

# American Tanning and Leather Company

## Contract Tanning 2007-2008

### Contract Tanning Instructions:

Outlined below are the answers to our most frequently asked questions:

**Game and Fish Requirements:** Contact your local game and fish authorities for instructions and shipping permission. We will NOT accept any hides without the CITES tag attached. We will return the skin or skins to you at your expense.

**Curing:** After skinning and completely fleshing the skin, cover entire flesh side with 1/8th inch of table grade salt, including all appendages. Roll skin and let drain for 24 hours. Remove all wet salt from skin by shaking and re-salt in the same manner. Be sure that during this process, the skin is kept in a cool, moist place, out of direct sunlight. Do not ship skins frozen. Do not include the head, feet, back strip or any part that can decompose. Ship only the skin.

- **Packaging and Shipping:** If frozen, thaw skins and re-salt as instructed above before shipping. Skins should be rolled and individually placed in a sturdy, sealed plastic bag that will collect any drainage, then placed in a sturdy shipping container. **WE WILL NOT RETURN SHIPPING CONTAINERS OF ANY TYPE!** We suggest a heavy cardboard box, well lined and insulated with newspapers. Please ship fully insured and prepaid via UPS or truck. Include your name, shipping address, telephone and fax numbers, tag listing of the skins with color instructions for each tag/skin and appropriate deposit for the size skin or skins. Place all of this information in an envelope within a Ziploc bag inside the box where it can be easily found and will not get wet or damaged. Note: A street address must be provided for return shipments as UPS is unable to deliver to Post Office boxes. **DO NOT SHIP BY BUS.** Do not send back strips or other unattached pieces with your belly skins. These pieces have no tags and there is no way for us to attach identification. We will not process them, and they will not be returned to you if they are sent to us.

### NEW POLICY:

**SKINS SENT TO US WITHOUT PROPER COLORING INSTRUCTIONS AND/OR DEPOSIT WILL INCUR AN ADDITIONAL \$50.00 FEE. DUE TO THE MANNER IN WHICH WE PROCESS SKINS (IN LARGE LOTS), WE SIMPLY CANNOT CONTINUE TO ACCEPT SHIPMENTS WITHOUT INSTRUCTIONS OR DEPOSIT BECAUSE IT DELAYS OTHER CUSTOMERS' SKINS BEING TANNED. PLEASE MAKE SURE YOU SEND YOUR CUSTOMER INFORMATION SHEET WITH YOUR SKIN.**

- **Lead Time:** Skins received during harvest months (September, October and November) will be completed no later than May 31st the following year. We cannot accurately predict completion times for skins received at other times of the year. It could be as short as 12 weeks or as long as 35 weeks, depending on workload and color preference. We prefer to receive skins in the aforementioned months. Please be patient and wait for us to contact you regarding the status of your skin(s). We will complete the work as quickly as we can. It is nearly impossible for us to immediately locate 1 or 2 skins that are in process with 20,000 or 25,000 other hides.

**NEW EXPANDED COLOR SELECTION:** We are now offering our *ENTIRE* range of colors for contract tanning- 10 classic colors and 18 desert finish colors. Color choices for Classic (shiny/glazed ) finish are as follows: black (AG00), sport rust brown (AG10), navy blue (AGH0), honey (AG90), forest green (AGD0), peanut (AG50), cognac (AG60), gray (AGR0), burgundy (AGP0), red (AGN0). The color selections for Desert (matte) finish are: black (AD0H), cognac (AD5H), forest green (ADDH), lavender (ADLH), winter white (ADXH), chocolate (AD1Q), burnt pink (ADWM), navy blue (ADHH), turquoise (ADEH), flame red (ADPH), buttercup (AD9H), bordeaux (ADNH), antique saddle (AD1H), serpentine gray (ADRH), nicotine (AD3H), mink (AD1P), kango tabac (AD1N), and sapphire (ADWR). Your color selection must be in writing for each individual tag number. Do not write color choices on your deposit check. **PROCESSING OF YOUR HIDE WILL NOT BEGIN UNTIL WE RECEIVE WRITTEN COLOR INSTRUCTIONS.** There will be an additional \$50.00 fee for skins received without coloring instructions. Color selections **MAY NOT BE CHANGED** after we receive your skins, so be sure of the color you choose.

