

# Traditional products from the seal hunt/harvest: Status and Prospects

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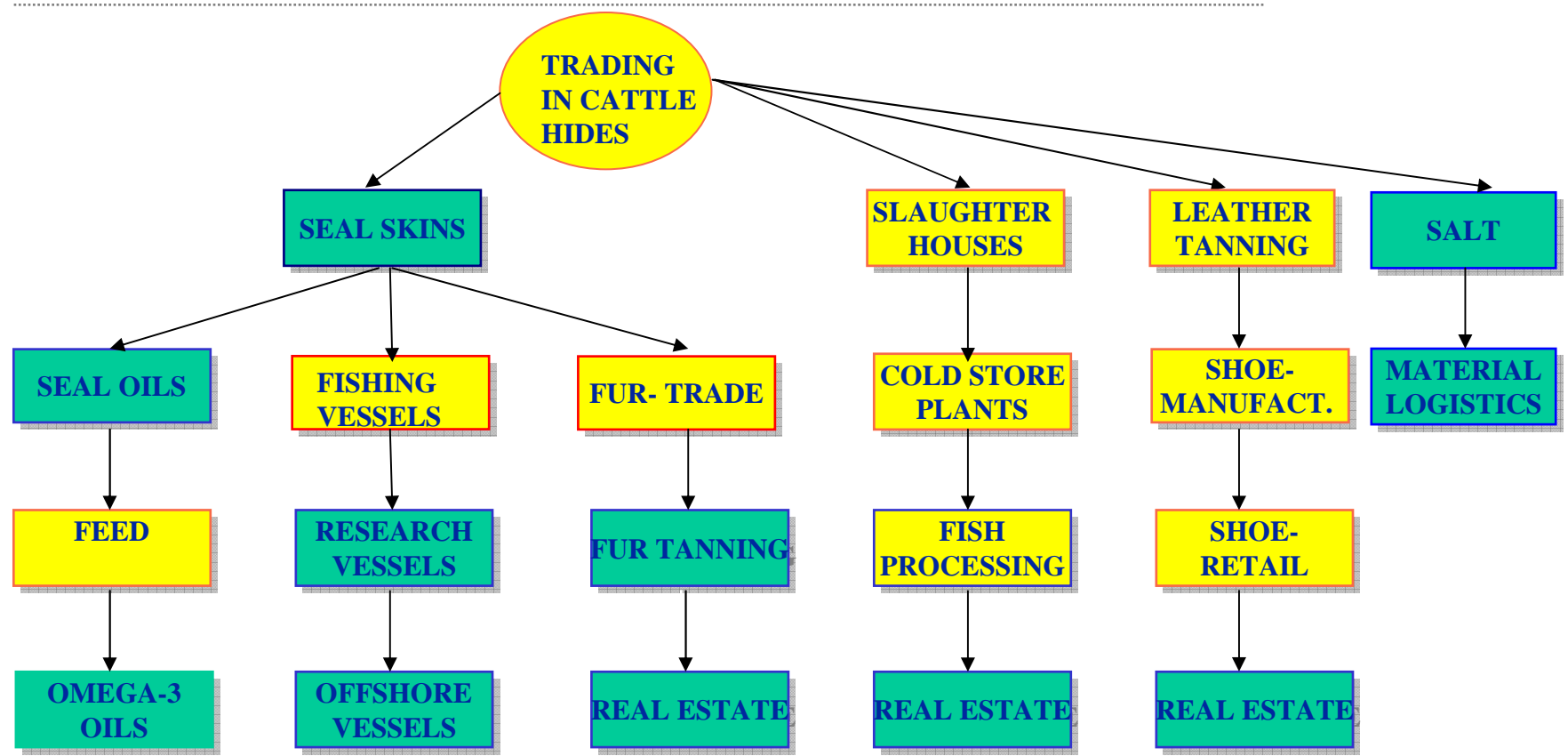
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14.11.2008



- Nordlys 23. august 2008 Archiologist Gøril Nilsen and Lars Erik Narmo are doing Oil processing by stone age methods. Firepits all along the coast of Northern Norway – Oil from Marine mammals.
- Norwegian involvement in sealing in the White Sea dates back to the later part of 800 a.c. Where Ottar from Hålogaland describes his travels to Dvina and the White Sea where he hunted Walruss and other seals. He wanted the skins for rope and the teeth were also said to be valuable.



