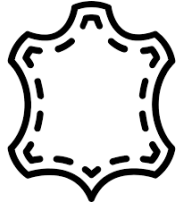




**STREAMLINING
KOPENHAGEN FUR'S
SKIN GRADING SYSTEM**

Kopenhagen Fur Grading Brings Out The Best From Good Skins



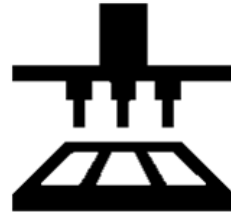
Experience Matters

For years, Kopenhagen Fur has been *the* leading player in the market for fur skins.

We receive a volume of skins that simply cannot be beat, many of them from the best farms in the world.

With that comes a level of experience which lets us grade skins into the largest number of characteristics and types on the market.

When a skin arrives at Glostrup, we provide the most uniform lots in the fur trade with regard to colour, clarity, and other factors, throughout our range of skin types on offer.



The Latest Technology

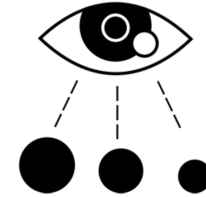
New advances continually help us improve our quality.

Specially-tooled machines unique to Kopenhagen Fur automate the first pass of grading.

Machines sort size and hair length to within two tenths of a millimetre of accuracy.

Additional machines measure for clarity and colour, checking 350 different specific markers.

About ninety percent of all skins are run through such machines, which are capable of measuring roughly 2,300 skins/hr.



The Personal Touch

While machines are a help, Kopenhagen Fur's greatest strength is the deep repository of knowledge and experience held by our world-class skin graders.

Our graders are sought-after experts, with many having decades of experience.

Every auction, they set the limits for our grading and hand-check lots to make sure that our offering is consistent and uniform.

Just becoming a grader takes two years of apprenticeship, in which time a trainee handles over half a million skins.



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HAIR LENGTH GRADING CLASSIFICATIONS

Classic, Short Nap 1 and Short Nap 2

Adjusting Hair Length Grading Boundaries

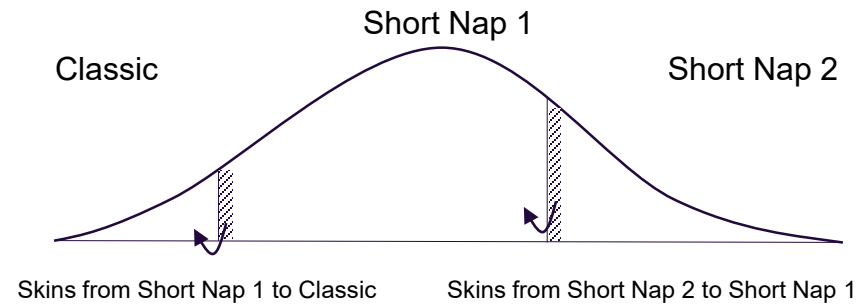
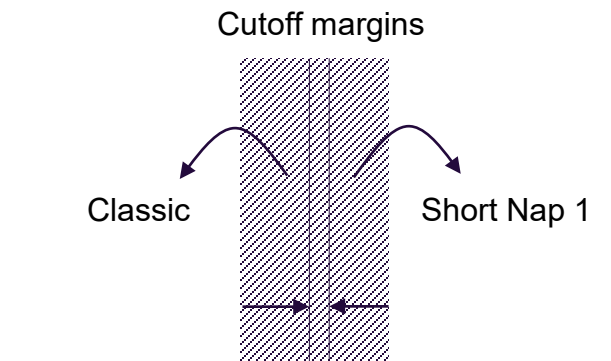


Illustration – Reducing the cutoff margins using automated grading



What's New?

We have improved our automated sorting machines and manual grading procedures, resulting in an increased precision in hair-length accuracy.

That allows us to redefine the boundaries between hair length quality grades to make them more uniform and better reflect expectations.

