

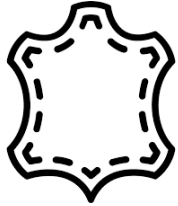


**STREAMLINING
KOPENHAGEN FUR'S
SKIN GRADING SYSTEM**

哥本哈根皮草皮张分级体系改进

Kopenhagen Fur Grading Brings Out The Best From Good Skins

分级体系确保皮张品质



Experience Matters 规模效应

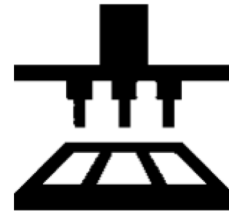
For years, Kopenhagen Fur has been *the* leading player in the market for fur skins.
哥本哈根皮草具有多年来的行业领先地位

We receive a volume of skins that simply cannot be beat, many of them from the best farms in the world.
拥有最大规模的皮张收储量，供应源包括众多世界一流农场

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

我们将皮张分为多种具有不同质量特性的品种可供选择

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.
皮张达到拍卖行后，会根据不同品种按照颜色，底绒色泽和其他参数进行统一分类



The Latest Technology 技术领先

New advances continually help us improve our quality.
新的技术手段帮助我们持续提升产品质量控制

Specially-tooled machines unique to Kopenhagen Fur automates the first pass of grading.
独有的自动化设备进行初步分级

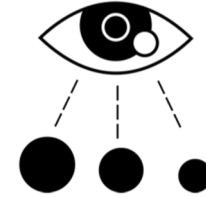
Machines sort size and hair length to within two tenths of a millimetre of accuracy.

通过机器对皮张尺寸和毛针长度分拣，误差不超过0.2毫米

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

检测底绒色和颜色的机器要对350个不同的参数进行检查

About ninety percent of all skins are run through such machines, which are capable of measuring roughly 2,300 skins/hr.
90%左右的皮张都会经过机器分拣，每小时可以检查2300张皮



The Personal Touch 一流团队

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.
虽然有机器的辅助，哥本哈根皮草经验丰富的验皮分级师才是核心竞争力

Sought-after experts, many of them have decades of experience.

许多分级师都拥有数十年的经验

Every auction, they set the limits for our grading and hand-check lots to make sure that our offering is consistent and uniform.
每次拍卖会之前他们会制定统一的分级标准，确保皮张分级标准的连贯性和一致性

Just becoming a grader takes two years of apprenticeship, in which time a trainee handles over half a million skins.
成为初级分级师需要2年的实习期和50张皮的分级实践



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HAIR LENGTH GRADING CLASSIFICATIONS 毛针分级标准

Classic, V1, and V2
经典系列，天鹅绒1号和天鹅绒2号

Adjusting Hair Length Grading Boundaries

毛针长度分级标准调整

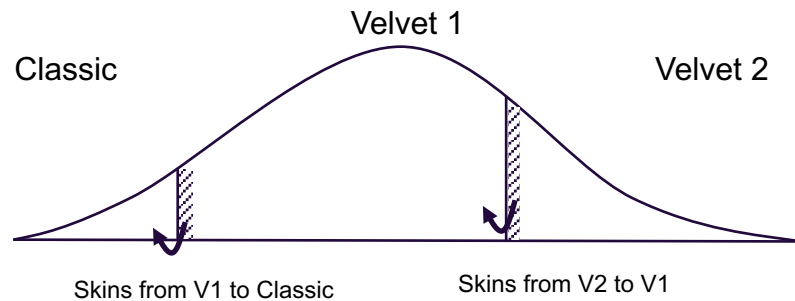
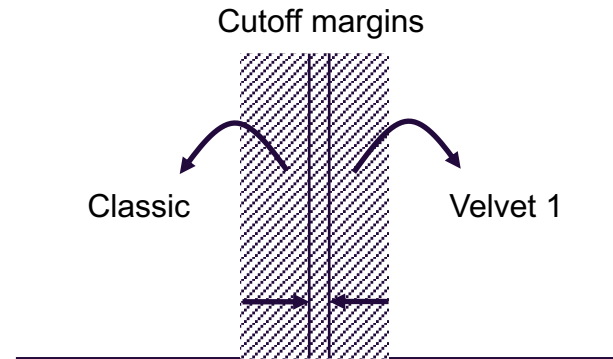


Illustration – Reducing the cutoff margins using automated grading

说明 – 缩小自动分级之间的界限



What's New? 新的变化?

