

Technical Report Commissioned by the United States Fish and Wildlife Service

An Analysis of the CITES-Reported Illegal Trade in *Lynx* species and Fur Industry Perceptions in North America and Europe

**In the context of supporting the CITES REVIEW OF FELIDAE Based upon AC21
Doc 11.3: *Phase I: AC21-22 Lynx Complex and potential look-alikes***

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1.0 INTRODUCTION

1.1 Purpose and Scope of the Study

The purpose of this study was to assist the US Fish and Wildlife Service (USFWS) in contributing to the analysis of the trade in *Lynx* spp. and potential look-alike species, as per the need outlined in CITES AC Document 11.3 (*Periodic review of animal species included in the CITES Appendices: Review of Felidae*) (USFWS, 2005a) of the 21st meeting of the CITES¹ Animals Committee (May 20-25, 2005). The USFWS contracted TRAFFIC to answer some specific questions to inform the process. The report summarizes the extent and nature of trade in parts and derivatives of *Lynx* species based upon analysis of CITES trade data and the perceptions of the *Lynx* fur trade industry in North America and Europe. This report provides subjective insights from fur industry representatives into the perceived implications of removing bobcat (*Lynx rufus*) from CITES Appendix II and the identification challenges due to the similarity of appearance of *Lynx rufus* to other *Lynx* species. This report does not consider how delisting *Lynx rufus* could impact other cat species; identification methods or problems; domestic trade in *Lynx* spp.; or the trade and/or harvest of *Lynx* in Asian countries.

Some of the key issues that this report attempted to document were as follows:

- Trends and conclusions about the illegal trade in *Lynx* spp. based on CITES trade data.
- How illegal trade in North American and European *Lynx* spp. compare, based upon available CITES trade data.
- Significant differences in the scale and nature of illegal trade in different *Lynx* spp.
- Opinions from the fur industry on incentives or disincentives to the deliberate misidentification of *Lynx* spp. products in trade.
- Opinions from the fur industry on the likelihood that products of other *Lynx* spp. would be deliberately misidentified as *L. rufus* if *L. rufus* was de-listed from CITES.
- Opinions from the fur industry on how prices for products from the different *Lynx* species compare.
- Opinions from the fur industry on market forces that could affect the deliberate misidentification of specimens of *Lynx* species in North American and European trade.
- Opinions from the fur industry on the ease or difficulty of distinguishing the pelts and products from the different species of *Lynx*.

This report is divided into five parts. This introduction concludes Part 1. Part 2 describes the methods used to research the report; Part 3 provides the results of the study; Part 4 offers a discussion of the results; and Part 5 summarizes the conclusions made from the results and discussion. Raw data are available in a series of appendices at the end of the document.

1.2 Background on *Lynx* Species

The genus *Lynx* is in the subfamily Felinae, of the family Felidae. There are four species in the genus: Canadian lynx (*Lynx canadensis*), Eurasian lynx (*Lynx lynx*), Iberian lynx (*Lynx*

¹ The Convention on International Trade in Endangered Species of Wild Fauna and Flora.

pardinus) and bobcat (*Lynx rufus*) (IUCN, 2006a-2006d); all of which are traded internationally for their fur, or have been in the past according to CITES annual report data (UNEP-WCMC, 2006a).

Lynx canadensis

The Canadian lynx, *Lynx canadensis* (synonym: *Felis canadensis*), is primarily distributed throughout Canada but has also been documented in 15 US states: Alaska, Colorado, Idaho, Maine, Michigan, Minnesota, Montana, New Hampshire, New York, Oregon, Utah, Vermont, Washington, Wisconsin and Wyoming (USFWS, 2005b). Most of the USA populations are small and threatened (IUCN, 2006a). Hunting and trapping is regulated in Canada and in the USA, although in the USA trapping is only permitted in Alaska (M. Cogliano, USFWS *in litt.* to E. Cooper, via S. Habel, TRAFFIC North America, Nov. 15, 2006). In 1996 the total effective population size was estimated to be above 50,000 mature breeding individuals (IUCN, 2006a). *L. canadensis* is the closest morphologically to *L. lynx* (although *L. canadensis* is significantly smaller) and the two species are often treated as conspecific (Cat Specialist Group, 1996). *L. canadensis* is thought to be a descendant of *L. lynx* from the last glacial period (Cat Specialist Group, 1996). The 2006 IUCN Red List of Threatened Species considered *L. canadensis* to be of Least Concern (IUCN, 2006a)². In 1977 it was listed by CITES as an Appendix II species, and was listed in 2000 as Threatened in the contiguous USA under the US *Endangered Species Act* (ESA) (UNEP-WCMC, 2006b; USFWS, 2005b).

