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# SALEM DISTRICT INDUSTRIES

## :-:- Ninth Consecutive Year :-:-

THE STATESMAN dedicates several pages each week in the interest of the fifty-two to a hundred basic industries of the Salem District. Letters and articles from people with vision are solicited. This is your section. Help make Salem grow.

### ANGORA GOAT BREEDING AN INDUSTRY SHOWING NEARLY 100 PER CENT PROFIT

This is the Testimony From Texas, the Greatest Goat State in the Union, and the Same Thing Is No Doubt True or Possible in the Salem Trade District, on Many Thousands of Acres of Land—The Industry is Well Protected by Tariff Rates and Is Stable—America's Mills Consume Two-Thirds Of World Production, and American Clip Could be Doubled Without Affecting Demand.

(A. C. Gage, editor and publisher of the Angora Journal, leading newspaper of its type in the entire world, with his office at 427 Board of Trade building, Portland, has been in the habit of furnishing each year to the annual goat Slogan number of the Statesman an informative and interesting article. A request for an article for the present issue found Mr. Gage busy with film lecture engagements at Seattle and Tacoma. However, he sent the following article, contributed to a recent special wool section of the Boston Transcript, giving the whole view of the mohair industry. It should have the careful reading of every man in Oregon, and more especially in the Salem trade district.)

Conditions in the mohair industry in the United States have never been more indicative of soundness than in 1927. Throughout the southwest range country, pastures have been above the average. Demand for Angora goats has shown unusual activity. Just prior to the fall breeding season, range does were selling at \$6.25 per head.

Scouting through New Mexico and Arizona, buyers took such animals as showed fair quality in the mohair, and sent many carloads into the Edwards plateau district of Texas, which comprises about seventeen counties within a quarter radius of two hundred miles, with San Antonio as the base.

In this area, said Governor Dan Moody of Texas, at the Kerrville convention of the Texas Sheep and Goat Raisers association, there are 2,300,000 Angora goats, representing an investment of \$11,000,000. Returns from these mohair makers give an annual sum almost equal to their investment value. Counting the mohair clip, which runs over 8,000,000 pounds per year in this area, and adding therefore the value of the increase, it is readily seen that \$11,000,000 per year is not an excessive statement as the return from this line of livestock production.

Pay for Themselves in Year T. L. Benson of San Angelo, on the northwest boundary of this goat country, makes the unqualified statement that in every case within his experience, buyers have received back in revenues, in the first year, the full amount expended for purchase of Angora herds in southwest Texas. Governor Moody's figures included only the Texas area in which it is stated on good authority eighty per cent of American mohair is produced.

Other states bring the total American clip up to twelve million pounds. In 1926 imports of foreign mohair totaled thirteen million pounds. There are twenty mills or more in the United States employing mohair. At least two of these mills consume in excess of five million pounds each year. It is easy to understand how the United States consumed twenty-five million pounds in the past year. This constitutes fully two-thirds of the total world production, which may be stated at about thirty-seven million pounds.

Your correspondent spent four months traveling and lecturing with a set of four reels of film depicting the mohair industry. In visiting Texas ranges, it was evident that they are not overstocked, and are not utilized in anything like their full grazing capacity. In other words, they are not overgrazed. There are great areas in many western states that could be made productive by the use of mohair goats, and would yield an income where now there are not even paying taxes on a very moderate assessed land value.

These facts have created an attitude on the part of mohair growers which tends to expand their industry. The slogan, "More American Mohair," well expresses the situation in the industry in the United States today. Buyers in the field in Texas expressed without hesitation the belief that American production could be doubled without serious effecting demand. There is prevailing a positive conviction that the tariff on mohair should be maintained both on the raw material and on manufactured products of mohair.

