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*Proposal to ILE8 from communities to
legalise the trade in rhinoceros horns
by G. du Toit*

CHAPTER 31

Proposal to CITES from communities to legalise the trade in rhinoceros horn – J.G. du Toit

DRAFT PROPOSAL DOCUMENT TO AMEND WHITE RHINOCEROS APPENDIX 2. (Balepye Community)

Proposal:

To seek an amendment to Appendix II of CITES to establish a limited and regulated trade by South Africa of legally acquired white rhinoceros horn.

- Sell all current stockpiles in government and the private sector:
Will remove horns for illegal trade and make control more efficient
Generate funds to enable communities to ranch with white rhinoceroses
Generate funds that can be used in conservation

To seek an amendment to Appendix II of CITES to establish a limited and regulated trade by South Africa of limited hunting of white rhinoceroses.

- Stop hunting of white rhinoceros cows until poaching is under control
- Stop hunting of animals younger than six years until poaching is under control



Proponent:

Balepye Community via the Government of South Africa (SA).

Taxonomy:

Southern white rhinoceros (*Ceratotherium simum simum*).

Order: Perissodactyla

Family: Rhinocerotidae

Genus: *Ceratotherium*

Species: *simum* (Burchell, 1817)

Overview:

At the current rate of poaching the rhinoceros will be extinct in the wild by 2021.

The philosophy must be changed by giving a live rhinoceros a value by the following actions:

- Reduce poaching
- Reduce trophy hunting
- Increase trading in live animals (exports)
- Increase tourism
- Sell existing stockpiles (government and private sector)

- Increase the harvesting of horn from live animals, where applicable
- Research to replace rhinoceros horn with alternative products

How the above goals can be achieved:

Poaching

- Improve law enforcement by removing stockpiles that land up in the illegal market.
- DNA-typing of all live rhinoceroses for forensic purposes.
- Increase penalties in courts.
- Combined law enforcement strategies by China and SA on an international level.

Reduce trophy hunting

- Stop the hunting of females and sub-adult animals (< 6 years).

Trading in live animals (exports)

- Promote the export of live animals to overseas safari parks and ranches.

Increase tourism

- Incentives for lodges to use their animals for tourism to promote the conservation of the rhinoceros.

Sell existing stockpiles (government and private sector)

- Sell registered horn with a proof of ownership (DNA certificate)
- Money generated from government stockpiles can be put in a Trust Fund as seeding capital for communities to start their own rhinoceros-ranching enterprises. The money raised by the communities from horn or live-animal sales must also go into a Trust for the education of children in rural communities.

Legal harvesting of horn from live animals

- Legally obtained rhinoceros horn must become part of a legal marketing chain.

Replace rhinoceros horn with alternative products

- Do joint research with Chinese biochemists to detect other products with the same clinical properties.

A legal supply of rhinoceros horn will remove the necessity for killing a rhinoceros and should reduce the incidence of poaching to tolerable levels as in the past (0.1% of the population). Refer to Table 31.1 below.

Delaying the submission of a proposal for a legal trade in rhinoceros horn from COP 2013 to COP 2016 results in an additional cost of **US\$ 996 million (R7.5 billion)** arising from the continuing loss of rhinoceroses (1300 animals) between 2013 and 2016. More than 260 poachers will be killed that will further aggravate poverty in the communities whence the poachers originate.

Distribution:

In South Africa white rhinoceroses occur on 50 state-protected areas and on 400 game-ranches that are privately owned. More than 700 animals have been introduced to private land outside their normal distribution range. The total area in which they are protected is 10 million hectares.

Habitat:

White rhinoceroses inhabit grassland savannah habitats with open water which are relatively widespread in South Africa.

Nutritional requirements

During the rainy season, short grasses are the most important feed source, provided that they remain green. Examples of such grasses are *Panicum* species, *Urochloa* species, *Digitaria* species and *Sporobolus* species. Shade-loving grasses are utilized at the start of the dry season, as long as they are still green. During the dry season, rhinoceroses exclusively utilize medium to tall grass veld, of which rooigras (*Themeda triandra*) is the most important. White rhinoceroses have a strong preference for grass veld on doleritic soils and, given the choice, will avoid sandy soils.

