

NATURAL FUR

THE RESPONSIBLE CHOICE





Natural Fur The Responsible Choice

Natural Fur generates millions of jobs,

from farmers in rural communities to designers and skilled craftsmen in fashion cities across the globe

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Natural fur is a clean, sustainable fashion material with less impact on landfills and oceans than plastic fur

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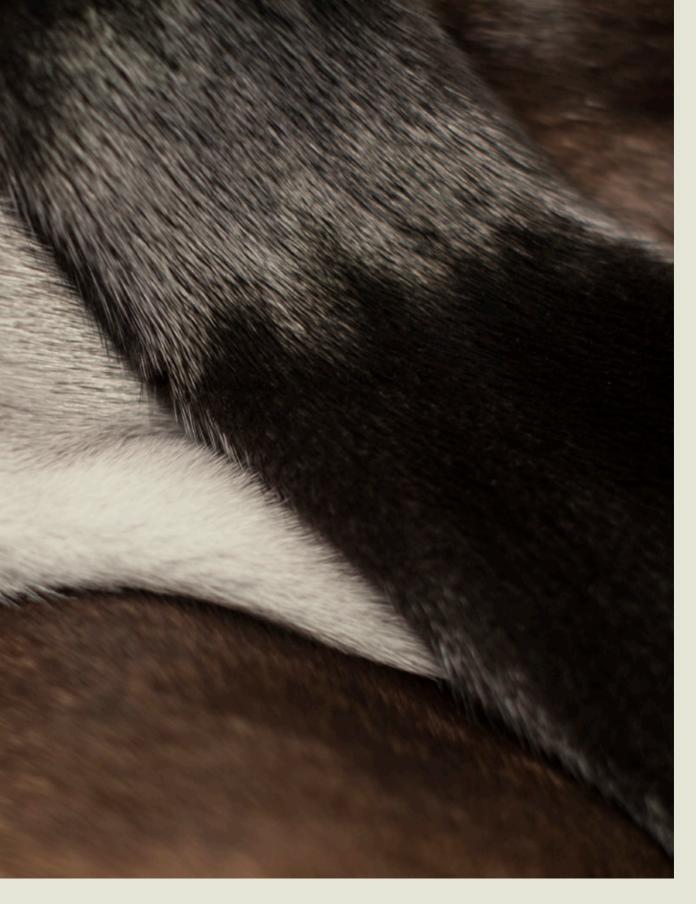
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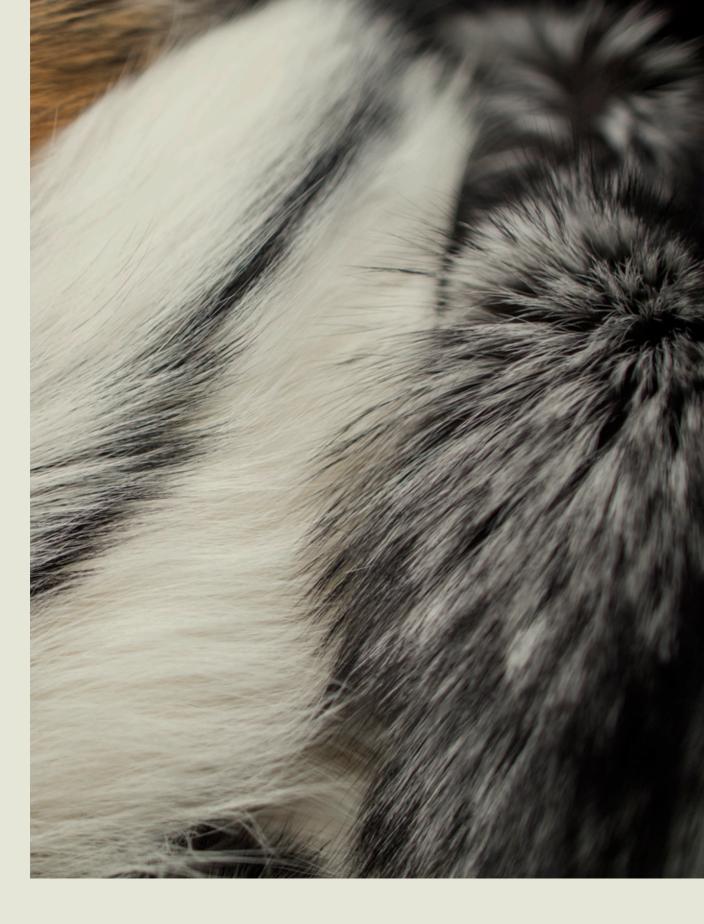
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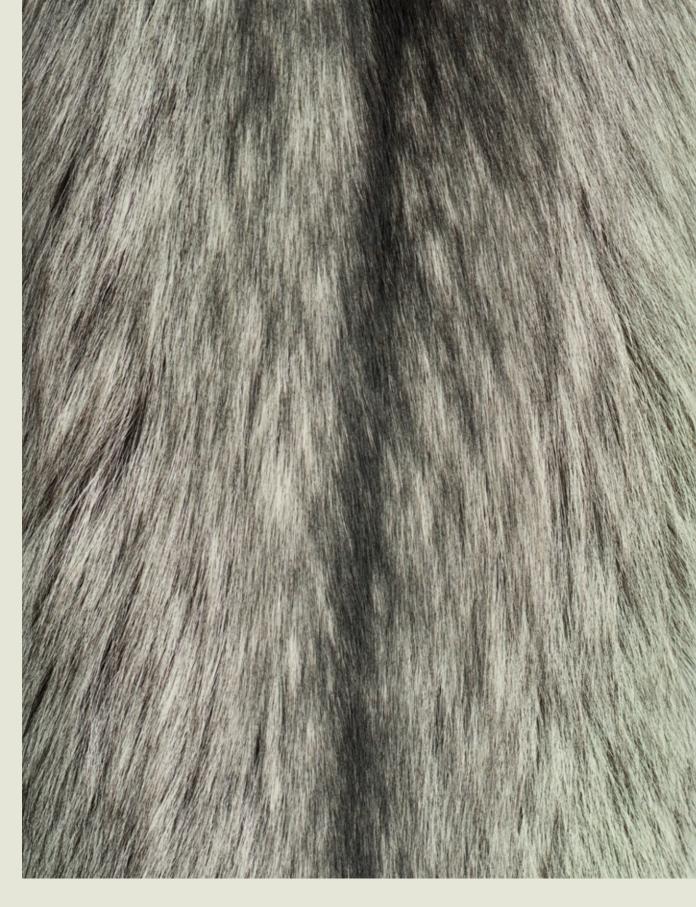
Saga Furs offers the broadest selection of superior quality mink pelts in the world. The Saga® Mink collection provides the fashion industry with versatile designs and a choice of beautiful natural colours.



