



**Saiga Trade Market Monitoring, Outreach Campaign and
Law Enforcement Support for TCM in Guangzhou, China**

INTERIM REPORT

TO THE

SAIGA CONSERVATION ALLIANCE 2010

PROJECT LEADERS

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Executive Summary

The aim of this project is to understand, and reduce, the current trade status of Saiga (*Saiga tatarica*) horn and its products in Guangzhou's Traditional Chinese Medicine (TCM) wholesale markets through market monitoring, education campaigns, and law enforcement. In November 2010, January and February 2011, Wildlife Conservation Society (WCS) staff undertook regular monitoring of Guangzhou's TCM wholesale markets to gain an understanding of the current level of illegal trade in Saiga products. WCS conducted 729 surveys, during which, 38 stores (5.2%) were found to be selling Saiga products. 85.2 kg of Saiga horns and/or products were observed in the markets, ranging in price from 150-23,000 RMB per/kg. Informant's work was involved in order to understand the dynamic of the trade. It is believed that there are two trade routes for the illegally traded Saiga horn and its products, one is from the border of Xinjiang province to Guangzhou; another is from the Russian border to Guangzhou. The main purchasers of these products are doctors who have opened private clinics or patients who are told to use Saiga horn as medicine by doctors. An exhibition on wildlife conservation was held at the 3rd Xiaozhou Art Festival to educate the community on the impact illegal trade in Saiga products has had on Saiga populations worldwide. A brochure was also designed for a wildlife

conservation education campaign conducted by the Guangzhou CITES Management Authority for the 16th Asian Games in November 2010.

Background

Saiga antelope (*Saiga tatarica*) is a first-class protected species in China, and is listed as endangered on the IUCN Red List. They were once common across the steppes and semi-desert regions of south-eastern Europe and Central Asia from the Precaspian steppes to Mongolia and western China. Populations of Saiga are currently distributed in Kazakhstan, the Russian Federation, Uzbekistan, Turkmenistan, and Mongolia (IUCN/SSC Antelope Specialist Group & Saiga Conservation Alliance report, 2010). The Saiga was extinct in China by the 1960s.

The TCM philosophy considers Saiga antelope horn to be an effective medicine ingredient to reduce body heat and stop spasms. As a result, Saiga antelope horns and its products are one of the most popular illegally traded wildlife products in the TCM markets. Guangzhou's TCM wholesale markets are one of the biggest markets involved in the illegal trade of Saiga products Southern China.

In August 2009, the Wildlife Conservation Society (WCS) China Program started conducting market monitoring and surveys in key TCM markets, as well as outreach and education campaigns in Guangzhou to reduce the illegal trade in these products. This work was made possible with previous funding from the Saiga Conservation Alliance.

According to the market monitoring surveys conducted between November 2009 and April 2010, 136 (21%) of the 656 stores surveyed sold Saiga products. Over 508 kg of Saiga products were observed for sale in the markets. The price of the Saiga products fluctuated throughout the year, and the late December 2009 monitoring results recorded both the highest supply and price, which the TCM retailers attributed to the increased demand due to the upcoming Spring Festival.

Information about the suppliers, purchasers, source, and final destination of the Saiga products is lacking. Monitoring and undercover investigation are an important aspect to gaining an in-depth understanding of these illegal Saiga trade dynamics, as well as assisting us to identify areas to focus our education activities on and effectively collaborate with government agencies to tackle the illegal trade.

This report details our progress against the objectives of the project for the 6 months between September 2010 and February 2011.

Objective

Our project will aim to reduce the Saiga horn trade through three main objectives: 1) to monitor the level of Saiga horn trade activity in the Qingping TCM wholesale market; 2) to raise public awareness of Saiga conservation; and 3) to submit monthly reports to relevant law enforcement agencies for better enforcement.

Activities

1. Market Monitoring

1.1 Pre-survey

Between September and October 2010, WCS conducted a pre-monitoring survey at Qingping Medicine Market, Qingping Professional Medicine Market Section H, Qingpingdong Drug Market, Qingping Medicine Center, Tiyun East Dry Goods and Seafood Market, and stores along Qingping Road, to identify the different stores before finalizing the monitoring protocols and consolidating the action plan. 1752 stores were included in the pre-monitoring survey (table 1).

In October 2010, we recruited and trained 17 surveyors and one informant on species and product identification.

