own; Part-Time or Small Farms; So You Have Inherited A Farm; Via The Home Farm; Small is Bountiful; Getting Started in Farming On A Small Scale (USDA Publication); Overview of Small Farm Programs at the Land Grant Colleges and Universities; Directory of State Extension Small Farm Contacts; Small Farm Digest, a quarterly publication; Proceedings of the National Small Farm Conference (1996); Getting Help for Your Small Farm from USDA; Brochure on Small Farm Program.

Factsheets on:

Aquaculture, asparagus, beekeeping, blueberries, brambles, American Ginseng, specialty corn, angora goats, cashmere goats, dairy and meat goats, specialty flowers, foliage plants, earthworm production, exotic fruits, herbs, exotic livestock, mushrooms, shiitake mushrooms, specialty mushrooms, northern nuts, organic farming, peppers, specialty potatoes, poultry, pumpkins, sheep, strawberries, specialty vegetables, wildflowers, and woodlots.

To obtain any of the listed items, write to the:

Small Farm Program, USDA-CSREES, Plant and Animal Systems, Stop 2220, 901 D Street, S.W, 868 Aerospace Center, Washington, DC 20250; Toll free: 1-800-583-3071; Fax: 202-401-5179

New Zealand National Agricultural Fieldays

(New Zealanders Know How to Have a Good Time!)

At the upcoming New Zealand National Agricultural Fieldays, June 14 - 17th, 2000, there will be a National Art Contest. To be more specific, it's a Cyclone No. 8 Wire National Art Contest. Artwork entered should be designed predominantly from No. 8 wire (4 mm soft galvanized wire equivalent). It is sponsored by Cyclone and this year the competition has three new categories:

1. Best first time entrant in an art competition
2. Peoples choice award
3. Artwork that best depicts "weather"

Before you get bored and move on—the total prize pool is \$5,000 cash. So, gentlemen, get out your wirecutters!

Other fascinating events planned include Cyclone fencing competitions,

where contestants compete against each other challenging the speed, accuracy and precision of their fencing skills. This contest includes both a Singles and a Doubles competition. Prizes include \$16,200 in cash, Cyclone Golden Pliers, 3 Stihl chainsaws and safety gear!

For you tractor drivers, be sure to enter the National Fieldays Mobil (as in oil company) tractor competitions. This competition tests the skill of the tractor operator in setting up and driving a standard production tractor to obtain the fastest time over a 100m distance whilst pulling a weighted sledge—Total prize pool is \$7,000 cash. Saddle up!

In addition, at the Fieldays, you will have the usual vendor booths, livestock exhibits and shows, stock handling demonstrations and fashion shows of Ag Art Wear.



How do you shear a young goat who won't stand? This is one solution—Put her in the headstall and give her a chair. Diana does her toes while she shivers in comfort. Photo by Steve Hachenberger, Castle Crags Ranch, Hamilton, Montana.

Goat/Cashmere Statistics Report of US Agricultural Imports

	Quantity	Value
Goats, Live		
1996/97	1,151	\$318,000
1997/98	2,289	708,000
1998/99	1,447	357,000
Goat Kid Skins, salted, not tanned		
1996/97	87,679	416,000
1997/98	72,022	542,000
1998/99	89,756	510,000
Goat Meat Metric Tons		
1996/97	3,382	7,809,000
1997/98	4,016	9,888,000
1998/99	3,558	8,097,000
Cashmere Metric Tons		
1996/97	210	4,795,000
1997/98	30	335,000
1998/99	29	500,000

Source:

USDA Economic Research Services
<http://www.econ.ag.gov/>



Breeders of Cashmere
Producing Goats

Guy & Karen Triplett

541-388-8992

63300 Silvis Rd • Bend, OR 97701

email: harvest@empnet.com

Diseases and the Show Ring

By C. S. F. Williams, Michigan State U., East Lansing
From the USDA Extension Goat Handbook

Taking goats to a show is like taking children to nursery school; they are at risk to every disease available. As long as this is understood, the positive aspects of showing can be balanced against the negative aspects and a decision can be made to show goats or choose some other method of promotion.