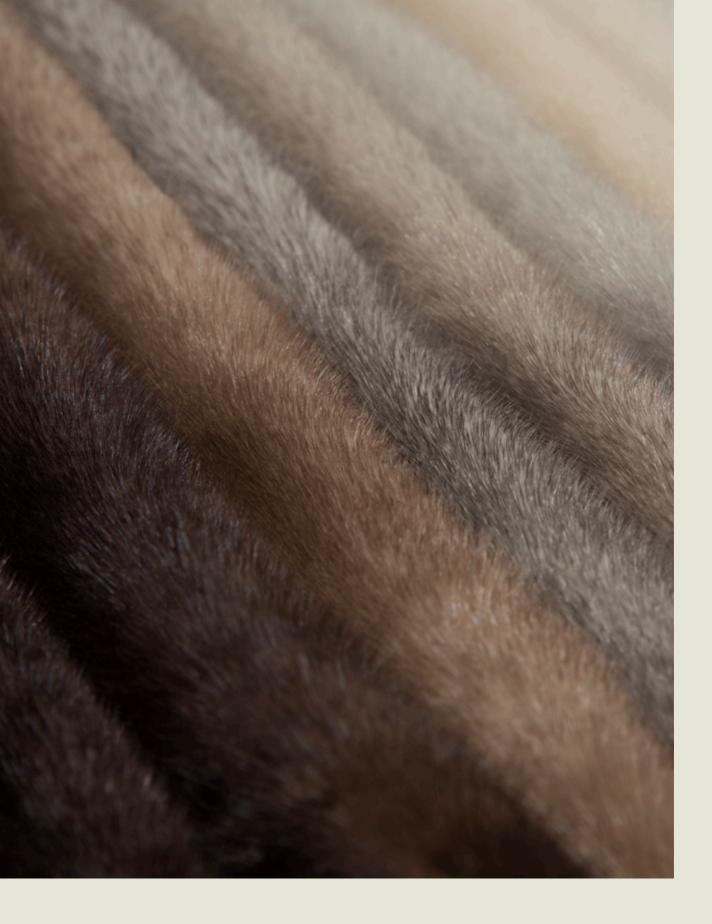
Saga Furs offers 100% certified fox pelts from strictly regulated European farms. The Saga $^{\circ}$ Fox collection creates endless creative possibilities for the fashion world.



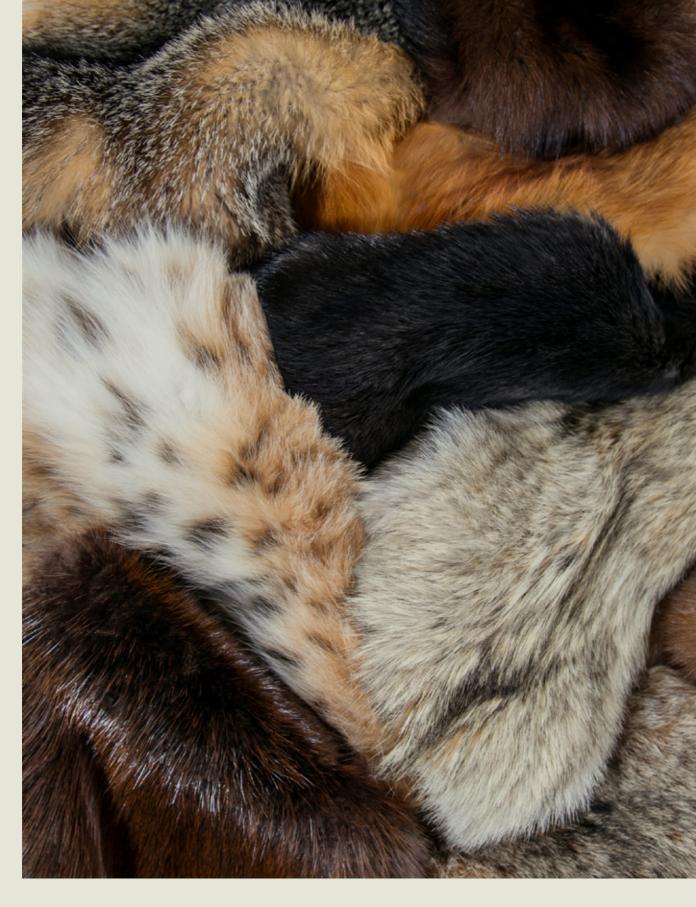
Mink is one of the world's most exclusive and sought-after fur materials. Mink comes in an array of types, colours and qualities. One thing Kopenhagen Fur skins have in common is their exceptional quality, demonstrated by their even, dense and voluminous fur.