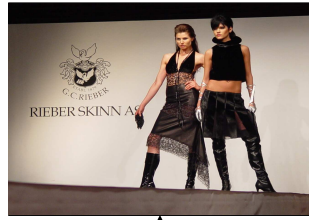


 Existing activities  
 Past activities

OMEGA-3 OILS



SKIN



SALT



REAL ESTATE



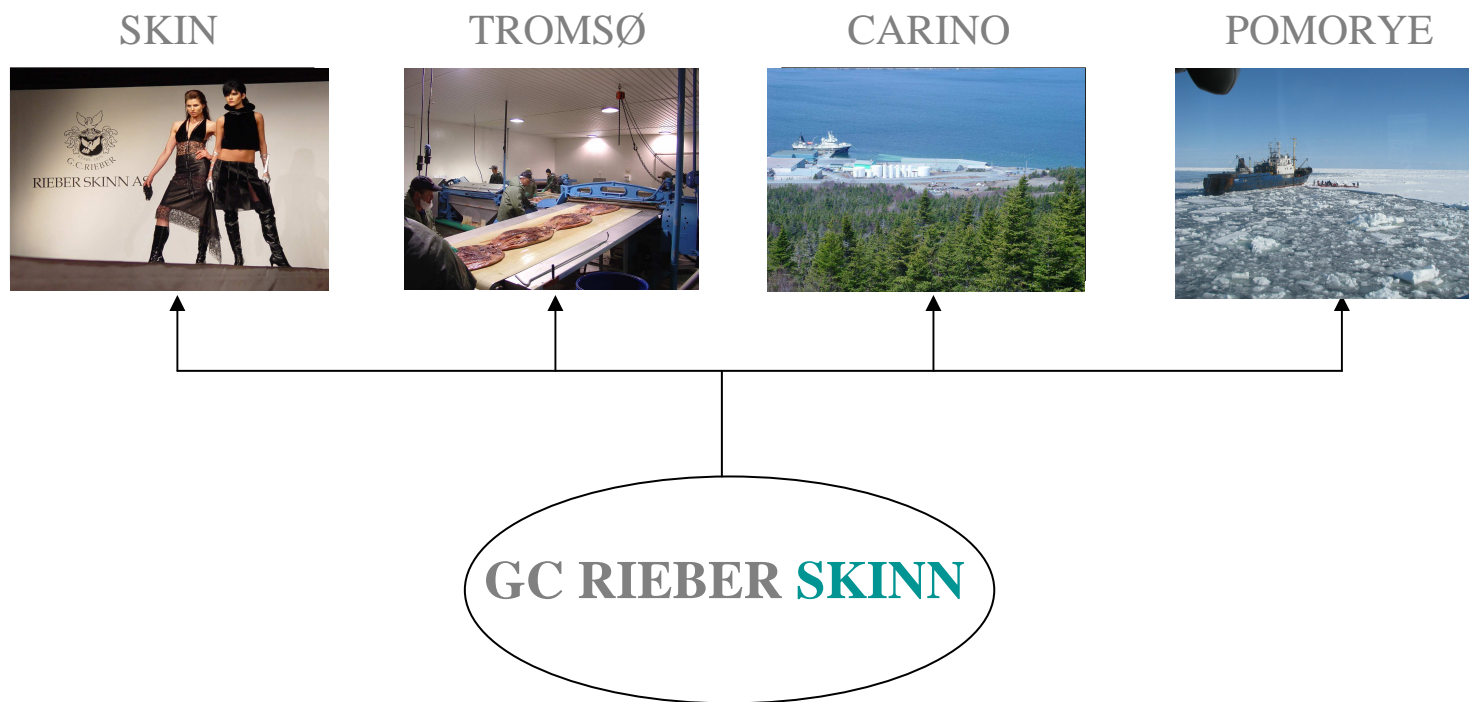
SHIPPING



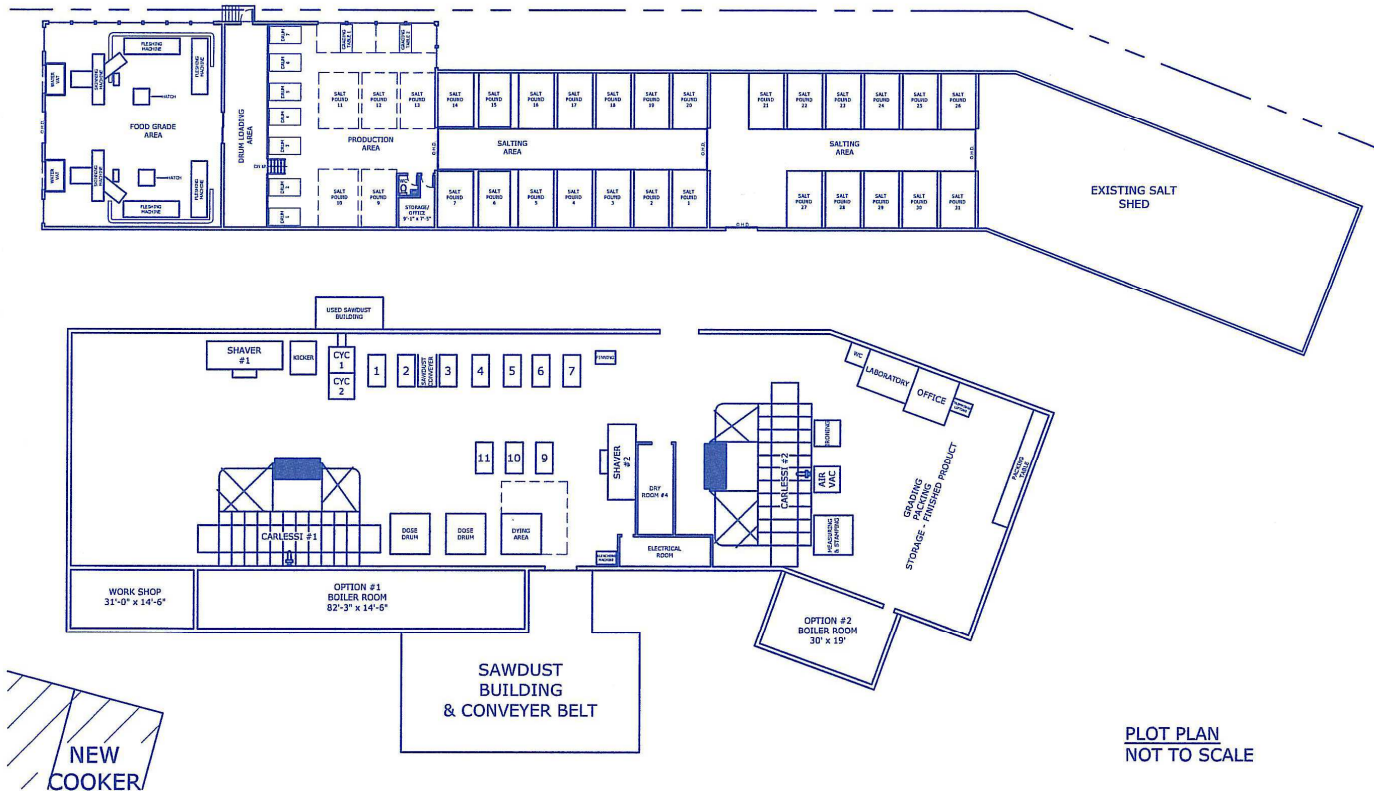
HR  
&  
BRANDING

FINANCE  
&  
ACCOUNT

**GC RIEBER**



# New Rieber seal processing plant in Newfoundland











- Skin weight                    2-3 kg
- Blubber weight                12 kg
- Carcass incl. flippers       5 kg

- **Fur tanned:**
- Main use: Hats, trimmings, garments
- Secondary use: Furniture
- Competitors: Short haired type furs (e.g. pony skins)
- Comment: Sealskins are in demand as long as they are priced reasonable compared to alternative substitutes.
- Prices: Averages abt. USD 150 / skin



## Beaters sealskins

12

### Chrome tanned:

Main use: Sporrans, boots, indoor shoes

Secondary use: Carpets, decoration

Competitors: Sporrans: Rabbit, fox, persian lamb, mink, bovine hides, leather

Boots & indoor shoes: Various types of leather, synthetic materials.

Prices: Average abt. USD 120 / skin



## Alternative use:

### Seal leather:

A niche product - Sold and marketed as an exotic leather  
- limited supply

Unique feature: its natural grain - no embossing

Main use: Shoes, bags, belts and leather accessories