Texas Growers Improve Quality Growers, particularly in Texas, have been giving attention to better quality mohair. Results are now being secured from the 1925 import of 117 registered Angora bucks from South Africa. While in some cases the growers and breeders are not enthusiastic over results from the cross to new blood from the Cape, many growers are highly pleased with the improvement in fleece quality and the new breeding sires. Unquestionably, there has been improvement.

There is, in the mind of the breeder, a firm impression that quality may be combined with weight in the fleece. Much has been said of the need for fineness. An objection was currently made

against coarse, harsh, wiry fleeces. By judicious selection in mating, it has been possible to secure a definite amount of fineness, accompanied by yield, or oil, in the fleece. The latter has been a moot point for many years. It is best explained, perhaps, by saying that if the fleece is lacking in oil, it becomes brittle, or friable, causing it to break, or splinter, in weaving. Particularly is this true in the vorticle pile fabrics, many of which are made with a loop, the mohair fiber being looped over a small wire in the loom. At the end of this wire is a keen-edged, razor-like knife, which is drawn across the fabric in the loom, cutting it and leaving the two ends embedded in the cotton warp, thus creating the plush or pile wearing surface of the fabric. If the mohair is not pliable and elastic, it breaks under the process, while a well-grown fiber cuts evenly and gives a justrous, uniform finish to the pile fabric. In the process of milling, the mohair scoured, and when it is mixed before going into the carding machines, it is sprinkled with olive oil to insure its smooth handling.

Fiber Compared With Woolen Mohair fiber differs from wool in that the serrations or scurs on the exterior, though similar to wool, are more widely separated and less highly developed. For this reason, mohair has not the felting property possessed by wool, and it does not lend itself to felt making. Likewise, it cannot be woven upon a mohair warp, as wools are woven on a worsted warp. Mohair requires a warp fiber that will hold it in position. Cotton is largely employed in this work, and forms perhaps 30 per cent of the resulting fabric.

In dyeing, however, there is a slight advantage in mohair over wool. The central or medullary striation, or channel, that is found in mohair is not existent in wool. Into this central tube of the mohair, dyes penetrate and become sunfast, if the dye is properly made and dependable. At the same time, the oil in this central tube, or channel, is not washed out in the scouring.

Command High Values It follows that if the hair is properly grown with a sufficient amount of oil, it possesses higher value than a dry, non-oily fleece. This is best illustrated by the fact that mohair from the alkaline pastures of New Mexico and Arizona sells at a price 20 per cent lower than the well-grown Texas hair from floors where alkali is not abundant, and where close attention has been given to mating and selection in breeding. This is one of the most indicative tendencies to be noted among the range men in Texas.

Oregon and California mohair has been criticized by spinners and weavers as being too coarse, with the exception of mohair from pure-bred flocks. These conditions can be remedied by closer attention to the type of mohair produced, and elimination from herds of undesirable, low-grade goats. Prices paid for Angora goats at the annual conventions and sales in Texas form a good illustration of the increasing interest in mohair production in the United States.

At the Kerrville sale, an Angora buck sold for \$1075. At the Uvalde convention of the Texas Angora Goat Raisers association, the herd was sold for \$600 for an outstanding individual buck. Many sales were negotiated at from \$120 to \$500 for selected animals. Carloads from Oregon find ready sale among the pure-bred men in Texas.

The Los Angeles chamber of commerce has inaugurated a movement to get more mohair goats on lands not now productive. Other Californian interests are taking up the subject. Utah, Colorado, Oklahoma, Arkansas and Missouri are gradually increasing their herds.

The annual increase in the number of goats in America for the past decade has been at the rate of about sixty-five thousand animals per year. Goats do not increase as the herd as fast as sheep. Twins are much more frequent among sheep, and a 100 per cent to 125 per cent increase of lambs is not unusual in the wool industry. In the mohair industry, increase seldom goes above 75 per cent, although in exceptional cases and under good feed and range conditions, the increase sometimes reaches 100 per cent.

