

SIVKO FUR INC.

**Full Service
Tannery for Taxidermy**
Celebrating our 36th year in the fur industry!

We tan everything!

**USDA CERTIFIED
Wholesale Fleshing
Wet and Dry Tanning
Rugging**

**3089 County Route 119
Canisteo, N.Y. 14823**

**(607) 241-6639
(607) 698-4827
(607) 698-4914 fax**

Email: annatsivko@yahoo.com

www.sivkofur.com

**We accept all major credit or debit cards.
All prices subject to change without notice.
Pricelist effective
September 1, 2011**

Sivko Fur Inc.

Is family owned and operated. We have been involved in the fur business at our current location since 1976, with over **140** years of experience on our staff. We look forward to developing a long term business relationship with you. Our goal is to provide you and your customers the highest quality tanned skin that is soft and supple with maximum stretch; with the industries fastest turn around. We tan almost everything, even the animals no one else will touch, if you have something that is not on our price list please call us for details. All hair on tanning is done in by us at our factory without subcontractors. If you have questions or concerns we want to help. Feel free to email Ann with special questions **annatsivko@yahoo.com** or call us from 8:30 - 3:00 Monday thru Friday EST **607-241-6639** or **607-698-4827**

Our unique process

Through years of constant research and development, we have developed our custom formulas. Using the highest quality chemicals, oils, greases and 100% white maple sawdust, and yes that is the most expensive sawdust there is. The process has been developed to produce the best possible product for you and your customer, our dried skins will be the softest most supple and yet durable in the tanning industry. No more having to “fight” with the skin to fit the form. **Our wet tan will save you time and money. We are pleased to announce that our wet tan is 10% less** than the price of our dry tan. If you are mounting the skin and haven’t tried our wet tan process we strongly encourage you to do so! Because wet tan is done so quickly, with an average turn around of between **14 to 30 days** depending on the season; we require a credit card on file or prepayment so that the skins can be shipped out on the first Monday it is ready. This allows us to get the skins to you as soon as possible so you may measure and freeze them. A special rush on wet tan for North American animals can be done in as little as **10** days for only an additional 50%. You must call and speak to our office about any rush orders.

The process begins with you

In order for us to give you the best possible product we need you to do the following. First carefully inspect the skin when you get it. We strongly urge you to use STOP-ROT on all skins. We are a proud distributor of this product. We use it and so should you! Make sure that it is properly scraped and that all the bones in tails and feet are removed, lips are split and ears are turned. Proper salting will help eliminate most problems. The cleaner the skin and the better the salting job the better it will turn out and the less money you will spend. To be clear, after the animal is skinned, scraped, and salted, it should be placed on a 45 degree angle to drain at least over night. It is important to rub preferably a fine salt into the face and any of the folds in the skin. Using a fan will help to dry the skin and the salt should be at least ¼ inch thick on the skin. The next day the salt should be shaken off and the process repeated again at a 45 degree angle with fresh salt. This process should be repeated until the skins are dry. Then folded and boxed. Skins that are not properly scraped, salted or otherwise properly prepared will be subject to a 50% increase. If you have a questionable skin, please call us and let us know in advance. This way we can work with you and in most cases save the skin with special treatment during the tanning.

Call Tag Program

The Call Tag Program is something that we started a few years ago. Typically you get between 30% and up to 50% savings on shipping if you call us and have us order a Call Tag. When we order the Call Tag, UPS will show up at your door (you don't even have to be there) and pick up your boxes. All you have to do is pack your box with the skins and our shipping document and leave it where UPS can pick it up. **Be sure to write box 1, box 2, box 3 on the outside of each box so UPS can easily see & identify them.** We will bill your credit card that same day. When we receive it we will email you or send our postcards out letting you know that we have received the boxes.

What we need from you is:

- Your name and/or Taxidermy name
- The address UPS will pick up the box from
- The day you want it picked up
- The weight of the box or boxes
- The length, width, and height of each box
- How much insurance you want on each box
- And you must have a credit card on file (or a check in the box)

For example: "I have 3 boxes, box #1: is 25lb, it is 8 x 18 x 27 and I want \$100 insurance, box #2: is 30lb, it is 11 x 20 x 31 and I want \$300 and so on."

Smaller is often better-It is better to send two smaller boxes than one big box that weights over 70lbs(for example), because you will get surcharged with a fee for overweight or over sized boxes.

