

[21586001]



The new market helped boost U.S. fur sales to about \$ 1.8 billion a year now , triple the level in the late 1970s .

[21586016]

It also opened the door to furs made in South Korea , China , Hong Kong and other countries .

[21586017]

Jindo Furs , a large South Korean maker , says it operates 35 retail outlets in the U.S. and plans to open 15 more by the end of next year .

[21586019]

High-end U.S. furriers say these imports have n't squeezed them .

[21586020]

But low-priced and middle-priced furriers like Mr. Purnick , who once saturated the five-block Seventh Avenue fur district , say imports have cut their sales .

[21586021]

A woman who once would have saved for two or three seasons to buy a U.S.-made mink can now get an imported mink right away for less than \$ 2,000 .

[21586022]

Yet Mr. Rosen has turned the import phenomenon to his advantage .

[21586023]

Early in the decade he saw that fur workers in many foreign countries were willing to work longer hours at lower wages than their American counterparts and were more open to innovation .

[21586024]

In 1982 , he started a factory in Greece .

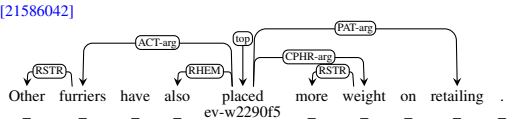
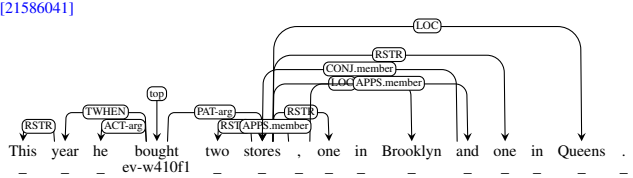
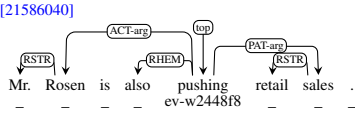
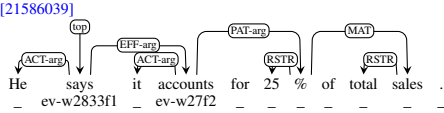
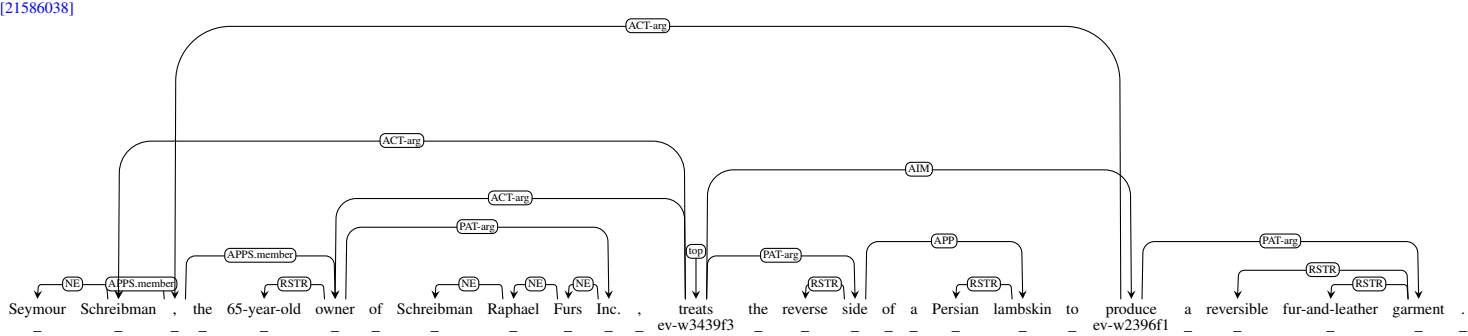
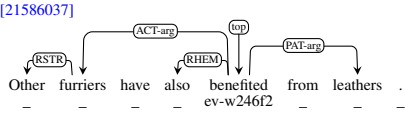
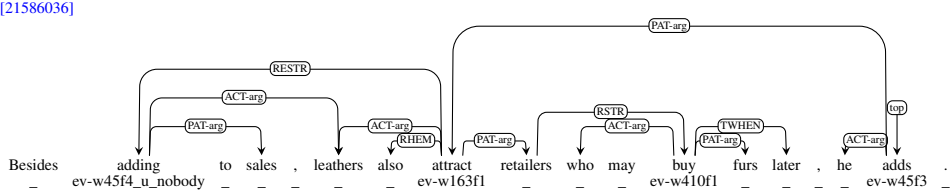
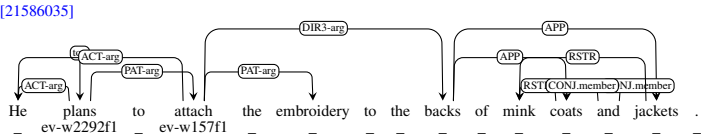
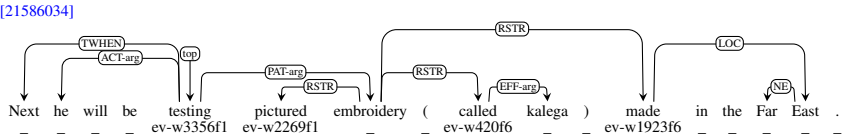
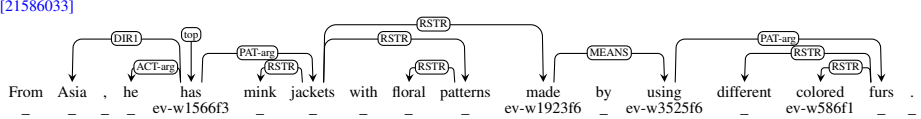
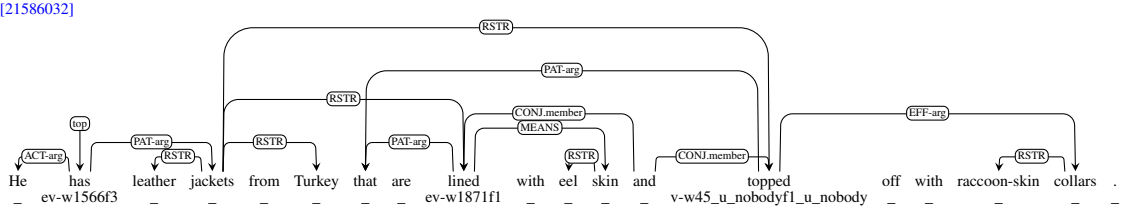
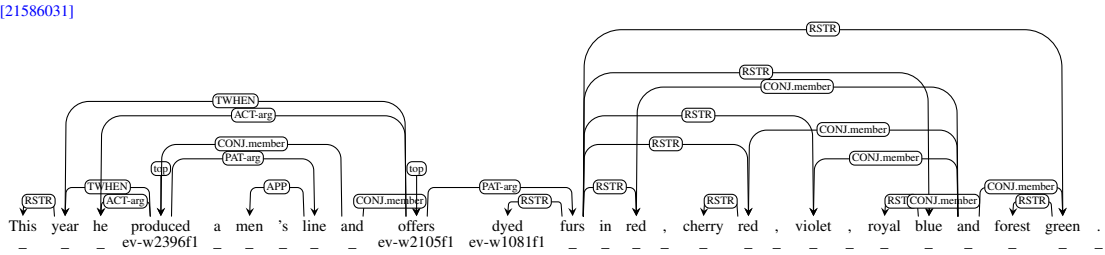
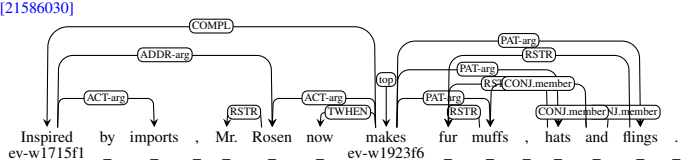
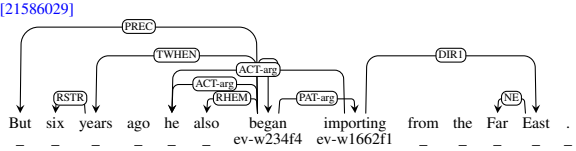
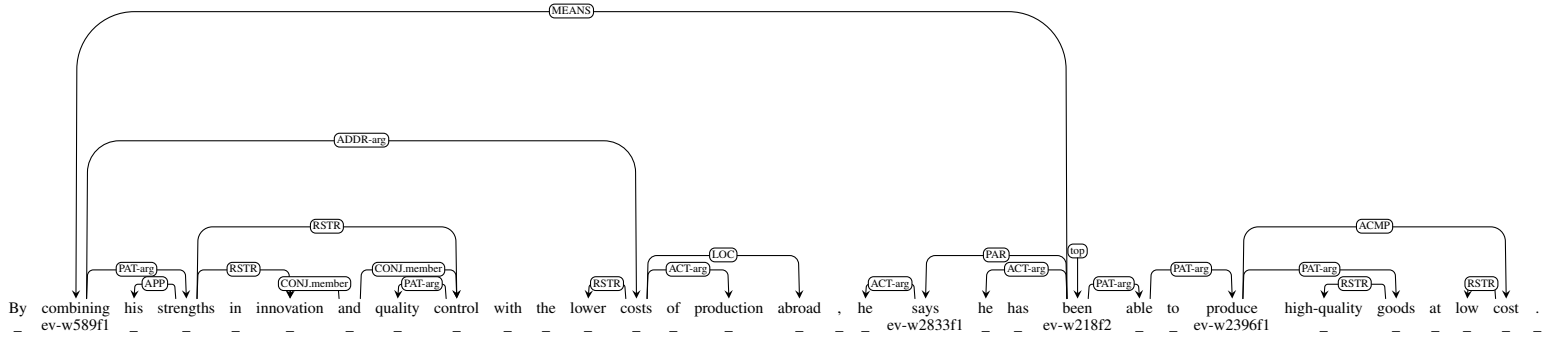
[21586025]