Customer Can Expect:

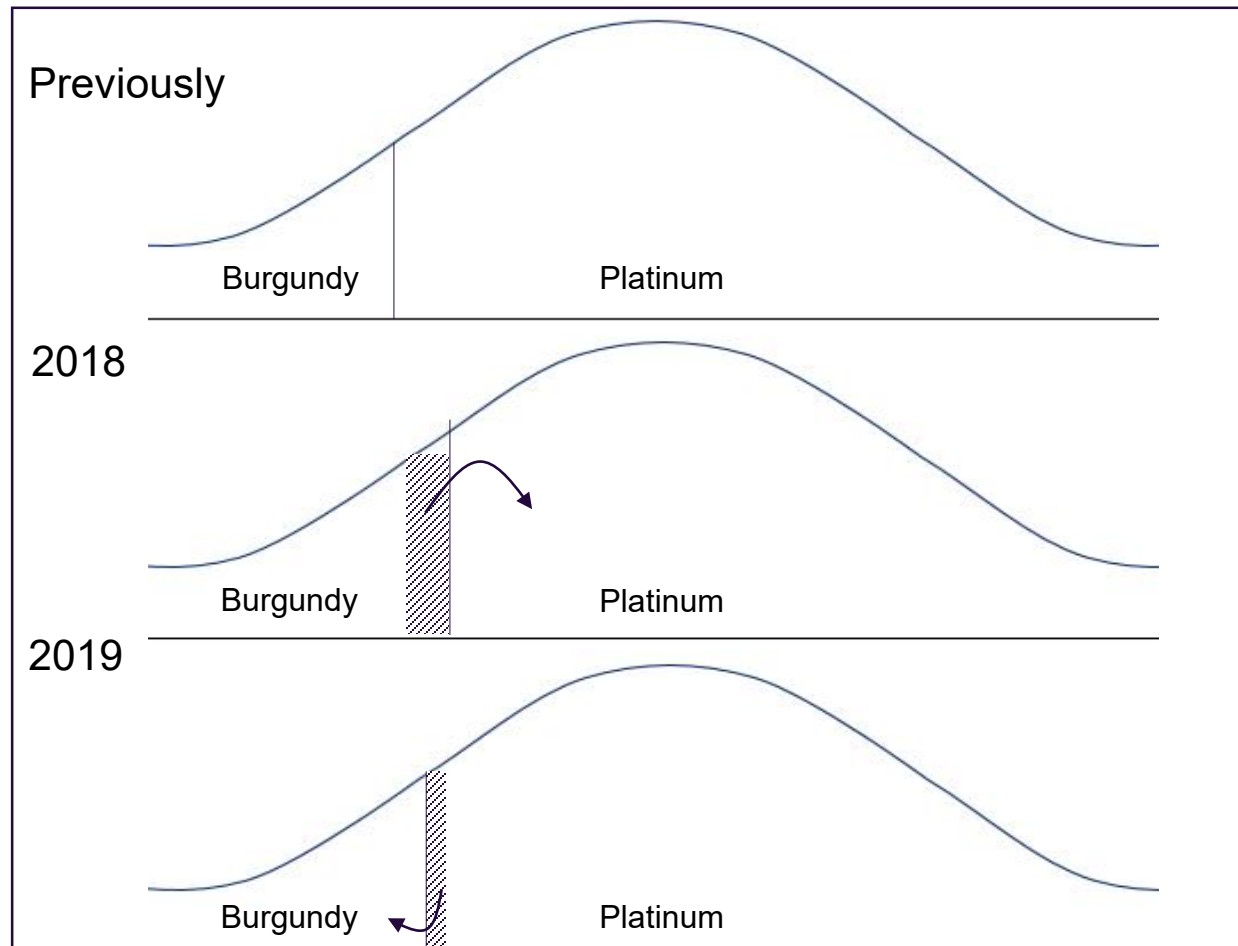
Borderline skins will be moved down to a longer nap grade