Receiving

We tan skins from October until we are finished tanning for that season. Any skins sent to us after July 1st for tanning may not be processed until the following tanning season starting in October. Therefore all skins received during the summer must be well salted and completely dry. You can ship skins via UPS, FEDEX, DHL, USPS, trucking companies and/ or customer drop off, note please call ahead to make sure someone will be around to receive any drop offs or pick ups. You will need to mark your skins with a punch system or use a small round number tag placed in the ear. These are the best two methods. Avoid metal or wire tags or other tags that may fade or fall off in the tanning process. When you are ready to ship please enclose our shipping document completely filled out. You can get a copy of our shipping document from our website **www.sivkofur.com** go to the page entitled "shipping" and click "shipping document". Be sure to include the number and type of skins, any special instructions, your return address, phone number, email address and any prepayment. If sending multiple boxes please label them 1 of 2, 2 of 2 and so on. Once we receive your skins, the boxes are opened in most cases that same day depending on delivery time. They are checked against your packing list and a post card is mailed to you listing the number of boxes and the date they arrived. The skins are specially marked using color coded zip ties. If any skins are damp they are re-salted and fully dried. Assuming there is no obvious damage, they are then placed in a separate temperature and humidity controlled room until the lot is ready for tanning. Once your dry tan skins go into tanning, you will receive an invoice with a due date. We expect payment before the due date. This is also the date that we expect your skins will be ready to ship. Wet tan must be pre-paid before tanning is started.

Payment

We accept VISA, MasterCard, Discover and American Express debit or credit cards. We also can provide a secure online transaction via email or we can process ACH Debits. We also accept cashiers checks, money orders, cash, or personal checks for our customers in good standing. No skins will be shipped without payment. Customers in good standing will receive additional discounts and personal check cashing privileges. Good standing is defined by **ON TIME** payment history and volume of work. New customers may pay by personal check on invoices up to \$500.00 for initial invoices over \$500.00 a deposit of 50 % will be required. If payment is not received in 30 days after due date, a 2% of invoice total will be added for each month for storage. ***If skins are not paid for within 90 days, we will sell them. Prices are subject to change anytime without notice.***

FREE! NO EXTRA CHARGE! ALL INCLUSIVE!
However you want to say it no one wants to be nickel and dimed to death. Here some of things we **DO NOT** charge you extra for: Cased or Tube cut life size animals, Short Y incisions on any animal. Cleaning hair. Cleaning out dried blood. Bleaching sheep. Deodorizing skunks. Yes we do accept them. All Deer capes regardless of the species and regardless of the neck measurement behind the ears will be charged the same price. All Bear species are tanned for the same price. Bear claws don't have to be nor will you be charged for wiring these. The same is true with Boars, Bison, Elk, we won't charge more because they have a thicker shield or foreheads or are older in age. **On top of this if you decide to wet tan instead of dry tan we give you an EXTRA 10% OFF the price!!! No other tannery offers this.**

We offer Wholesale Fleshing

PLEASE DO NOT SEND OR DROP OFF FROZEN SKINS FOR WHOLESALE FLESHING WITHOUT SCHEDULING THROUGH OUR OFFICE FIRST!

Spend your precious time doing what you do best: The artistry and craftsmanship of mounting. Let our professionally trained people STOP ROT, scrape, split, and turn the lips, noses, ears and then salt your skins so you can focus on what you do best.

We **STRONGLY RECOMMEND** that you mark and measure your skins with your hunter identification. Then use Stop Rot on a skin before freezing it, fold them flat and freeze. **Do not roll:** it takes too long to freeze the core if it is rolled up in a ball and this allows bacteria to grow and can lead to slip. **Do NOT salt and freeze, salt impedes the freezing. Either salt it dry or freeze it. Don't do both!**

- | | | |
|-------------------------|-------------------------------|---------------------|
| Deer cape- \$40 | Deer hides- \$20 | Deer L/S-\$115 |
| Bear cape - \$60 | Bear L/S - \$120 | Bear ½ L/S -\$80 |
| Boar cape - \$100 | Buffalo cape - \$175 | Caribou cape - \$75 |
| Cow cape - \$125 | Elk cape - \$95 | Moose cape - \$125 |
| Small Mammal L/S - \$55 | Small Mammal wall hanger-\$40 | |
- HIDES (no head, no feet) 50% of tanning price

Skull removal - \$30 additional charge Note: We have a local skull cleaner. We can arrange for your skulls to go directly to him.

