

**Summary of the Fur Advisory Council Meeting  
September 27, 2016  
Lafayette, Louisiana**

**Council Present**

Tony Howard  
James Gallaspy  
Charles Pettefer, Jr.  
Judge Edwards  
Ryan Schaefer  
Archie Domangue  
Frank Ellender

**Council Absent**

John Linzay  
Steve Hughes

**LDWF Presence**

Tanya Sturman  
Edmond Mouton  
Amity Bass  
Tim Mercanteal  
Jennifer Hogue

**Others Present**

Johnny Price  
Michael Consiglio  
Brent Poley  
Danny Perry  
Greg Linscombe

Tony Howard motioned to approve the minutes from the June meeting. Ryan Schaefer seconded. Motion carried unanimously.

Jimmy Gallespy motioned to elect Frank Ellender as chairman and Tony Howard as vice chairman. Judge Edwards seconded. Motion carried unanimously.

**Fur Marketing Update- Brent Poley**

Brent Poley presented the logo design to the Council and a rough draft of the website. He talked about the goals of the two websites that he will develop. He is the International Fur Federation's Brazilian representative. He attends fairs in Chicago, Kastoria, Hong Kong, and Milan. The Beijing fair has gotten smaller and fewer Chinese buyers were going, because they were going to the Kopenhagen auction instead. Brent Poley talked about the trapping seminar and the Northwest Company. He talked about the strategic locations for Louisiana's fur market including Brazil and Argentina.

Edmond Mouton talked about the meeting on September 26th which focused on planning and editing the websites. Ryan Schaefer asked if there was a timeframe. Brent Poley said that in October he would do the seminar in Louisiana. He will attend a fair in New York in November. He plans to have the website ready for the February fair.

Judge Edwards asked about the standard for sizes. Tony Howard and Archie Domangue said that they were recommending the original stretcher sizes that match the industry standards. Ryan Schaefer said that we want to embrace the history, but we also want to make sure we are meeting the current industry standards. Brent Poley said that he would like to get NAFA down next year to do a seminar for Louisiana's trappers.

Tony Howard talked about the education between fur handling and marketing. Brent Poley will work on this segment of the market story. Ryan Schaefer talked about a video that shows the marsh to market of a muskrat jacket. Mr. Poley said that he had permission to use that video on

the website. Mr. Poley said that the website would start in English, but it will eventually be translated into Chinese and Russian.

Ryan Schaefer motioned to accept the logo as presented. Tony Howard seconded. Motion carried unanimously.

### **Pageant Coats and Agreement- Jennifer Manuel**

Jennifer Manuel gave an update on the coats that were purchased. She got prices from Tchoups for some handbags. She recommends that we give a coat and a bag to the Fur Queen but a purse to Ms. Louisiana. Tanya Sturman talked about the ethics board requesting a clear motion and a written agreement with the pageant that requires monthly reports indicating how they are promoting the fur industry with the garments.

### **Trade Show Consideration**

Edmond Mouton said that travel is being scrutinized heavily, and we will have to submit good justification and wait and see. Tony Howard said that the trade shows have been very educational. Hong Kong and Kastoria are two important trade shows for us to look at. Brent Poley said that Hong Kong is the meeting place of the world. Kastoria has a lot of history. The Greeks love to see where things come from. Tony said that we are also looking at South America. Argentina has a long history and they have a strong history with nutria. The fertilizers are killing the nutria. Louisiana could fill in the gap with the nutria. Brazil is the sixth largest economy in the world and is a booming place.

Argentina has big implications for our nutria industry. Rather than stretching and drying a hide, there may be the potential to send green hides in a brine solution. We don't care if we market the nutria as Louisiana nutria, we could send nutria to Argentina and let them market it as their own. Archie Domangue said they sent it like that in the past and there wasn't a problem with it. Danny Perry said that it would be the best solution with the volume that we need. Ryan Schaefer agreed that this method would allow the trapper to bring in the pelt with just a few minutes of work. Danny Perry said that with high volume the dealer would not need to make a lot of per pelt and the prices could be kept down. Brent Poley said that there is a brine solution recipe that works for seal, so with a little bit of experimentation it should be possible. Mr. Perry thinks that we could produce 30,000 to 40,000 quality nutria.

Tony Howard motioned to approve travel for two people to Hong Kong and Argentina. Jimmy Gallespy seconded. Motion carried unanimously.

The Council asked that Tony Howard and Tanya Sturman make both of these trips.

### **FAC Budget**

Frank Ellender had sent a letter to the Department asking that the Education and Marketing Fund budget be increased back to \$100,000. Buddy Baker was able to get a BA7 to get this amount for the current fiscal year. The budget is now \$220,000 for the FAC, which is \$100,000 from the Education and Marketing Fund and \$120,000 from the Rockefeller Trust Fund.

Ryan Schaefer motioned to spend up to \$2,000 for a fur coat and six fur bags. Tony Howard seconded. Motion carried unanimously.

Tony Howard motioned to present a purse and a coat to the Fur Queen and a purse to Mrs. LA for the next two years, 2017 and 2018. Ryan Schaefer seconded. Motion carried unanimously.

Edmond Mouton said that Tanya Sturman travels to educational events and can bring some accessories to show along with the coats and vests. Brent Poley said that he would hire a professional photographer to take pictures of these items. Brent Poley suggested using trim.

### **Trapper Education**

Tony Howard said that the committee met to discuss trapper education. A level 1 class will go online that will focus on ethics, regulations, and history. Then there will be hands-on classes that will reinforce the ethics and teach them how to handle the fur to make a good product. Ryan Schaefer said that the meeting this morning was very productive. Having the online course will allow the hands on workshops to be much more hands on; in the past they have spent about three hours covering this material. Ryan Schaefer went over the responsibilities of the Department and the LTAHA as agreed to by the committee.

Ryan Schaefer motioned to fund up to \$16,000 to cover costs associated with the trapping education program as put forth by the education committee. Tony Howard seconded. Motion carried unanimously.

### **Fur Marketing- Michael Consiglio**

Frank Ellender presented a plaque to Michael Consiglio for 29 years of marketing Louisiana fur. Greg Linscombe said that he wanted to thank Mr. Consiglio for all of his years of service. The challenges in the 80s were not all that different of what they are now. Greg Linscombe said that he is impressed with the efforts that the Council is making in reviving the fur industry and trapping. Greg Linscombe told the story of how he met Michael Consiglio and got him into Louisiana.

Jimmy Gallaspy motioned to adjourn. Judge Edwards seconded. Motion carried unanimously.