- To see the available colors, please visit our website at [www.amtan.com](http://www.amtan.com) and look under product information. For a paper color card, please send a self addressed stamped envelope to us with a note requesting a color card.
- **Finishes Available:** We offer both our Classic (Glazed/Glossy) Finish and our Desert (Matte) Finish for contract tanning. We do not offer any other finishes including garment or specialty finishes.
- **Prices:** Our price for contract tanning is based upon the measurement of the skin in centimeters measured at the widest point in the belly after tanning, drying and finishing. To find the approximate finished size of your skin, multiply the length in feet by 6.5 to get the approximate width in centimeters. For example, an 8 ft. long skin X 6.5 = approximately 52 centimeters in size when finished. Per centimeter price of tanning depends on the size and condition of the skin. Extremely putrefied (rotten) skins will be returned to you at your expense. Prices are as follows: \*

Skin Size	Deposit (per skin by length)	Tanning Charge
00-34 cm.	\$100.00 (UP TO 6'11")	\$3.50 per cm.
35-44 cm.	\$100.00 (UP TO 6'11")	\$4.00 per cm.
45-64 cm.	\$150.00 (7' AND UP)	\$4.50 per cm.
65 cm. and up	\$150.00 (7' AND UP)	\$5.00 per cm.

\*Shipping and insurance charges also apply.

***Extremely dried skins or skins that require fleshing will be DOUBLE CHARGED.***

Hornbacks less than 7 feet in length will be charged at \$5.25 per cm.

**Hornbacks over 7' are a flat contract tanning fee of \$1000.00.**

**\*\*\*IMPORTANT\*\*\***

Please complete our **CUSTOMER INFORMATION** form and send it to us with your skin.

- **Trophy Tannage:** We are now offering a trophy tannage, which means we will tan large hornbacks with the feet attached. The charge for this service is \$1000.00 per skin. A deposit of \$400.00 is required for trophy tannage. We can do a trophy tan in Desert Finish only. We will not tan or finish the head! Skins with heads attached will be returned. Please call our office for special skinning instructions, because we will not process your skin unless it is prepared to our specification.
- **Payment and Shipping Terms:** Before we will begin processing your hide, we require the deposit to be paid. We accept personal checks, money orders, Visa, MasterCard, or American Express. Please do not send cash. Once your skins are completed, we apply this deposit to your final total and an invoice for the remaining balance will be mailed to you. For immediate shipment of your hide once it is finished, please remit payment by money order, certified check or credit card. Orders paid by personal check are held for 10 business days before shipping. **WE WILL NOT SHIP PARTIAL ORDERS.**
- **SPECIAL NOTE:** In the past, we have had problems and confusion with persons shipping or handling skins for a group. In every instance we will **ONLY** deal with, accept deposits from, and ship to the person whose name is on the package in which the skins are received. We have found it is impossible to deal with more than one individual for each shipment received. We code each skin with your customer number when received and skins remain in lots that way. We will make **NO** exceptions to this rule. Unless you want someone else to handle your skins on your behalf, we urge you to ship your skins directly to us without consolidations with groups or friends.

We look forward to receiving your contract tanning work and if you have additional questions not addressed here, do not hesitate to contact our office. We appreciate the opportunity to do business with you.

Please ship skins to:

American Tanning and Leather Company  
730 Pimento Avenue

Building A  
Griffin, Georgia 30224, U.S.A.  
(770) 228-4433

website: [www.amtan.com](http://www.amtan.com) e-mail: [sales@amtan.com](mailto:sales@amtan.com)

**American Tanning and Leather Company  
Vendor List for Alligator Products**

**Boots:**

**Loveless Boots  
2434 SW 29TH  
OKLAHOMA CITY, OK 73119  
(405) 631-9731  
[www.lovelessboots.com](http://www.lovelessboots.com)**

**Maida's Boots  
3740 WESTHEIMER  
HOUSTON, TX 77027  
(713) 775-4000  
[www.maidas.com](http://www.maidas.com)**

**RJ's Boots  
Rocky Carroll  
3321 ELLA BOULEVARD  
HOUSTON, TX 77018  
888-RJ-BOOTS**

**Belts:**

**Magna Leather Corp.  
Alex Tractor  
6800 COMMERCE AVENUE  
EL PASO, TX 79915  
(915) 772-0004  
[www.alligatorbeltsbymagna.com](http://www.alligatorbeltsbymagna.com)**

**Handbags:**

**Finesse la Model  
33 EAST 33<sup>RD</sup> STREET  
NEW YORK, NY 10016  
No phone calls please.  
For styles and pricing, see:  
[www.amtan.com/finesse](http://www.amtan.com/finesse)**

**Wallets:**

**Dark's Designs in Leather  
Larry Dark  
126 COTTONWOOD DRIVE  
JONESBOROUGH, TN 37659  
(423) 753-6008**