Turn Around Time – on dry tan this will vary with the season, sometimes as little as 2 weeks and other times it may take up to 4 months during the busy season especially if it's African. On wet tan our policy is to get it done and have it shipping out our door 4 weeks from the day it arrived or less!!

These are our prices for Dry tanning. **Wet tan prices are 10% less, this means huge savings!**

For example, a life size Boar dry tan is \$265, if you wet tan it we subtract 10% = \$26.50
 So the wet tan life size Boar cost is \$238.50 **No other tannery gives you this discount.**

<u>North American</u>	Cape	Half Mount	Hide	Full Mount
Alligator/Crocodile	\$30.00 / linear ft under 6ft		\$50 / linear ft over 6ft	
Antelope (Pronghorn)	\$50.00	\$110.00	\$45.00	\$160.00
Badger	\$35.00	\$45.00	\$55.00	\$65.00
Bear (ALL species)		\$2.75 / linear inch		
Beaver (all sizes)	\$45.00	\$55.00	\$60.00	\$85.00
Bison SM-XLG	\$350 - \$425	\$1000.00	\$14.00/ s.f.	\$1500.00
Boar SM-LG	\$75 - \$95	\$185.00	\$100.00	\$265.00
Bobcat	\$35.00	\$55.00	\$60.00	\$65.00
Calf		smaller than 10 square feet		\$8.00/ s.f.
Caribou	\$95.00	\$230.00	\$8.50/ s.f.	\$330.00
Cow	\$350.00	\$675.00	\$12.00/ s.f.	\$1300.00
Coyote	\$35.00	\$55.00	\$65.00	\$75.00
Deer (ALL species)	\$50.00	\$120.00	\$45.00	\$170.00
Elk	\$145.00	\$295.00	\$9.50/ s.f.	\$495.00
Fisher	\$35.00	\$40.00	\$45.00	\$65.00
Fox (Red and Gray)	\$35.00	\$50.00	\$47.00	\$69.00
Goat – Domestic	\$50.00	\$85.00	\$50.00	\$150.00
Goat – Mountain	\$95.00	\$160.00	\$95.00	\$280.00
Lynx	\$40.00	\$55.00	\$60.00	\$79.00
Mink / Marten/ Nutria			\$30.00	\$35.00
Moose SM-XLG	\$225 - \$275	\$650.00	\$10.50/ s.f.	\$1160.00
Mt. Lion		\$32 / linear foot		
Muskrat			\$30.00	\$35.00
Musk Ok	\$450.00	\$700.00	\$16.00/s.f.	\$1300.00
Opossum			\$30.00	\$37.00
Otter	\$35.00	\$45.00	\$55.00	\$69.00
Peccary / Javelina	\$50.00	\$70.00	\$55.00	\$99.00
Raccoon	\$35.00	\$45.00	\$48.00	\$60.00
Sheep (non-wooly)	\$75.00	\$190.00	\$100.00	\$295.00
Sheep (wooly)	\$135.00	\$280.00	\$125.00	\$395.00
Snake		\$1.00 / linear inch		
Skunk YES WE ACCEPT THEM			\$30.00	\$40.00
Squirrel			\$20.00	\$30.00
Wolf		\$28.00 / linear foot		
Wolverine			\$55.00	\$75.00

NO extra charges for hair cleaning or removal of dried blood, SHORT -Y INCISION (other tanneries charge an additional 15% for this on the North American animals), bear claws do not need to be wired, nor will you be charged to wire them.

SIVKO FUR IS A CERTIFIED USDA DIPPING STATION FOR YOUR SAFARI !!

Save \$\$\$ and hassles on your safari orders by shipping to one location for dipping and tanning!! We will gladly accept orders from any customs broker, dipping station, or taxidermist for tanning.

We encourage you and your hunters to plan the safari with us in advance to save money. Our affiliated customs broker will ensure expedited and proper handling of your trophies. Contact us for a free packet with all the information you will need. **annatsivko@yahoo.com ph. 607-241-6639 or 607-698-4827**

AFRICAN WET TAN TURN AROUND 6 – 8 WEEKS, DRY TAN TURN AROUND 12 – 16 WEEKS

These are prices for Dry tanning.

Wet tan prices are 10% less, this means huge savings!