Predisposing Causes of Disease (Stressors)

Protect animals during hauling from exposure to wind, rain, dust, excessive heat and cold. When traveling only a short distance to reach a show location, place compatible animals of a similar size together and allow enough space so they can help support each other while the vehicle is in motion. For long hauls, there should be lots of bedding and enough room to permit the goats to lie down. Open pick-up trucks, slatted horse trailers and campers with little ventilation offer differing but equal opportunities for stress on show animals.

To find out how stressful the ride is, try riding with the goats. If you are barely able to crawl out of the truck or trailer afterwards, do not be surprised if the goats don't show well or "break" with some infection following the show.

Reducing Stress at Shows

Several factors may make showing less stressful:

1. Arrive at the show well ahead of time.
2. Be sure that a veterinarian has examined all animals entered and found them healthy.
3. Place animals in a clean, safe pen.
4. Provide plenty of familiar hay.
5. Make sure that animals have plenty of rest and quiet before they are brought into the show ring.
6. Do not overbag your doe so that her legs have to swing around her udder. At showtime, an udder should be filled to about the size and texture it reaches at peak lactation on twice daily milking.
7. Provide drinkable water—many goats refuse to drink chlorinated or other "strange" water at shows. Many who show goats bring from home a 10 gallon milk can full of water to be sure their animals will drink enough. Sometimes, strange water can be made acceptable by adding a quarter cupfull of molasses



Kristen Quinlan and her Pygora goat wait in the stands for their turn to compete in the ring—1999 NWCA cashmere goat show, Prineville, Oregon.

or a tablespoonful of baking soda per three gallon bucket.

Individual Goat Stress

Goats vary in their ability to withstand the stress of being on the show circuit. Some goats appear to thrive on it and eat well, maintain production and manage to look good most of the time. These animals are very likely to be some of the most reliable producers at home as well. The goat that is easily upset on the show circuit, and needs a lot of individual attention, will probably not show well, neither will she produce to her potential in a large herd.

In many ways, showing results in the survival of the fittest. An aged doe, with good conformation and the constitution, both mental and physical, to survive the stresses of production and showing is a truly admirable animal.

Diseases

These can be divided into two groups. Firstly, there are those that occur during or immediately after a show, so there is little or no doubt as to where the disease came from. Secondly, there are the diseases which take a long time to develop and there is no reliable way of telling where they came from. You only know that goats have been in contact with goats from other herds and more disease problems are now present than you think are justified.

Acute Diseases

The most obvious epidemic disease in this category

Continued on next page

Diseases and the Showring

Continued from previous page

is soremouth, a virus disease capable of infecting humans. Sores and scabs appear on the gums, lips and nose, and occasionally around the teats, tail, eyelids and feet. Sheep also suffer from this disease, and since many goats are housed in the sheep pens at fairs, it is possible for goats to acquire the disease by contact with scabs and virus on the pen walls. Handling of goats by judges and visitors will also spread the disease. Thorough examination of goats as they arrive at the show will not eliminate risk of this disease. A goat may have no lesions at all, when she arrives, but may be incubating the disease, and then the sores and scabs will appear on the lips a few days later. During this time, she has spread the virus to many other goats.

Pink-eye, or conjunctivitis, may be due to an injury if it only affects one eye of one goat. If it spreads from goat to goat, then it is an infectious conjunctivitis. Any pink-eye case will be aggravated by dust, flies and bright sunlight, and affected animals should be kept out of the sun and the wind with easy access to food and water.

Respiratory infections are very common after susceptible animals have been to a show, and the infection often spreads through the rest of the animals that did not go to the show, especially if there was no isolation of the returning goats. Goats will cough and have a nasal discharge. They may run a fever, be off-feed, and stand around, in a depressed state with drooping ears. There is no one specific infectious organism that causes this. Very likely there are several agents involved, similar to the shipping fever situation in cattle. After several shows and bouts of respiratory infection, most goats develop some resistance. After that, it is usually only the newcomers that will be affected. However, some animals may remain as chronic coughers, and these often relapse into pneumonia following stresses such as a sudden change in the weather.

If pseudorabies exists in the local hogs, then goats should not be housed near hogs, or transported in hog trucks to the fair.

Rotavirus infection has been reported to cause acute short-term diarrhea in show goats, but the prevalence of this virus in US goats is not known. Digestive upsets may occur at the fair, but this is usually due to erratic feeding schedules and strange food and water rather than any infectious disease. Mastitis may occur as a result of injury to the udder during transport or the stress of overbagging.