Only the best fox skins become Norwegian Type. Originating in Norway, the skins are known for their lush fur. The long hair of fox skins makes them more easily recognisable than any other type of fur.



NAFA's quality collection of ethically sourced ranched mink includes the coveted Black NAFA, Blackglama and NAFA Mink labels.



NAFA Northern is the world's only trademark for wild fur quality. This label for sustainably harvested wild fur includes: red fox, coyote, lynx, lynx cat, Canadian/American sable, sher, raccoon, musktrat, otter and beaver.



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Fur is one of nature's most alluring gifts, treasured for its beauty and ability to provide warmth. It evokes a myriad of emotions and has a luxurious appeal that transcends time. Fur is also one of the most tactile materials, surprising designers and consumers alike with its versatility.

Currently valued at over \$30bn in retail alone, with the total value of world raw fur skin production estimated at \$4.1bn in 2015¹, no fashion item has been as important to the world as fur. Dating back to the dawn of humankind, fur secured the survival of men

throughout the last Ice Age and made migration beyond Africa possible.

(1)

Hansen, H. O. (2017). The global fur industry 2016-17. Paper presented at Association of Russian fur breeders' annual summer conference, Svetlogorsk (Kaliningrad), Russian Federation. http://static-curis.ku.dk/portal/files/183502174/_Svetlogorsk.pdf

Throughout history, fur has played a major role in shaping human identity, culture and social norms — the fur busi-

ness was a global industry centuries before the term globalisation was invented. Today the sector spans an international network of farms, small to medium-sized businesses, auction houses, brokers, buyers, dressers, dyers, manufacturers, retailers and industry bodies.

One of the main challenges facing any global business with multiple stakeholders is to operate on a sustainable basis. As a long-lasting, natural material, fur has inherent environmental qualities. It represents a sustainable alternative to the synthetic materials on which today's 'fast fashion' depends. However, fur is not unconditionally green. Realising the full sustainability potential of fur has required a significant effort from the industry.

Our vision for the future of the fur industry is driven by the idea of continuous improvement and by sustainability. We are striving to improve the economic, social and environmental performance of the sector by providing growth and opportunities for individuals, families and communities. In this way, we hope to enhance human creativity and ensure the production of durable, quality products.

Our vision is also based on our ability to provide furbearing animals with the highest levels of animal welfare and, at the same time, make a substantial contribution to reducing our impact on the environment.

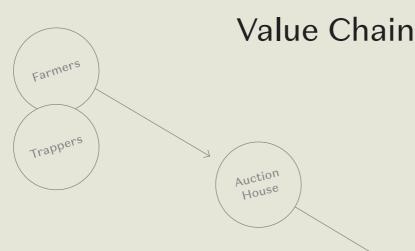


INTERNATIONAL FUR FEDERATION

The International Fur Federation was established in 1949 and is the only organisation to represent the international fur industry, advising and campaigning on issues affecting the entire fur value chain. Based in London, and representing members in 50 countries across the Americas, Europe, Eurasia and Asia, the IFF promotes the business of fur and establishes certification and traceability programmes on welfare and the environment. It's also committed to supporting young designers and retailers who intend to go into fur and fashion.

FUR EUROPE

Headquartered in Brussels, Belgium, Fur Europe's work is focused solely on Europe. It represents the interests of the entire value chain including farmers, feed kitchens, auction houses, fur brokers, manufacturing, marketing and fur retailers.



FARMERS

Every year, European and American fur farmers produce over 44 million farmed fur skins from the mink, fox, Finnracoon, Asiatic raccoon, and chinchilla species. There are more than 5,500 fur farms, primarily across Europe, Canada, the United States, Argentina and Brazil. These farms are often located in rural areas and are family run and long-established.

TRAPPERS

There are about 50,000 licensed trappers in Canada and more than 200,000 across the USA. Regulated by federal, state, provincial and territorial wildlife biologists, fur trapping is needed to control wildlife populations; to protect property and habitat; to prevent the spread of disease, and to provide income for people and tribes.

KOPENHAGEN FUR

(Auction House)

Kopenhagen Fur is a brand and a full-service auction house situated outside Copenhagen, Denmark. It is owned by Danish fur breeders and managed by the Danish Fur Breeders Association, a co-operative founded in 1930. Across its five auctions a year, Kopenhagen Fur deals with almost 30 million mink skins, as well as fox, swakara, chinchilla and seal skins.