### THE VEST POCKET DAIRY; THE LITTLE MILK GOAT, SHOULD COME INTO HER OWN

The Greatest Need in the Industry in Oregon Is Some Person or Group of Persons With Foresight and Ambition to Build Up a Dairy System—Qualities of Goat Milk Command It Highly—Remarkable Growth of the Industry in the Past Twenty Years.

The last 20 years has seen a remarkable growth in the milk goat industry. About 1905 some breeders who had faith in the future of the milk goat sent a representative to Europe to look into conditions there and as a result of this trip there were imported into this country in the following year or two about 200 pure bred Saanen and Toggenberg goats. Both these breeds are Swiss breeds. A little later other goats were imported, among them some Anglo-Nubians. These three breeds have yielded the most important parts in the industry here, although in later years there have been one or two other breeds recognized.

While the increase from these imported goats was fairly rapid, the demand far exceeded the supply, and as the quarantine and embargo made it almost impossible to import them in quantity, the purebred bucks were crossed with native goats and they in turn crossed on pure bred bucks and thus some very good grade goats have been produced. These goats make up the bulk of the herds today, for the purebreds are still comparatively scarce.

In 1905 the American Milk Goat Record association was formed, and in 1915 it was stated they had registered 8,000 goats. They have this year completed their 33,000 registrations and are now on the road to the 34th thousand. Thus the record of the goats is carefully kept and the ancestry easily traced. The bulk of these registrations have come in the later years, and each year seems to show an increase over the preceding years. While grade does are registered as grades, only purebred sires are recognized, so the trend is ever upward in the grade stock.

Growing in Popularity In 1916 the first magazine to devote its entire space to the milk goat was established in California. This was "The Goat World," which was later moved to Wisconsin. Ind., where it is now published. There are now several other magazines devoted exclusively to the milk goat, and many farm papers carry milk goat news as a regular feature.

The fairs have also felt the influence, and nearly all of the fairs of any size have a milk goat division which grows larger each year and creates much interest. Some of the fairs have several hundred head of milk goats on exhibition

become locked down against the warp. It showed a matted condition and did not return to the vertical pile elevation. Similarly, the vegetable fibers resulted in a spotted, or pock-marked and spotted phase in the upholstery material, and no amount of panning, steaming or brushing served to bring them back to the original position. True mohair fabrics always return to the vertical. These fabrics were sold considerably below the trade price for mohair velvets or plushes. However, it is contended both by manufacturers and producers of mohair that this difficulty will provide its own remedy. New Life in Foreign Competition Foreign producers and mills have witnessed the rapid strides made by mohair fabrics in America, and are giving more attention to production of upholstery materials for motor cars, overstuffed furniture and railroad coaches.

The yarn trade in Germany and Russia, practically destroyed by the war, is reviving. Competition in foreign markets is showing new life, and while droughts at the Cape have diminished the clip, there is a continued interest in the subject of mohair on the other side of the Atlantic.

In the United States there has been a continuous increase in production, and an unvarying demand for fabrics of mohair. More than eight thousand patterns are now being manufactured in the smooth mohair lines for draperies, curtains and upholstery materials. One of the new products is a line of bedspreads for hotel and home use, woven on the new one-hundred-inch looms. Some of these fabrics are ninety-two inches in width, seamless, and have been proved fast color, lustrous, washable and of great durability. Industry Has a Promising Future Editor S. B. Hollings, of the Bradford Wool Record and Textile World, visited Canada and the United States in June, July and August, and expressed the opinion that American manufacturers were far ahead of the English and Continental mills in the production of

and the competition is very keen. Their Milk Production A good grade doe to be profitable should give at least two quarts of milk when fresh and should hold that yield for three or four months and should give at least a quart a day until the seventh or eighth month. A good Swiss goat should give four or five quarts when fresh, and should be giving two quarts at the eighth month when she will probably be bred again. The best grades and purebreds give over a gallon when fresh and make a season's yield of 2,000 to 2,400 pounds. Record does have made some wonderful yields, but we have to deal with the average goat.

