



December 3, 2021

## Fur Harvesters Auction Inc.

This coming season seems to have certain country collectors (NOT ALL) bowing out, offering much less, cherry picking and not wanting lower grades and or certain species. This is understandable considering what this industry has been through the past few years and the continued struggle in navigating the global pandemic. This company as it stands now is the last remaining international wild fur auction facility on this continent. Fur Harvesters is not ONE dimensional depending on one company to buy. We are a very diverse multi-dimensional company with hundreds upon hundreds of active accounts around the world.

Over a year ago Canada Goose broke the news to the world that they were moving away from trimming some of their line with coyotes. This news was not what anyone in our circle liked to hear. However, it will be of interest to all those that trap and hunt coyotes that our April & July 2021 auction results proved the importance of being multi-dimensional. We offered over 50,000 western coyotes and sold 95% for strong prices. With over a hundred buyers registered for our July auction, 32 actively bid on coyotes with 26 being successful in purchasing lots, none of which went to Canada Goose. The coyotes we sold were shipped to manufacturers on three continents.

We are not a source for one buyer; we are the source where the world comes to buy.

Since 1947 the wild fur auction business has been here in North Bay, Ontario, Canada. Through good times, great times, poor times, sad times and times of uncertainty as now, we remain here during it all. Last season this company made money and did quite well despite all that's going on.

We are not blowing sunshine where it does not belong and are prepared for another year of uncertainty. This means we will do exactly as we have always done to try to get as much competition in the room as possible come auction time. All sales results can be found on our website.

We all have our reasons for trapping and those who have been in it for years understand the real commitment true trappers have to this profession.

Wishing you all a healthy season and a very MERRY CHRISTMAS.

Respectfully

A handwritten signature in black ink, appearing to read 'Mark Downey'. The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Mark Downey  
Chief Executive Officer  
Fur Harvesters Auction Inc.