Dressers

& Dyers

SAGA FURS

(Auction House)

Established in 1938 and now listed on the Nasdaq Helsinki, Saga Furs Oyj is a full-service auction house situated outside of Helsinki, Finland. In 2016 the company's retail sales value was EUR 437 million, and it employed an average of 350 people. During its four to five annual auctions, Saga Furs sells mink, fox and Finnracoon to companies across the globe.

NORTH AMERICAN FUR AUCTION (NAFA)

(Auction House)

Based in Toronto, Canada, and dating back to 1670, North American Fur Auctions (NAFA) is the oldest fur auction house in the world. The company holds competitive auctions three to four times per year as the principal method of selling the world's most diverse collection of high quality wild fur pelts, along with farm-raised mink and a small collection of fox to the international market.

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FHA

(Auction House)

Fur Harvesters Auction Inc. (FHA), is located in North Bay, Ontario, Canada, and is the only trapper-owned and operated fur auction house in the world.

SOJUZPUSHNINA

(Auction House)

Located in Moscow and St. Petersburg, Sojuzpushnina was established in the 1930s and was, until 2003, a unitary state enterprise (USE). It is currently an all-union, self-supporting, foreign trade association. There are three to five auctions a year in St. Petersburg selling a total of about 600,000 sable skins, as well as mink, fox, lynx, squirrel and kolinsky. Russia is the only nation to offer sable (branded with the label 'Sobol').

MANUFACTURERS

The fur industry is fortunate that in some of the major centres of fur manufacturing, such as Italy, Greece, Germany, New York, Montreal and Toronto, there are also some of the best craftspeople.

INTERNATIONAL FUR DRESSERS AND DYERS ASSOCIATION

In April 2011, dressers and dyers from around the world decided to co-operate to enhance the role of their profession within the fur trade. The result was the International Fur Dressers and Dyers Association. The IFDDA published its first ever sustainability report in 2015.

RETAILERS

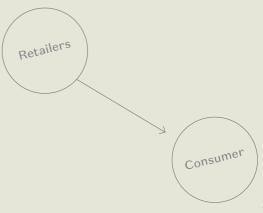
Fur retail sales today are distributed through a variety of channels including online, department stores and boutiques. Family-owned furriers still play an important role in promoting, selling, repairing and re-modelling fur garments. They also play a key role in educating consumers about fur.





BROKERS, BUYERS

The buying of fur at international auctions usually happens through fur brokers because of their expertise on skin quality and skills with logistics, taxation, insurance and financing. The brokers buy millions of fur skins on behalf of their manufacturing customers (the buyers).





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Despite fur's inherent sustainable qualities, there is still plenty that can be done to advance a 'circular economy' and, more specifically, 'circular fashion', by which we mean: designed for longevity; resourced efficiently; fully biodegradable; recyclable; sourced and produced more locally, and with the ability to reuse, recycle or compost all remains.

Fur has different implications for sustainability depending on whether it is wild-sourced or farm-raised.

WILD-SOURCED FURS

Wild furs are the ultimate free-range, organic and locally sourced clothing material. They represent around 20% of world fur production and close to 50% of North American fur production.

The modern wild fur trade in North America is a sustainability success story. Thanks to strict regulations and professional, independent management, the most important North American furbearers are as plentiful today as they have ever been. All the fur used today comes from abundant species and never from endangered species.

Furbearing animals are 'managed' in virtually every country in the world, yet only the United States, Canada and Russia have the complex regulatory licensing and monitoring systems that can support commercial harvests by hundreds of thousands of local trappers. The experience of North America shows that a sustainable harvest of wildlife can benefit wildlife populations as a whole. Communities and governments track and monitor harvest levels and health of populations rather than using taxpayers' money to fund and operate state run trapping programmes. This is truly sustainable and utilises what nature provides with a minimal to positive environmental footprint.





FARM-RAISED FUR

The majority of farm-raised fur comes from fur farms. Some of these farms are family-run and are sometimes located in places with poor quality soil or harsh climates. These are conditions that make most agricultural activities very difficult, however, fur animals can thrive in them.

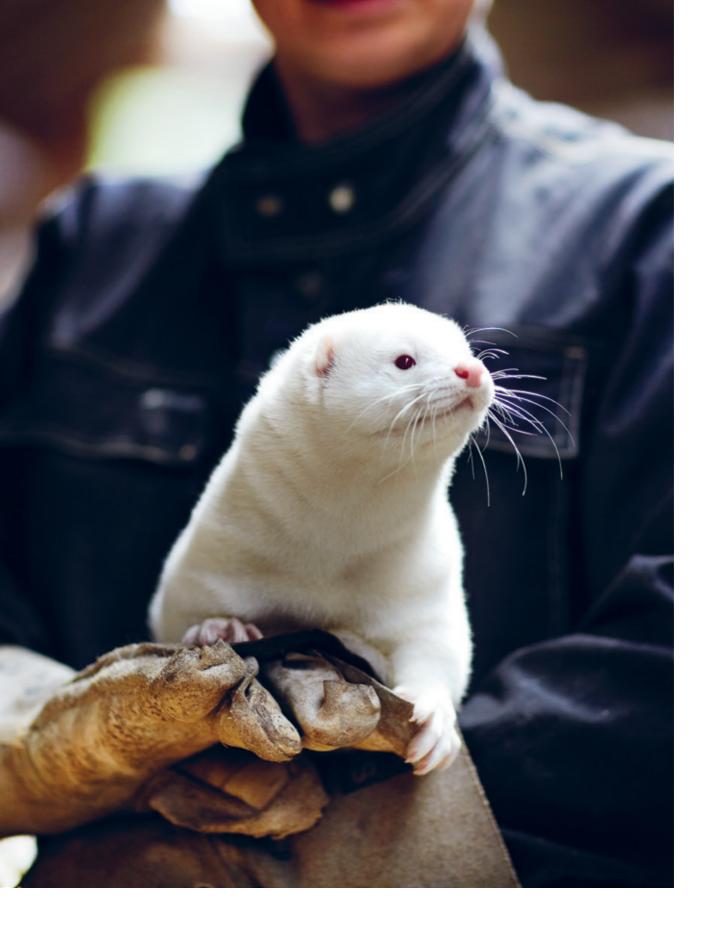
Farmed fur animals offer many 'circular economy' opportunities. For example, feed for mink and fox is primarily produced using waste products from the food supply chain (mostly from the chicken, beef, fish and dairy industries), offering a new production stream and reducing the volume of waste destined to landfill.