Long Term Diseases

It is highly unlikely that showing goats will expose them to any parasites that they did not have already. It is also highly unlikely that goats will contract tuberculosis or brucellosis because these diseases are extremely rare and subject to regulatory action.

The issue of abscesses and transmission via shows is controversial. The disease, caseous lymphadenitis, is caused by *Corynebacterium ovis* (pseudotuberculosis). These bacteria have been shown to be capable of causing an abscess in a goat, after being placed on the skin. Therefore, it is prudent to avoid contact with abscessed goats and sharing of potentially contaminated equipment such as collars, halters, brushes, clippers, etc., between herds.

A goat infected with this organism is a hazard to other goats. An abscess, regardless of the stage of development, should be sufficient to have the goat barred from the show under state laws prohibiting the exhibition of animals with signs of contagious or infectious disease.

Health Papers

Before goats are shipped or shown in another state, health requirements for the state of destination should be followed. First, call the state veterinarian's office in your own state and ask what tests and documents are required at your destination. Most states require a Health Certificate written and signed by an accredited Veterinarian stating that the animal(s) and the herd of origin are free from tuberculosis, brucellosis and any evidence of infectious or contagious caprine disease. Unfortunately, many health certificates do not represent a thorough examination of the animals shipped nor a clear knowledge that the herd of origin is free of disease. Therefore, a health certificate does not take the place of careful veterinary examination of consigned animals immediately before their entrance to shows and sales. Even so, the animals could be incubating an acute disease; they could be incubating a long-term disease like Johne's, or they could be carriers, yet show no signs; and the veterinarian is correct in accepting the health papers and accepting the animal for the show or sale. It is not safe to presume that goats are healthy, just because they have health papers.

Conclusions

The experienced showman on a summer long circuit knows which goats can withstand the stresses, and that most of them have developed an immunity to the acute illnesses anyway. The novice, with a new show herd of highly susceptible animals will have far more problems with acute diseases.

Calendar of Events

Association Contacts

March 23 - 26, 2000

Fibers Through Time, State conference, Central Arizona College, Coolidge. Info: Lynn Silberschlag, 6481 Avenida de Posada, Tucson, AZ 85718, phone 520-299-1418, email: ruslyn@aol.com

April 8 - 9, 2000

Barn to Yarn VIII

Pioneer Museum Complex, 309 W. Main, Fredericksburg, TX, 830-990-4478

Fiber festival showcasing fiber arts, animals, arts and crafts. Sheep to shawl event, plus visit historic Fredericksburg museum structures on the grounds, and shop various arts & crafts vendor booths.

April 15, 2000

NWCA Spring Field Day

Hosted by Goat Knoll, Dallas, Oregon. Spend the day learning about goats, fiber, spinning cashmere. There will be new kids—possibly some born day of event. For more information contact Guy Triplett - 541-388-8992, email harvest@empnet.com or Paul Johnson - 503-623-5194, email: goatknol@teleport.com.

May 15 - 20, 2000

Conference internationale sur les caprins (7th International Conference on Goats), Tours, France. Sponsored by the International Goat Association. Official working languages of the Conference: French and English.

Diversified scientific program of worldwide interest including round tables, conventions on special topics, technical visits and tourist excursions. Registration deadline January 31, 2000. Info: IGA, 1015 Louisiana St., Little Rock, AR 72202.

May 19 - 20, 2000

Seventh Annual Rare Breed Livestock, Miniature & Pet Expo, Fairgrounds, Knoxville, Tennessee. Agricultural and companion animals from large hoofstock, working and fiber breeds to miniatures of all types and unique tiny pets. Animal exhibits and educational and entertaining seminars. Contact: Heartsong Triple D Farm, 1292 Lakemoore Drive, Jefferson City, TN 37760, 865-475-3777, email: ddtarr@usit.net.

