

**Summary of the Fur Advisory Council Meeting  
February 4, 2015  
New Iberia, Louisiana**

**Council Present**

Charles Pettefer, Jr.  
Ryan Schaefer  
Tony Howard  
Judge Edwards  
Frank Ellender  
Archie Domangue  
Steve Hughes

**LDWF Presence**

Tanya Sturman  
Edmond Mouton  
Buddy Baker  
Bob Love  
Jennifer  
Alicia

**Others Present**

**Council Absent**

John Linzay  
James Gallaspy

Ryan motioned to approve the minutes from the September meeting. Tony seconded. Motion carried unanimously.

**Turkish Fur Fair Update**

Tony reported that Turkey had a first class show. It was large, and it represented fur, leather, machines, and chemical companies. The booth location was good. The Russian attendance was down. Istanbul sits on two continents and the city is divided by the Bosphorus Strait. There is a lot of commerce going on there. He suggested that we keep an eye on the Russian market. Bob asked if Louisiana might benefit from a depressed market in a place like Istanbul, since we offer less expensive furs and furs good for trim. Tanya agreed that we had a unique niche to fill, as the busiest day at the fair for Louisiana was the last day when the other vendors came around. There were a lot of leather and wool vendors there, as well as manufacturers. There were not many wild fur dealers.

**China Fur Fair Update**

There have been a number of people arrested in China in the fur trade. There is a 40% tax on imports. The attendance was down. The seal industry was not represented at the fair. The Chinese economy is stabilizing. The market is continuing to grow and women are buying more luxury items.

Peter Lee received a shipment from Louisiana and the shipment was 400 hides short. He had to pay a fine for the shipment having the wrong paperwork, plus he had to pay taxes on the 400 that were not included. In addition, he had to repay the tax on the 400 skins when they were shipped separately at a later date. It also put him on the radar with the Chinese government. We need to be very careful with shipping skins to China. The paperwork has to be correct.

Nick was present and did an excellent job translating.

Tony talked about the factory and fur warehouses. There was storage on the third floor and no elevator in the building. Thousands of pelts had been hand carried up to the storage room. On the street, probably 70% of the pedestrians were wearing some type of fur.

Tony suggested that we work on our infrastructure here. We have had a couple of orders recently that we were not able to produce the furs for. We need to support our dealers. Tony believes that the market is there, but our marketing program needs to be overhauled. We need to show green fur as well as some tanned fur. We also need to show some processed furs and some garments.

Tony thinks that we need to change our marketing name. Bayou Nutria, or Bayou Fur, is an old name. Bayou doesn't translate into Chinese. Edmond gave a little history of the name Bayou Fur. Tanya mentioned that the name had been incorporated in 1995, and Tony mentioned that there had been a lawsuit filed against Bayou Fur from Argentina. Edmond suggested that we use Louisiana Fur. Tanya said that we also need signage translated into Chinese.

Edmond said if the council does another contract or RFP, they could put some of these details into the scope of service.

Tony said that he'd also like to have some furs hung up, so that people come into the booth. He'd like to see the Council give some directions on how our booth is presented. Buddy said that a committee of the Council could have a planning session with Michael.

There was a discussion about how Michael fills the orders. Quincy Verret feels like that Michael is not fair or equal in how he distributes orders. Frank suggested that we contact Michael and make sure that he is calling everyone.

Buddy said that the Council should plan to meet with Michael to work out details for next year's booth. Frank asked if we need a motion for that. Buddy said that they didn't.

Tanya talked briefly about Chinese marketing and government influence. The fur fashion shows have an hour of government speeches prior to the runway show. Peter Lee has asked for a plaque from the Louisiana government. Frank agreed that we should send that. Buddy said that he could get that approved, and Bob said that he would sign it.

Tanya also mentioned that Michael had sent a proposal to the Council suggesting that they plan a second trip to China, visiting dealers in various regions and that they also take a little extra time in January visiting dealers in other regions. If the Council could find one dealer in each region, similar to Peter Lee then the marketing program would really be in good shape.

### **Trapping Education- Update**

Ryan said that they had 36 people show up. The ages ranged from 12 to 60. Everyone that was there left with knowledge and a starter kit. Ryan expects that most of the participants will come to the convention in April. Ryan said that he covered the regulations as well. Buddy said that he wants the agency involved in these workshops and talk about BMPs and legalities. Buddy also said he'd like to teach the trappers to defend themselves in how to respond to attacks and allegations. He'd like to see that be part of the trapping workshops as well. Bob asked if they did a survey at the end of class. Ryan said that he had a discussion about that with Quinten.

Tony said that he had an LDWF enforcement officer. Tony said that the students at his workshop asked for a second more advanced workshop. The workshop covered ethics, regulations, trapping, and pelt handling.

Buddy asked how they recruited. Ryan said that Quinten did that as part of his contract. Ryan said that Quinten is meticulous and kept good records. Tony said that the trapper's association paid some travel expenses for the instructors. Overall, the program was very successful.

Bob asked if Quinten could put together a curriculum for three levels of workshops. Ryan said that Quinten was not knowledgeable enough to do that.

Buddy suggested that a second level of workshop be developed with a certificate presented at the end. A certificate may give some students access to properties to trap on. Ryan said that a second level could be done at a central location, such as Woodworth.

Tony said that he wants to expand the classes. Quinten could organize some hunting and fishing days as well as organize more workshops.

Edmond said that Quinten's contract ends in December. We need six months as a minimum to complete an RFP. Edmond suggested that the Council meet in March to vote on an RFP.

### **Fur Coats- Update**

Jennifer showed photos of the fur coats we received this year from USAFOXX. They turned out really nice. The furs came from the fur rings that had been in storage at LDWF. She said that USAFOXX also does tanning as well as manufacturing.

Edmond said that the Council could approve a budget, and Jennifer can get some phone bids and purchase some furs and have the garments made for next year.

Ryan motioned to approve \$4,900 for furs and garments. Judge seconded. Motion carried unanimously.

### **Other Business**

Jennifer and Ryan had discussed an issue with some deformed mink. Jennifer talked to a professor who is interested in studying this phenomenon. Jennifer said that she needs some mink carcasses for the study. Ryan said he could help with that.

Bob said that they should get samples from all over the state. It may be a chemical problem. Buddy said it may also be a genetic anomaly.

Buddy handed out some booklets that he produced with case studies demonstrating why the State should be involved in CITES.

Tony showed some nutria stretched by Quincy with the new standard. Quincy presented how to stretch nutria at the workshop in Ryan's area.

The next meeting is Wednesday, March 18, at 1:30 p.m.

Judge motioned to adjourn. Ryan seconded. Motion carried unanimously.