Economical to Keep Goats are economical to keep and in proportion to their size and the food consumed are wonderful producers. Then again they may be kept where larger stock would be out of place, and in this day of auto trips and camping, what could be neater? Put a box on the running board and take her day, for the purebred are still comparatively scarce.

In most cases there is little difference in taste between good goat milk and good clean cow's milk. The goat's milk, however, is always white, even the cream, and the butter churned from this milk must be colored to taste, for it also will be white.

Qualities of the Milk Goat's milk has many properties which make it especially valuable for food. It does not carry the germs of tuberculosis, as goats are practically immune from that disease. Goat milk is alkaline in its reaction, while cow's milk is acid, thus making goat milk of great importance to persons suffering from hyperacidity of the stomach.

The fat globules are much smaller than those in cow's milk, making them easily penetrated by the digestive juices of the stomach. Goat milk, in short, has proved to be almost a specific for all infants not nursed by their mothers, for all children who have difficulty in digesting or assimilating their food, in all cases of malnutrition for adults suffering from tuberculosis patients, and for persons convalescing from all kinds of sickness who need to have their impoverished bodies

rebuilt with the greatest possible ease and speed. The commercial side of the industry has been developed in portions of the east and in California, but rather neglected in Oregon.

The cream may be separated and sold to the creameries. A milk route may be established in the larger towns and cities, or the milk sold direct to hospitals or sanitariums. Cheese From Goat Milk Oregon has several cheese factories. One at Falls City has been in operation for several years and makes a fine grade of "imported" cheese. There is also a co-operative cheese factory in Tillamook county which uses the milk from several hundred head of goats. That is a very good way to utilize the milk where the goats are kept at a distance from the market. They will pasture on the brushy land, require very little extra feed, and the milk being made into cheese, there is no waste.

\$1 a Quart in Chicago Some of the eastern cities have their milk dairies where you may have milk delivered, or buy it from a roadside stand. These dairies are models of cleanliness and attractive and find ready sale for all they can produce at prices far in advance of coast prices. Milk for hospitals in Chicago sells as high as \$1 a quart. Goat milk ice cream is also made and sold through these stands. One by-product which should not be overlooked is the manure. Goat manure is one of the richest in value of any natural fertilizer and is readily sold at a fair price. Greatest Need Here The greatest need of the industry in Oregon today is some person or group of persons with the foresight and ambition to build up a dairy system such as Mr. Headler of Chicago has done, so that there would be a milk depot for the distribution of the milk, and a system of delivery so that every person in need of the milk could secure it at a moderate cost.

There are hundreds of acres of land within driving distance of our larger towns that is practically worthless as it stands, yet would provide pasture for many goats which in turn would give the babies and invalids. Yet the average man cannot alone tend his herd and make his market, and deliver his milk. Sooner or later some one will pioneer in this branch here, as has been done in other states. Then, and only then, will the "vest pocket dairy," the little milk goat, have really come into her own.

KATHERINE HAYES, Secretary Oregon Dairy Goat Breeders Ass'n., 5900 Buckley Ave., Portland, Or., July 18, 1928. (Hayes' Small Stock Farm, president over by the above writer, breeds Saanen goats, Buff Cochins Bantam chickens, New Zealand White of New Zealand Red rabbits and Chinchillas, "Billies, Bunnies, Bantams," is her alliterative and appropriate slogan. The phone number is Sunset 3991.—Ed.)

SALEM STATE GOAT CENTER FROM FIRST Pioneering Was Done Here; Room for More Than 20 Times Number The last census showed 185,000 Angora goats in Oregon. There was manifestly a mistake in the figures. Two years ago, a check up by men in the industry who are careful showed 121,193. There has been a little growth each year, and the number is now perhaps around 150,000. The annual clip of mohair is around 750,000. Taking five pounds as the average fleece, this would indicate about 150,000 goats.

