



FUR HARVESTERS AUCTION FIRST TO EXHIBIT AT TURKISH FAIR

Fur Harvesters Auction (FHA) Inc. became the first fur auction house to exhibit at Istanbul Deri Fuarı, the Turkish leather and fur fair held from January 17 – 19, 2012 in Istanbul. FHA representatives attended the fair last year to observe the increasing use of wild fur in Turkey, and to speak to industry representatives. It was obvious that while the fair was promoted primarily as a leather fair, that the majority of booths also displayed fur garments, and that a large proportion of the leather garments were trimmed with fur. The importance of the trim trade cannot be overstressed. Putting wild fur trim on the millions of leather garments produced annually in Turkey provides a whole new clientele for our product.

Discussions with fair organizers indicated a desire to increase the fur component of the fair, and both FHA and the Turkish industry saw great potential for growth, as Turkey has become an increasingly important manufacturing centre for the Russian fur market. This year did not disappoint, as the number of booths displaying fur had grown, and wild fur was prominent throughout. The FHA booth saw good traffic from Turkish and Russian businesses, especially as we were the only fur auction house exhibiting. The contacts made will be important for the future of wild fur as FHA continues with its strategic plan to put wild fur first and foremost in all international markets. With the cooperation of fair organizers and the Turkish Federation, FHA will be increasing its presence in Turkey in the future.



FHA CEO, Mark Downey (4th from the left, seated) Attends appreciation dinner sponsored by the Turkish Federation.