



Standards Governing the Export
of
North American Cattle Hides

Adopted by the
United States Hide, Skin, & Leather Association

September 2005

I

General Conditions:

- A. Sales of cattle hides should be subject to the terms of a written contract between the buyer and seller, which is signed by both parties. This contract may be either a private contract issued by the seller or the International Hide & Skin Contract # 6 as issued by the International Council of Tanners, of London England, and by the International Council of Hides, Skins, and Leather Traders Associations, of Paris France, and adopted by The United States Hide, Skin, & Leather Association.
- B. Average Weight: Unless otherwise specified, weights refer to average net shipping weights. In the case of minimum average shipping weights, the actual shipping weight should be not less than specified, nor should it exceed the specified average by more than 8 %, unless otherwise agreed by the parties.
- C. Selection: When mechanically flayed packer or processor-packer hides are sold, a maximum of 20% second grade hides shall be allowed in the shipment, unless otherwise agreed by the parties.
- D. In the case of hides being inspected and weighed at origin prior to shipment by buyer's representative or agent, such inspection in writing is final and hide quality and weights are considered approved by the buyer.

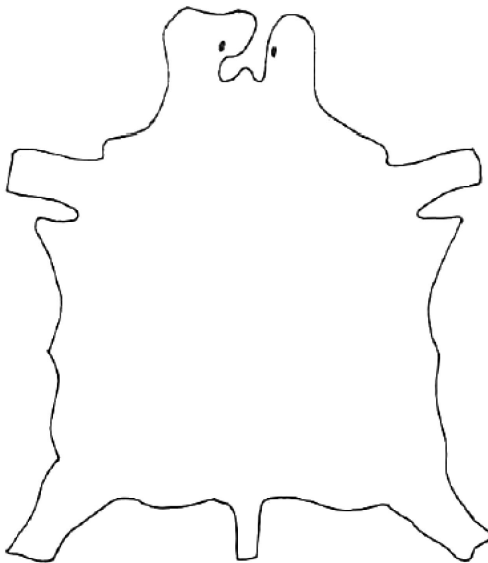
II

Standards For Delivery:

- A. The following conditions shall apply to mechanically flayed packer or processor-packer hides.
 - 1. **Weights** - Hide weights for invoicing are determined at time of shipment from point of origin.
 - 2. **Trim** - Trim shall be either:
 - a. **Standard trim for conventional (unfleshed) hides** - the parts which are to be removed before salting the hides are as follows:

horns, snouts, lips, ears, tail bone, sinews, tendons. Excessive meat and fat should be removed. This method of trim meets the requirements of what is commonly known as the “standard hide trim”, as shown in Figure 1.

Figure 1
Standard Hide Trim - Flesh Side Up



or

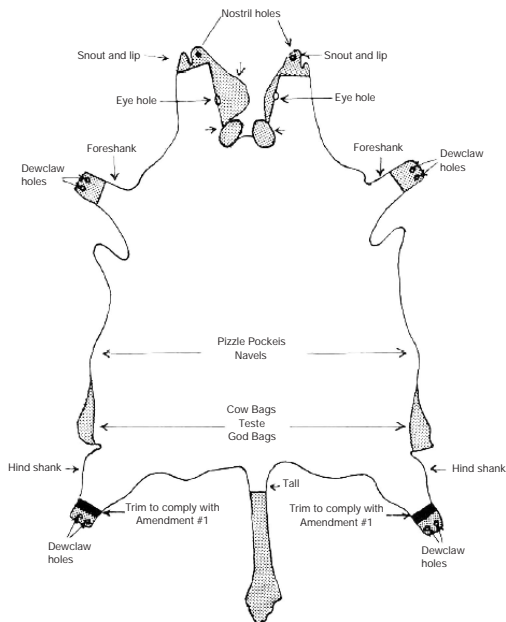
b. Modern trim for fleshed hides - hides should be machine fleshed to remove most fat and meat. Fleshed hides as delivered by the original supplier should not contain excess stringy or loose tissue, and along the backs the fleshing should be deep enough to open but not remove the veins. Hides should be trimmed as follows:

- (1). Modern trim requires that all ears, ear butts, snouts and lips, fat and muscle tissue be removed from the pate side of the head by cutting through the eyehole. The narrow side of the head should be trimmed through the eye in a similar manner. Removal of all ragged edges is necessary.