The animals themselves also provide options for sustainability, particularly mink.

Mink carcass can be used for heating. When it's processed into bone meal, the carcass has the same calorific value as wood chips. Bone meal from the animal is also used as a fertiliser component, and is exported across Europe. Even the ash from the incineration process is useful — it's used as a component in cement, concrete and asphalt. Meanwhile, fat from the mink is used to produce biodiesel, which is added to fossil diesel. Biofuels ensure supply reliability, and, crucially, a reduction of CO². The EU has adopted a directive that obliges countries to use 10% renewable energy in the transport sector by 2020. Mink fat is making a significant contribution to this.

According to a survey by Fur Europe from October and November 2012, as many as 68.42% of fur animals are used in their entirety. Danish mink breeders are at the forefront of reaching 100% — now a stated aim of the sector overall. In Finland the fur animals are used in their entirety and nothing in wasted. As there are minks, fox and Finnraccoons in Finland, cross-feeding is possible and therefore the carcasses can be used as part of the animal feed.

Similarly, the by-products of fur farming rarely end up unutilised. Manure, thanks to its high phosphorus content and lack of alien seed, is an excellent primary material for organic fertilisers.







DRESSING & DYEING STAGE

After animal skins are sold at one of the five international auction houses, the first link in the value chain is the dressing factories. The dressing trade is organised within the International Fur Dressers and Dyers Association (IFDDA), an organisation that is continually developing and promoting more environmentally friendly methods.

The dressing and dyeing process uses a limited number of chemical substances that are non-hazardous (e.g. sea salt, alum). Nevertheless, the process is tightly regulated by the European Union's REACH directives². In the US,

(2)

REGULATION (EC) No 1907/2006 of the European parliament and of the council of 18 December 2006 concerning the Registration, Evaluation, Authorisation and Restriction of Chemicals (REACH)

The main aims of REACH are to ensure a high level of protection for human health and the environment, including the promotion of alternative test methods, the free circulation of substances on the internal market and the enhancement of competitiveness and innovation.

REGULATION (EC) No 850/2004 of the European parliament and of the council of 29 April 2004 on persistent organic pollutants.

This regulation prohibits or severely restricts the production and use of intentionally produced POPs and includes provisions on the environmentally sound disposal of wastes containing POPs and on the reduction of emissions of unintentionally produced POPs (e.g. dioxins and furans).

the use of chemicals is regulated by the Environmental Protection Act. In Canada, the corresponding regulation is the Canadian Environmental Protection Act.

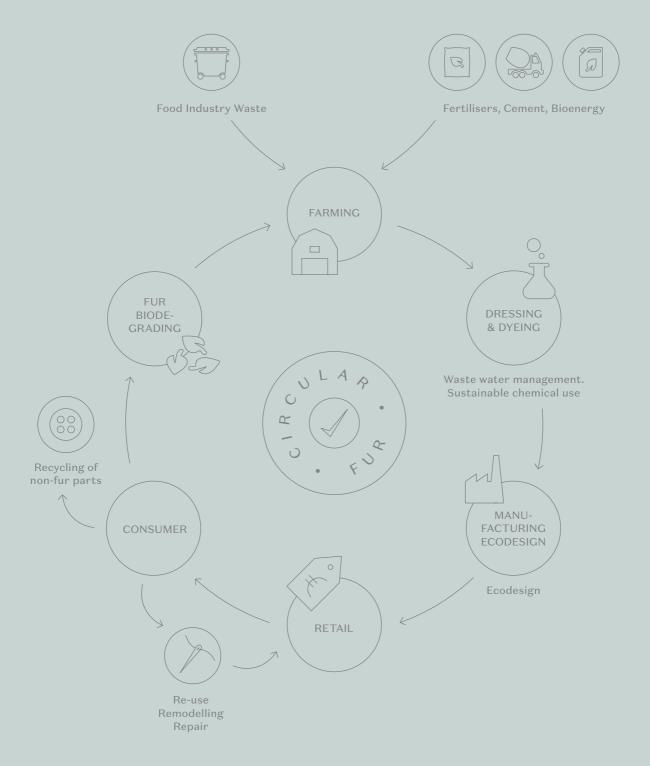
Fur auction houses have made it a priority to work with dressing and dyeing companies and to support trials of more environmentally friendly dyeing methods. This is one example of the cooperation across the fur value chain that is pushing the sector in a more sustainable direction.