Table1. Total number of stores included in the pre-monitoring survey

Market name	Total number of stores
Qingping Medicine Market	442
Qingping Professional Medicine Market Section H	617
Qingpingdong Drug Market	108
Qingping Medicine Center	445
Tiyun East Dry Goods and Seafood Market	42
Stores along Qingping Road	98
Total	1752

1.2 Monthly Monitoring

WCS developed detailed action plan outlining monitoring protocols for the project period from November 2010 to August 2011. Saiga products were grouped into five categories: whole horn with bone, whole horn without bone, top half of horn without bone, bone pieces, and horn strips, pieces or powder. Volunteers were recruited to act as potential consumers and survey a pre-selected number of stalls on a monthly basis (except every quarter when a 1/3 of the stores identified in the pre-survey are randomly selected to be surveyed) (Appendix 1). To date, three regular monthly surveys (November 2010, January and February 2011) and one quarterly survey (December 2010) have been conducted. The quarterly survey results are not included in this interim report, instead they will be provided in the final report.

In November 2010, January and February 2011, WCS conducted a total of 729 surveys in Qingping Medicine Market and Qingping Professional Medicine Market Section H, of which 38 stores (5.2%) were found to be selling Saiga products (Table 2). The type and quantity of Saiga products observed during this period is shown in Figure 1. The results show that the type and quantity of Saiga products observed during the survey period varied (Table 3). Saiga horn strips, pieces or powder were observed in larger quantities than the other forms, with quantities varying significantly between November 2010 and February 2011. It is believed that at least some traders take bone, goat horns as ingredients to make so-called Saiga horn stripes, pieces or powder products but this will need further investigation. The other forms of Saiga product didn't have significant changes in quantity over those three months.

We conducted surveys in different markets over the monitoring period and found the quantity of Saiga products to be higher in February 2011 than in November 2010. However more surveys will need to be undertaken to determine any trends.

Table2. Number of stores illegally selling Saiga products in November 2010, January and February 2011

Month	Sample size	Number of stores illegally selling Saiga products	Percentage (%)
November 2010	245	7	2.8
January 2011	254	13	5.1
February 2011	230	18	7.8
Total	729	38	5.2