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

机器分级的参数和人工分级的流程进行优化，进一步提高精确度

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

通过对毛针长度分级标准重新定义，使毛针长度更为统一和满足预期

Customer Can Expect:

对客户而言：

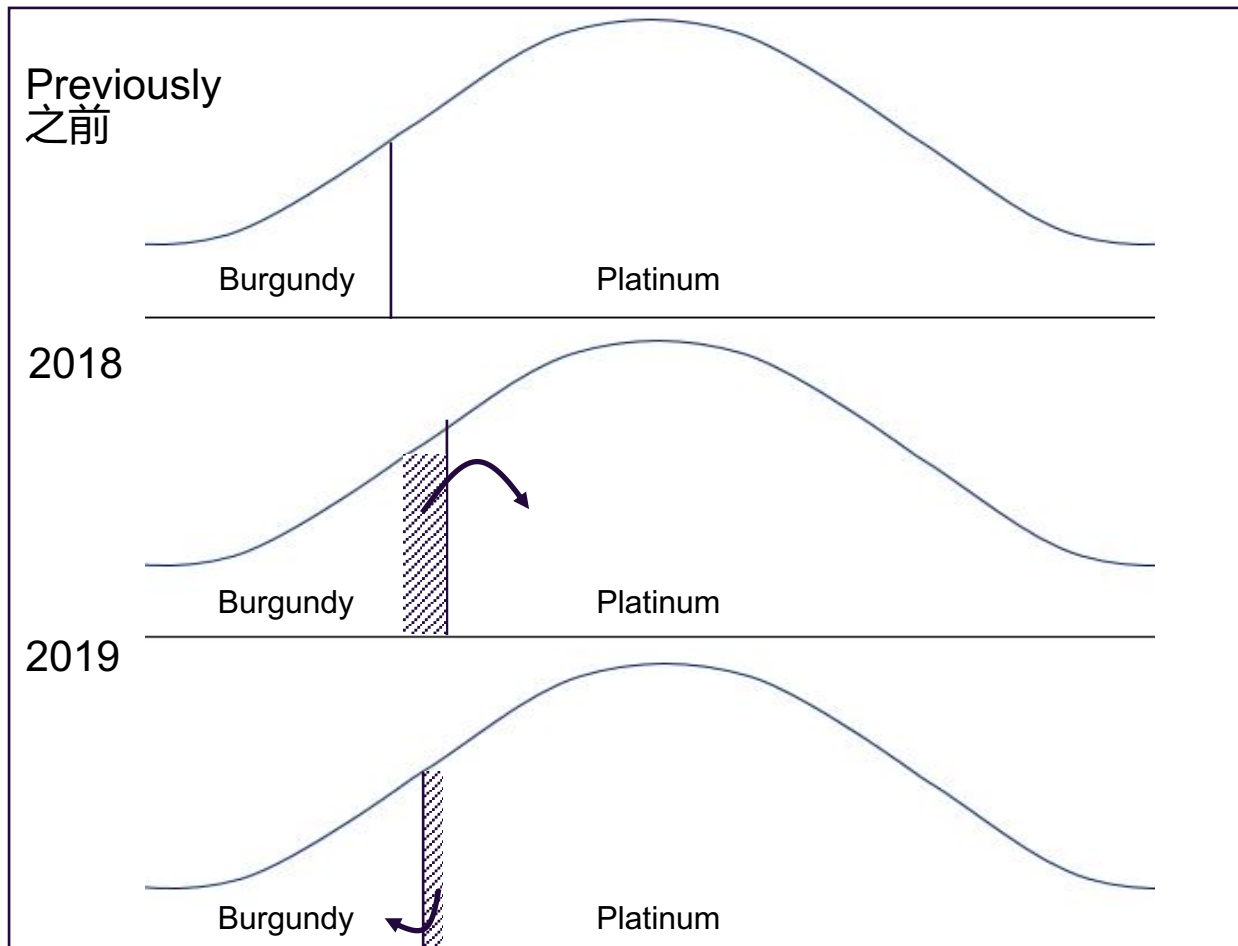
Borderline skins will be moved down to a longer nap grade
介于长毛针和短毛针界限之间的皮张会被放入长毛针级别



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VELVET QUALITY GRADES
天鹅绒皮张分级标准

Adjusting Velvet Quality Ranges 调整天鹅绒质量级别界限



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A More Precise Burgundy Grade
酒红级别的分级将更加精确

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.