Water requirements

During the rainy season, when there is an abundance of freely available water, the white rhinoceros will drink twice a day. During the dry winter season, rhinoceroses will drink every second day (on average) and may even go four days without water. The animals enjoy taking a mud bath during the hottest time of the day, and will often wallow in the mud for hours on end. White rhinoceroses should consume about 3% of their body mass in water daily.

Status:

The white rhinoceros population in South Africa has grown from fewer than 100 animals in 1910 to 6670 in 1995 and to 17 420 (calculated from population data) in 2011. In 2012 it was conservatively estimated that about 13 400 white rhinoceroses occurred on state land and 4000 on private land.

The growth rate in the population in the period 1995/2011 was 6.0% per annum, net of deaths. There are about 1000 white rhinoceroses in the rest of Africa. All these animals are from re-introductions originating from South Africa.

Threats:

Black market

When you stop a free market you create a black market. Rhinoceros horn is part of a smuggling basket which is also filled with drugs, alcohol, cigarettes, abalone, weapons and human trafficking. Despite a 50% increase in the level of law enforcement in Kruger National Park and KwaZulu-Natal protected areas in 2011, poaching increased by 73%, which suggests that law enforcement, on its own, is not solving the problem. Therefore the horn must be removed from the smuggling basket.

Chinese culture

The market was established by an age-old culture in China thousands of years ago. The western world will never understand this culture and must find legal ways to produce and market the product that is required. However, the Chinese must also respect the heritage of countries with live rhinoceroses. Diplomatic solutions must be built along a legal trade. Educating the Traditional Chinese Medicine Practitioners can be one of the most positive forces in protecting the rhinoceros in the future.

Green activists/terrorists

Activists are usually against the utilization of animals for their products. However, the horn of the rhinoceros can be used without killing or harm the animal.

Loss in revenue

Trade bans reduce opportunities for government conservation departments and the private sector to capture much-needed revenue. Lack of revenue reduces their ability and incentives to successfully conserve the rhinoceros. Controlling the illegal supply of horn through anti-poaching measures is expensive and its long-term effectiveness is threatened by declining budgets.

Education and understanding

Lack of funds needs to be urgently and clearly conveyed to delegates at CITES, many of whom do not experience the socio-economic challenges of conserving wildlife in a third-world country typified by limited resources. If legal systems are in place, however, communities can generate an income of rhinoceros ranching. In rural communities rhinoceros horn can empower children via education.

Stocks:

There are an estimated 16 000 kg of white rhinoceros horn in stockpiles. At an average weight of 4 kg per horn this approximates 4000 horns. If these horns are kept away from a legal market they will enter the same way as the horns in museums (loss to theft over a period of time).

Illegal trade:

The consequence of the 35-year-old ban in the international trade in rhinoceros horn has been the creation of a black market. The black market stimulates the poaching syndicates to kill rhinoceroses as a business. During 2011 poachers killed 448 rhinoceroses in SA (2010 = 333). In the rest of Africa poachers killed 80 rhinoceros during 2011 (2010 = 60). The total animals poached is 500 (1.9%) of the total African rhinoceros population of about 26 000 rhinoceroses. The number of rhinoceroses poached in South Africa in recent years has increased because the price of horn on the illegal market has increased substantially and the availability of rhinoceroses in the rest of Africa has decreased. The price of horn is thought to have risen six-fold over the past 10 years.

In Far Eastern markets horn sells at \$20 000 per kg at the wholesale level and an estimated average of \$40 000 per kg at the retail level. There are numerous different markets and prices vary across those markets. In addition to poaching of rhinoceroses, the illegal market is being

supplied with rhinoceros horn from medicinal hunts, stolen from museums, private trophy collections, and antique craft artefacts in Europe and the United States of America.

With the price of horn having risen steeply, there will have been stockpiling by speculators. This is likely to have been a significant factor in overall demand. The ban has therefore failed to reduce or eliminate the illegal trade in rhinoceros horn and has not safeguarded the World's rhinoceros species from being poached mercilessly.

Current Legal Utilization and Trade:

Live sales

SANParks and Ezemvelo-KZN Wildlife have custody of the majority of the wild rhinoceros populations owned by the state. These organizations sell live animals on auctions that end up in the breeding or hunting market in the private sector. (Refer to Table 31.2 below). The funds raised (more than R100 million) is the small wheel that turns the big conservation wheel. Wildlife Ranching South Africa (Private Rhino Owners Association) represents the biggest populations of rhinoceroses in private hands and document rhinoceros horn stock held by its members.

