

**Summary of the Fur Advisory Council Meeting
July 15, 2015
New Iberia, Louisiana**

Council Present

John Linzay
Tony Howard
Frank Ellender
James Gallaspy
Charles Pettefer, Jr.
Steve Hughes
Judge Edwards

LDWF Presence

Tanya Sturman
Edmond Mouton
Buddy Baker
Jennifer Hogue

Others Present

Council Absent

Archie Domangue
Ryan Schaefer

Tony motioned to approve the minutes from the March meeting. Charlie seconded. Motion carried unanimously.

Tony nominated Frank for Chairman. Jimmy seconded. Motion carried unanimously.

Frank nominated Tony for Vice Chairman. Jimmy seconded. Motion carried unanimously.

International Fur Marketing- Brent Poley

Tony introduced Brent Poley. Brent has been in the fur industry for 30 years himself, and his family business has been in operation over 50 years. Their business has offices and representatives in New York, Hong Kong, Milan, Frankfurt, Castoria, and Turkey. He works with many of the auction houses. He goes to many fur fairs, including Beijing, Hong Kong, Milan, Istanbul, and Castoria.

Brent's proposal would be to go broader with the program that Michael has previously developed. As he travels to fur fairs, he could promote Louisiana furs along with the chinchilla.

John asked Brent what he could do for the trapper. Brent said that he could find a market for their product and provide some education on what product is best suited for the world market. A standard for stretching will help. Nutria is a hard sell, because Argentina did not turn out a good product and put a lot of nutria on the market. There should be a solid market for other Louisiana products such as bobcats.

Buddy asked what type of contacts that he had for mid to lower level furs, because Louisiana is a sub-tropical climate and will not produce the highest quality of fur. Brent said that he has lower quality chinchilla that he sells as well. They have customers that want lower quality furs and have ways to add value.

Buddy asked about ways to add value, such as crafting fur flowers or plucking and dying. Brent said that these steps will be great for Louisiana products. He mentioned a new technique of making little slits in the fur that lets the fur stretch like an accordion. These techniques really

appeal to a younger market. Brent deals with grades 1-4 in chinchilla. He knows who deals in the high end and who deals in the low end.

Brent said that Argentina is producing less nutria lately, because they are not reproducing well due to soil contamination. If their product continues to decrease, it may leave room for Louisiana's nutria.

Tony motioned to start working on a three year RFP for marketing Louisiana Furs for which the contract would begin July 1, 2016. Steve seconded. Motion carried unanimously.

Tony and Judge will take the lead in developing a scope and set of deliverable for the RFP.

John said that there are many people out there who do not approve of promoting Louisiana furs rather than general wild furs. Brent agreed, because NAFA wants to control the wild fur market.

Tony said that southern furs are graded lower in general at auction. Buddy said that he has tried to get the Louisiana designation taken off of the CITES tags for that same reason. The tags are not a CITES requirement. They are required by US Fish and Wildlife.

Trapping Education Update- John and Steve

Steve reported on the Montana workshop. They learned a lot of things about trapping and snaring that they can use in their workshops and seminars. They also saw a lot of benefits from the heavy predator control in the area. John showed a gitter, more commonly known as a m44. It is a spring loaded poison dispenser, which is species specific and can be used around livestock.

Trapping Education Workshop Dates

One workshop will be December 12. Jennifer will be the contact person to get enforcement to present at the workshops. Jennifer will also work on getting someone there to talk about biology.

Beijing Fur Fair, Translator, Travel to Chongfu

Tanya talked about the travel itinerary developed by Nick. He has an appointment set up for a company in Chongfu and one in Haining. The total budget for both the fair and the added trip to the Shanghai area is around \$10,000. Buddy said that we should go ahead and submit a formal travel request.

Other Business

Jennifer said that two coats would be ready by December in time for the Fur Festival.

The next meeting date will be contingent on the scope of the RFP. A target date would fall in September.

Jimmy motioned to send John Linzay to the regional trapper's convention. Judge seconded. Motion carried unanimously.

John motioned to adjourn. Jimmy seconded. Motion carried unanimously.