Two years later , he opened one in West Germany .

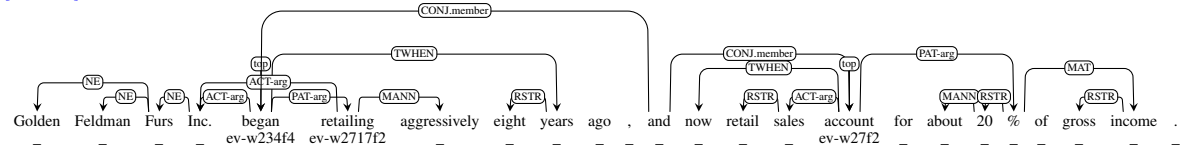
[21586026]

He also noticed that foreign makers were introducing many variations on the traditional fur , and he decided to follow suit .

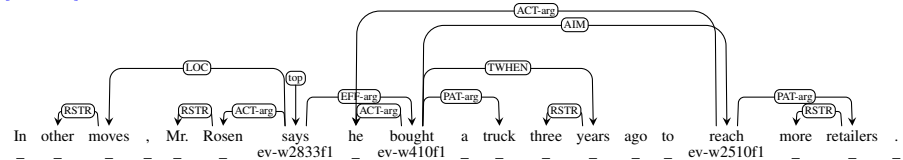
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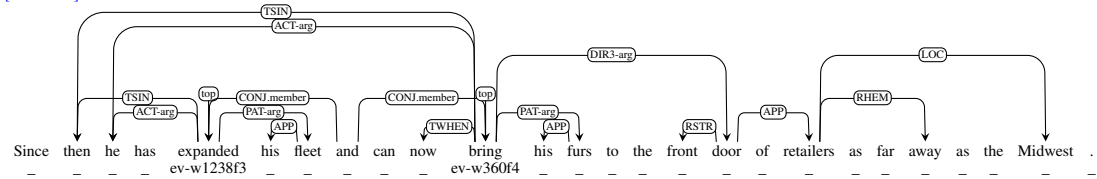
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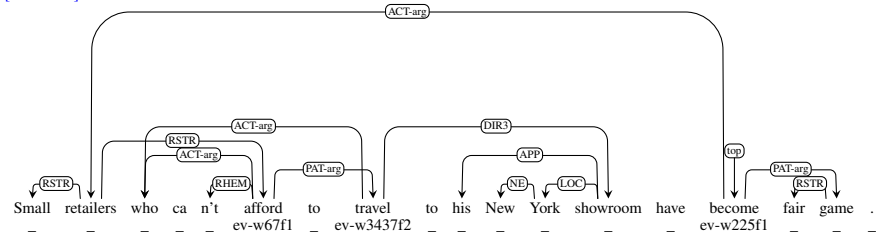
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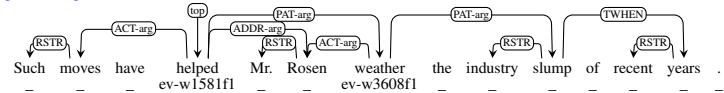