(see page 29 for Fur's Environmental Project, FEC)

The fur sector is also looking carefully at the global standards improving the environmental impact of the fashion industry. Several

dressers and dyers have gone through a process of testing and verification with Oeko-Tex, a leader in apparel certification. This certification addresses key priorities including: the environmental sustainability of the factory; the chemicals used in processing, and consumer confidence in relation to absence of any negative impact on the wearer. The industry will continue to engage with this type of certification body to demonstrate that fur dressing and dyeing operates to the highest environmental standards.

How the fur sector contributes to the circular economy



DEALING WITH CONSUMPTION, WASTE AND EMISSIONS

The global concern over sustainability demands that responsible businesses forensically examine their procedures. The global fur sector is no exception.

Underlying the fur trade's sustainability procedures is the need for it to adhere to local, regional, federal, and tribal laws/regulations in order to produce and sell wild or farmed fur products.

Moreover, as this summary indicates, the fur sector has long-established transparency procedures. Nonetheless, while the fur sector performs well on many indices, it has identified challenges in specific areas and has outlined ways to balance production, consumption and emission. These areas include: water consumption; wastewater disposal; energy efficiency and consumption; airborne emissions, and the use of chemicals.

FUR'S ENVIRONMENTAL CREDENTIALS (FEC)

Fur's Environmental Credentials (FEC) is a flagship twoyear project that started in 2017 under the guidance of the International Fur Federation (IFF) and Fur Europe. It's designed to document the environmental impact of fur, starting from the product's beginning on the farm to the sale in the auction room, and on through processing, production, the use as a fur garment and, finally, its disposal.

Based on academic research by independent scientists and data collected within the fur supply chain, the methodology of this study follows the standards of the European Platform of Life Cycle Assessment, ISO14040, and the Intergovernmental Panel on Climate Change and the Greenhouse Gas Protocol. The project also investigates the Global Warming Potential (GWP) over the supply chain in detail.

FEC aims to create a generic model to analyse environmental practices within the fur supply chain and to continuously improve fur's environmental performance by contributing to statistical data of the fur value chain. The results will contribute to a greater consumer transparency about the environmental footprint of fur and to benchmarking fur against global sustainability goals, including carbon footprints. FEC will also rate fur against fibres, and other raw materials, through independent third-party stakeholders.

CIRCULAR ECONOMY AND THE ENVIRONMENT

Fur is, by definition, a raw material and a natural product. It reaches retail outlets with the minimum alteration needed to enhance its properties. With the right care, fur can have

(3

The International Fabricare Institute (1988) is showing the life span of fur being on average 10 years, standing out from other materials. http://www.fabricare.org/Images/Fair_claims_guide[1].pdf

The DSS (2012) "A Comparative Life Cycle Analysis: Natural Fur and Faux Fur" report refers to a lifespan of at least 36 years for a fur coat. http://www.fureurope.eu/wp-content/up-loads/2015/02/LCA_-final-report.pdf.

(4

https://www.designskolenkolding.dk/en/publications/sustainable-fur-cards

an average post-retail lifespan of approximately 20 years³. Fur is often passed through generations and can be easily remodeled and reused without going through complex deconstruction processes (upcycling). This considerably reduces waste at the post-consumer phase.

The fur sector constantly promotes the concept of 'circular fashion' when speaking to fashion designers. It also emphasises that

the impact of sustainability-oriented decisions in the design phase can be magnified along the supply chain, lengthening the longevity of garments⁴.

TREATMENT OF MANURE

The fur production chain generates acidifying emissions due to the ammonia evaporating from the manure and urine of fur animals. Therefore, regular collection of the manure, alongside proper conservation/containment and treatment, ensures no negative impact is caused to the environment.

Based on the MTT study (MTT is the Finnish acronym for Research Centre for Agriculture. MTT today is Luke https://www.luke.fi/en/), the Finnish Fur Breeders Association launched a development programme in 2011 to reduce the ammonia and nitrous oxide emissions caused by fur animals. Among the various ways of reducing emissions from manure are: pushing for fur animal feed to have an even higher amino acid content; developing ways to reduce any excessive feeding of animals, and collecting manure in a way that allows a reduction of evaporating compounds. Also, specification of feeding by species and by individual animal are potentially important emission-reducing measures.

Researchers are currently looking in to how nutrients could be separated more efficiently and therefore be better utilised. This is being done through composting, pyrolysis and biogassing. There are also studies investigating the possibilities of new uses for fur animal manure.