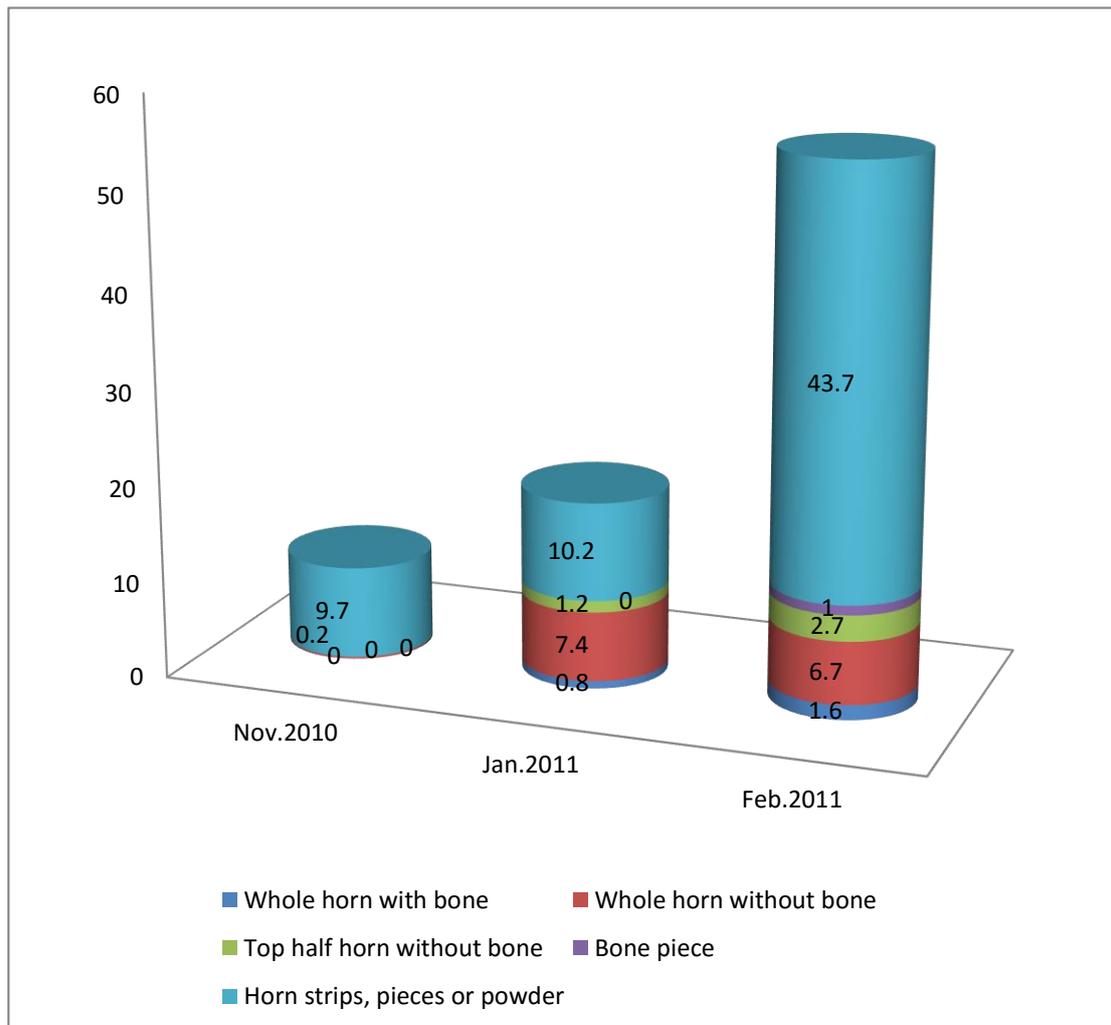


Fig 1.Quantity (Kg) of Saiga products sold during November 2010, January and February 2011

Table3. The frequency, quantity and price of different Saiga horn production November 2010, January and February 2011

Trade form	Frequency	Quantity (Kg)	Price (RMB)
Whole horn with bone	11	2.4	3500-15000
Whole horn without bone	11	14.3	1400-23000
Top half of horn without bone	8	3.9	2000-10000
Bone piece	1	1.0	150
Horn strips, pieces or powder	31	63.6	150-6000
Total	47	85.2	150-23000

1.3 Informant Survey

On 18 and 27 November 2010, an informant conducting surveys in the Qingping Professional Medicine Market Section H found two stores selling a total of 5 Saiga horns (0.745 kg). Between 20-29 February 2011, the informant conducting surveys in the Qingping Medicine Market and Qingpingdong Drug Market found three stores selling a total of 7 Saiga horns (weight unknown). The informant discovered that for Saiga horns are smuggled from the border of Xinjiang Province, sold to TCM markets in Urumuqi (the capital of Xinjiang Province), then transported to Guangzhou. Another trade route is from the border between China and Russia, where products are then transported to Guangzhou by post. The Saiga horns and its products found in Guangzhou markets are mainly from Russia, although some are from Xinjiang. Traders within Guangzhou's TCM markets will then sell the horns to both individuals and medical companies. The traders told the informant that many wildlife products (including Saiga horn, bear bile, rhino horn, etc.) are mainly purchased by doctors who have opened private clinics and patients who are told to use Saiga horn as medicine by doctors. More undercover surveys are required to gain a deeper understanding.

2. Education

1. Exhibition at the Xiaozhou Art Festival

From 1-31 October 2010, the 3rd Xiaozhou Art Festival was held in Guangzhou, China. The WCS China Program was invited by the Xiaozhou Arts Festival Organizing Committee to participate in the festival. We developed a special exhibition focusing on the conservation of endangered wildlife for the festival. Saiga was the focus of this particular exhibition.

The exhibition combined unique forms of artistic expression together with graphs, lines, arrows, and simulations, delivered a strong message to the visitors that illegal wildlife trade has driven many wildlife species towards extinction. Such art work elicited a strong response from the audience. Through the use of a Saiga conservation video, pictures and public participation, the exhibition further revealed that unrestrained demand and excessive use of Saiga horns had wiped out the entire

Saiga population in China and also threatened the survival of Saiga antelope populations in neighbouring countries. 50, 000 visitors enjoyed the festival and there were over 10 media reports.



Fig2. The main billboard of the festival



Fig3. The main entrance of the 'What Happened' exhibition



Fig4 Status of different wildlife species

2. Brochure for the 16th Asian Games

The 16th Asian Games were held in Guangzhou in November 2010, and many tourists visited the city as a result. During this period, the Guangzhou CITES

Management Authority conducted an education campaign which included distributing brochures at the Guangzhou Baiyun Airport, Guangzhou Railway Station and Guangzhou Coach Station. WCS was invited to assist with technical support. We designed a brochure which included key information on CITES, and not buying medicines or decorations made with illegal wildlife products. Saiga was the focus in this brochure.

The Guangzhou CITES Management Authority printed 20,000 copies, and distributed 16,000 copies at the airport, railway station and coach station with the help of Guangzhou Customs. WCS distributed 4,000 to restaurants which agreed to not sell illegal wildlife products through our Green Map project.

