

# Products That Pamper

*West Richland woman uses natural ingredients and creativity to make a growing line of products*

By Audra Hoefler

Entrepreneur Margie Hart believes in feeling pampered. Her roasted coffee beans and newest venture of silky soaps, lotions and pampering products made with quality goat's milk show that the West Richland woman aims to please.

About four years ago, Margie began roasting her own coffee beans, sharing them with family and friends and eventually pedaling her wares at area farmers markets.

Margie works part time at the Small Business Development Center, where she has learned to take it slow when fostering a business. She transferred the philosophy learned there to build Caprine: A Goat Milk Soap Co.

About a year and a half ago, Margie and her mother began working with colloidal silver in the footsteps of a good friend.

"We perfected the colloidal silver and mom showed me how to make soap," says Margie.

Margie and her mother, who lives in Shelton and raises Nigerian dwarf dairy goats, use the goat's milk in their specialty soaps. The goats each produce one-



**Margie Hart has a good thing going with her growing soap, lotion and accessory business in West Richland. Lavender and black amber have been her top seller in lotion, body scrub and soap.**

half to one quart of milk a day. They are the smallest of the dairy goats, but their milk is considered precious due to its rich butterfat, protein and natural sugar.

The week before Easter last year, seven mother goats kidded 16, of which 11 survived. The company is now fueled by two mommy goats' milk as they care for their four kids.

"You can only eat so much ice cream," Margie says of her choice to take advantage of the rich goat's milk as a soothing property in soap.

She also uses homegrown botanicals and herbs, including kelp and mineral-rich Blue Clay gathered from the shores of Puget Sound. Sea buckthorn extract adds to the mix.

"Anyone can use our soaps, and it's especially wonderful for people with sensitive skin or allergies," says Margie. "It

really makes your skin feel nice. I can't keep the soap on the shelf long enough for it to have a shelf life."

She has blended natural ingredients to create bad boy shower soap, bamboo and teak soap, beauty bar soap, bay rum and black tea soap, colloidal silver double mint soap, sweet fennel soap, lavender soap, silver lemon verbena soap and eucalyptus and mint cold and flu soap, among many other varieties.

"I've always had a creative, crafty knack," says Margie. "So the opportunity to use my creative side is the best thing about this."

Margie drives to visit her mother and pick up milk once a month.

"I'm a mama's girl so I like to go spend time with her," says Margie.

The goat milk is strained up to six times and frozen before being added to

soap ingredients. A full batch of soap, which equals 35 four-ounce bars, takes about one quart of milk.

After perfecting bar soap, Margie wanted to craft a face lotion.

"I'll be darned if it didn't turn out wonderfully," says Margie. "Then I thought, 'Why can't I use the colloidal silver in the lotion?'"

Caprine now offers luxurious whipped body butter and rich and hydrating facial moisturizer sensitive blend, among others.

"My mom taught me never to throw anything away because you can always fix it later," says Margie. "I can make a batch of lotion in about 20 minutes and put it in the fridge until I'm ready to do something with it"

Because the lotion has no preservatives, it has a three- to nine-month shelf life, depending on ingredients.

"Many customers like it because it doesn't irritate their skin," says Margie.



Mixed ingredients are eventually poured into a bar pan mold to cool for two days to cool and congeal for two days before the hardened mixture is cut into individual bars.

She has produced a "troubled skin pack" that includes soap for problem skin, colloidal silver gel, hydrating spray, acne killer and instructions. She says customers with eczema, psoriasis, athlete's foot, acne or body odor claim the products help.

"We have a lot of testimonials from people who say they've personally experienced healing from our products," says Margie.

Liquid soaps, after-sun spray, room finishing spray and laundry soap round out her products. Her latest project is producing a line of specialty soaps to provide for bed and breakfasts.

"I currently have a spa line for a specialties store in Maine that will carry high-end robes and bath pampering products," says Margie.

Her products also target naturopathic clinics. Another



Gallons of milk from her mother's dairy goats await Margie's touch. The milk is a key ingredient in many of Margie's specialty soaps.

goal is to craft specialty soaps for wineries, which she has started.

"I did test batches with my dad's wine because he's a vintner," says Margie. "I was surprised at how awesome it is."

She made a richly-colored soap for DavenLore Winery from one of its red wines.

Caprine regularly offers its products online and at the Prosser Farmers' Market. Margie spends 10 to 20 hours a week on the venture. Her five-year goal is to grow the business to make a good income and have three or four full-time employees.

"I'd love to have something that my daughters (Madison and Clarissa) can grow up doing," says Margie. ■

To check Caprine's extensive product line or for more information, go to [www.caprinesoap.com](http://www.caprinesoap.com), call (253) 304-0459 or e-mail [info@caprinesoap.com](mailto:info@caprinesoap.com).

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Margie at work in her kitchen.