Ten white rhinoceroses were sold to other parks in Africa in 2011. In the period 2007–2009, 150 white rhinoceroses were sold to the Far East, principally China. Due to concern that these rhinoceroses might be used to supply the commercial horn trade, sales of rhinoceroses to the Far East were stopped in 2009. An adequate legal supply of horn would reduce poaching significantly and will allow South Africa to continue re-stocking protected areas elsewhere in Africa.

Hunting

Under permits issued by a nature conservation authority, trophy hunts accounted for 160 white rhinoceroses in SA in 2011 (2010 = 152 animals). This amounts to 0.8% of the population and produced an income of US\$ 7 million. From 1972 to 2004 hunting averaged 36 animals per annum. (Refer Table 31.3 below). From 2005 to 2011 hunting averaged 100 animals per annum. It can be surmised that there were between 50 and 100 illegal medicinal hunts per annum. Therefore, an interim measure must be to discontinue the hunting of cows and sub-adult animals.

Proposed additional trade:

Horn

Trade in rhinoceros horn is currently not sanctioned by CITES, although the sale of live rhinoceroses is sanctioned under certain conditions. CoP16 can provide the opportunity for the SA government, rural communities and the private sector to trade legally in rhinoceros horn.

Costs of decisions with no legal trade: If the decision is made not to take the *risk* of engaging in a legal trade in rhinoceros horn, the entire white rhinoceros population in the wild would be lost by 2021, according to the model of Rowan Martin. The loss, which takes into account the annual increments to the population through breeding and the annual losses

from illegal hunting, is **US\$ 6 billion (ZAR 48 billion)**. In any other sphere of commerce, if management loses R 48 billion, it would result in a national outcry, parliamentary investigations and court charges. Somehow, government conservation agencies appear exempt from this.

Costs of decisions with the legal trade begin in 2013: Using a population simulation model, the legal trade reduces the number of rhinoceroses killed illegally from 2013-2020 and ensures that the rhinoceros population not only survives but also survives in substantial numbers, i.e. above 16 000 animals. The financial saving to the nation from this is some **US\$ 2.3 billion (ZAR18 billion)**. The expected sale of rhinoceros horn from 2013-2020, which should be added to this, is about **US\$ 700 million (R5.6 billion)**.

Regulation of proposed sales:

Steps already in place to legalise the trade

On 17 November 2010 SA Breweries and the SA Veterinary Foundation took hands to launch the project to implement the databases. SAB invested R1 million in the project. The Wildlife Industry Trust was formed to enable the government and the private sector generating scientific information to manage wildlife populations in future. **The following databases were developed; wildlife census, drug, poaching, disease, genetic, hunting and translocation register.** Currently the registers are in different phases to be populated with data.

The Veterinary Genetics Laboratory at the Faculty of Veterinary Science, Onderstepoort, has the technology capable of extracting DNA from rhinoceros horn. There are currently 5000 horns genetically registered on the database. To date eight cases of rhinoceros poaching have been linked to horns on the database and will be used forensically in courts in the near future. Such data can also support government authorities in determining and differentiating between white and black rhinoceros horn. The DNA analysis also enables the rhinoceros ranchers with small populations sourcing the best unrelated breeding partners to prevent inbreeding. This is a powerful tool for long-term management if it is taken into account that the population originated from 100 individuals.

The Wildlife Industry Trust is currently managed by Deloitte & Touche to bring the government and the private sector together around the conservation table. The second phase will show the need of a **central permit-online system** that is necessary for the future of the wildlife industry in South Africa. Who can be in a better position to take this mammoth task in the future than an audit company such as Deloitte & Touche?

Central selling organization

The sale of rhinoceros horn could be done in a similar manner to that which was successfully used by De Beers to run the international trade in diamonds for over a century. The entity might be named the **Rhinoceros Horn Selling Organisation (RHSO)**. It would enjoy a high degree of autonomy but would report annually to the government.

The RHSO should have five objectives:

- To maximise the returns from sale of rhinoceros horn.
- To stabilise the market for rhinoceros horn.
- To reduce the demand for horn from illegal hunting.
- Secure the payment of taxes.
- To create a database of legal buyers and sellers

This function can again be monitored by Deloitte & Touche.