Lynx lynx

The Eurasian lynx, *Lynx lynx* (synonym: *Felis lynx*) is the largest of the *Lynx* species and similar in appearance to *L. canadensis*. They are distributed throughout Europe, Central Asia, East Asia and Siberia, but approximately 75% of the population ranges within the borders of Russia (Cat Specialist Group, 1996). In 1996 the total effective population size was estimated to be below 50,000 mature breeding individuals (IUCN, 2006b). Hunting of the species is prohibited in Albania, Austria, Azerbaijan, Bulgaria, Belarus, Croatia, Czech Republic, France, Georgia, Germany, Greece, Hungary, India, Iran, Italy, Kyrgyzstan, Lithuania, Macedonia, Montenegro, Nepal, Pakistan, Poland, Serbia, Switzerland, Tajikistan, Turkey, Turkmenistan, Ukraine, and Uzbekistan (Breitenmoser *et al.*, 2000; IUCN, 2006b; M. Cogliano, USFWS *in litt.* to E. Cooper via S. Habel, TRAFFIC North America, Nov. 15, 2006). Hunting regulations/quotas apply in China, Estonia, Finland, Kazakhstan, Latvia, Mongolia, Norway, Romania, Russia, Slovakia, Slovenia, and Sweden (IUCN, 2006b; USFWS, 2006). The 2006 IUCN Red List of Threatened Species lists *L. lynx* as Near Threatened based on the 2002 analysis by the Cat Specialist Group (IUCN, 2006b). In 1977 *L. lynx* was listed by CITES as an Appendix II species, and is listed in Appendix III of the *Convention on the Conservation of European Wildlife and Natural Habitats* (Bern Convention). The species is also listed in Annex A of the European Union Council Regulation (EC) No 338/97 of 9 December 1996 which has prohibited commercial trade in wild *L. lynx* within the European Union since 1996 (Anon, 1997; Breitenmoser *et al.*, 2000).

Lynx pardinus

The Iberian lynx, *Lynx pardinus* (synonym: *Felis pardina*), is considered the world's most threatened species of cat due to its small wild population and constrained area of distribution

² At the time of writing, the most current IUCN Red List was published in 2006; however, the genus *Lynx* was last assessed in 2002.

(Cat Specialist Group, 1996). The species is restricted to scattered groups in the south-western area of Spain and Portugal with a population estimated to be less than a few hundred (approximately 250 breeding individuals in 1996) (Cat Specialist Group, 1996; IUCN, 2006c). They are the smallest of the *Lynx* species (half the size of *L. lynx*) (Cat Specialist Group, 1996). *L. pardinus* is the only species in the genus *Lynx* that is listed by the 2006 IUCN Red List of Threatened Species as Critically Endangered (IUCN, 2006c). In 1977 it was listed in CITES Appendix II and in 1990 it was up-listed to Appendix I. In 1970 the species was listed as Endangered under the ESA and has been fully protected in Spain and Portugal since 1973 by the Spanish National Nature Conservation Institute (ICONA) (IUCN, 2006c; USFWS, 2005b).

Lynx rufus

The bobcat, *Lynx rufus* (synonym: *Felis rufa*), is primarily distributed throughout the USA, but also occurs in Mexico and the southern part of Canada (IUCN, 2006d). In 1996 the total effective population size of the species was estimated to be above 50,000 mature breeding individuals (IUCN, 2006d). The 2006 IUCN Red List of Threatened Species considered the species to be of Least Concern based on the 2002 analysis by the Cat Specialist Group (IUCN, 2006d). In 1977 it was listed by CITES as an Appendix II species. Hunting is regulated in Canada, and in 38 US states. Nine US states have a continuous closed hunting season (USFWS, 2004). Four US states (Ohio, Indiana, Iowa and New Jersey) list the species as Endangered, and Illinois lists the species as Threatened (USFWS, 2004). The subspecies *L. rufus escuinapae* of central Mexico has been classified as Endangered under the ESA since 1976 (USFWS, 2005b).

In Mexico there is no large-scale commercial fur harvest of *Lynx rufus* (G. Almeida, TRAFFIC North America Mexico, *in litt.* to E. Cooper, Nov. 24, 2006). Hunting of *L. rufus* is allowed and each year the Secretaria de Medio Ambiente y Recursos Naturales (SEMARNAT)—through the Dirección General de Vida Silvestre (DGVS)—issues a number of hunting permits for the species. In 2005 the DGVS issued 17 permits to hunt *L. rufus*: three for the State of Coahuila, six for the state of Sonora and eight for the state of Nuevo Leon. The data for 2006 were not available at the time of writing (G. Viruega, Sub-Director for Policies of Inspection in Ports, Airports and Borders, PROFEPA, *in litt.* to E. Cooper, *via* G. Almeida, TRAFFIC North America-Mexico, Oct. 31, 2006).

Some delegations of SEMARNAT are decentralized and can therefore issue hunting permits for *L. rufus* without informing the Procuraduría Federal de Protección al Ambiente (PROFEPA). This is possible because *L. rufus* is **NOT** listed in the Norma Oficial Mexicana Protección Ambiental—Especies nativas de México de flora y fauna silvestres—Categorías de riesgo: the Mexican list of species that are legally protected in the country (G. Viruega, Sub-Director for Policies of Inspection in Ports, Airports and Borders, PROFEPA, *in litt.* to E. Cooper, *via* G. Almeida, TRAFFIC North America-Mexico, Oct. 31, 2006).

