



April 3, 2020

ONLINE AUCTION UPDATE

Fur Harvesters online auction concluded at 17:00 Eastern Standard Time, April 2nd, 2020. This was our first attempt at hosting an online auction and it was put together in a very short time by a couple of very competent staff here at FHA. These are certainly unprecedented times which called for unprecedented action in order to facilitate a way to get some goods sold for our shippers and supply product to the manufacturers.

We valued all goods at levels we felt were realistic and thresholds were established for each species to insure all goods sold were within reason of our advertised values.

Going into this it was apparent that a strong clearance on all species would not likely happen. As many wild fur articles are so varied that to expect buyers to take big buying positions and bid on large volumes of goods sight unseen was not very realistic. Also several articles and in some cases sections within individual articles are very dependent on the buying power of Italy and Korea. Both these countries have been and continue to be hit very hard by the COVID-19 virus. The majority of the buying of TOP section western coyotes has been dominated by the Italians for many years as is the case with sables in Korea. We went into this ten day online auction knowing that the top goods would be very difficult to sell sight unseen, and with important fur buying countries being in lock-down. This was the case for the top western coyotes, sables, lynx cats and lynx.

However several articles did do very well on price and clearance. Beaver, eastern coyotes, big sizes of heavy raccoon and commercial muskrats all sold well thanks to strong North American and Chinese support.

Once the COVID-19 virus has subsided and the world opens up to travel, the global fur trade is solidly committed to attending our next auction. When this will be is a question I cannot answer at this moment. However we did advertise a May 30th to June 2nd, 2020 auction and this remains a possibility if the virus becomes manageable. If not we would hope for a September auction, which has been strongly recommended by many of our top buyers.

Our results will be posted early next week and the sold lots in the catalogue will be as well. What is the priority now is that we all keep ourselves and our loved ones safe and when the world gets back to normal so will our operation.

Respectfully,

Mark Downey
Chief Executive Officer
Fur Harvesters Auction Inc.