<u>African/ Exotic</u>	Cape	Half Mount	Hide	Full Mount
Baboon	\$50.00	\$80.00	\$50.00	\$160.00
Blesbok	\$65.00	\$180.00	\$65.00	\$230.00
Bushbuck	\$60.00	\$140.00	\$60.00	\$220.00
Caracal / Cerval / Civit		\$75.00		\$100.00
Cape/ Water Buffalo	\$375.00	\$1200.00	\$15.00 /s.f.	\$1800.00
Duiker	\$40.00	\$80.00	\$40.00	\$125.00
Eland, common	\$285.00	\$575.00	\$11.00 / s.f.	\$870.00
Eland, giant	\$385.00	\$750.00	\$11.00 / s.f.	\$1075.00
Elephant	\$5000-\$6000	\$7500.00	\$26.00 / s.f.	\$10,500-\$12,000
Gazelle, Grant	\$65.00	\$135.00	\$55.00	\$215.00
Gazelle, Thompson	\$55.00	\$110.00	\$45.00	\$160.00
Gemsbok / Oryx	\$150.00	\$320.00	\$140.00.	\$490.00
Giraffe	\$1500.00	\$3000.00	\$24.00 / s.f.	\$4700.00
Hartebeest	\$125.00	\$265.00	\$8.50 / s.f.	\$390.00
Hyena / Jackal	\$55.00	\$140.00	\$95.00	\$185.00
Impala	\$60.00	\$150.00	\$55.00	\$220.00
Klipspringer	\$40.00	\$85.00	\$40.00	\$135.00
Kudu, greater	\$175.00	\$390.00	\$8.50 / s.f.	\$600.00
Kudu, lesser	\$105.00	\$280.00	\$8.50 / s.f.	\$460.00
Leopard / Jaguar	\$95.00	\$37.00 / linear foot		
Lech we	\$85.00	\$225.00	\$75.00	\$360.00
Lion	\$140.00	\$42.00 / linear foot		
Nyala	\$85.00	\$230.00	\$100.00	\$360.00
Red Stag	\$135.00	\$270.00	\$10.00/s.f.	\$435.00
Reedbuck, common	\$60.00	\$170.00	\$60.00	\$270.00
Reedbuck, Mtn.	\$50.00	\$125.00	\$50.00	\$175.00
Rhino	\$2000.00	\$4500.00	\$24.00 / s.f.	\$7000.00
Sable	\$150.00	\$350.00	\$150.00.	\$550.00
Springbok	\$57.00	\$140.00	\$45.00	\$210.00
Steinbok	\$50.00	\$85.00	\$40.00	\$130.00
Tahr	\$99.00	\$240.00	\$99.00	\$325.00
Tiger		\$41.00 / linear foot		
Waterbuck	\$170.00	\$365.00	\$180.00.	\$525.00
Warthog	\$165.00	\$250.00	\$99.00	\$295.00
Wildebeest	\$185.00	\$385.00	\$180.00.	\$550.00
Zebra	\$170.00	\$390.00	\$12.00 / s.f.	\$570.00
Zebra – rug	\$415.00			

***NO extra charge for short – Y incision. (other tanneries charge an additional 40% for this on African or exotic skins)**

***Oxidized or oil burned skins require more work - 50% extra**

Sivko Fur can do your Rugging !!!

Save time and money by shipping it 1 time and having everything done in 1 location.

We can whole sale flesh, tan, mount the head and rug it returning to you a finished product for your customer. Or if you prefer you can do the scraping, salting, tanning, and head mount yourself and just send it to us for rugging. **Because all tans are not the same and our tan is superior in both finish and stretch all rugs not tanned by Sivko Fur will be charged \$50 more.**

All rugging will include a 2" exposed contrast color ruffled felt border (or we can do it without any ruffles), the felt backing is then trimmed 1" beyond the colored ruffle to give a double felt trim look. Both ruffled trim and felt backing are machine sewn onto the hide. We use 1/2" polyester batting and use quilt stitches throughout the body and on all the paws to hold the batting in place. 5 D-rings will be sewn onto the back of the rug.

Our in-stock felt trim colors include: current red, billiard green, royal blue, tan and dark brown. Our standard felt backing is black. Custom colors for felt backing and/or trim felt are available. Optional Leather Backing is available for \$100 more.

Double padding = \$30 additional charge, Double ruffle = \$30-\$60 extra charge

Rugging only-(arrives with head shell mounted and ready to rug)

This means you will have repaired all holes, removed foot pads, darted & stretched the hide. OR we can do these for you billed at \$30 per hour.