2.0 MATERIALS AND METHODS

2.1 Trade in *Lynx* Species

Data on the North American and European trade in the genus *Lynx* were obtained from CITES trade statistics, derived from the UNEP-WCMC *CITES Trade Database* (United Nations Environment Programme - World Conservation Monitoring Center) (UNEP-WCMC, 2006a). At the time of the writing of this report the deadline for submission of 2005 data to CITES had not passed and additional data were still outstanding. Thus the most recent data used for this study were from 2004.

The compiled data were organized into four categories: summary data, species data, item data, and country data. All data were compiled and analyzed only at the species level, subspecies specific data were not considered separately.

2.1.1 Legal Trade

Data on legal trade were compiled to provide perspective on the scale of illegal trade in *Lynx*, by allowing a comparison between the volume and composition of the two. No in-depth analysis of the legal trade was planned or conducted.

Data for legal trade in *Lynx* spp. items (live specimens were excluded) for the years 1980 to 2004 were compiled *except* for those where the source was recorded as “I” for confiscated or seized specimens. Data on species and items traded, and importing countries were provided via a Net Import Trade Data Report generated from the UNEP-WCMC *CITES Trade Database*³. A Net Export Trade Data report was generated to compile data on the countries of export⁴.

When compiling data for types of items, some categories were combined for simplicity. Specifically “leather items (small)”, “leather items (large)”, and “leather products” were all combined into a single category (for this report) entitled “leather items”. Similarly, “skin scraps” and “skin pieces” were combined into a single category entitled “skin pieces or scraps” (see Appendix D).

Any data that were not recorded by number of items (e.g. by weight or length) were converted to an approximate number of items to allow for comparison. For example, one entry consisted of “15 sq. cm” and another item was recorded as “1 sq. m.” Each of these was considered, for the sake of this study, to be one item. Entries recorded as “sets, pairs, boxes, flasks, sides, and shipments” were also considered to be items (e.g. 2 sets = 2 items), and entries recorded as “ml” were recorded as one item (e.g. 260 ml = 1 item).

³ Net Imports are the positive difference between total (re)exports (gross) and the total imports (gross) (UNEP-WCMC, 2004).

⁴ Net Exports are the positive difference between total imports (gross) and the total (re)exports (gross) (UNEP-WCMC, 2004).

Where skin items (e.g. skin pieces, skin scraps, plates⁵, etc.) were recorded by weight (gram or kilogram) or length (metre), these were converted to numbers of items by using the average weight or length (respectively) of a skin for the species in question. The conversions used to calculate the number of items for a given weight or length of *Lynx* fur was as follows:

Recorded weight /average weight of one skin = number of skins = number of items.

Recorded length /average length of one skin = number of skins = number of items.

For example: the average weight of a tanned *L. canadensis* skin is approximately 1.19 lb or 0.54kg (H. Wells, North American Fur Auctions *in litt.* to E. Cooper, Sept. 28, 2006); therefore 108 kg of *L. canadensis* furs would be considered to be equivalent to 200 skins, or 200 items for the purposes of this study. The average weights and lengths used for *Lynx* species skins are shown in Table 2.1.

Table 2.1 Average Weights and Lengths of Lynx Species Skins

	<i>L. canadensis</i>	<i>L. lynx</i>	<i>L. pardinus</i>	<i>L. rufus</i>
Approximate Average Weight	1.19 lb (0.54kg)	2.4 lbs (1.09kg)	n/a	0.96 lbs (0.44kg)
Approximate Average length	1 metre	n/a	n/a	1 metre

Note: n/a = not required for this study

Sources: H. Wells, North American Fur Auctions *in litt.* to E. Cooper, Sept. 28, 2006; Ciszek, 2002; Fox and Murphy, 2002; ISEC Canada, 2001a; ISEC Canada, 2001b.

2.1.2 Illegal Trade

Data for the years 1980 to 2004 were compiled for all *Lynx* spp. items where the source was recorded as “I” for confiscated or seized specimens (UNEP-WCMC, 2004). In this report these data are referred to as “illegal.” Those data for which the purpose was classified as “E” for educational, “S” for scientific, or “L” for enforcement (e.g. evidence in court or specimens for training) were eliminated from the data for the years 1992-2004. Prior to 1992, the UNEP-WCMC *CITES Trade Database* did not contain purpose information (UNEP-WCMC, 2004).

No consideration has been made of, nor is there data readily available on, the level and dynamics of illegal domestic trade in *Lynx* species.