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VELVET QUALITY GRADES

Adjusting Velvet Quality Ranges

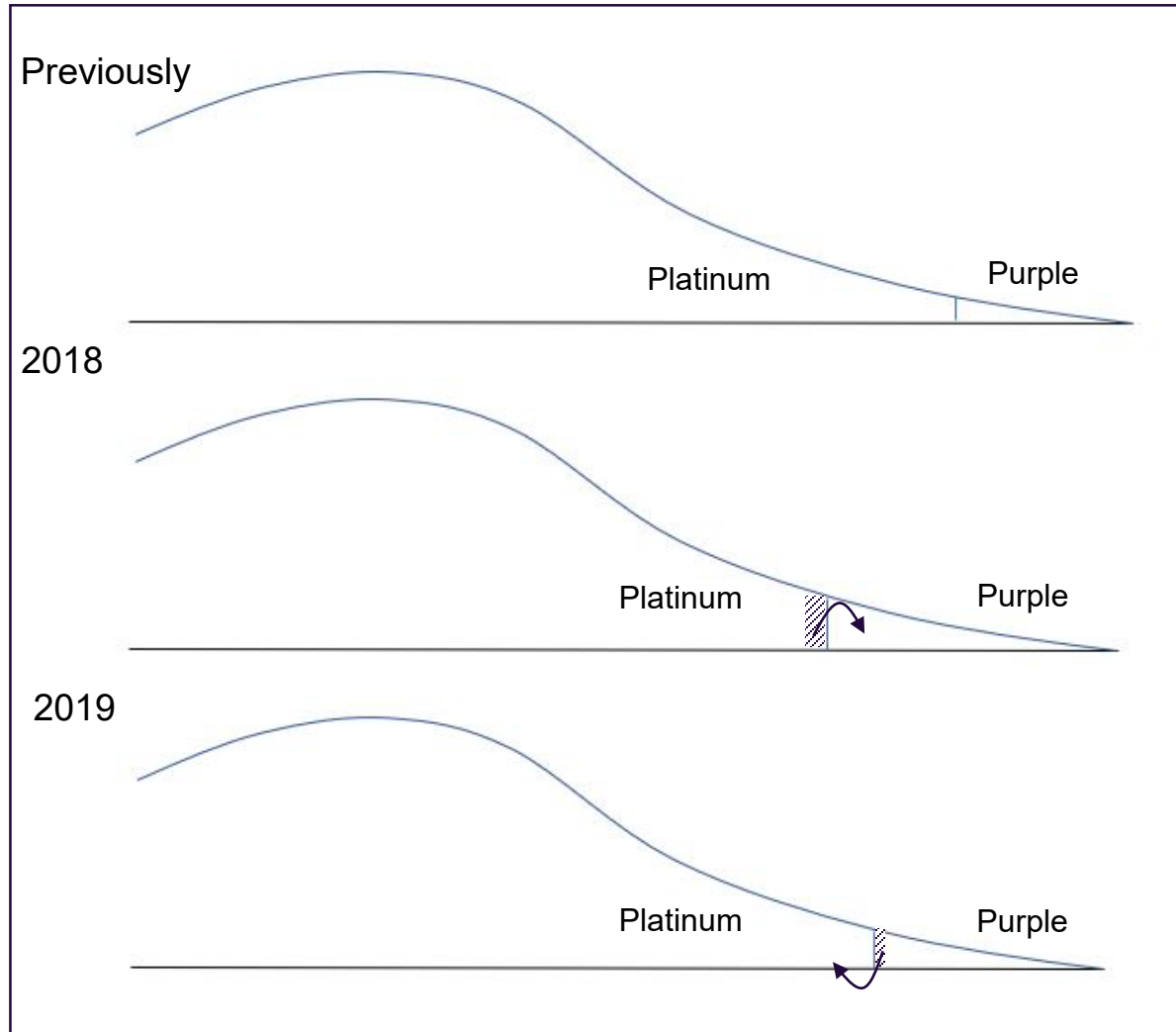


A More Precise Burgundy Grade

The most noticeable improvements to the overall range within a Velvet quality grade will be seen in Burgundy, due to an influx of borderline “Platinum” skins.

As a result, our Platinum quality will also stand out as more uniform.

Quality Gradings Will Be More Precise (continued)



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How?

Velvet Qualities will be given tighter cutoff margins, which will lead them to include better skins within each quality.

This is being done to align our collections with expectations.

