



AUTO TANNER

Your Personal Tannery

By Dan Rinehart

PRESSURIZED TANNING HAS BEEN AN INDUSTRY-SECRET for many years. Professional tanneries and tanning chemists have known of the benefit of tanning through pressurization for many years. Today, the efficiency and productivity that large tanneries gain through pressurized tanning is available to the individual taxidermist. The Auto Tanner is a personal-sized model, specifically designed to meet the needs of an individual business.

A decade ago, the Auto Tanner was introduced to the taxidermy industry. Since then, taxidermists have tanned thousands of hides and increased the productivity of their businesses to the point that many taxidermists have started using their Auto Tanner to tan capes for surrounding taxidermists. Not only have they saved a ton of money and time with their own skins, but they have started their own "personal tanneries" and increased their incomes significantly.

The Auto Tanner saves you time and money AND gives you a product of the very highest quality. Even more significant, you NEVER lose control of your customers' skins. How does the Auto Tanner compare to using a commercial tannery?

Costs of sending hides to a tannery

Let's take a look at the efficiencies associated with tanning your hides using the AUTO TANNER. First, we need to look at the cost saving. The average going price for sending-out a hide to be tanned is \$38.00 for the tanning service and \$8.00 for the shipping (\$4.00 each way). With shipping, a tanned cape costs \$46.00 (that's NOT considering the increases in shipping charges that are about to effect us due to the increased price of gasoline).

AutoTanner material costs

Let's take a look at the material costs of the AUTO TANNER. Each cape takes 1 pound of the BuckTan tanning crystals (\$1.13/pound) and 1/3 cup of Softening Oil (\$1.65/ 1/3 cup). Total material cost for tanning a cape with the AUTO TANNER is \$2.78.

The difference in cost per cape is huge *and* obvious —
\$2.78 (Auto Tanner) vs \$46 (commercial tannery)

Notice that I have changed the title of the last column from "Net \$ SAVED" to "Net \$ EARNED". I changed the title because you are actually earning money by tanning your hides with the Auto Tanner. If you mount 100 deer each year, you earn \$4,035.00 more for doing the same amount of work.

You might say that tanning your own hides takes a lot more time and labor. I agree with that if you are salting, pickling, neutralizing, cream tanning and washing your hides. But

<u>CAPES</u>	<u>X</u>	<u>COMMERCIAL TANNING</u>	<u>=</u>	<u>TANNING TOTAL</u>
10		\$43.22		\$432.20
35		\$43.22		\$1512.70
50		\$43.22		\$2161.00
75		\$43.22		\$3241.50
100		\$43.22		\$4322.00
125		\$43.22		\$5402.50

<u>CAPES</u>	<u>X</u>	<u>MATERIALS</u>	<u>=</u>	<u>MATERIALS TOTAL COST</u>
10		\$2.78		\$20.78
35		\$2.78		\$97.30
50		\$2.78		\$139.00
75		\$2.78		\$208.50
100		\$2.78		\$287.00
125		\$2.78		\$347.50

Calculate **NET DOLLARS SAVED (EARNED)** by subtracting **AUTO TANNER MATERIALS COST** from **COMMERCIAL TANNING COST**

<u>QTY. TANNED</u>	<u>COMMERCIAL TANNING COST</u>	<u>-</u>	<u>AUTO TANNER MATERIALS COST</u>	<u>=</u>	<u>NET \$ EARNED!</u>
10 capes	\$432.20	-	\$20.78	=	\$411.42
35 capes	\$1,512.70	-	\$97.30	=	\$1,415.40
50 capes	\$2,161.00	-	\$139.00	=	\$2,022.00
75 capes	\$3,241.50	-	\$208.50	=	\$3,033.00
100 capes	\$4,322.00	-	\$287.00	=	\$4,035.00
125 capes	\$5,402.50	-	\$347.50	=	\$5,055.00

with the Auto Tanner, all these individual steps are consolidated in the single BuckTan (or Arrowhead Tan) process.

What is that process? Let's take a look.

“The AUTO TANNER lives up to all its claims!”

Master Tanning Chemist – Bruce Rittel

The Auto Tanner process consists of a “single mixture” that tans and neutralizes. How is that possible? To answer that question, we need to look at the three types of tan recommended for the Auto Tanner: 1) BuckTan Crystals; 2) Arrowhead Tan Crystals; and 3) Krowtann 2000 Solution.

First off you should know that all tanning falls into one of two categories: 1) Mineral tan or 2) Synthetic tan. A mineral-tan is made of a natural mineral (example aluminum sulfate). Synthetic tans consist of man-made “synthetic” chemicals. Both types of tans are proven and used widely in the taxidermy industry.