All data were recorded by quantity (number of items), with the exception of one entry, which was recorded in kilograms. This entry (in 2000) consisted of *L. canadensis* plates weighing 36 kg. The average weight of a *L. canadensis* tanned skin is approximately 1.19lb (0.54 kg) (see

⁵ The term "plate" is used in the manufacturing end of the fur trade. After skins are dressed, they are matched to color, density and quality. The paws are removed and the backs are separated from the bellies. The skins are then cut into strips a couple of centimetres wide. The back strips are then re-sown together into an oblong "plate" and so are the paws, bellies, etc. These plates are then cut into various patterns for manufacturing jackets, coats, etc. A "belly plate" is considered far more attractive and expensive than a plate made from the paws. Plates are labour intensive to make and are usually made where labour is relatively cheap. The plates can then be exported to high-end designers and manufacturers (H. Wells, North American Fur Auction *in litt.* to E. Cooper, Sept. 26, 2006).

Table 2.1). Thus it was calculated that 36 kg of *L. canadensis* plates was equivalent to approximately 66 skins (36 kg/ 0.54 kg = 66) and this entry was therefore changed to 66 items for the purposes of this study.

2.1.3 Summary Data

The average number of items traded per year (legal or illegal) was calculated by dividing the total number of items traded between 1980 and 2004 by 25. This was calculated for each species.

The median number of items traded per year between 1980 and 2004 (legal and illegal) was calculated by adding the highest number and lowest number of items per year, and dividing the sum by two. This was calculated for each species.

2.1.4 Species Data

Data on legal and illegal trade were tabulated by the quantity of items that were recorded per year, according to specific *Lynx* species. Legal and illegal trade data were graphed to show trends in reported trade for each *Lynx* species in trade over the last 25 years (1980-2004).

2.1.5 Item Data

Data on legal and illegal trade in *Lynx* spp. were sorted by the quantity of each type of item recorded per year. These data were used to determine the most common items recorded and tabulated by the quantity of items recorded per year, according to the species of *Lynx*. Legal and illegal trade data were graphed to show trends in reported trade over the last 25 years (1980-2004) by species, and for the quantity of skins [presumably whole] recorded per species.

2.1.6 Country Data

The number of items recorded as legal and illegal were separately tabulated by the country of import and by the country of export/re-export (as recorded by the importing country). Legal and illegal trade data for importing and exporting countries were graphed to show trends in reported trade over the last 25 years (1980-2004).

Box 2.1 Limitations of the CITES Trade Database for this Analysis

- Seizures by most countries are usually reported by Customs and in insufficient detail (J. Caldwell, CITES Trade Database Manager, *in litt.* to E. Cooper, September 21, 2006).
- The illegal trade data in the UNEP-WCMC *CITES Trade Database* are not likely to be complete and will not represent all CITES seizures internationally.
- The online data outputs from the UNEP-WCMC *CITES Trade Database* add together all records where the purpose, terms and countries of import, export and origin are the same.
- The CITES annual report data do not record the reasons that trade is considered illegal.

2.2 Fur Industry Perceptions Survey

A questionnaire was designed (in French and English) to gather information on the trade in furs and fur products from *Lynx* species in North America and Europe (see Appendix A). This questionnaire was sent to North American and European fur industry representatives (fur dealers,

auction houses, exporters) that dealt with *Lynx* spp. to indicate what market forces may exist that may act as incentives or disincentives to the deliberate misidentification of *Lynx* spp. items in trade; the likelihood that items of other *Lynx* spp. would be passed off as *L. rufus* if *L. rufus* was de-listed from CITES; and how prices of the different *Lynx* spp. compare.

A list of fur auction houses, fur associations and retail outlets in North America and Europe was compiled from the websites of the Canadian Database for Fur Auction Houses, Fur stores / Furriers, Fur Council of Canada, Fur Institute of Canada, Fur Institute of America, and the National Trappers Association. An additional online web search was conducted to locate retailers that were not listed under the database or websites. A total of 218 locations in North America and Europe were contacted regarding the survey (see Table 2.2).

Table 2.2 Industry Representatives Contacted regarding the Fur Trade Questionnaire

Contacted but Did Not Complete the Questionnaire						
Country	Retailers	Auction Houses	Fur Associations	Fur Tanners/Dressers	Fur Manufacturers	Total
Canada	89	-	-	-	-	89
USA	53	2	2	2	1	60
Austria	-	-	-	-	-	5
Denmark	2	1	-	-	-	3
France	4	-	-	-	-	4
Germany	1	-	-	-	-	1
Greece	13	-	-	-	-	13
Italy	27	-	-	-	-	27
Russia	1	1	-	-	-	2
Switzerland	1	-	-	-	-	1
Norway	-	1	-	-	-	1
UK	-	-	1	-	-	1
Subtotal	191	5	3	2	1	218

Contacted and Completed the Questionnaire						
Country	Retailers	Auction Houses	Fur Associations	Fur Tanners/Dressers	Fur Manufacturers	Total
Canada	2	3	2		1	8
USA	3	-	1	2		6
Austria	1					1
Finland		1				1
Sub total	6	4	3	2	1	16
Total	197	9	6	4	2	6

North American Wholesale Outlets

Fur auction houses, fur associations, fur tanners/dressers, and manufacturers in North America were contacted for information regarding the trade in *Lynx* species. These companies were contacted by phone and/or email and asked to complete the questionnaire.

