

SALE RESULTS – MARCH 21-22, 2013 *PRICES SHOWN IN US DOLLARS*

RECORD PRICES FOR TOP GOODS AT FUR HARVESTERS AUCTION

March 21 – 22, 2013 marked the most successful sale in FHA history, surpassing the previous record set just last March. Buying support was widespread, and while China dominated, there was excellent support from Greece, Russia, Ukraine, Italy and Korea. Record top lot prices were achieved on sable, fisher, and lynx cat, highlighting the increasing demand for luxury goods.

Compared to March 2012, most items advanced significantly. Wild mink averaged \$34.37, an increase of 30% over last season. Otter showed continued strength averaging \$104.50.

Raccoon from all sections showed increased prices with a first section average of \$27.30, and a top of \$110.00.

Muskrats showed continued strength with an overall average of \$11.75 and a top price of \$32.00. We expect continued strength in the market for the spring collection of muskrats.

Beaver continues to be a concern due to dressing issues but larger sizes and heavier goods brought good prices, leading to an average of \$32.68 and a top of \$200.00. Clearances on all of the foregoing species were excellent.

Red fox displayed its continuing popularity, selling for an average price of \$67.58 and a top price of \$310.00. Arctic fox averaged \$61.26, while grey fox averaged \$35.62.

FHA has firmly established itself as the primary source for luxury wild fur, with the year's highest averages anywhere and record top prices being established on some species. Fisher averaged \$158.01 and a stellar top price of \$750.00. FHA's premium collection of lynx averaged \$203.64, with a top price of \$1,050.00.

An amazing sable sale led to strength in all sections with an overall average of \$148.37, and an all time record price of \$1,300.00 for the top lot.

The finest collection of western lynx cats in the world saw 60 lots selling for over \$1,000.00 each leading to an overall western average of \$674.09 and the year's highest top lot at \$3,200.00.

FHA's international wild fur promotional efforts in China and elsewhere continue to bear fruit. FHA offers thanks once again to our loyal shippers and the international trade for another record setting performance. We expect continued strength in the market for our next sale, which will be held on May 19 and 20.

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Top lot of **Sable** was purchased by **Hurtwitz** for **Power of Fur, Dnepropetrousk, Ukraine.**
 Top lot of **Fisher** was purchased by **Hurtwitz** for **Power of Fur, Dnepropetrousk, Ukraine.**
 Top lot of **Lynx** was purchased by **George Dinas** for **Costadina Fur Trading of Dubai, U.A.E**
 Top lot of **Lynx Cat** was purchased by **George Dinas** for **Dios Furs, Greece.**
 Top lot of **Wild Mink** was purchased by **Carlo Guida** for **Bitto SRL, Loro Piana, Italy.**
 Top lot of **Coyote** was purchased by **Javier Alcaraz** for **Fur Finishing, Barcelona, Spain.**
 Top lot of **Raccoon** was purchased by **Fusheng Liu** for **Bell-Rings Furs, China.**
 Top lot of **Beaver** was purchased by **Randy Richard** for **Glacier Wear, Montana, USA.**
 Top lot of **Muskrat** was purchased by **Almar Fur Hat, Montreal, Canada.**
 Top lot of **Otter** was purchased by **Carlo Guida, Italy.**
 Top lot of **Red Fox** was purchased by **Michel Roberge** for **MC Fur Inc, Montreal, Canada.**
 Top lot of **Ranch Silver Fox** was purchased by **Dongwoo Fur Co. LTD, Seoul, Korea.**

Species	Offered	% Sold	Section	Average	Top
Beaver	61,225	92%	1 st Section	\$32.68	\$200.00
Wild Mink	19,200	99%	-	\$34.37	\$58.00
Otter	4,802	95%	-	\$104.50	\$170.00
Muskrat	110,053	100% Part Lots	-	\$11.75	\$32.00
Fisher	6,633	99%	-	\$158.01	\$750.00
Red Fox	8,559	98%	-	\$67.58	\$310.00
Arctic Fox	665	100%	-	\$61.26	\$88.00
Grey Fox	3,634	72%	-	\$35.62	\$54.00
Cross Fox	520	97%	-	\$65.64	\$90.00
Sable	57,726	97%	-	\$148.37	\$1300.00
Lynx	3,111	93%	-	\$203.64	\$1050.00
Lynx Cat	6,911	51% 57%	Western Canadian	\$674.09 \$204.72	\$3200.00 \$430.00
Raccoon	157,637	87%	-	\$27.30	\$110.00
Coyote	10,657	Mainly Withdrawn			\$200.00
Timber Wolf	439	72%	-	\$208.23	\$675.00
Wolverine	97	75%	-	\$306.92	\$550.00
Weasel	17,987	38%	-	\$5.01	\$9.00
Squirrel	6,309	21%	-	\$0.82	\$1.25
Badger	915	64%	-	\$35.55	\$125.00
Skunk	1,475	100%	-	\$3.25	\$10.00
Opossum	2,197	61%	-	\$3.97	\$5.90

Averages are sundry owner, 1st Section pelts only unless stated overall.

Next Sale will be held on May 19 & 20, 2013.