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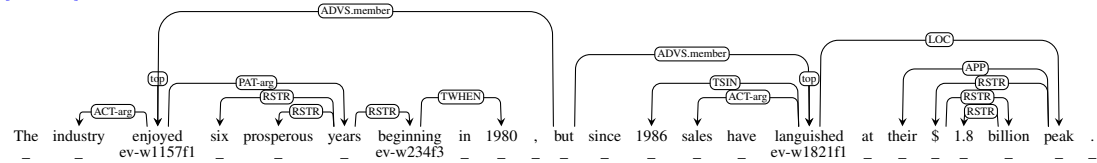
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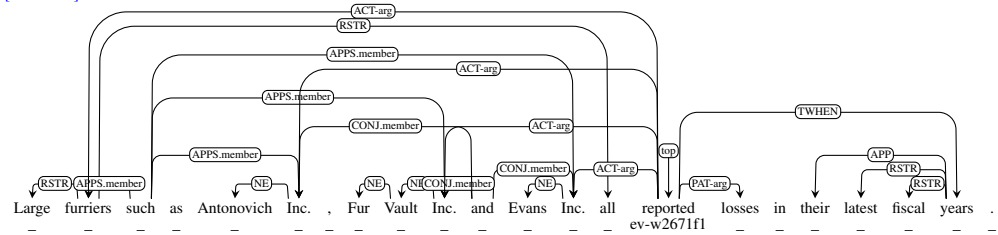
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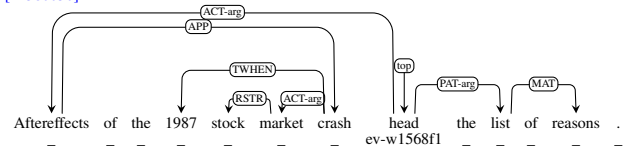
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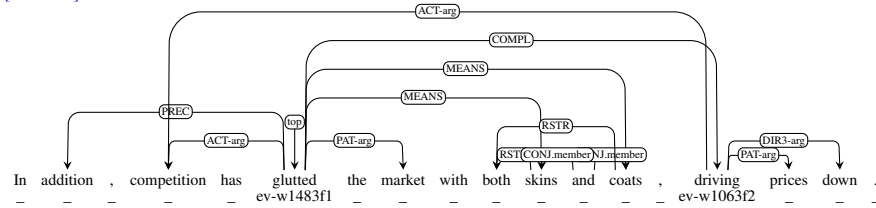
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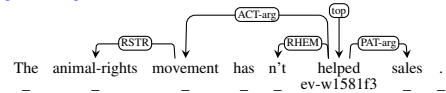