North American Retail Outlets

Retail outlets (fur stores) in three provinces in Canada and 22 states in the USA were contacted for this survey. In Canada, each retail outlet was contacted by phone to determine whether they dealt with *Lynx* fur or were familiar with the *Lynx* fur trade, and if so, whether they were willing to complete the questionnaire. A French-speaking surveyor contacted retail outlets in Francophone Quebec to elicit a clear response. Retailers that indicated they were willing to assist were sent the questionnaire by mail, email or fax, as they preferred. After one to two weeks, these locations were contacted again via telephone and email to confirm they received the questionnaire and to encourage a response. In some instances traders in the USA were sent the questionnaire via email without a prior phone call.

European Wholesale Outlets

Fur auction houses and fur associations in Europe were contacted to determine whether they dealt with *Lynx* fur or were familiar with the *Lynx* fur trade. These locations were contacted by phone and sent the questionnaire via email.

European Retail Outlets

Retail outlets in Europe were sent the questionnaire via email and encouraged to complete it.

3.0 RESULTS

3.1 Trade in *Lynx* Species

Legal Trade

Between 1980 and 2004, approximately 1 424 960⁶ legally traded *Lynx* items (parts, pieces or derivatives) were reported in international trade according to the UNEP-WCMC CITES Trade Database.

Illegal Trade

Between 1980 and 2004, a total of 3620 *Lynx* items (parts, pieces or derivatives) were recorded as illegal in the UNEP-WCMC *CITES Trade Database*. Items recorded as being for the purpose of education, science and enforcement were excluded from this number, resulting in a total of 3568 items. As noted in 2.0 Materials and Methods, prior to 1992 it was not recorded if items were to be used for educational, scientific and enforcement purposes. Therefore, it was not possible to distinguish these items from those seized as a result of illegal trade. Between 1992 and 2004, however, only 52 (or 4%) of the 1441 items recorded were for educational, scientific and enforcement purposes. Therefore it can be assumed that the number of items used for these purposes prior to 1992 would be a very small portion of the overall amount recorded prior to 1992 and should not significantly influence the analysis of the data.

Legal vs. Illegal Trade

The number of *Lynx* items reported in illegal trade between 1980 and 2004 (3620) equalled less than one percent of the number reported as legally traded *Lynx* items (1 424 960).

3.1.1 Summary Data

Between 1980 and 2004, the highest number of items reported as legal in a single year was in 1985 when 121 225 items were traded. The lowest number of items recorded as legal in one year was in 1997 when 9798 items were traded. The average number of items recorded as legal was 56 998 and the median was 65 512.

Between 1980 and 2004 the highest number of items recorded as illegal in a single year was in 2004 when 777 items were traded. The lowest number of items recorded as illegal in one year was in 1980 when no items were traded. The average number of items recorded as illegal was 143 and the median was 389.

The average number of *Lynx* items recorded as illegal between 1980 and 2004 (143) equalled less than one percent of the average number of *Lynx* items recorded as legal (56 998).

3.1.2 Species Data

A) Last 25 Years (1980-2004)

⁶ This number is approximate due to the uncertainty introduced by converting some data (e.g. weight) to numbers of items.

Of the 1 424 960 items recorded as legal between 1980 and 2004, 887 498 (62 %) were parts, pieces or derivatives of *L. rufus*; 434 377 (30 %) were *L. canadensis*; 98 564 (7 %) were *L. lynx*; 2438 (< 1 %) were recorded as *Lynx* spp.; and 2083 (< 1 %) were *L. pardinus* (see Figure 3.1 and Appendix B). The high, low, average and median numbers of items recorded as legal for each species are shown in Table 3.1.

Of the 3568 items recorded as illegal between 1980 and 2004, 3119 (87 %) were parts, pieces or derivatives of *L. rufus*; 223 (6 %) were *L. canadensis*; 210 (6 %) were *L. lynx*; 15 (< 1 %) were recorded as *Lynx* sp.; and 1 (< 1 %) was *L. pardinus* (see Figure 3.2 and Appendix C). The high, low, average and median numbers of items recorded as illegal for each species are shown in Table 3.1.

Larger numbers of illegal items (over 200) were recorded in 1982, 1985, 1987, 1989, 1994 and 2004. In each of these years, 97% to 99% of the items were parts, pieces or derivatives of *L. rufus*. The largest number of illegal items in a single year was in 2004 when 777 items were recorded, of which 772 (99%) were *L. rufus* (see Table 3.2, Figure 3.4 and Appendix C).

