

## **SALE RESULTS – MAY 16 & 17, 2017**

***PRICES SHOWN IN US DOLLARS***

Fur Harvesters Auction Inc. realized the most successful wild fur auction for the 2017 season by achieving the highest prices levels on all wild fur species at our March sale in Finland. The market softened on many articles with the spring rounds of auctions as it traditionally does. We did however have our largest buying attendance ever here in North Bay for a spring auction. Over 20 first time Chinese buyers attended along with several first time Korean customers. We hosted the largest number of Greek buyers ever as well. Italy, Spain, Norway, and Japan were all in attendance but it was clear prices were not going to be at our March auction levels on many of the wild goods.

There were a couple of exceptions with muskrat being one of them. Since January 2017 no auction house took a position to set the market for muskrat. We tried in January and in March but did not succeed this May here in North Bay selling over 90% of our trapper's collection at levels unexpected to everyone. It was these many first time buyers from China that made this possible. The other being all taxidermy items such as wolves and wolverine sold out at strong levels. This was without question the strongest wolf sale in history.

Articles such as sables, coyotes, and lynx cats were in demand but not at the seasons highs we achieved in March in Finland. All sections of fox sold as well with respectable price levels and clearances.

In the big picture from our seat at the table our business increased 65% over last year in gross fur sales. This fact points to last year being the bottom of the wild fur market down cycle. Fur Harvesters Auction's strong showing this 2017 season points us with optimism going into 2018.

We are very pleased with our results of 2017 as are our shippers especially those that sold with us in March. We remain confident in our long range marketing strategy as the alliances and partnerships we have made and continue to develop have us moving in the right direction.

In closing I wish you all a safe and pleasant summer.

Respectfully

Mark Downey  
Chief Executive Officer  
Fur Harvesters Auction Inc.

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Top Lot of **Coyote** was purchased by **Lars Nordang** for Lars Paustian International of Germany.  
Top Lot of **Red Fox** was purchased by **Lars Nordang** for Lars Paustian International of Germany.  
Top Lot of **Lynx Cat** was purchased by **Chris Kostaboikidis** for Nevriss Furs of Greece.  
Top Lot of **Timber Wolf** was purchased by **Carlos Guida** for Ltd Intermeh of Russia.

Species	Offered	% Sold	Section	Average	Top
<b>Beaver</b>	37,183	70%	Eastern 1st Section	\$12.10	\$62.00
		69%	3rd Section	\$8.47	\$13.00
<b>Castoreum</b>	Grade #1 \$70.00 / lb		Grade #2 \$60.00 / lb	Grade #3 \$50.00 / lb	
<b>Wild Mink</b>	5,656	77%	1st Section	\$11.77	\$19.00
<b>Otter</b>	3,034	Mainly Unsold			
<b>Muskrat</b>	165,959	91%	1st Section	\$4.15	\$8.50
<b>Sable</b>	22,765	94%	1st Section HVY & SEMI	\$70.86	\$148.00
<b>Fisher</b>	5,981	Mainly Unsold			
<b>Lynx</b>	3,943	Mainly Unsold			
<b>Lynx Cat</b>	4,574	45%	Canadian	\$76.25	\$120.00
		60%	Western	\$504.50	\$2300.00
		91%	Central	\$53.57	\$70.00
<b>Raccoon</b>	71,135	60%		\$5.04	\$20.00
<b>Red Fox</b>	5,341	100%	1st Section Eastern	\$21.45	\$110.00
		100%	1st Section Northern	\$23.15	\$40.00
		100%	1st Section Western	\$18.87	\$28.00
		100%	1st Section Central	\$11.87	\$19.00
<b>Cross Fox</b>	129	96%	1st Section	\$29.26	\$44.00
<b>Arctic Fox</b>	1,150	100%	1st Section	\$36.46	\$145.00
<b>Silver Fox</b>	42	100%	1st Section	\$22.66	\$39.00
<b>Coyote</b>	19,394	90%	1st Section Western HVY & SEMI	\$82.56	\$180.00
		93%	1st Section Eastern HVY & SEMI	\$41.03	\$100.00
		40%	1st Section Central	\$12.48	\$40.00
<b>Timber Wolf</b>	384	98%	1st Section	\$176.14	\$1450.00
<b>Wolverine</b>	169	96%	1st Section	\$244.94	\$420.00
<b>Black Bear</b>	79	92%	1st Section	\$121.17	\$300.00
<b>Squirrel</b>	6,821	18%	1st Section	\$0.85	\$1.25
<b>Ermine</b>	8,001	39%	1st Section	\$3.07	\$8.50
<b>Skunk</b>	470	100%	1st Section	\$5.48	\$24.00

Averages are sundry owner, 1<sup>st</sup> Section pelts.