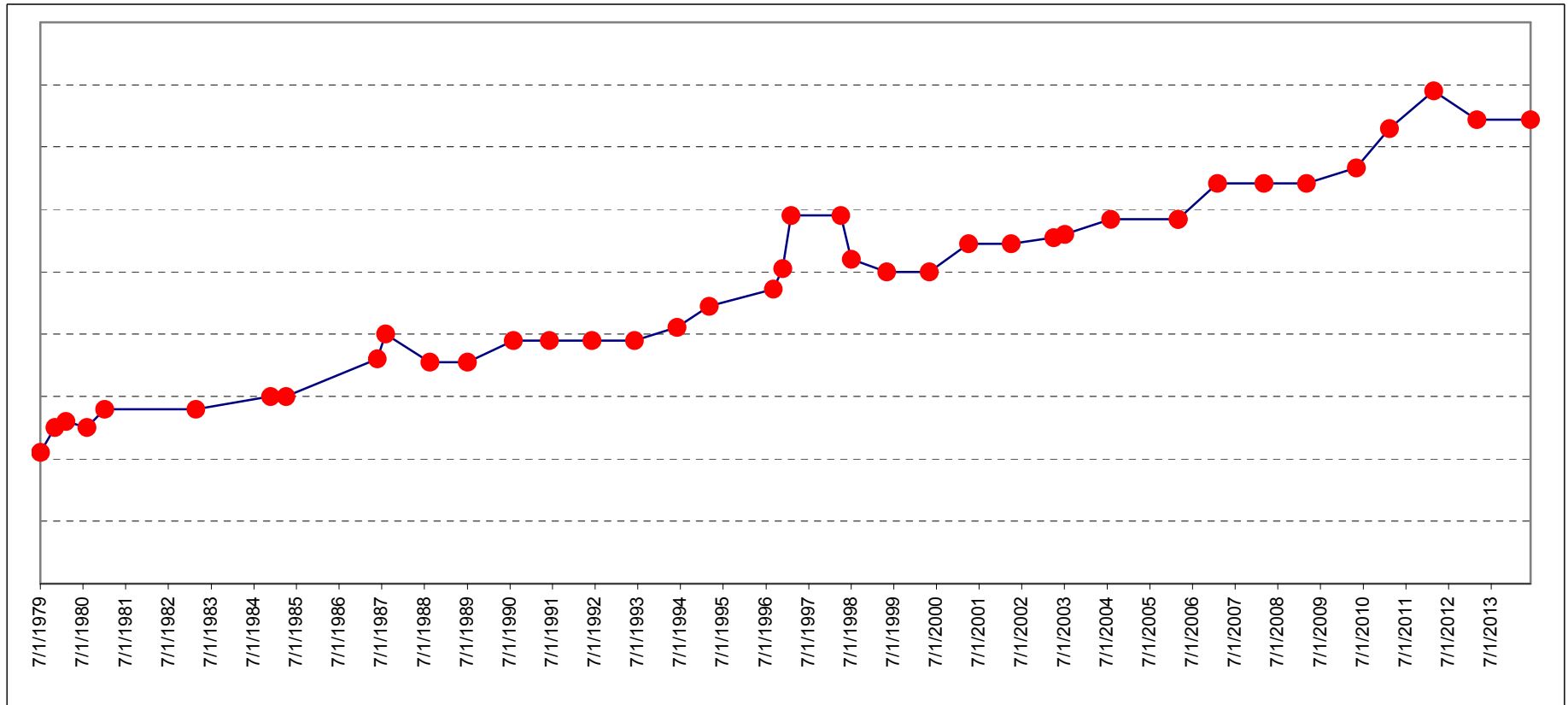


The following chart is based on our wholesale price for a pair of medium mittens. While there are factors other than skin prices involved, the primary cost component is the price of the leather required to make the product. Therefore, this is the only realistic way for us to show the trend line from over 30 years. Price spikes and stable market times are easily identified. Each dot represents a new wholesale price. Some years we have had to increase the wholesale prices of our products 3 times over 12-month period. It is just like going to the gasoline pump.



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