Customer Can Expect:

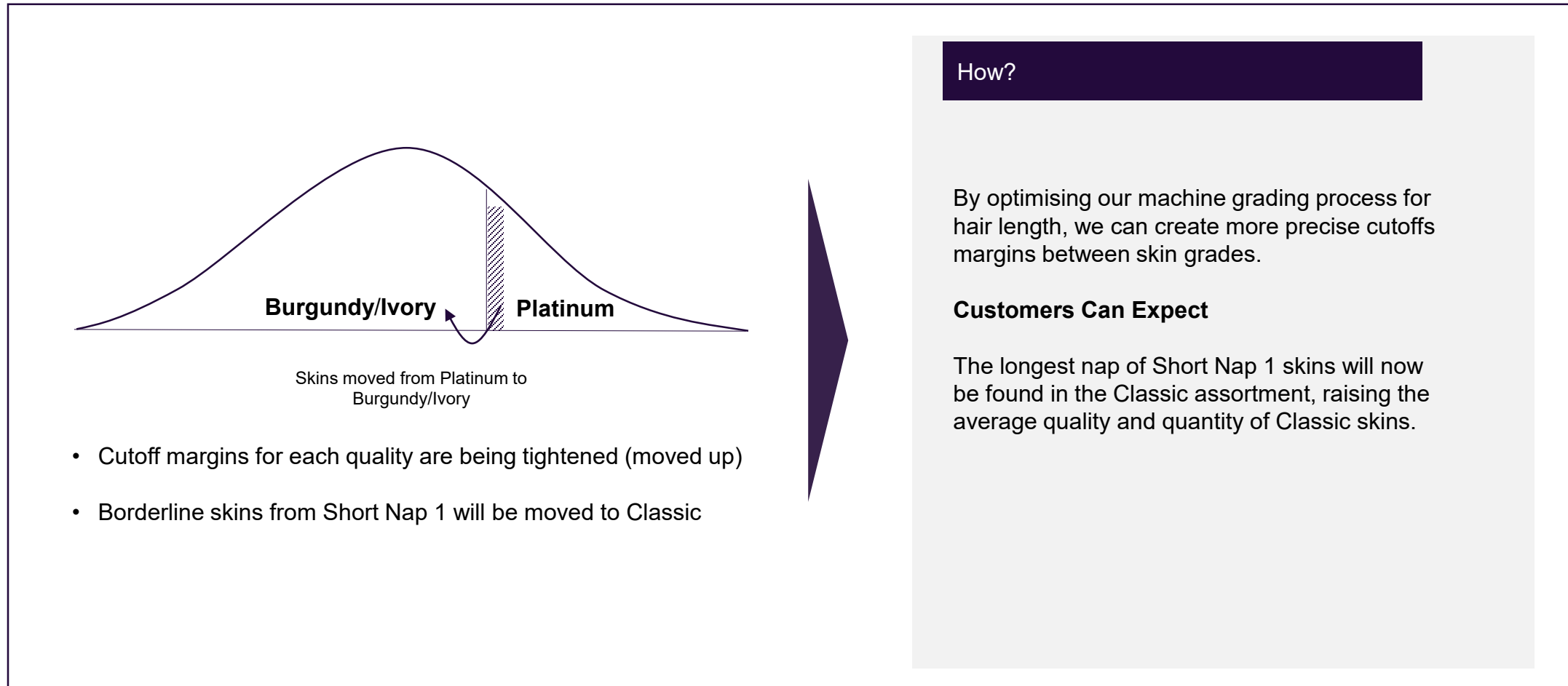
- Borderline skins will move down a quality level, meaning that each quality will have a more precise selection of the best in that range.
- Especially Burgundy and Platinum will see an increase in skins at the upper end of their quality range, leading to an overall better collection that more accurately reflects expectations.



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UPGRADING OUR CLASSIC ASSORTMENT