Banks as a storage vehicle

Most of the private stockpiles are kept in private safes in commercial banks. A specific bank can tender to keep all legal horns on behalf of the owners. The details of the horn (photo, weight, micro-chip and DNA certificate) can be produced on an internet auction. A reserve price can be published with the horn. This system will avoid *ring forming* at auctions. The funds can be transferred electronically and the system audited annually by Deloitte & Touche to identify the buyers and sellers.

Funds from stockpiles in the possession of government can be transfer in a trust fund and also be audited by Deloitte & Touche.

Species management:

Population monitoring

Monitoring animal numbers and mortalities is needed for sound meta-population management of rhinoceroses and will accurately measure optimal population growth. Currently the African Rhino Specialist Group (IUCN SSC) and Rhino Management Group (SADC) are responsible for population monitoring across South Africa and the various other range states. A database already in existence at Deloitte & Touche can assist these groups with their task.

Genetic monitoring

Controlling the illegal supply of horn through anti-poaching measures is a very expensive strategy, and its long-term effectiveness is threatened by decreasing budgets. Effective security requires intensive on-the-ground management and the deployment of trained personnel and sufficient resources. For successful prosecution, however, law-enforcement agencies must be able to prove ownership of animals. All private owners of rhinoceroses must prove ownership of their animals to hand in blood samples of their live animals to the Veterinary Genetic Laboratory at Onderstepoort.

Genetic management

To prevent inbreeding of the small populations on game ranches, the DNA database at Onderstepoort will indicate suitable breeding animals that are the least related.

Movement control of live animals

Capture and movement of rhinoceroses must be recorded on the databases managed by Deloitte & Touche. This action will help with crisis situations such as disease outbreaks and poaching tendencies.

Utilization monitoring

The hunting registers and permit-online databases at Deloitte & Touche will enable conservation authorities to make scientific decisions on the management of the endangered species.

Habitat conservation

Suitable habitat is a limiting factor for both white and black rhinoceroses. The more suitable habitat for white rhinoceroses, the higher growth rate in the animals' numbers. Government must welcome rural communities that make their land available for ranching with white rhinoceroses.

Control measures:

Captive breeding

Split larger extensive white rhinoceros populations into smaller semi-intensive populations. This will enforce better controlled anti-poaching operations and lead to an increase in rhinoceros numbers. Their horn can be harvested sustainably in such a manner that does not harm or injure the live animal. This procedure can also be implemented by communities to ranch more effectively than is the case with cattle.

Clear precedent for sustainable use of indigenous species in South Africa can be seen in the ostrich and crocodile industries. To harvest the product, however, a crocodile and ostrich must be killed. It has also been suggested that there could be a close parallel between the sustainable utilization of the vicuña to supply the market for its wool.

Safeguards:

The purpose of legal trade in rhinoceros horn is to reduce the amount of poaching and attach a monetary value to a live rhinoceros. If this is not achieved by the proposed legal trade, the situation can be reviewed and the results reported to CITES. Rhinoceros populations outside South Africa should benefit from a legal trade as there will be little or no need to poach, the rewards to poaching will decline significantly, there will be a much reduced demand for illegal horn, and the risks of prosecution will be much greater.

Of particular relevance in this context are socio-economic factors on the boundaries of national parks and game reserves harbouring rhinoceros populations. While posing a potential threat to the rhinoceros via poaching, on the one hand, neighbouring communities also represent a potential opportunity for social upliftment via the benefits from ranching with rhinoceroses for horn production and ecotourism. Turn potential poachers into owners of white rhinoceroses and make them conservationists.

Summary of the advantages to a controlled legal trade in rhinoceros horn:

Advantages of a controlled legal trade as discussed in this application include:

- Stockpiles will be removed in exchange for cash that can be used in cash-strapped nature conservation agencies or for the conservation of wildlife. Conservation without money is conversation.
- Removing stockpiles will stop theft of the horn from these stockpiles.

- A controlled legal trade will give the consumer the choice of purchasing the products from a legal, ethical and controlled source. This will help to eliminate the Black Market and establish a Free Market.
- A controlled legal trade will help to increase rhinoceros numbers. Due to their financial value, live white rhinoceroses will once again become a more attractive proposition to game ranches and reserves, since financial benefits may accrue. New and emerging farmers and local communities will be encouraged to keep and breed white rhinoceroses.
- A controlled legal trade would help alleviate poverty and provide jobs in communities. These communities can form partnerships and be encouraged to breed rhinoceroses for regular horn production. This can be 15 times more profitable than cattle and the money raised must be used for educational programs for children.
- A controlled legal trade in horn would encourage biodiversity conservation by creating new habitat for rhinoceroses. Communities will make their land available for such projects.
- A controlled legal trade did not threaten rhinoceros populations in the past, as illustrated in **Figure 31.1**. Rhinoceros horn from dead animals was used as doorstops during the years when trading was allowed.