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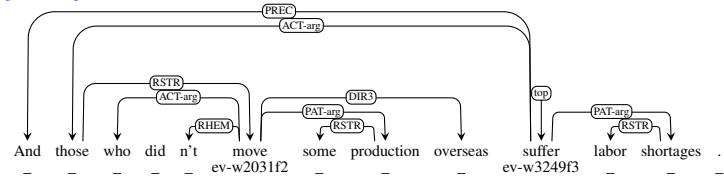
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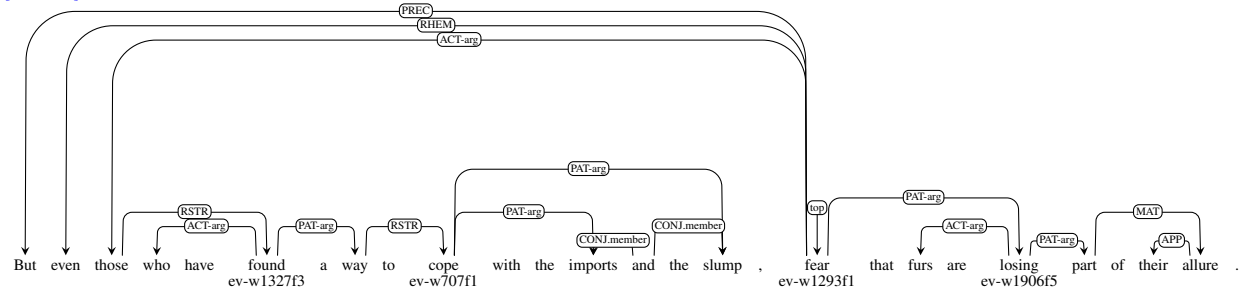
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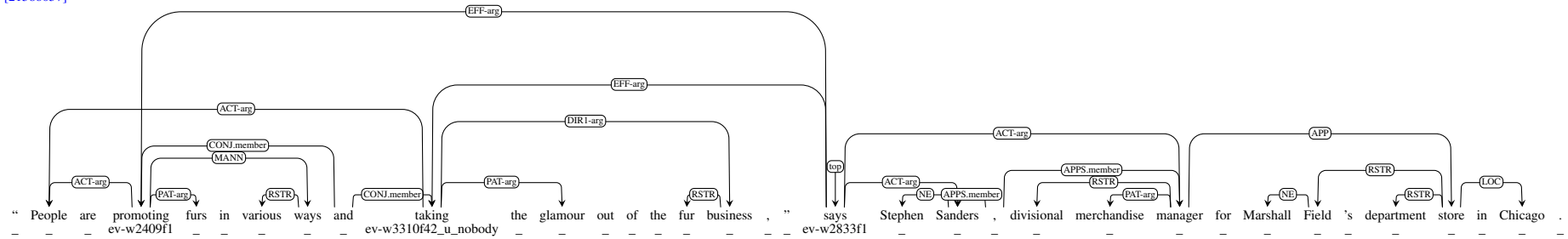
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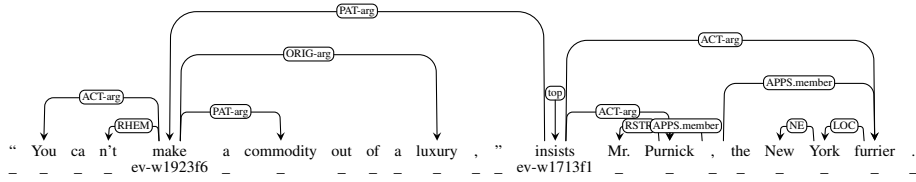
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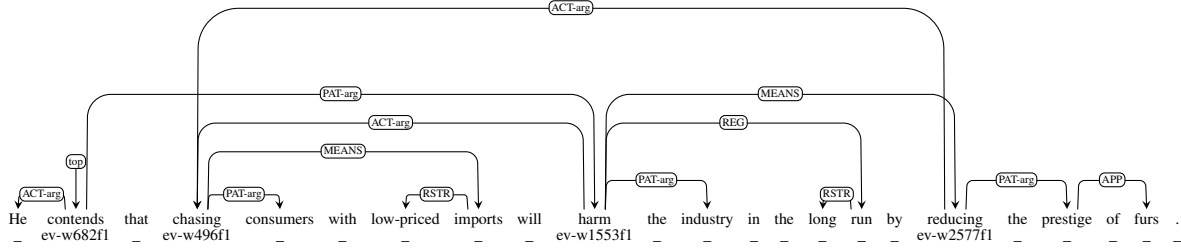
[21586057]



[21586058]



[21586059]



[21586061]