Classic Grades Will Also See An Overall Improvement

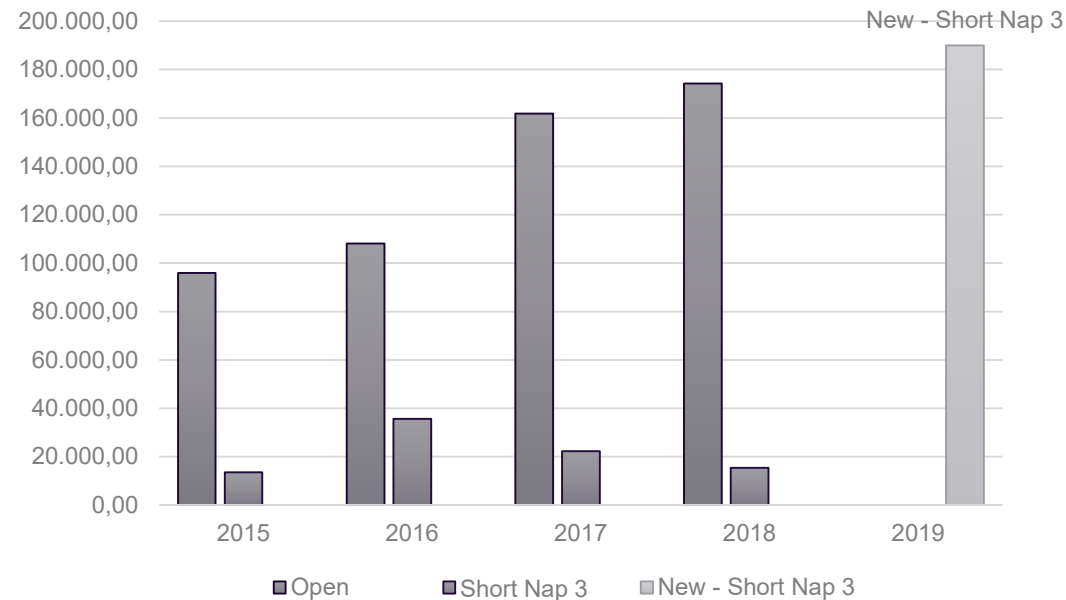




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OPEN SKINS & THE 'NEW' SHORT NAP 3 GRADE

Short Nap 3 & Open Skins – Now In A Single Grade



What's New?

- Short Nap 3 and Open skins will be merged into a new assortment known solely as **Short Nap 3**
- These two skin types have become so similar that it is no longer optimal to grade them separately.
- They will be graded as Regular or Chip, in:
 - Burgundy
 - Ivory
 - Quality II
 - Chip – IA/I

Customer Can Expect:

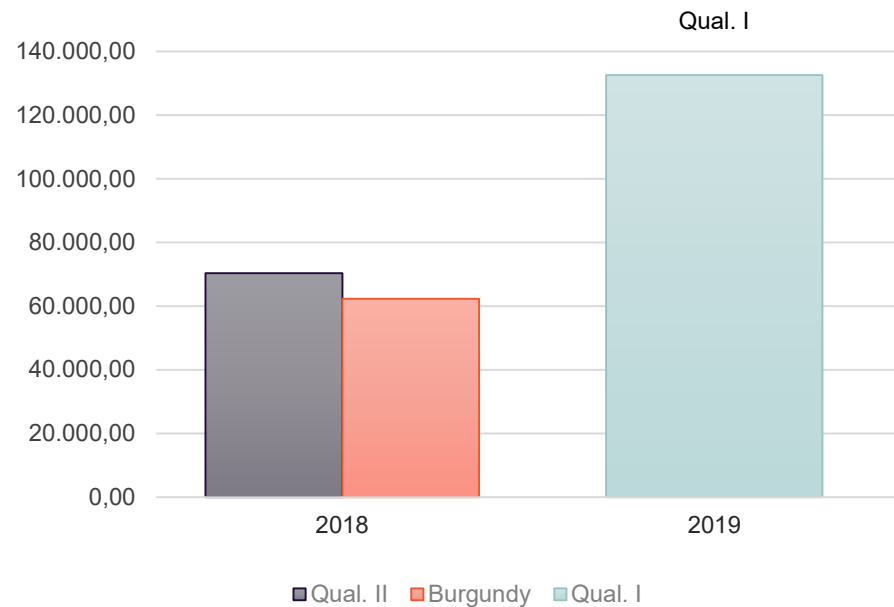
A larger overall collection



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LONG NAP SKINS

Long Nap Skins Will Now Only Be Graded As Quality I



What's New?

Due to a consistent influx of Long Nap skins and an increased uniformity in quality, there is no longer a need for two separate grades.