- (2). Cow bags, teats, and cod bags should be removed preserving a standard pattern.
- (3). Maximum tail length should be 6 inches, cured, and measured from the root.
- (4). In all cases, kosher heads should be removed by cutting across the top of the kosher cut.
- (5). Fore shanks should be trimmed straight across either through the center of the knee, or just above the knee. Hind shanks should be trimmed straight across above the dewclaw holes.
- (6). It is recognized that buyers and sellers may agree to a non-standard trim, which is mutually acceptable.

Figure 2. Shows the hide pattern for the Modern trim,

Figure 2 Modern Trim Pattern



3. Grades-

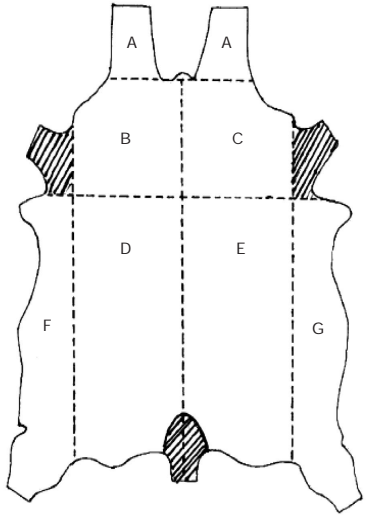
a. **#1 Hide** - A #1 hide is a hide free from holes, cuts, deep scores or gouges more than half way through the hide, visible grain defects and broken grain (over 1 inch long) and having a correct pattern. **Exceptions:** Rear shanks containing one hole or cut below the hock that measures less than 1 inch in length and holes less than 4 inches from the edge of the hide which can be trimmed without spoiling the pattern of the hide shall not result in a downgrade.

b. **#2 Hide** - A #2 hide is a hide that contains either (1) one to four holes, cuts, deep scores or gouges in an area located inside a straight line drawn through the break in the hair of the fore and hind shanks, (2) a grain break over 1 inch, (3) an area of warts no larger than 1 square foot, or (4) a hole regardless of size within the confines of a brand. (See also Section 4.a. for off-pattern #2 hides).

c. **#3 Hide** - A #3 hide is a hide that contains either (1) five or more holes, cuts, deep scores, or gouges in an area located inside a straight line drawn through the break in the hair of the fore and hind shanks, (2) one hole or cut over 6 inches, (3) an area of warts or open grub holes larger than 1 square foot. (See also Section 4. b. for off-pattern #3 hides). A machine-damaged hide will be considered a #3 hide if at least 50 % of the surface area of the hide is present and usable for leather manufacture. If less than 50 % is present the hide will be considered an untannable. Seller should not deliver #3 hides without consent of buyer.

4. Pattern- Figure 3 illustrates the various subdivisions of a hide.

Figure 3
Subdivisions of a Hide



HEAD	A	CROP	A+B+D or A+C+E
SHOULDER	B+C	BACK	B+D or C+E
BEND	D or E	CROUPON	D+E
BELLY	F or G	DOSSETT	B+C+D+E+A or A+C+E+G
SIDE	A+B+D+F or A+C+E+G	CULATTA	D+E+F+G

F and G includes shaded area except for culatta

- a. #2 off-pattern hide. A hide will be considered to be an off-pattern #2 hide, if any of the shaded areas are missing, or if in areas F or G, a hind shank is partially missing, at a point below the narrowing of the shank. In the shaded tail-root area, if the hide is ripped out less than 12 inches into the butt of the hide, the hide will still be considered a #2 hide.
- b. #3 off pattern hide. A hide will be considered to be an off-pattern #3 hide, if any portion of areas B, C, D, or E. is missing, or in the areas F or G, a hind shank is missing at a point above the narrowing of the shank. In addition, if the shaded tail-root area is ripped out more than 12 inches, the hide is considered a #3 off-pattern hide.

5. Additionally, the following apply:

a. Bull hides weighing less than 85 lbs. conventional shipping weight shall be permissible in any selection of steer hides provided they are within the contractual range agreed upon.

b. No allowance for excess manure to be granted if the difference between the allowance deducted in shippers invoice and buyer's findings at the place of destination does not exceed 10%.

B. The following conditions should apply to hand flayed packer or processor-packer hides and small packer hides or casualty/enderer hides.