Bears: up to 5' = \$200 5' to 6' = \$225 6' to 7' = \$275 More than 7Ft = \$350

Badger, Bobcat, Fox, Raccoon = \$125 **Coyote, Lynx, Wolverine** = \$150

Cows, Buffalo, African Flats = \$12/SqFt \$150 minimum

Wolves/ Mountain Lion up to 5Ft=\$200 5-6Ft = \$225 **Zebra** = \$275

We consider trimming and dyeing the edges of the hide as part of our rugging service.

Customer Ready Rug-(Sivko will do the mounting of head shell and rugging)

O.M. = open mouth, C.M. = closed mouth

Black Bear O.M.\$295/ C.M. \$210

Plus the cost of rugging up to 5' \$225, 5'-6' \$250, 6'-7' \$300, more than 7Ft \$350

Grizzly Bear O.M.\$375 or C.M. \$300 Plus the cost of rugging \$350 to \$450 depending on size.

Badger, Bobcat, Fox, Raccoon O.M. \$200 Plus the cost of rugging \$150=\$350
C.M. \$175 Plus the cost of rugging \$150=\$325

Coyote, Lynx, Wolverine O.M \$225 Plus the cost of rugging \$175=\$400
C.M. \$175 Plus the cost of rugging \$175=\$350

Wolves / Mountain LionsO.M.\$275 or C.M.\$200

Plus the cost of rugging up to 5Ft \$225, more than 5Ft \$250

Zebra C.M. \$275 Plus the cost of rugging \$300=\$575

Flat Head Zebra \$200 Plus the cost of rugging \$300=\$500

At this level of service we will mount the head, stretch, dart, remove foot pads trim, dye, and rug. Sewing skinning holes and large repairs will incur extra charges at \$30.00/hour. Artificial noses will cost extra.

Extra charges

Rush orders 50% extra and can be done in as little as 7 days wet tan. Some tannery's charge 100% more for rush orders then promise a 40 day return. Oil burned/oxidized skins 50% extra. Hide with head, price of hide plus 25%. Extra length on cape's 15% as an example, capes that are longer than the standard shoulder mount. IE: extra long brisuits and backs. We recognize that some forms on the market are made for longer capes and they cost more; likewise the cost of shaving and tanning these longer capes will be more.

Skins For Sale

We have a large inventory and steady supply of capes, hides, and life size animals. If you're looking for antelope, bison, bears, coyote, fox, whitetails etc you will be able to find prices, pictures and descriptions of each on our newly designed web site www.sivkofur.com

Damage

In most cases damage or slippage occurs before you, the taxidermist has even received the skin. Once again please make sure the skins are properly scraped, had STOP-ROT applied and salted and if there is damage or slippage please call us ahead of time so that we can work with you to save the skin in most cases. We try to limit the possibility of damage during our process but on occasion damage does occur. We will contact you as soon as we are aware of it and we will try to work with you to resolve the issue. We will not guarantee any skin because it is a raw skin and we do not have nor have we had full control over how it was treated prior to us receiving it.

The limit for any loss or damage to merchandise during processing shall be limited only to the actual market value. "Actual market value" shall be defined to mean as our actual cost to purchase a skin of similar quality, size and shape. This procedure shall be used in setting any claims, regardless of quantity. Sivko Fur Inc. under no circumstances shall be liable for extra, consequential, or special damages no matter how caused. By remitting skins for tanning you agree to limit damages as set forth above and according to the terms above. Sivko Fur Inc. reserves the right to refuse to process and/or handle skins that are unfit to be tanned hair-on. Due to conditions beyond our control, we assume no liability or guarantee the results of any specimen forwarded to us for processing. You understand that, due to many factors that have an effect on the final result of fur dressing, all tanning is accepted at the owner's risk and Sivko Fur Inc. can not, and does not, guarantee a specific result. Sivko Fur Inc. is not liable for damage (i.e. hair falling out after soaking in water/chemical solution.) resulting from mishandling or other conditions prior to our receiving the skin. Sivko Fur Inc. shall not be liable for any other obligation other than that expressly set forth herein and no agent, servant or employee of this company is authorized to change the terms of this order. All claims are subject to \$200.00 deduction. However in most cases if the damage is determined to be a result of our process we will do everything in our power to satisfy you our customer.