Customer Can Expect:

Quality II and Burgundy Long Nap Skins will be combined into Quality I



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WEAK BELLY SKINS

Weak Belly Skins Will Be Less Visible in Chip

Challenges with Weak Bellies

Female skins with weak belly leather can be more prone to damage during dressing



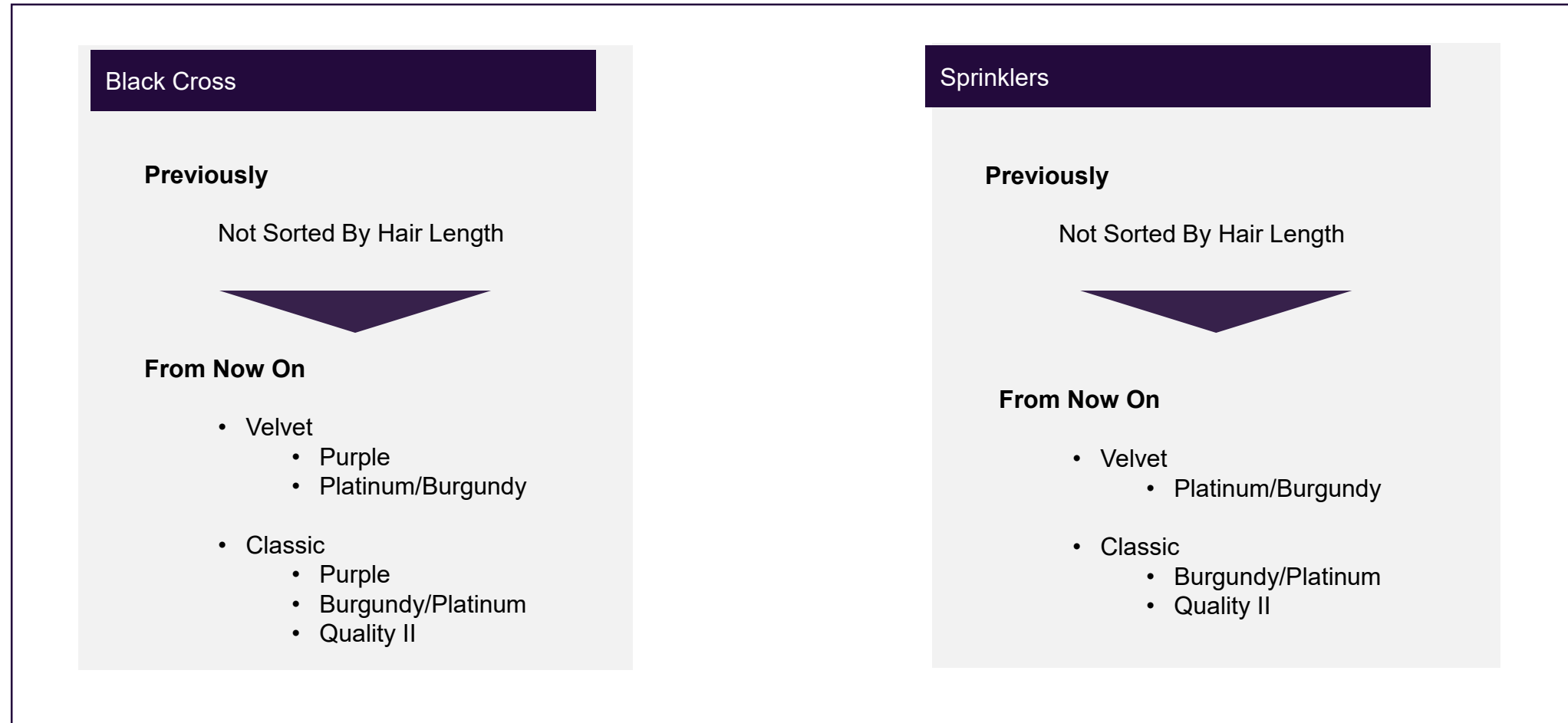
These skins will be judged more harshly and therefore be less visible in Chip assortments



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BLACK CROSS & SPRINKLERS

Sorted into Hair lengths





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FURTHER CHANGES

Further Changes

- We will be grading Ivory into Short Nap 1 and Short Nap 2 for the following skin types:
 - Black
 - Mahogany
 - Brown
 - Silverblue
 - Pearl
 - White
 - Palomino
- **Uneven Nap** will no longer be offered separately, but instead graded into:
 - Chip
 - Damaged 2
- Quality III will **no longer** be graded by colour
- In general, skins with greater damage will be graded into fewer assortments



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CONCLUDING REMARKS

Concluding Remarks

We are tightening our cutoff margins and restructuring our boundaries in quality grades.

