We have just returned from a wild fur promotional tour of China, including visits to the Beijing Fur Fair, Daying, Suning, Haining, Chongfu, Hangzhou and Shanghai. While the Beijing Fair has shrunk in size, it still marks an important location to meet with established clients and to make introductions to new buyers. At a time when farmed mink demand is diminishing, it is encouraging to hear so many Chinese willing to discuss the opportunity for change and variety that wild fur offers.

Rather than focusing all of our attention on buyers, we have broadened our focus to include brokers, skin dealers, manufacturers and especially designers. The designer perspective will serve us well in understanding the needs and intentions of the Chinese marketplace going forward. It is clear that there is a desire for change, a desire for something trendy that can surpass simply full fur garments and include trim and accents on cloth garments. All varieties of wild fur can fulfill the desire for something that is both natural and different at the same time.

The hugely increased quantities that we are offering on our March 2020 auction have attracted considerable attention and we expect a record turnout of Chinese buyers.