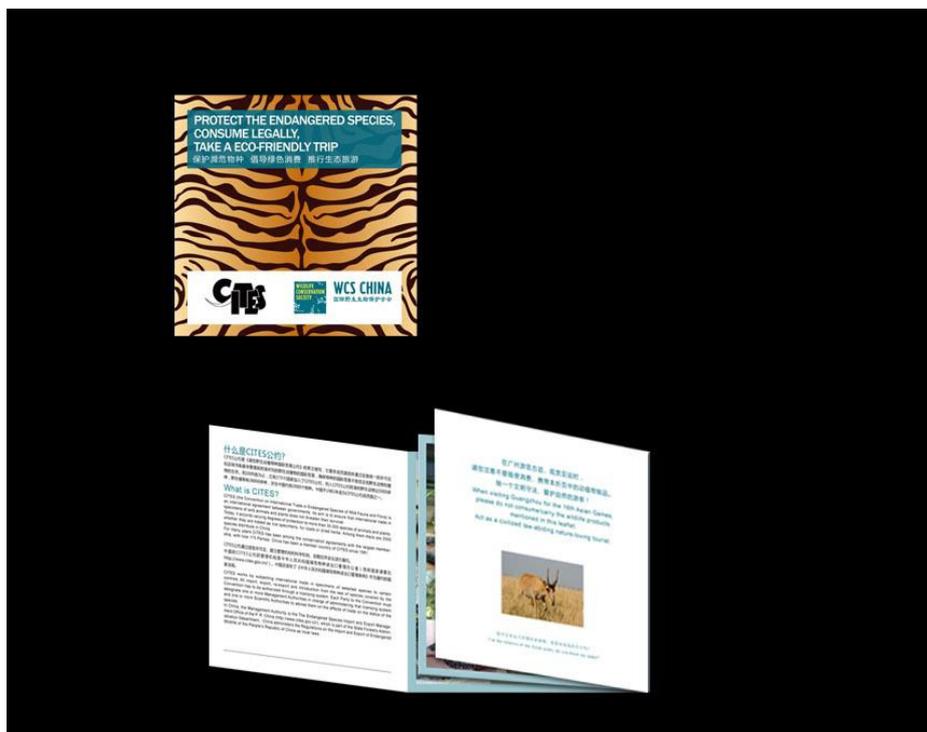


Fig.5 Brochure for the 16th Asian Games

Between November 2010 and February 2011, we published an article on wildlife conservation issues in a local magazine called That's PRD, drafted another one for the US Chamber of Commerce to publish in its monthly magazine, conducted interviews, and published an article in the China Daily. All articles and interviews were concerned with wildlife CITES conservation, and included concerns about the illegal trade in Saiga horns and its products.

3. Monthly Report

Monitoring reports have been submitted to local government enforcement agencies on a monthly basis since December 2010, however the market survey results have not shown a significant reduction in trade to date. A special report on the trade of Saiga horn in the TCM markets in Guangzhou was submitted to Guangdong Province Wildlife Conservation Office and Guangzhou Forestry Police Department in February 2011. Feedback from the Guangzhou Forestry Police department on the

monitoring reports has been positive and enforcement activities have been undertaken, however WCS has not yet been notified of the result of these activities to date.

Conclusions and Next Steps

Saiga products are still sold in large volumes throughout Guangzhou. Comparison of the monthly survey results show there was a fluctuation in the quantity of Saiga products observed in the different markets. More surveys are required to gain a deeper understanding.

WCS is lobbying a direct market intervention and will continue to collect information on the illegal trade in Saiga horns and its products (especially information about how many whole horns were traded, the turnover and freshness of the horns). We will continue to submit monthly reports to the enforcement agencies with the aim of increasing law enforcement activities. We will cooperate with the Guangzhou CITES office and the Guangzhou Forestry Police Department and assist them with Saiga identification, leading to greater law enforcement capacity to confiscate Saiga products and arrest offenders where appropriate.

Appendix I Survey Schedule

Month	Qingping Medicine Market	Qingping Professio nal Medicine Market Section H	Qingping dong Drug Market	Qingping Medicine Center	Tiyun East Dry Goods and Seafood Market	Storesalo ngQingpi ng Road
Nov. 2010	N/A	245	N/A	N/A	N/A	N/A
Dec. 2010	Quarter Survey					
Jan. 2011	212	N/A	N/A	N/A	42	N/A
Feb. 2011	230	N/A	N/A	N/A	N/A	N/A
Mar. 2011	Quarter Survey					
Apr. 2011	N/A	372	N/A	N/A	N/A	N/A
May. 2011	N/A	N/A	108	N/A	N/A	98
Jun. 2011	Quarter Survey					
July. 2011	N/A	N/A	N/A	220	N/A	N/A
Aug. 2011	N/A	N/A	N/A	225	N/A	N/A
Total	442	617	108	445	42	98