That is not enough. Oregon should have twenty times that number of goats. She should have 3,000,000 or more, and western Oregon could accommodate that many, and use little but idle or slack acres, and fields that would benefit from the keeping of the silver fleeced animals.

Better Attention And goats here should have better attention. Many ranchers now give their goats little attention; using them only at dipper or shearing time, the rest of the year letting them shift for themselves. Our best breeders, who make big successes of the industry, give their goats constant attention. This makes for better fleeces; for higher priced mohair. We are singularly fortunate here in being able to turn out high priced fleeces. We have no alkali, the bene of the Texas and many other goat districts. We have "soft" water. This means much in the producing of mohair or high quality.

Long Goat Center Ever since the beginning of the industry in America, Salem has

# EDITORIAL

MORE AND MORE GOATS Oregon has a good many goats; has been listed as the third state in the Union with respect to number of goats: the last census showed 185,000. Competent authorities in Salem think there must have been a mistake; that Oregon has never had that many. A careful check up made two years ago showed 121,193 Angoras and grade goats in Oregon. There was no doubt some growth last year, and this has perhaps been continued this year. There are perhaps 150,000 now. This is indicated by the fact that the mohair clip is around 750,000 pounds annually, and the average for each goat is close to five pounds. It is more, of course, for the pure breeds that have proper attention—

And perhaps 80 per cent of the mohair clip of Oregon is marketed in Salem, and this has been the case all along, from the beginning of the industry in the United States. The Clifford W. Brown estate and the Oregon Wool and Mohair company are the buyers. The stockholders and managers of the latter were mostly formerly connected with the first named concern. The Brown people are pioneers in the business here.

Most of the Angora goats of Oregon are in the Salem district; in the Willamette valley and coast counties, with a considerable number in southern Oregon counties. Every well posted man will agree that Oregon should have many times 150,000 Angora goats. There is room for several times that number in Polk county alone.

The goat is the pioneer in the clearing of land. He will do the work for nothing, and pay his board besides. His fleece will sell at 50 to 70 cents a pound, and his increase is worth something—worth a great deal, in the case of pure breeds. Ask any of the leading breeders of Polk county. That county is the leading section of the state in the pure bred field; the leading section of the country, in fact.

Nature has made this a great goat country; better even than Turkey or South Africa. Our people should avail themselves fully of the advantages nature has given them. Angora goats have long been known to our people as being of great value in clearing land. Late experiments show that they are of wonderful help in increasing the production of grain crops.

The United States has become the great manufacturing country for the various articles of commerce made of mohair, with a rapidly extending list— Till now we use all the mohair we produce, and about a third of that produced in the rest of the world besides. Oregon can and should produce all the mohair we now import for our factories, besides the additional amount that is being required each year by the fast expanding demand for various articles made from mohair by our forward looking American manufacturers—

And many of these factories ought to be located in western Oregon, where all the natural facilities are present, including vast water power running to waste. As for milk goats, there is an immense future, in the use of the milk for the making of Roquefort cheese, which industry had its start in America at Falls City, Polk county. The experience with its manufacturing there points the way to a gigantic business. The United States imports \$50,000,000 to \$75,000,000 worth of Roquefort cheese annually. It could all be produced in Oregon, from the milk of goats ranging on land that now makes up a portion of our slacker and idle acres.

