

## SALE RESULTS – MAY 23 & 24, 2018 *PRICES SHOWN IN CANADIAN DOLLARS*

Fur Harvesters Auction Inc's lynx cat assortment sells at all time record levels. Proving that the world's top fashion houses regard North Bay as the source for the world's finest cats.

54 lots selling over \$1,260.00  
46 lots selling over \$1,386.00  
37 lots selling over \$1,512.00  
34 lots selling over \$1,638.00  
22 lots selling over \$1,764.00  
16 lots selling over \$1,890.00  
13 lots selling over \$2,016.00  
9 lots selling over \$2,142.00  
6 lots selling over \$2,268.00  
3 lots selling over \$2,394.00

### **Top lot selling for an all time record High of \$5,166.00**

The top lot of Lynx Cat was purchased by Carlo Guida for the Italian Firm N8.

The 2018 fur auction calendar concluded May 24<sup>th</sup> with FHA's final sale of the season. We finished off very similar as the previous season. Since the beginning of this season we have experienced a falling market for most wild fur articles. The exception being quality beaver and lynx cats both of these setting the highs for the year at our closing auction and lynx cats selling at an all time historical global HIGH.

This situation began with the opening mink auctions in Europe and it became apparent with each following auction levels were impossible to maintain as well as clearances were far from strong. Ranch mink levels continued falling 10% to 20% per auction depending on color. No matter what type of mink is being raised production costs are not being met and we are predicting large pelt outs this coming season.

In comparison wild fur has followed the mink market but not as harshly on several species. Coyotes have remained strong but did weaken in comparison to Feb/Mar levels on western skins but eastern coyotes strengthened at this auction.

On several key articles we held to what we felt were proper reasonable valuations rather than sell top goods at any price. We took this position on fisher, big size sables and lynx. These items are not produced in large quantities and we feel most of our shippers, will share our sales position at this time.

Having said this we do see the light ahead as this situation with the over production of ranch mink now coming to realization with prices falling well below production costs. Once the global mink production has been cut substantially the market will rebound as it has done for countless decades when demand surpasses supply.

In closing we here at FHA continue to push and fight for better prices and respect the trust you put in us each season in choosing North Bay as your auction house.

Respectfully

Mark Downey  
Chief Executive Officer  
Fur Harvesters Auction Inc.

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Species	Offered	% Sold	Section	Average	Top
<b>Beaver</b>	30,238	82%	Eastern 1st Section	\$18.03	\$78.12
		100%	Western 1st Section	\$11.11	
		100%	3rd Section	\$11.91	
<b>Castoreum</b>	Grade #1 \$90.72 / lb		Grade #2 \$79.38 / lb	Grade #3 \$63.00 / lb	
<b>Wild Mink</b>	14,505	Mainly Unsold			
<b>Otter</b>	4,649	Mainly Unsold			
<b>Muskrat</b>	82,958	39%	Overall	\$3.98	\$10.08
<b>Sable</b>	32,147	42%	1st Section HVY	\$77.96	\$138.00
			1st Section SEMI	\$40.91	
			2X-1X - Mainly Unsold		
<b>Fisher</b>	9,007	Mainly Unsold			
<b>Lynx</b>	5,512	31%	Overall	\$93.58	\$352.80
<b>Lynx Cat</b>	6,782	40%	Canadian	\$111.01	\$5166.00
		54%	Northern	\$40.13	
		45%	Western	\$823.41	
		38%	Central	\$58.99	
<b>Raccoon</b>	60,734	67%	Canadian	\$5.56	\$28.98
		57%	West Hvy	\$12.92	\$32.76
		68%	West North Central	\$7.27	\$31.50
		72%	East US	\$3.04	\$13.23
<b>Red Fox</b>	6,167	67%	Eastern	\$22.84	\$63.00
		64%	Northern	\$37.23	\$56.70
		39%	Western	\$16.46	\$21.42
		74%	Central	\$8.73	\$11.34
<b>Cross Fox</b>	201	96%	1st Section	\$40.82	\$70.56
<b>Grey Fox</b>	2,063	13%	Eastern	\$28.01	\$32.76
<b>Arctic Fox</b>	2,097	100%	Overall	\$36.26	\$120.96
<b>Silver Fox</b>	40	100%	Overall	\$41.06	\$63.00
<b>Coyote</b>	15,520	64%	Western	\$123.15	\$163.80
		76%	Eastern	\$74.60	\$157.50
		93%	Central	\$52.79	\$93.24
<b>Timber Wolf</b>	432	92%	Arctic	\$249.77	\$976.50
		100%	Black	\$241.83	\$781.20
		99%	Eastern	\$76.49	\$151.20
<b>Wolverine</b>	201	96%	Overall	\$301.58	\$554.40
<b>Black Bear</b>	116	76%	Overall	\$168.60	\$541.80
<b>Badger</b>	1,177	31%	Overall	\$36.98	\$93.24
<b>Squirrel</b>	7,625	Mainly Unsold			
<b>Ermine</b>	7,357	16%	Overall	\$4.35	\$18.27
<b>Skunk</b>	905	74%	Overall	\$6.67	\$23.31

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