Conclusion:

South Africa currently owns 80% of the world's rhinoceroses and the focus must be to reduce its risks to poaching. If the current situation continues the white rhinoceros will be extinct by 2021. It is South Africa's belief that a regulated trade will reduce the amount of poaching and greatly improve the outlook for all rhinoceros species. The international trade embargo has failed to protect rhinoceroses over the past 35 years; what can we lose in trying, since the benefits exceed the risks?

A regulated trade in horn is a more logical response to the problem and carries little downside risk. South Africa can satisfy market demand for horn from Asian countries. There will be no need to kill rhinoceroses.

A precedent has been established for species such as the vicuña of Peru and several crocodile species when CITES lifted the embargo on the international trade in these species. In all these cases the impact on the demise of the illegal trade was significant and dramatic. South Africa considers that there would be a similar impact on the current illegal trade in rhinoceros horn.

Definitions:

Animal care: The care of animals through good husbandry practices, taking the basic freedoms – as endorsed by the animal care committee of the OIE – into consideration.

Animal rights: The concept that animals have rights that are equivalent to, or even supersede, those of humans; implies that animals should be used for no other purpose than for the benefit of the animals themselves.

Animal welfare: The concept of using animals for human ends but minimizing pain, stress, suffering, and deprivation and enhancing the animals' well-being during their lifetimes.

Bred in captivity or captive bred: in relation to a specimen of a listed threatened or protected animal species, means that the specimen was bred in a controlled environment.

CITES: means the Convention on International Trade in Endangered Species of Wild Fauna and Flora, Washington, 1973.

Client: means any person not normally resident in the Republic of South Africa and who pays or rewards any other person for or in connection with the hunting of a wild animal or an exotic animal.

Commercial purposes: in relation to a restricted activity involving a specimen of a listed threatened or protected species, means that the primary purpose of the restricted activity is to obtain economic benefit, including profit in cash or in kind, and is directed towards trade, exchange or another form of economic use or benefit.

Community: means any group of persons or a part of such a group who share common interests, and who regard themselves as a community.

Game farm hunting permit: means a permit issued by the issuing authority to the landowner of a registered game farm, authorising a person authorised by the landowner to carry out a specific restricted activity, namely the hunting of a listed threatened or protected species on that landowner's registered farm, and the transport and possession of the dead specimen of a listed threatened or protected species subsequent to the hunt.

Legal rhinoceros horn: Horns obtained from carcasses of rhinoceros that have died from natural causes (for example old age, accidents and diseases), legally harvested by ranchers and horn seized by the government from criminals (for example poachers/smugglers) and registered on the DNA database at Onderstepoort Veterinary Genetic Laboratory.

Hunt in relation to a specimen of a listed threatened or protected species, includes:

- a) to intentionally kill such species by any means, method or device whatsoever;
- b) to capture such species by any means, method or device whatsoever with the intent to kill;
- c) to search for, lie in wait for, pursue, shoot at, tranquillise or immobilise such species with the intent to kill; or
- d) to lure by any means, method or device whatsoever, such species with the intent to kill,

but excludes the culling of a listed threatened or protected species in a protected area or on a registered game farm or the culling of a listed threatened or protected species that has escaped from a protected area and has become a damage-causing animal.

Hunting client means a person who:

- a) is not resident in the Republic of South Africa; and
- b) pays or rewards a professional hunter for, or in connection with, the hunting of a listed threatened or protected species.

Hunting-outfitter: means any person who presents or organizes the hunting of a wild animal or an exotic animal for reward.

Hunting trophy: means a whole animal, or a readily recognizable part or derivative of an animal, specified on any accompanying CITES permit or certificate, that: i) is raw, processed or manufactured; ii) was legally obtained by the hunter through hunting for the hunter's personal use; and iii) is being imported, exported or re-exported by or on behalf of the hunter, as part of the transfer from its country of origin, ultimately to the hunter's State of usual residence."