Figure 3.1 Total Number of Items Recorded as Legal for all *Lynx* Species, 1980-2004

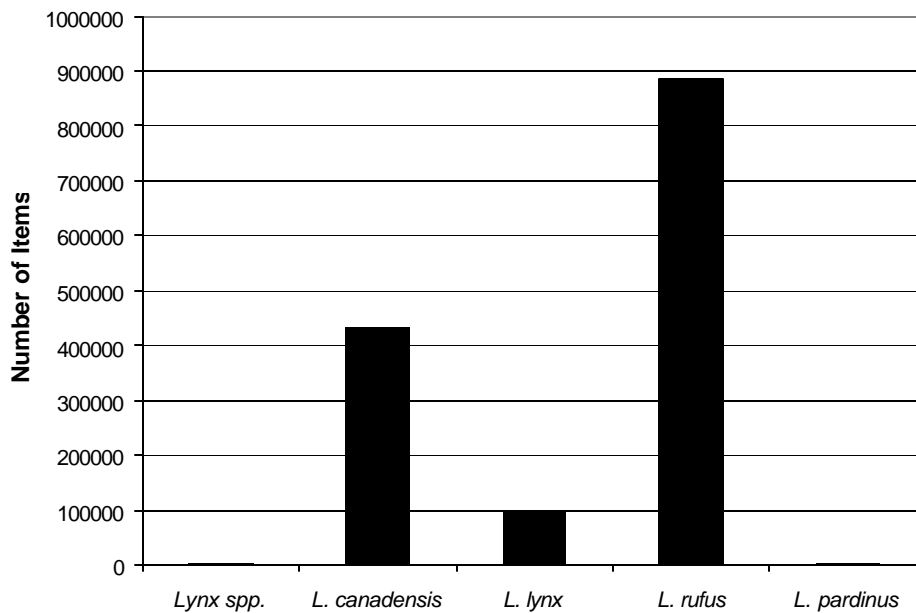


Figure 3.2 Total Number of Items Recorded as Illegal for all *Lynx* Species, 1980-2004

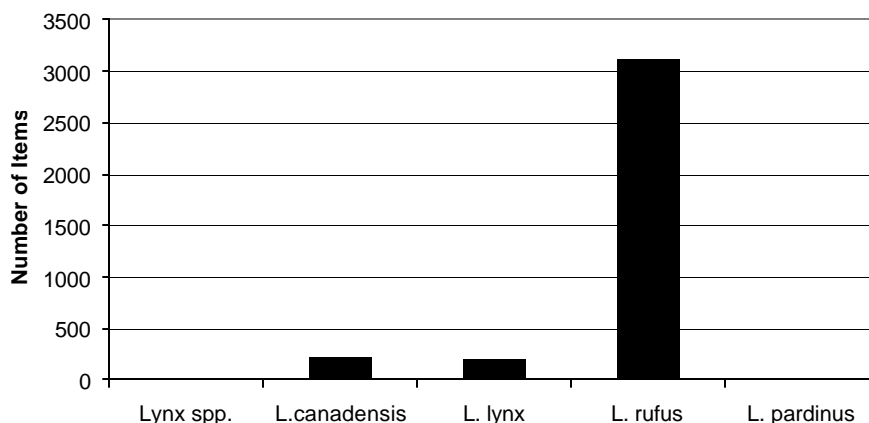


Table 3.1 High, Low, Average and Median Numbers of *Lynx* Items Traded from 1980 to 2004

Legal Data

	All <i>Lynx</i>		<i>Lynx</i> spp.		<i>L. canadensis</i>		<i>L. lynx</i>		<i>L. pardinus</i>		<i>L. rufus</i>	
	Year	No.	Year	No.	Year	No.	Year	No.	Year	No.	Year	No.
High	1985	121 225	2003	1077	1980	38 351	1986	15 032	1997	574	1987	84 326
Low	1997	9798	1980 1989	0	1997	3009	2004	313	1980-83 1985-92 2001 2003	0	1997	5821
Avg	-	56 998	-	98	-	17 375	-	3943	-	83	-	35 500
Med	-	65 512	-	539	-	20 680	-	7673	-	287	-	45 074

Illegal Data

	All <i>Lynx</i>		<i>Lynx</i> spp.		<i>L. canadensis</i>		<i>L. lynx</i>		<i>L. pardinus</i>		<i>L. rufus</i>	
	Year	No.	Year	No.	Year	No.	Year	No.	Year	No.	Year	No.
High	2004	777	2003	6	2000	73	1992	100	1987	1	2004	772
Low	1980	0	1980	0	1980	0	1980	0	1980-86 1988-04	0	1980	0
Average	-	143	-	<1	-	9	-	8	-	<1	-	125
Median	-	389	-	3	-	37	-	50	-	<1	-	386