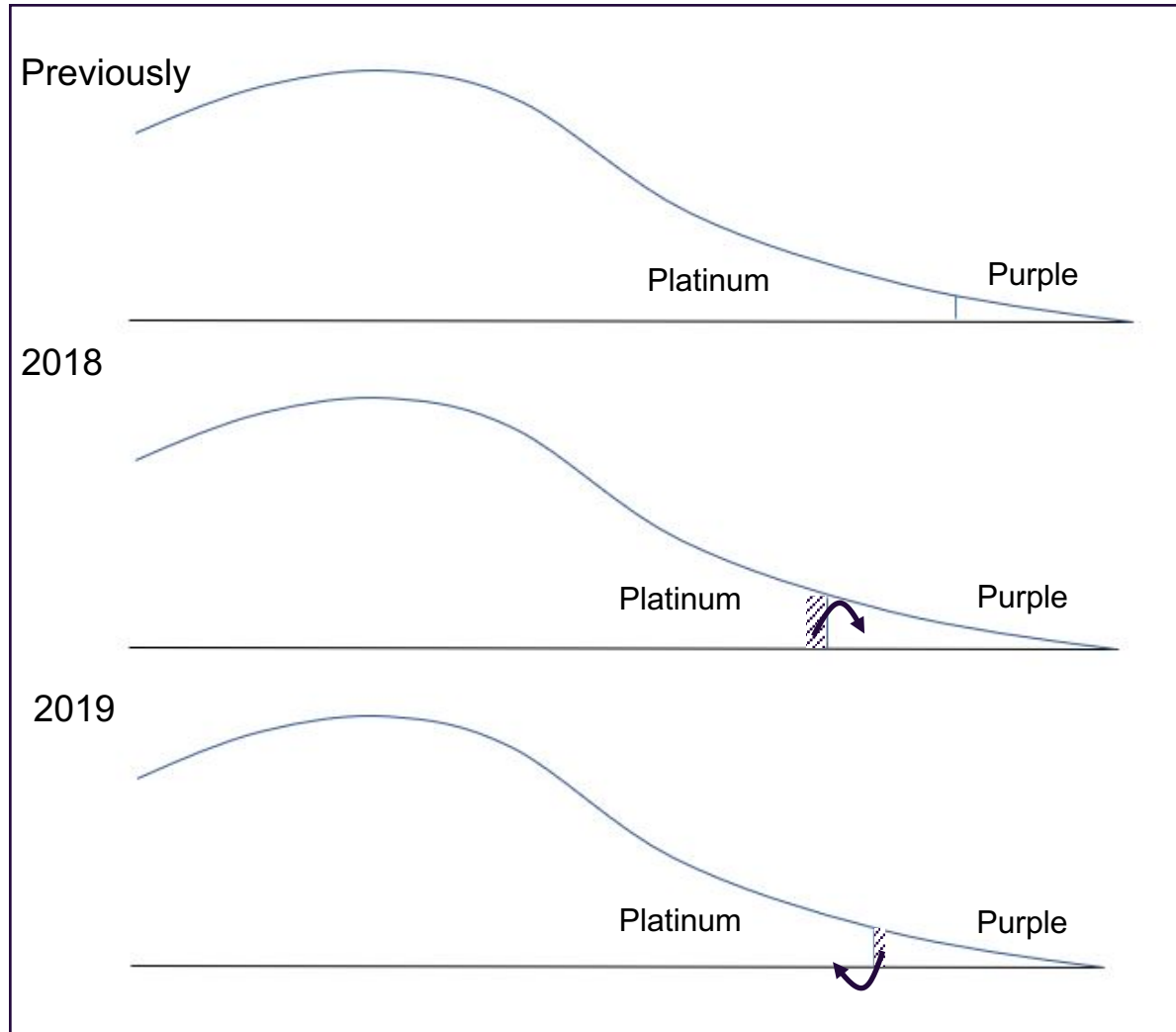
酒红级别的天鹅绒皮张调整最明显，更多原来介于白金和酒红级别之间的皮张将被放入该级别

As a result, our Platinum quality will be even more uniform.

这样一来，白金级别的皮张品质将更为均匀

Quality Gradings Will Be More Precise (continued)

产品质量分级将更加精确



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How? 如何实现？

Velvet Qualities will be given tighter cutoff margins, which will lead them to include better skins within each quality. 天鹅绒品质的皮张分级界限将更加严格，这将会增加相应质量等级当中的高品质皮张比例

This is being done to align our collections with expectations. 通过这样的调整使产品满足预期

Customer Can Expect: 对客户而言：

- Borderline skins will move down a quality level, meaning that each quality will have a more precise selection of the best in that range. 介于两种质量级别之间的皮张将会被放入低级别，这意味着每一种质量级别都将能体现最好的对应产品
- 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. 这种变化在酒红和白金级别的产品中非常明显，整体的皮张品质将会更加准确地满足期望