Listed threatened or protected species: means a species listed as a threatened or protected species in terms of section 56(1) of the Biodiversity Act.

Mark: means an indelible imprint, micro-chip or other recognised means of identifying a specimen, designed in such a way as to render the imitation thereof by unauthorized persons as difficult as possible.

Poison: includes any poison, preparation or chemical used to catch, immobilize, sterilize, kill or to harm physically a wild animal, exotic animal or invertebrate, and any like word that has a corresponding meaning.

Professional hunter: means a person who is licensed in terms of provincial legislation as a professional hunter.

Sell: means to sell, to barter, to offer for sale, to display for sale or to give or to offer at a valuable consideration, and "buy" shall be construed accordingly.

Stakeholder: (a) a person, an organ of state or a community contemplated in section 82(1)
(b) an indigenous community contemplated in section 82(1)(b)

Trade: includes the import into the Republic, export from the Republic, selling or otherwise trading in, buying, receiving, giving, donating, or accepting as a gift, or in any way acquiring or disposing of any specimen.

Weapon: means a firearm or other weapon or implement with which a projectile can be so propelled that it can kill, injure or immobilize a wild animal or exotic animal, the ammunition for a firearm and any projectile for use in connection with such other weapon or implement and any chemical or preparation for use in connection with such projectile.

Table 31.1: Poaching as a percentage of the total population of white rhinoceroses

YEAR	CALCULATED	CENSUS NUMBERS	POACHED NUMBERS	% POPULATION POACHED
1980	2 984		0	0
1981	3 180		0	0
1982	3 389		0	0
1983	3 612		4	0,11
1984	3 850		5	0,13
1985	4 103		4	0,10
1986	4 373		6	0,09
1987	4 661	4126	4	0,09
1988	4 967		4	0,08
1989	5 294		4	0,08
1990	5 642		8	0,14
1991	6 013		5	0,08
1992	6 409		15	0,23
1993	6 830		13	0,19
1994	7 279		26	0,36
1995	7 758	6 670	10	0,13
1996	8 268		2	0,02
1997	8 812	7 292	4	0,05
1998	9 392		8	0,07
1999	10 010	7 913	10	0,09
2000	10 668		7	0,07
2001	11 370	10 988	6	0,05
2002	12 118		23	0,19
2003	12 915		19	0,15
2004	13 764		8	0,06
2005	14 669	13 521	15	0,10
2006	15 634		23	0,15
Poaching				
2007	16 662		12	0,07
2008	17 758		76	0,43
2009	18 926		120	0,63
2010	20 171		333	1,65
2011	21 497		448	2,08
2012	22 911		600*	2,6

*Estimated number

Table 31.2: Numbers and monetary value of white rhinoceroses sold by the SA Government for the period (2005 – 2012)

YEAR	SAN PARKS		KZ-NATAL		NORTH WEST PARKS	
	NUMBER	TOTAL	NUMBER (ZAR)	TOTAL	NUMBER (ZAR)	TOTAL (ZAR)
2005	59	R 5 985 432	50	R 5 095 350	8	R 784 000
2006	96	R 11 392 800	33	R 4 405 005	39	R 5 167 500
2007	81	R 15 481 297	24	R 4 420 008	20	R 2 960 000
2008	96	R 23 304 960	32	R 6 268 000	43	R 13 120 000
2009	252	R 51 132 875	81	R 15 790 000	0	0
2010	137	R 32 509 574	67	R 12 700 000	4	R 880 000
2011	107	R 23 531 937	69	R 12 412 000	27	R 5 265 765
2012	No data available		40	R 9 735 000	No data available	
TOTAL	828	R 163 338 875	396	R 70 825 363	141	R 28 177 265

Table 31.3: Hunting as a percentage of the population of white rhinoceroses

YEAR	CALCULATED NUMBERS	CENSUS NUMBERS	HUNTED NUMBERS	CALCULATED % HUNTED
1972	1 793		40	2.2
1973	1 910		1	0.05
1974	2 036		44	2.2
1975	2 170		26	1.2
1976	2 312		13	0.56
1977	2 464		1	0.04
1978	2 627		3	0.11
1979	2 800		28	1
1980	2 984		32	
1981	3 180		37	1.16
1982	3 389		32	
1983	3 612		32	
1984	3 850		32	
1985	4 103		32	
1986	4 373		32	
1987	4 661	4126	42	0.9
1988	4 967		42	0.85
1989	5 294		39	0.74
1990	5 642		34	0.6
1991	6 013		34	0.56
1992	6 409		42	0.65
1993	6 830		39	0.57
1994	7 279		69	0.94