June 22 - 25, 2000

Convergence 2000, biennial conference of Hand-

American Meat Goat Association

W. E. Banker, President, 512-384-2829

Cashmere America Co-operative

Joe David Ross, Manager, 915-387-6052

fax: 915-387-2642

Wes Ackley (Maine) 207-336-2948

Marti Wall (Washington) 360-424-7935

Cashmere Producers of America (CaPrA)

Kris McGuire, President, 970-493-6015

email: krisvadale@aol.com

Membership info: Marilyn Burbank, PO Box 2067, Rogue River, OR 97537, email: burbank@cdsnet.net

Colorado Cashmere and Angora Goat Association (CCAGA)

Carol Kromer, Club Contact, 719-347-2329

Eastern Cashmere Association (ECA)

Gloria Rubino, President, 570-629-6946

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North West Cashmere Association (NWCA)

Guy Triplett, President, 541-388-1988

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ann@MontanaKnits.com

Pygora Breeders Association (PBA)

Inga Gonzales, Secretary

PO Box 565, Knightsen, CA 94548

phone: 925-625-7869

email: Igonozo@goldstate.net

Texas Cashmere Association (TCA)

Dee Broyles, President

806-489-7645 office

806-489-7959 home

Wild Goat Women

Debbie Walstead, Chairperson, 719-495-2962

Breeders

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9217 N. County Rd. 7
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970-568-7941
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ROLIG GOAT RANCH
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pagosasprings.net

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GRUMBLE GOAT FARM
Linda N. Cortright
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email: grumble@midcoast.com

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OREGON

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Continued on next page

Breeders Directory

Continued from previous page

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KELLERS KRITTERS

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LIBERTY FARM (NLF)

Internet listing of these breeders and a link to their
homepages, if they have one, can be found on the net at:
<http://www.teleport.com/~goatknol/breeders.htm>

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Yvonne on two phones

How does a busy goat farmer keep up with it all? Two phones.
Yvonne Zweede-Tucker, Smoke Ridge Cashmere, Choteau,
Montana.

Mickey on building.

Choose a caption:

“I’m a cat. Don’t ask what I’m doing.”

“Am I anxious for the kids to arrive? In a word—no!”

“When all your people are busy shearing, you have to get your
scratches where you can.”

“If anyone around here was half as bright as that bulb, I’d
be getting more attention.”

“Red sky in the morning, goats take warning. Red sky at night
makes me wax philosophic.”



Recipes!

**From the
Alberta
Goat Breeders Association**

(Garlic and Lemon Kebabs)

1.5 kg. chevon (hind leg or loin)—about 3-1/2 lbs.
3 medium lemons
1 cup lemon juice
4 cloves garlic, crushed
1 tsp. rosemary leaves
1 Tbsp. pepper
2 Tbsp. dry mustard
1/2 cup olive oil
extra olive oil
1 Tbsp. butter

Cut meat into 1-1/2 inch pieces. Using a vegetable peeler, peel rind thinly from lemons. Cut rind into thin strips. Combine meat and rind in a large bowl.

Combine juice, garlic, rosemary, pepper, mustard and oil. Pour over meat. Mix well. Refrigerate overnight.

Next Day:

Drain meat from marinade, saving marinade. Thread meat onto kebab skewers (about 5 to a skewer).

Heat extra oil in fry pan. Add kebabs in batches. Cook, turning occasionally, until lightly browned.

Place browned kebabs in fry pan, pour reserved marinade over kebabs and bake, uncovered, in moderate oven about 15 minutes, or until tender.

Remove kebabs from pan, boil marinade in pan, uncovered, until reduced to about 1-1/2 cups. Add butter, stir until melted. Serve sauce with kebabs.

This recipe is best if the marinade is made ahead and allowed to blend for a day before setting the meat overnight.

For more information about the Alberta Goat Breeders Association, contact them at AGBA, GD, Hay Lakes, Alberta, TOB 1W0, 780-878-3814, email: agba@edmc.net

Jamaican Curried Goat

2 lb. boneless chevon (goat meat) cubed
1/2 tsp. ground cumin
2 Tbsp. cooking oil
1/2 tsp. crushed red pepper
1 large onion minced
2 cups chicken broth
2 cloves garlic
2 Tbsp. lime or lemon juice
1 Tbsp. hot curry powder
1/2 cup minced scallions

Dust chevon with flour and fry until brown. Remove meat, toss in onion and garlic. When onion is transparent, stir in spices and fry until they lose their raw taste. Pour in broth; mix until smooth.

Return meat, cover, and simmer 1-1/2 hours, adding water if the sauce gets too thick. Stir in the lemon juice just before serving, sprinkle with scallions and serve on rice.

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...Valerie Porter, Goats of the World

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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.

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