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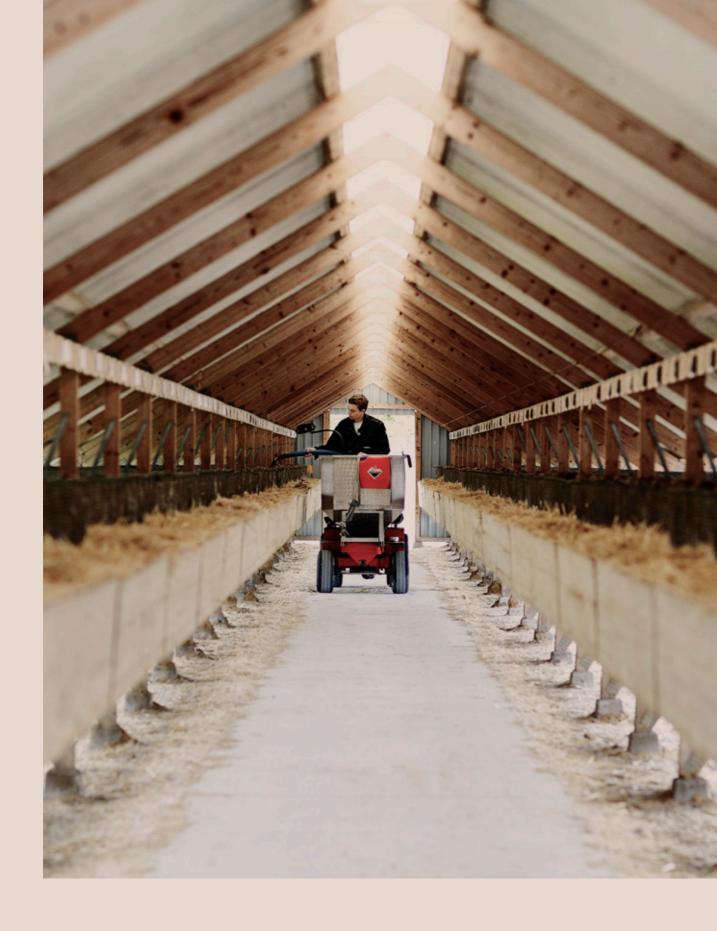
Consumers, companies and other stakeholders are expressing a significant interest in how fashion value chains engage with ethical issues. The fur sector provides the highest levels of transparency and commitment in this area in order to inform consumer choice.

Over the last twenty years, one of the tangible ways through which the fur sector has engaged with the wider public is by holding Open Farm Days. Thousands of visitors from across the world attend these annual events to see, first hand, how fur farms operate.



Open Farm Days play a key role of debunking the myths and prejudices about fur farming and offer people the transparency they seek as consumers.

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ANIMAL WELFARE

The fur sector is aspiring to the best standards of animal welfare, consistent with the latest available scientific data. The optimum areas for high specifications are: appropriate shelter; consistent access to nutritious food and water; protection from outside predators and disease through the application of best practices in accepted biosecurity protocols; humane handling and humane euthanasia; veterinary care to ensure optimum conditions to prevent pain, injury and disease, and quality management and genetic selection for domestication purposes.



WelFur is developed by scientists from top European universities.

EUROPEAN WELFARE PROGRAMME - WELFUR

WelFur is the science-based, animal welfare assessment programme designed to certify farms for mink, fox and Finnracoon (Asiatic raccoon) in Europe. Inspections are performed by third party assessors. Low-performing farms are not awarded certification. The protocols are centred on the four principles of animal welfare as established in the European Commission's Welfare Quality® project⁵: good housing, good feed, good health, and appropriate behaviour. By providing an objective assessment of animal welfare, WelFur aims to certify

more than 3500 fur farms across Europe. From 2020, auction houses will offer WelFur certified skins.

SAGA CERTIFICATION BY FINNISH STANDARDS PROGRAM

The Saga Certification Scheme was launched in Finland in 2005 and was subsequently expanded into other European countries. In order to obtain the certificate license, the farm operations must meet certain criteria and its production must be carefully documented and transparent. If the auditor detects any shortcomings, the producer is obliged to remedy the situation by a certain deadline. The certificate is granted only to the farms which meet all the criteria. Saga Furs will only sell certified foxes and Finnraccoons and now has a 100% certified mink collection. WelFur is a scientific animal welfare assessment program by which is included in the Saga Certification. In accordance with valid and widely accepted practices, the audits of Saga Certified fur farms are performed by second-party inspectors and by 3rd party independent auditors. The Saga Certified fur farmers are very committed to the quality system and developing it further. They understand the importance of the certification to the buyers, fashion houses, retailers and fur consumers.

North American Welfare Regulation

FARMS

North American fur farms are regulated through government agencies at state and provincial levels. These agencies monitor and respond to issues regarding animal welfare, environmental quality, and labour. In addition, the US and Canada each have strict standards of care which were developed with the guidance of veterinarians, animal scientists, and animal welfare representatives. In the US, animal welfare standards are addressed in the Standard Guidelines for the Operation of Mink Farms in the United States. In Canada, they are detailed in the Codes of Practice for the Care and Handling of Farmed Mink. These welfare standards are administered by third-party trade associations and farm assessors. Meanwhile, inspections by third-party auditors are being implemented. Farms meeting the

required standards of care receive certification but will still require routine assessments. Scientific research conducted at several leading universities is providing up-to-date information, with the data driving improvements and regular updates to the standards of care.

WILD FUR / TRAPPING

Wild Fur in North America is subject to a wide-ranging system of laws, regulations, checks and controls that emphasise the sustainability and welfare of all furbearing species and protect endangered species. Ensuring population and environmental sustainability is the basis for when and how animal harvests are made and for the number of animals harvested. The system of checks and balances operates at tribal, local, state, regional and federal levels of government, and also through wide-reaching international agreements (e.g. ISO standards, the Convention on International Trade in Endangered Species, or CITES, Best Management Practice Guidelines for Furbearer Management, known as BMPGFM, and the Agreement on International Humane Trapping Standards, or AIHTS).



