

SALE RESULTS – MARCH 10th, 2019

PRICES SHOWN IN US DOLLARS

Having just returned from Helsinki Finland we are very pleased overall with the price increases on some species and the strong clearances we achieved. It is felt by the vast majority of the trade that the attendance at the FHA/SAGA auction will be the bench mark for the year.

We had stated with subtle optimism that beaver prices were going to strengthen particularly on the better end. Since May of last year this has been the case with FHA's beaver collection achieving a premium for ALL SIZES. This was achieved this auction as Russia and Italy were the takers of the better goods right down to the SMALL SIZES. Long haired articles like wild foxes and raccoon were pushed upwards as well by Russia and Turkey. Both countries finding it convenient to remain on their home continent and buy direct from the source, and filling their orders with us.

Lynx sold at increased levels with competition coming from all over the globe and very high clearances. Our lynx cat collection is unquestionably considered the world's finest and we have led in highest price returns to our shippers for years now. This sale proved no different with our western cat assortment selling very strongly with tremendously high clearances. As SAGA being the only auction to draw the major fashion houses this has helped us tremendously in increased exposure on our luxury goods.

Sables sold acceptably well with the largest sizes meeting some resistance on the darkest colors. Once into the secondary sizes competition was strong and good demand for all colors in particular the light brown and pale sections.

Muskrats sold at rising levels from recent sales and again we experienced strong clearances.

Coyotes were no surprise as the top lot in Westerns brought \$250.00 and not having a top lot in the Easterns the starting lot of 293 skins sold at \$140.00 setting the basis for a strong sale throughout.

Ranch mink remains terminally depressed as price levels remain far below production costs and as predicted in our May 2018 report the fallout is dramatic as ranchers are pelting out in large numbers mostly across North America. It is questionable if 2 million mink will remain in North America next season.

Wild fur has fared better in comparison and our results show many species witnessing improved interest and slight price increases but more importantly STRONG clearances. The wild fur business has been and continues to be a struggle but we are optimistic. As we did in predicting our beaver price would improve so are signs that many other wild fur articles are improving. As trappers some may have hung their traps in their camps looking for better times before taking them down.

We have experienced a large spike in new shippers this season despite the current atmosphere. The pattern being more bags from new shippers however most bags lacking the heft when prices are bullish.

Our success has always been based on respect and service and a deep understanding that trappers like everyone wish a fair return for their efforts. However more importantly you believe in who you are and what you do and to all of you who did not hang up your traps and continued trapping and supporting your auction house thank you.

Respectfully

Mark Downey
Chief Executive Officer
Fur Harvesters Auction Inc.

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Top Lot of Lynx Cat was purchased by Javier Alcaraz of Barcelona, Spain.
Top Lot of Lynx was purchased by Susanna Ribak for easyfur.com by Lars Paustian of Kiel, Germany.
Top Lot of Coyote was purchased by Susanna Ribak for easyfur.com by Lars Paustian of Kiel, Germany.
Top Lot of Red Fox was purchased by Susanna Ribak for easyfur.com by Lars Paustian of Kiel, Germany.
Top Lot of Raccoon was purchased by Susanna Ribak for easyfur.com by Lars Paustian of Kiel, Germany.

Species	Offered	% Sold	Section	Average	Top
Beaver	36,932	75%	1 st Section Eastern	14.56	47.00
			3 rd Section	7.91	
Castoreum	Grade#1 \$80.00/lb		Grade#2 \$70.00/lb	Grade#3 \$60.00/lb	
Mink	15,923	Mainly unsold			
Sable	38,704	70%	3X-2X HVY	76.20	140.00
			1X HVY	52.69	
			LG HVY	33.54	
			3X-2X SEMI	52.22	
			1X SEMI	41.46	
			LG SEMI	28.87	
Otter	5,704	Mainly unsold			
Fisher	10,850	Mainly unsold			
Lynx	4,809	74%	1 st Section	72.66	290.00
Lynx Cat	5,371	78%	Canadian	87.78	2,100.00
			Southern	94.00	
			Western	415.93	
			Central	94.00	
Muskrat	112,494	100%	1 st Section	3.80	6.00
Red Fox	6,802	100%	Northern	16.55	100.00
		86%	Eastern	23.00	
		53%	Western	11.42	
		Mainly Unsold	Central	-	
Cross Fox	212	100%	1 st Section	30.39	58.00
Grey Fox	2,785	Mainly unsold			
White Fox	605	100%	1 st Section	34.31	76.00
Silver Fox	46	100%	1 st Section	19.98	37.00
Coyote	10,844	98%	Western	87.53	250.00
			Eastern	58.88	
			Central	32.57	
Raccoon	39,846	83%	Canadian	8.86	52.00
			Northeast HVY	7.79	
			Western HVY	12.28	
			Western SEMI	7.69	
			North Central	7.88	
			Eastern	4.62	
Ermine	11,037	Mainly unsold			
Squirrel	7,686	Mainly unsold			
Skunk	746	88%	Overall	3.90	22.00
Badger	466	68%	Overall	26.02	66.00
Opossum	2,936	100%	Overall	2.03	4.50

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