Source: Net Import Trade Data extracted from the UNEP-WCMC CITES Trade Database

Table 3.2 Species Composition for Years With More than 200 Illegal *Lynx* Skins

Year	<i>Lynx canadensis</i>		<i>Lynx lynx</i>		<i>Lynx pardinus</i>		<i>Lynx rufus</i>		<i>Lynx</i> spp.		Total	
	Legal	Illegal	Legal	Illegal	Legal	Illegal	Legal	Illegal	Legal	Illegal	Legal	Illegal
1982	36 197	2	5185	-	91	-	33 882	536	-	-	75 355	538
1985	28 733	4	14 112	-	-	-	78 380	708	-	-	121 225	712
1987	13 670	6	8665	-	-	1	84 326	235	-	-	106 661	242
1989	17 966	1	6568	-	-	-	29 849	400	-	-	54 383	401
2004	16 504	4	313	1	416	-	46 280	772	89	-	63 602	777

Source: Net Import Trade Data extracted from the UNEP-WCMC CITES Trade Database

Figure 3.3 Numbers of Items Recorded as Legal by Species per Year, 1980-2004

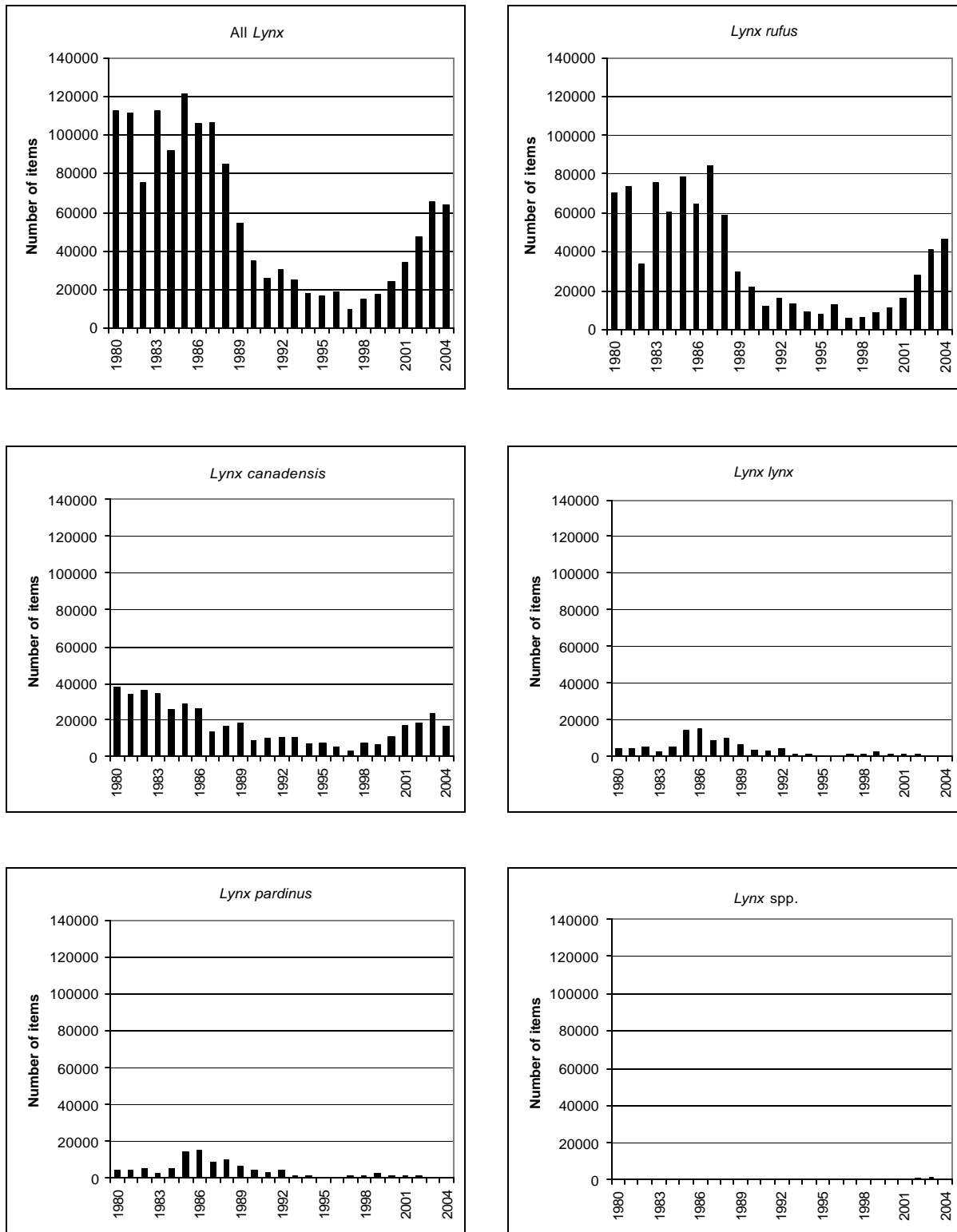
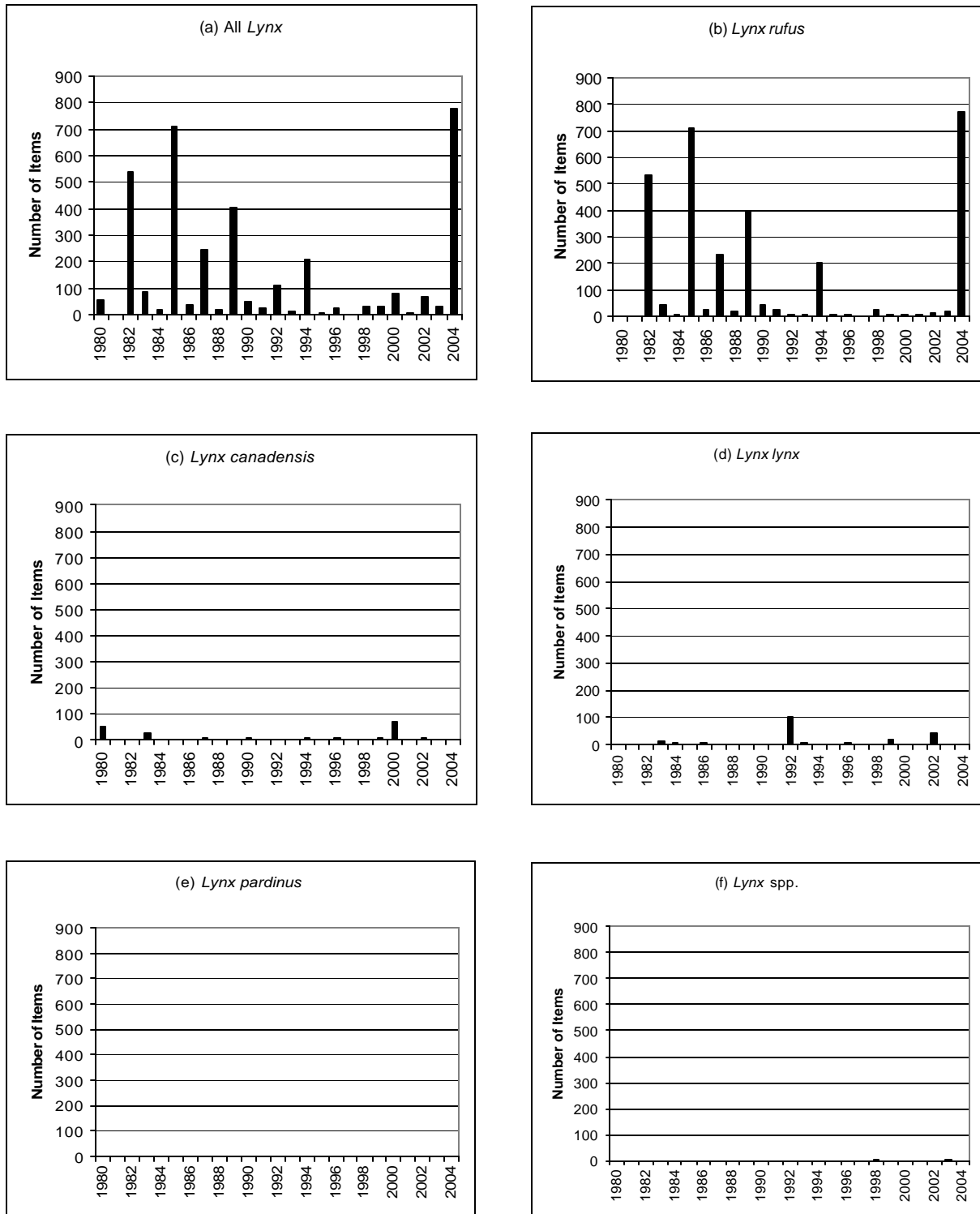