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The Fur Institute of Canada trade association has, since 1983, coordinated the world's most advanced humane trapping research and certification programme. More than \$30 million has been invested by the Canadian government and industry to support this pioneering research.

By 2020 the furmark program will include

SAGA Certification

By Finnish Standards Welfur (European mink, fox North American mink farming, and Finnracoon farming) on track for 2020 on track for 2020 Dressing & Dyers Wild Fur: Moving to one global extensive laws and certification system oversight exist Future Plans Beyond 2020 Sable Karakul, Russia driving improvements Namibia (Swakara) on track for 2020 in fur farming and Afghan drafting standards

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TRACEABILITY - FURMARK

The fur sector understands the value of a clear, transparent and responsible operation, both for consumers and for all stakeholders in the market. This means having an industry that provides clear information on the origins of their products throughout its value chain.

This process has led to the development of FURMARK, a comprehensive certification and traceability programme that covers sustainability, animal welfare and the dressing and dyeing of fur.

The different animal welfare certification initiatives provide a platform for traceability and, although there is a regional variation in processes, all protocols must be science-based, approved by independent experts, and be publicly available.

FURMARK provides assurances to consumers, to brands, and to society more generally, that fur products have been produced by businesses operating under demonstrably high welfare, environmental and sustainability standards.

The fur sector is currently looking to acquire the services of a traceability software partner in order to develop a secure and effective system. It will cover the following elements:

Certified lots of fur must be kept separate from other furs. This is so that consumers and partners can be confident in the welfare standards and sustainability of their fashion purchases.

Strong, central control must be retained to prevent external parties actively, or passively, diminishing confidence in the program.

The system must adapt to new technology, e.g. RFID tags.

TRACKING AND TRACING WILD FUR PELTS Most of the world's wild-sourced fur comes from North America. Wild fur harvesters in North America require a mandatory trapping license that relates to the legal



The fur sector provides the highest levels of transparency and commitment to inform consumer choice.

jurisdiction their trapping activities will occur in. It regulates which species can be taken, the quantities, and the dates and times of the season. When they sell their pelts at the end of the season, trappers are required by law to provide to the buyer (e.g. auction house or pelt dealer) their contact information, trapping license number, and a log of the number of species being sold.

Once the sale takes place, this documentation will be associated with each pelt throughout the supply chain, including the journey to the auction house or pelt dealer, and beyond.

Wild fur trappers who choose to send their furs to the auction houses do so on a consignment basis. Before sorting and grading, each wild fur pelt is identified with a bar-coded ticket that can be traced back to the individual trapper or source from which the pelts came and, once sold, forwarded to the fur purchaser.

Collected raw fur pelts are documented regardless of their position in the supply chain. Special permits are required for CITES appendix II species.









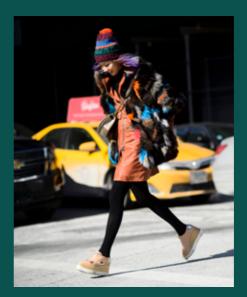
Chapter 4

Natural fur is a contemporary material with a rich heritage that appeals to designers and consumers of all ages









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As much as fur is established and traditional, it is also flexible and modern. The fur sector holds innovation at a premium. The industry has a number of Fur Design Centres that are dedicated to developing new fur techniques as well as sharing this information with commercial partners from around the world. Saga Furs Design Centre (FIN), Kopenhagen Fur Studio (DK), Studio NAFA (CAN), FurLab (NL, PL), and Centro Studi AIP (IT) are among main design centres.

Recent collections have seen high-quality fur garments created by fusing classic designs with new and experimental features. Some styles have several separate pieces that can be assembled in different ways or used alone. Multi-functionality and classic features can save resources and extend the lifespan of a piece, ensuring that the wearer will enjoy the garment for a long time to come.

Examples of different approaches include:

Garments from Kopenhagen Furs' Studio Collection 2017/2018 have all been lined with supportive materials sewn on to the fur by hand, maintaining the shape of the fur and prolonging life;

Saga Furs has a number of new techniques to refine traditional methods, including Fox-on-Fabric. This blend gives softness and lightness to fox by combining it with other fabrics or materials. One example is the Fox Wool technique, a 50/50 mix of fox and cashmere;

NAFA has a series of techniques using multiple fabrics. For example, beaver fur is used for a high end beaver/cashmere mix. In addition, there are several collaborations between furriers and designers (including Yves Salomon) that are developing hundreds of new techniques.

THE NEXT GENERATION

There is a massive range of education and training courses on offer in the fur sector that will help the next generation of farmers, auction house staff, craftspeople and designers rise to the top. These include: summer schools; competitions (one of the high-profile examples is the REMIX Fur Fashion Design Competition sponsored by Vogue); outreach programmes; workshops; design collaborations; sorting, grading and auction courses; internships and apprenticeships. Many of the big names of the industry (e.g. Kopenhagen Fur, Saga Furs, NAFA) are directly involved with providing these programmes and the connections they offer can create exciting new careers and innovative design solutions and products.



Conclusion

As one of the oldest trades in the world, the fur industry is proud of its heritage. For decades designers have been using fur and it's now on catwalks across the globe, generating millions of jobs.

High welfare and environmental standards are at the heart of our business, and we operate to strict standards based on science and backed by independent inspection. Sustainability is now the sector's watchword. We hope that the innovative procedures and solutions we are putting forward will see the start of an even more successful era for fur.