The "vest pocket dairy," meaning the little milk goat, has a great future in Oregon. We should have goat milk depots in all our cities. We should have condensed milk factories and dried milk factories, using the milk of goats. And dozens of cheese factories. One reason why we can produce a high quality of mohair for manufacturing in western Oregon is the fact that we have no alkali; our water is all "soft." Texas produces her best fleeces in districts that have little alkali. For manufacturing, we are close to sea level, and have no static. This is important, as it is in spinning the yarns also of flax and wool and other fibers.

been a goat center. Most of the Angora goats of Oregon now are in the Salem trading district; in the Willamette valley and coast counties, with some scattered over southern Oregon—in one of two counties in that part of the state the industry having much favor. About 80 per cent of the Oregon mohair clip is bought by the two Salem dealers who handle that product. About that percentage has always been bought in this city. The Milk Goat Industry Oregon is developing the milk goat industry. Read the article in this issue by the secretary of the association, The Salem district has a good many milk goats; more than are found in any other Oregon section—if we include the Falls City sector, which is in Salem's trade territory. The first Roquefort cheese in America was made at Falls City. This is an industry capable of enormous expansion. The States-

man correspondent at Falls City sends the following, under date of yesterday: "The Falls City Roquefort Cheese corporation is not making Roquefort cheese this season. The Swiss or brick cheese has been made since May 19 of this year, using goats' milk alone. This cheese is being marketed in a small way, principally to local trade, where the demand is for cheese, without waiting for time to mellow the cheese and give it the desired texture. It is pronounced good by all who have eaten it. "Several new goat owners have come to this section since the Teal and Branson goats were the pioneers. Another year should see a larger number. The industry has great promise for this district." If you think the Florida tomato growers have no political influence—just read the Houston platform on the tariff.

### THIS WEEK'S SLOGAN

DID YOU KNOW that Salem is the center of the largest pure bred Angora goat industry in this or any other country; that this is the pioneer mohair market from first hands in the Northwest; that about 80 per cent of the Oregon clip is marketed in Salem; that practically all the long haired goat skins going into the chaps (chaparajos; chaparajos) of all North America have been tanned and prepared in Salem; that the milk goat industry is growing here very fast; that the making of Roquefort cheese from goats' milk has commenced here, and may be developed to immense proportions, bringing millions of dollars annually, and that this is the natural home of the goat—more so than even Asia Minor, the original home of the Angora, and that there is vast room for growth here, in both lines of this important industry?

### Dates of Slogans in Oregon Statesman

- (With a few possible changes) Loganberries, October 6, 1927
- Prunes, October 13
- Dairying, October 20
- Flax, October 27
- Filberts, November 3
- Walnuts, November 10
- Strawberries, November 17
- Apples, Pigs, Etc., Nov. 24
- Raspberries, December 1
- Mint, December 8
- Beans, Etc., December 15
- Blackberries, December 22
- Cherries, December 29
- Pears, January 5, 1928
- Gooseberries, January 12
- Corn, January 19
- Celery, January 26
- Spinach, Etc., February 5
- Onions, Etc., February 12
- Potatoes, Etc., February 19
- Bees, February 26
- Poultry and Pet Stock, Mar. 4
- Fish, Baitfish, Etc., March 11
- Great Cows, March 18
- Paved Highways, March 25
- Hens, Lard, Etc., April 1
- Bliss, Etc., April 8
- Loganberries, April 15
- Asparagus, Etc., April 22
- Grapes, Etc., April 29
- Drug Garden, May 6
- Sugar Industry, May 13
- Water Powers, May 20
- Irrigation, May 27
- Mining, June 3
- Land, Irrigation, Etc., June 10
- Floriculture, June 17
- Hops, Cabbage, Etc., June 24
- Wholesaling, Jobbing, July 1
- Cucumbers, Etc., July 8
- Hogs, July 15
- Goats, July 22
- Schools, July 29
- Sheep, August 5
- Seeds, August 12
- National Advertising, Aug. 19
- Livestock, August 26
- Grain & Grain Products, Sept. 2
- Manufacturing, Sept. 9
- Woodworking, Etc., Sept. 16
- Automotive Industries, Sept. 23
- Paper Mills, Sept. 30
- (Back copies of the Thursday edition of The Daily Oregon Statesman are on hand. They are for sale at 10 cents each, mailed to any address. Current topics 5 cents.)

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