1. **Weights** - See Section II. A. 1 for mechanically flayed hides.

2. **Trim** - See Section II. A. 2 for mechanically flayed hides.

3. **Grades** - Hand flayed and casualty/enderer are to be considered #1 hides with the following exceptions:

a. The following hides are to be classified as #2 hides (seconds):

(1) Hides with 1 to 4 holes, which cannot be trimmed without spoiling the pattern of hides. Hides with holes less than 4 inches apart from the edge of the hides which can be trimmed off without spoiling the pattern, can be delivered as No. 1 hide.

(2) Hides with two 6-inch deep scores or gouges, which are located 4 inches or more from the edge of the hide.

(3) Hides with a defect on the hair side, causing the grain to be broken 4 inches in length or diameter. Horn scratches, briar and wire scratches not to be considered.

b. The following hides are to be classified as #3 Hides (thirds):

(1) Hides with 5 or more holes located 4 inches or more from the edge and more than 4 inches apart.

(2) Hides with 5 or more deep scores, or gouges located 4 inches or more from the edge of the hide.

(3) Hair-slipped hides or hides with deep scores, warts or grain damage covering more than one third of a side, shall be classified as #3.

(4) Thirds must be free of untannables at time of shipment. If at least 50 % of the hide surface area is usable, the hide is still considered a #3 Hide. If less than 50 % is usable, the hide is considered an untannable.



Receiving:

- A. A thorough inspection of all incoming product is the buyer's responsibility, and must be performed in a timely manner to insure fairness to both the buyer and seller. Inspections for quality issues must be completed within 30 days of the last date of discharge at the ocean port of arrival. Failure to inspect and notify within these time periods shall mean that the buyer has waived the right to make a claim.
- B. Raw hides must be inspected in the condition in which they were shipped, that is, no further or partial processing must be attempted, and at least 80 % of the shipment shall be held in the original condition as received for the seller's inspection in the event of a discrepancy. If less than 80 % of the shipment is available to inspection, the buyer has waived the right to make a claim.
- C. The seller shall have a period of 10 business days after the receipt of the notification from the buyer, to either personally inspect the shipment, or designate a representative to inspect on behalf of the seller. The buyer will do everything reasonably necessary to assist in this inspection. If the seller does not inspect within this time period, the seller has waived the right to inspect.
- D: Brands- In the delivery of native hides, a 5 % tolerance is permitted for brands. In the delivery of butt-branded hides, a 5 % tolerance is permitted for Colorado or side-branded hides.
- E: Latent Defects- Latent defects include the following: Puller or clamp damage, or other mechanical damage, which cannot be seen in the hair state, but is discovered after hair removal. Buyers

shall have recourse when latent defects are discovered and authenticated by an official laboratory to have been caused by a mechanical device. Defects which are inherent to the live animal and in the hide when removed from the live animal at the time of slaughter, such as, but not limited to, grain scratches, insect bites, mange, sunburn, healed grub holes, etc., are not latent defects and the seller is not responsible for these defects.

F: Weight Loss- To establish weight loss, hides must be weighed on arrival using a properly certified official scale, capable of weighing the entire shipping container at one time. The container should be weighed before and after unloading, with the same conditions as to semi-tractor or other pulling device, as well as fuel loads, driver positioning, and any other factor that could affect the weighing process. When hides are not tared, the gross landed weight is understood to be the net landed weight, and the tare given by the shipper cannot be applied in determining possible weight loss.

Hides are sold with a 5 % weight loss franchise, unless otherwise negotiated between buyer and seller at the time of contract. Some hides are sold on the basis of their shipping weight final. In order for the 5 % weight loss franchise to be fair to both buyer and seller, the hides must be weighed not more than eight days after the last day of discharge from the steamer, nor more than twelve days after the last day of discharge from the steamer for container shipments where delivery is to a place other than the port of discharge. In the event that the hides cannot be weighed within these specified times, then the following additions to the 5 % weight tolerance are made:

Dry Salted 0.10 % for each day in the first week, plus 0.05% for each additional day.

Wet Salted/Brine Cured .20% for each day in the first week, plus 0.10% for each additional day.

G. Piece Count: When hides are sold on a per-piece or a per pound basis, the count tolerance is +/- 1 %, and no adjustment to the invoice count will be made, provided that other contract conditions are within contract terms.



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