BuckTan Crystals and Arrowhead Crystals

This is a mineral tan that consists of three ingredients: 1) Aluminum Sulfate – Acidic tanning agent, sets hair; 2) Salt – pulls natural fluids out of hide; and 3) Soda Ash – a time-released neutralizer that slowly increases pH, locking-in tanning agents.

Aluminum sulfate is an acidic tanning agent that both “opens” the hide (lowering pH) and saturates hide molecules/fibers. As aluminum sulfate lowers the pH, the hide is puffed up creating a more porous hide which more efficiently accepts tanning agents. Once the hide is puffed-up, the pressurized aluminum sulfate replaces organic material within each hide molecule with the aluminum sulfate tanning agent. Note: With the pressure tanning system “pickling” is automatically in the process – NO pre-salting is required!

Salt pulls natural fluids, dirt and contaminates out of the hide, transferring such fluids from the hide and sending it into the waste fluid. Salt also prevents “acid swell”.

Soda ash is a “time-released” neutralizer that slowly increases the pH of the tanning solution. The result is that soda ash neutralizes the hide (closes hide tissue) and locks in the tanning agents. The important (proprietary) characteristic of our soda ash is that it is time-released. The aluminum sulfate must have adequate time to first open, penetrate and saturate hide molecules and hair fibers/roots. Therefore, the effectiveness of the soda ash must be put on hold for a time period. Once the aluminum sulfate has penetrated the hide molecules (osmosis) and coating the hide fibers, soda ash is released “locking in” the tanning agents and securing the hair root.

BuckTan Process:

1. Remove major meat and fat.
2. Turn ears, lips, eyes and nose.
3. Place in tanner, mix 1 pound of tanning crystal and 1 gallon of warm water per hide.
4. Pressurize tank to 50 psi and set timer for 1 hour - remove from tanner and “Final” flesh hides.
5. Add 1/3 cup of softening oil and 1 cap-full of Scour to tanning solution, place hides back in tanner, re-pressurize tanner to 50 psi for 2nd time and set timer for 3 hours.
6. After 3 hours remove hides from tanner and quickly (2-4 min.) rinse in coldwater/Dawn dishwashing detergent and spin-dry in washing machine or tumble hide in corncob grit until clean.

Arrowhead Tan:

This is a blend of both mineral and synthetic tanning agents that provide the best of both worlds; great stretch

(from the synthetic agents) and positive hair-set (from the mineral agents). It is also a VERY effective bactericide that fully penetrates and tans raw skins. Similar to the BuckTan, Arrowhead tan is “Self Pickling” —no more salting mess in your shop!

The Arrowhead process is EXACTLY the same as the BuckTan Process – just substitute the Arrowhead Crystals.
Krowtann 2000:

This is a multi-mineral tan that has recently gained much popularity. Krowtann 2000 is a solution that is mixed with water in which hides are submerged for a period of time. This product lends itself extremely well to the pressurized Auto Tanner process. Utilizing the Krowtann 2000 formulation within the pressurized Auto Tanner provides a more completely tanned Krowtann 2000 hide in only 4 hours!

The Krowtann 2000 process is EXACTLY the same as the BuckTan process, again, just substitute the Krowtann 2000 solution for the BuckTan/scour/water solution.

Increased Efficiency in your shop

The auto tanning process is easily incorporated into the natural work-flow of any taxidermy studio. Since the Auto Tanner tans as you are working, it is possible to do two things at the same time (tan a hide while mounting a deer). The following is a work-flow/rotation that many taxidermists are using to their advantage today. To begin with, take two hides out of the freezer the afternoon before.

8am - 9am Preliminary fleshing, turn lips/ears/eyes.
Place in tanner and pressurize for 1 hour
9am - 10am Set-up 2 deer manikins
set antlers/cut lip slot/dremel nostrils/
sand manikin/apply manikin prep
10am - 11am De-pressurize tanner, remove hides
and “final” flesh hides.
Place back in tanner for three hours.
11am - Noon Do hide-prep, sewing/earliners
12pm - 1 pm Take A Break!
1pm - 5pm Mount 2 deer
Note: at 2pm, the capes in the tanner are removed,
rinsed in water/Dawn, placed in a plastic bag and put
in refrigerator for tomorrow’s mounting.

The result of this process is that two deer are completely tanned, fleshed and mounted in one day.

Recommended by tanning experts, the Auto Tanner does what it claims to do. If you are looking to simplify things in your taxidermy studio and increase revenues – the Auto Tanner might be the answer for you. It SIMPLY works.



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