

Sandy Reports

W E E K L Y I N T E R N A T I O N A L F U R N E W S

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IN THIS ISSUE

—
BLACK FRIDAY – DAY AFTER THANKSGIVING | HSUS FILES FOIA
STORES TARGETED FOR PROTESTS

Dear Subscriber,

Thanksgiving marks the official start of the holiday shopping season. The Day After Thanksgiving, Black Friday, has traditionally been a day of animal activist protests throughout the country. Years past have signaled protestors in excess of more than 5,000 marching down Fifth Avenue in NYC. Media coverage was substantial and nationwide. That protest has diminished significantly over the years with random and much smaller protests at retail fur stores and/or department stores. Most important, the protests receive minimal to no coverage by the media. Any protests that do occur are clearly a concern of the targeted retailer. FICA is well organized for the day and has media spokespersons in place and who will be available to address the media should they want a statement.

Historically, Black Friday does not have much meaning for fur retailers. Consumers tend to target vastly reduced prices for electronics, appliances and toys. Nonetheless, fur retailers have been increasing promotions online and via email blasts encouraging the purchase of giftable fur items as well as for holiday purchases. These online efforts should have a carry over effect on Cyber-Monday, the digital version of Black Friday.

FICA is prepped and ready. The organization is researching trends from the animal rights groups regarding key messages being used in order to be prepared with responses. The list of stores targeted for protests is included below.

On Friday, November 25th, FICA will be monitoring the day's events via social media and news outlets prior to and during the day. Media spokesperson Keith Kaplan will handle all media inquiries and will determine appropriate course of action should a strong story gain traction and then determine appropriate response from the trade. An email blast will go

out to the entire industry this week reminding retailers that FICA is on watch, available for help and to contact them immediately should there be any issues.

Retailers targeted for Black Friday protests include the following (as of press time):

Albany, NY – Beck Furs
Albuquerque, NM – Cottonwood Mall
Anchorage, AK – David Green
Beverly Hills, CA -Rodeo Drive
Boston, MA – Luxe Boston
Charleston, SC – King and Meeting St.
Costa Mesa, CA – Nordstrom
Denver, CO – Overland Sheepskin Co.
Garden City, NY – Barbatsuly Furs
Glendale, CA – Glendale Galleria/Americana Malls
Houston, TX - Galleria
Las Vegas, NV – Neiman Marcus/Fashion Show Mall
Los Angeles, CA – N. Rodeo Dr./Santa Monica Blvd.
Manchester, NJ – The Mall of New Hampshire
Melbourne, Florida – Melbourne Square Mall
Minneapolis, MN – Ribnick Luxury Outerwear
Nashville, TN – The Mall at Green Hill

New York City – Macy’s @ Herald Square
Norfolk, VA – McArthur Center
Orlando, Florida – The Mall at Millenia
Ottawa, ON – The Bay
Phoenix, AZ – Scottsdale Fashion Square
Portland, OR – Nordstrom Downtown
Reno, NV – Meadowood Mall
Riverside, CA – Galleria at Tyler
Sacramento, CA – Arden Fair Mall
San Diego, CA – Fashion Valley/Bloomingdale’s
San Francisco, CA – Union Square
San Luis Obispo, California – Mr. Michael’s
Santa Monica, CA – 3rd Street Promenade
Scottsdale, AZ – Scottsdale Fashion Square
Seattle, WA – Nordstrom’s
Toronto, ON – Union Station
Tucson, AZ – Tucson Mall
Washington, DC – Friendship Heights
West Hartford, CT – Max Zeller Furs
Winnipeg, MB – Hudson’s Bay

Protests affecting NYC retail. The anti-President-elect Trump protests are having an impact on many retailers on NYC’s Fifth Avenue in the 57th Street area – near Trump Tower. With Fifth Avenue and streets surrounding Trump Tower on security lock-down, cement barricades blocked entrances to some of the biggest designer stores. Two international designer brands interviewed, under the condition of anonymity, saw a significant drop in consumer traffic and expressed concern for their businesses. Both brands have storefronts on Fifth Avenue and pay rent upwards of \$5,000/sq. ft. And both currently have their storefront windows filled with fur. Concerns were high as they gear up for the important holiday shopping season.

