

international trophy room appraisals

SPECIALIZING IN VALUING HUNTING TROPHIES & ZOOLOGICAL COLLECTIONS

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TAXIDERMY VALUATION INTRODUCTION

*Fair Market Value Appraisals & Consulting
Courtroom/Mediation Experience*

International Trophy Room Appraisals is a full service hunting trophy appraisal firm offering fair market value and replacement value appraisals. We offer extensive experience with over 19 years importing and exporting zoological collectables for commerce. Our goal is to tailor our appraisal services to meet the needs of our clients with strict adherence to the ethical attributes of a professional appraisal. We have traveled globally in the course of doing business to Africa, Canada, China, Philippines, United States to name a few places. We have a deep appreciation for our wildlife resources with a belief that legal hunting plays an important part in conservation.

Areas of expertise include:

- Valuations
 - Insurance
 - Estate
 - Liquidation
 - IRS
 - Divorce
 - General Documentation
- Civil Litigation
 - Probate
 - Insurance
 - Divorce
- Court Experience
- Mediation Experience



J. Rod Smith
Member in Good Standing
Certified Appraisers Guild of America

EDUCATION

- University of Houston
 - Certified Appraisers Guild of America
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PROFESSIONAL EXPERIENCE

International Trophy Room Appraisals

1998-Present

J. Rod Smith, Owner/Certified Appraiser

Provide valuation and appraisal services including valuing and cataloging hunting trophies and zoological collectables serving individuals, corporations and organizations.

- Provide fair market value and replacement value appraisals utilizing criteria including rarity of the species, record book ranking and condition of each mount.
 - Develop comprehensive and historical catalogue of zoological trophies using our own database that we developed for International Trophy Room Appraisals which includes both common and scientific names of each animal to optimize value of collection. This professional report can be updated as needed to reflect true market value in a business or professional portfolio.
 - Official Scoring Credentials from:
 - Safari Club International Insurance
 - Rowland Ward
 - Texas Record Book of Exotics
 - Retained as expert witness in civil actions regarding fair market value of zoological artifacts and have made opinions to private individuals and organizations.
 - Provide realistic valuation to serve as benchmark for making informed decisions on handling the dispensation process, protecting valuable trophies and preserving investments.
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Wildlife Etc.

1993-Present

J. Rod Smith, Owner

Privately owned import/export company specializing in the sale of legally imported game products including professionally tanned Burchell's zebra skin rugs and other game skins, European mounts (skulls), taxidermy mounts, and curios such as ostrich egg shells.

- Legal acquisition and importation of zoological artifacts from various countries in Southern Africa and manage the distribution of products in a global market.
- Liaison with US and Foreign government officials regarding legal issues in the commerce of zoological collectables.
- Developed a product line to maximize the use of our limited game resources. Work closely with suppliers to meet or exceed customer's expectations.
- Developed database of zoological specimens including common and scientific name.
- Hands on marketing development via website advertising and e-commerce sites, trade publications and customer relations.
- Hold 17 year licensee by the United States Fish and Wildlife Service for the purpose of importing and exporting zoological collections for commerce.
- Provide turn-key trophy room and zoological collectables liquidations at private sale and public auction. One of our auctions drew media attention from the Miami Herald which featured J. Rod Smith and Willdife Etc. The article documented a court ordered bankruptcy sale that we were holding in Fort Meyers, Florida.
- Presently working to open new markets in Asia to sell our products and develop new products with our Asian counter parts.

LICENSE AND CERTIFICATION

- U.S. Fish & Wildlife Service Import/Export License
- Certified Appraisers Guild of America

AFFILIATIONS

International Trophy Room Appraisals and Willdife Etc. are proud to support the following organizations.

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| • Safari Club International | • Boone and Crocket Club |
| • Dallas Safari Club | • Houston Safari Club |
| • Certified Appraisers Guild of America | • Conservation Force |
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**J. Rod Smith (*White Shirt*)-Owner/Certified Appraiser
International Trophy Room Appraisals**

**In the Bush
Republic of Botswana
Southern Africa**