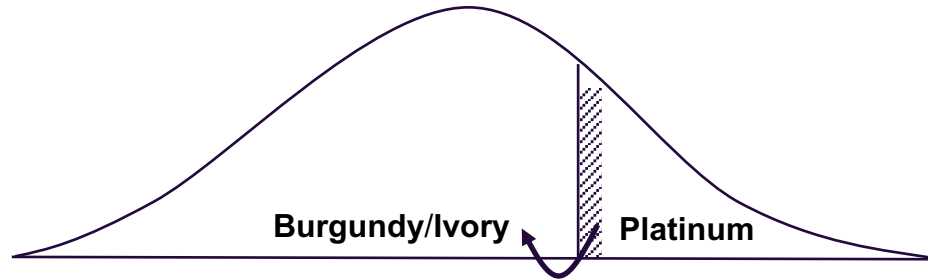


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UPGRADING OUR CLASSIC ASSORTMENT

升级经典产品系列分级

Classic Grades Will Also See An Overall Improvement 经典系列级别将会整体提升



Skins moved from Platinum to Burgundy/Ivory

- Cutoff margins for each quality are being tightened (moved up)
- 缩短不同级别直接的界限（向上调整）
- Borderline skins from Velvet 1 will be moved to Classic
天鹅绒1号界限边缘的皮张将会被放入经典系列

How? 如何变化？

By optimising our machine grading process for hair length, we can create more precise cutoffs margins between skin grades.
通过优化机器对毛针的分拣流程，可以使界限更加精确

Customers Can Expect 对客户而言：

The longest nap Velvet 1 skins will now be found in the Classic assortment, raising the average quality and quantity of Classic skins.
天鹅绒1号当中的长毛针皮张将被纳入经典系列，增加该系列的产品数量和提升质量

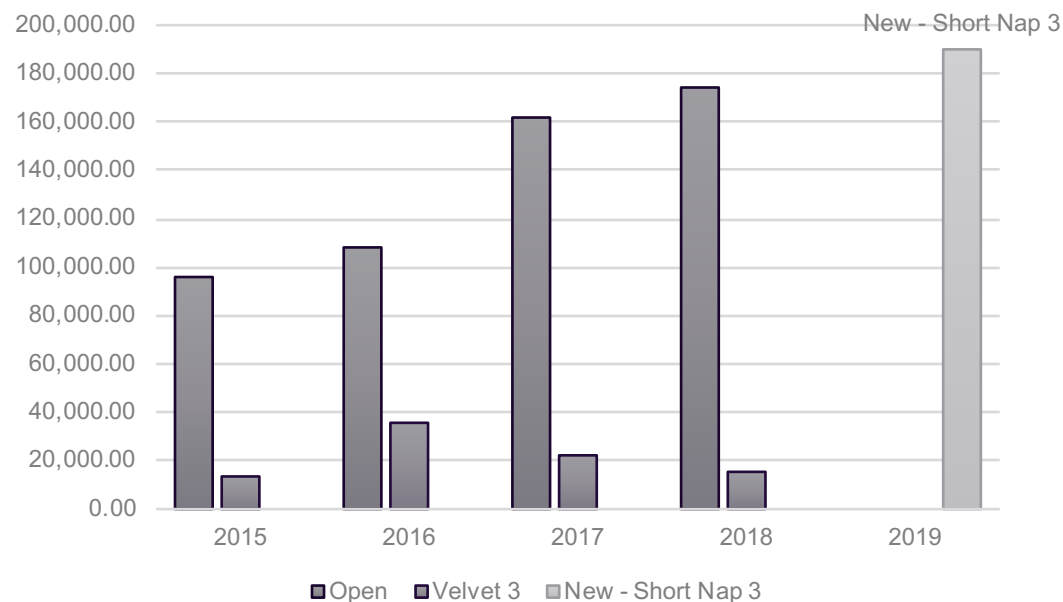


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**OPEN SKINS & THE 'NEW' SHORT NAP 3
GRADE**

缺针皮张和“新”短毛3号系列

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



What's New? 新的变化?