1995	7 758	6 670	32	
1996	8 268		32	
1997	8 812	7 292	32	
1998	9 392		32	0.34
1999	10 010	7 913	43	0.43
2000	10 668		48	0.45
2001	11 370	10 988	60	0.53
2002	12 118		38	0.31
2003	12 915		45	0.35
2004	13 764		60	0.43
Pre-poaching			1148	
Poaching				
2005	14 669	13 521	78	0.53
2006	15 634		92	0.59
2007	16 662		124	0.74
2008	17 758		94	0.53
2009	18 926		107	0.56
2010	20 171		152	0.75
2011	21 497		160	0.74
SUBTOTAL		700		
TOTAL		1848		

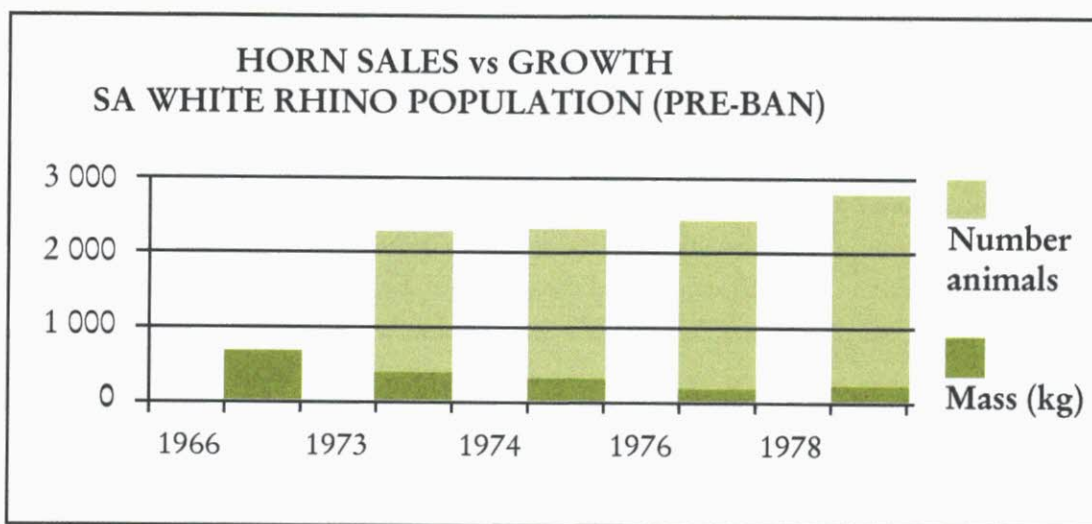


Figure 31.1: White rhinoceros population growth in comparison with historical sales of horn.

The Convention on International Trade in Endangered Species of Wild Fauna and Flora (CITES) adopted a definition of hunting trophy. CITES also considers worked and manufactured items made from the hunted animal as part of the hunting trophy. Here is the official language:

“The term ‘hunting trophy’ means a whole animal, or a readily recognizable part or derivative of an animal, specified on any accompanying CITES permit or certificate, that: i) is raw, processed or manufactured; ii) was legally obtained by the hunter through hunting for the hunter’s personal use; and iii) is being imported, exported or re-exported by or on behalf of the hunter, as part of the transfer from its country of origin, ultimately to the hunter’s State of usual residence.”

Considering all the other very restrictive definitions that were proposed by various participants in the working group, most of which excluded worked items, we are pleased with the final definition. Although the wording is very technical, it allows any parts or derivatives of an animal to be traded as a hunting trophy, as long as they appear on the proper paperwork and are verified by the exporting party to be a part of the entire trophy. For the time being, the United States will keep its restriction that excludes worked and manufactured items from being considered a part of the trophy. However, we believe that the United States will eventually replace their definition with the new CITES definition.

Internationally, hunters and governments will benefit from this definition. They will be saved from confusion as to what constitutes a worked item and they will not have to provide several different permits for different items made from the hunted animal. The hunter will now have one permit that verifies his trophy and we believe there will be fewer trophy seizures of as a result. In addition, the taxidermy and crafting industries in Africa will be relieved of their concerns about losing business due to problems associated with trade in worked and manufactured items made from a hunted animal.