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SALE RESULTS – APRIL 17 - 20, 2021
PRICES SHOWN IN US DOLLARS

It has been over a year since the global Covid19 pandemic began. Since this time the world's fur trade has suffered and traditional live auctions where international buyers could travel freely to attend, and inspect and actively bid on goods has ceased.

During the past year many hard decisions had to be made here. All these calls were made for one reason and one reason alone; to ensure this trapper owned fur auction house remains. Hard times call for such measures and it is now clear that things are improving. The competitive bidding of the fur auction process is the only way to determine the basis and true value of your product.

Early in 2020 FHA developed its own online selling platform as global travel was restricted. We just completed our 3rd auction using this system. Many changes have been made since the 1st auction using this platform and the evolution of changes helped in realizing the results this past week. A great deal of effort was put forward by the FHA team in implementing these changes that helped sell goods at better levels and stronger clearances. We did have a good number of Canadians attend to inspect goods the week prior to our online auction and this was beneficial, and we are grateful to these buyers that attended our inspection days.

The real game changer was the effort our team put forth in taking photos and in many cases 30 second videos of thousands of sample lots linked to our online buyers catalog. Close to 200 registered buyers around the world could view each lot description with an attached photo or video of the lot. This was very well received by those actively participating and played a paramount roll in the overall success of this our 3rd online sale during these challenging times. Another change was we sold each article lot by lot and bidding began 2 full days before we began closing lots.

While we all want the day to return where the "WORLD COMES TO NORTH BAY" to buy fur we are not there yet. However the results of this auction show that interest in many fur species is improving and the buying community is comfortable with our online platform and the integrity of our graded assortments.

I have said it before and I'm proud to say it now again that Trappers are a resilient breed built for hard work and often operating in harsh environments. These are harsh and trying times and they have made us all stronger and better for it.

To all our loyal shippers and the global trade that participated on this auction we are very grateful and we look forward to welcoming you in person to North Bay in the future.

Respectfully

Mark Downey
Chief Executive Officer
Fur Harvesters Auction Inc.

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Species	Offered	% Sold	Section	Average	Top
Beaver	75,374	55% Unsold	1 st Section Eastern 3 rd Section	\$14.19	\$86.00
Castoreum	West Select \$120/lb	Grade #1 110/lb	Grade #2 100/lb	Grade #3 90/lb	
Mink	11,029	78%	Overall	\$5.73	\$10.50
Sable	23,949	94%	3X-2X HVY 1X HVY LG HVY 3X-2X SEMI 1X SEMI LG SEMI	\$59.38 \$49.38 \$35.21 \$55.55 \$45.85 \$33.65	\$66.00
Otter	8,568	60%		\$16.44	\$61.00
Fisher	13,158	51%		\$16.54	\$28.00
Lynx	3,284	35%	1 st Section	\$66.84	\$100.00
Lynx Cat	7,632	99% 25% 95%	Canadian Western Central	\$93.80 \$197.94 \$112.20	\$152.00 \$500.00 \$158.00
Muskrat	81,539	98%	1 st Section	\$5.12	\$8.90
Red Fox	23,425	36% 24% Mainly Unsold Mainly Unsold	Northern Eastern Western Central	\$16.68 \$12.13	\$28.00 \$28.00
Cross Fox	256	100%	1 st Section	\$34.82	\$51.00
Grey Fox	4,013	Mainly Unsold			
White Fox	343	100%	1 st Section	\$51.30	\$101.00
Silver Fox	79	100%	1 st Section	\$32.51	\$46.00
Coyote	31,307	95% 89% 53%	Western Eastern Central	\$98.52 \$45.68 \$12.33	\$148.00
Raccoon	102,706	13%		\$8.37	\$24.00
Ermine	19,166	50%		\$2.86	\$8.10
Squirrel	3,020	100%		\$1.71	\$4.30
Skunk	636	100%		\$5.44	\$27.00
Badger	434	Mainly Unsold			
Opossum	3,610	Mainly Unsold			
Wolverine	96	93%		\$303.65	\$555.00
Timber Wolf	517	55% 95% 96%	Arctic Eastern Black	\$276.89 \$72.33 \$340.58	\$655.00 \$153.00 \$860.00
Black Bear	298	75%		\$113.51	\$440.00

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