Competitors: Shark, ostrich, lizards, python

Prices: Average abt. USD 55 / skin



- Meat
  - Food
  - Bacteria Growth medium Meat
- Skins
  - Fur
  - Leather
- Oil
  - Medicine
  - Technical/Biodiesel
- Organs
  - Male reproductive
  - Stomac enzymes for cheddar cheeze

- Heards
  - » Large potential for increase
  - » Limited supply
- Harvest
  - » Seasonal employment – Hard work – Available persons??
  - » Equipment cost increases
  - » Strict (internal) control & Humane harvest
- Process
  - » Lower cost areas
  - » Highly technical
- Market
  - » Limited supply - High end products
  - » Niche products – Special product for people with special needs

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- EU reports – World annual harvest – 900.000
  - Our figures – Actual world harvest – 400.000
  - Primary value on the wharf – 10-12 mill USD (55-65 mill NOK)
  - Retail value – 100 mill USD (550 mill NOK)
  - Fisheries – Each seal consumes 1 – 1,5 m.t. fish per year



”In order to preserve, we must always renew,  
constantly testing and retaining only the best.”

GC Rieber’s business principle no 13.

**Prospects for future sealing in the North Atlantic**  
**Norwegian-Russian Symposium in Tromsø 25 and 26 August 2008**  
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