- Short Nap 3 and Open skins will be merged into a new assortment known solely as **Short Nap 3**
短毛3号和缺针皮张将归入新**短毛3号级别**
- These two skin types have become so similar that it is no longer optimal to grade them separately.
考虑到这两类皮张的相似程度，因此不再单独进行分级
- They will be graded as Regular or Chip, in:
 - Burgundy酒红
 - Ivory象牙白
 - Quality II 质量等级 II
 - Chip – IA/I 咬伤 - IA/I

Customer Can Expect: 对于客户而言

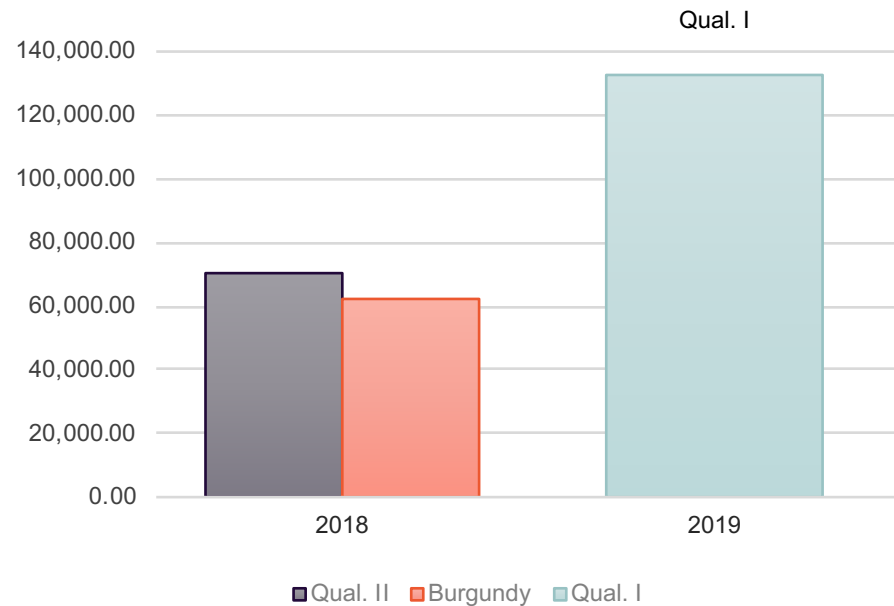
**A larger overall collection
该品类的产品选择范围增加**



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LONG NAP SKINS
长毛针皮张

Long Nap Skins Will Now Only Be Graded As Quality I 长毛针将会被归入质量I级别



What's New?新的变化?

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.
由于长毛针皮张的数量持续增加以及质量越来越相近，因此无需分开进行分级

Customer Can Expect:
对客户而言：

Quality II and Burgundy Long Nap Skins will be combined into Quality I
质量II和酒红级别的长毛针皮张将会被并入质量I级当中



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WEAK BELLY SKINS

腹部残次皮张

Weak Belly Skins Will Be Less Visible in Chip 腹部残次皮张的数量在咬伤级别中会减少

Challenges with Weak Bellies 腹部残次皮张的难点

Female skins with weak belly leather can be more prone to damage during dressing
这类**母皮**在鞣制过程中更容易损坏



These skins will be judged more harshly and therefore be less visible in Chip assortments.
这类皮张的分拣将会更加严格，从而减少在咬伤类别当中的数量



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BLACK CROSS & SPRINKLERS

黑十字和白毛针皮张

Sorted into Hair lengths 按照毛针长度进行分级

Black Cross黑十字

Previously之前

Not Sorted By Hair Length不按毛针长度分拣



From Now On今后

- Velvet天鹅绒
 - Purple
 - Platinum/Burgundy
- Classic经典
 - Purple
 - Burgundy/Platinum
 - Quality II

Sprinklers白毛针

Previously之前

Not Sorted By Hair Length不按毛针长度分拣



From Now On 今后

- Velvet天鹅绒
 - Platinum/Burgundy
- Classic经典
 - Burgundy/Platinum
 - Quality II



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FURTHER CHANGES

其他变化

Further Changes 其他变化

- We will be grading Ivory into Velvet 1 and Velvet 2 for the following skin types:
以下品种的象牙白级别皮张将被划入天鹅绒1号和天鹅绒2号当中
 - Black 黑色
 - Brown 棕色
 - Pearl 珍珠
 - Palomino 米黄
 - Mahogany 马赫根尼
 - Silverblue 银蓝
 - White 白色
- **Uneven Nap** will no longer be offered separately, but instead graded into:
毛针不匀类别的皮张将不再分开供应，而是归入以下类别：
 - Chip咬伤
 - VB2伤残2
- Quality III will **no longer** be grading by color
质量III级别将不再按照颜色分级
- In general, skins with greater damage will be graded into fewer assortments
整体而言，残次程度较大的皮张分级将会更加集中



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CONCLUDING REMARKS

整体总结

Concluding Remarks 总结

We are tightening our cutoff margins and restructuring our boundaries in quality grades.
我们使分级划分更加严谨，同时对质量分级的边界进行调整