REVISED 2016/2017 AUCTION CALENDAR

December 2016

Sojuzpushnina

Inspection: Dec 13 Dec 15

Sales: Dec 15

Saga

Inspection: Dec 16 - 18

Sales: Dec 19 - 21

January 2017

Kopenhagen Fur

Inspection: January 5 - 7

Sales: January 8 - 11

Fur Harvesters (North Bay, Ontario, Canada)

Sales: Jan 16

Sojuzpushnina

Inspection: Jan 25 - 28

Sales: Jan 29 - 31

May 2017

NAFA

Inspection: May 3 - 7

Sales: May 8 - 15

Fur Harvesters (North Bay, Ontario, Canada)

Sales: May 17-18

June 2017

SAGA/ALC

Inspection: May 27 – June 5

Selling June 6 – 16

Kopenhagen Fur

Inspection: June 15 - 21

Sales: June 22 - 30

February 2017

NAFA

Inspection: Feb 4 – 8

Sales: Feb 9 – 14

Kopenhagen Fur

Inspection Feb 16 - 21

Sales Feb 22 - 28

March 2017

Saga/ALC/Fur Harvesters

Inspection: Fe. 27 – Mar 4

Sale: Mar. 5 - 15

April 2017

Sojuzpushnina:

Inspection: Apr. 19 - 22

Sales: Apr. 22 - 24

Kopenhagen Fur

Inspection: Apr. 18 - 24

Sales: Apr. 25 – May 2

July 2017

NAFA

Inspection: July 1 - 5

Sales: July 6 - 10

September 2017

Kopenhagen Fur

Inspection: Aug. 29 - Sept. 5

Sales: Sept. 6 – 14

Saga Fur

Inspection: Sept. 13 – 16

Sales: Sept. 17 -2

The Humane Society International has filed a Freedom of Information Act (FOIA) request with the Fish and Wildlife Service (FWS) requesting information that exists in the FWS Law Enforcement Management informational System relating to imports and exports. This is the information provided when 3-177 are filed declarations with the FWS to import and export products, including information on the name, the species imported and exported, the value of shipments on a species-specific basis, the number of units and other relevant information that historically has been treated exempted from disclosure on confidentiality or privacy grounds. HSI's objective was to get information on wildlife specimens (e.g. hunting trophies); nevertheless the nature of their FOIA request essentially covers everything including all imports and exports of fur products. As FWS permit holders, furriers' information is potentially disclosable.

FWS initially has refused to disclose this information on confidentiality grounds and therefore HSI has sued FWS in Federal Court. Since there are more than 12,000 entities affected, FWS has published a federal register notice on this subject, essentially giving submitters of information the opportunity to object to disclosure, in which case those submitters would be protected during the litigation.

It is undecided at this point, whether FWS will disclose the information if they do not receive a specific objection letter or whether they will wait until the end of the litigation.

FICA's legal counsel has prepared a draft letter to be sent to FWS that should protect one's individual company's information for the present time.

FURthermore ... **The Hellenic Furriers Association (HFA)** has announced the dates of the Athens International Fur Fair for 2017 will be March 30 – April 2, 2017. The HFA expects an increase of 40% more exhibitors than the 2016 show with the exhibition hall taking on a new look. Promotional efforts are aimed at buyers from the US and Europe with the largest numbers expected from Russia. The Fair will feature daily fashion shows, workshops and a young designer contest. A fashion show gala is also planned.

Wishing everyone a happy, safe and peaceful Thanksgiving holiday with your families!

Regards,

Sandy Blye

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