Figure 3.4 Numbers of Items Recorded as Illegal by Species per Year, 1980-2004



B) Last 10 years (1995-2004)

Between 1995 and 2004, 313 017 legal items were recorded of which 184 375 (59%) were parts, pieces or derivatives of *L. rufus*; 115 455 (37%) were *L. canadensis*; 9543 (3%) were *L. lynx*; 1768 (<1%) were *L. pardinus*; and 1876 (<1%) were recorded as *Lynx* spp. (see Appendix B).

Between 1995 and 2004, 1058 items were recorded as illegal, of which 864 (82%) were parts, pieces or derivatives of *L. rufus*; 105 (10%) were *L. canadensis*; 74 (7%) were *L. lynx*; and 15 (1%) were recorded as *Lynx* spp. (see Appendix C).

C) Last 5 years (2000-2004)

Between 2000 and 2004, 234 712 legal items were recorded, of which 142 643 (61%) were parts, pieces or derivatives of *L. rufus*; 85 619 (36%) were *L. canadensis*; 3964 (2%) were *L. lynx*; 1732 (<1%) were recorded as *Lynx* spp.; and 754 (<1%) were recorded as *L. pardinus* (see Appendix B).

Between 2000 and 2004, 958 items were recorded as illegal, of which 817 (85%) were parts, pieces or derivatives of *L. rufus*; 87 (9%) were *L. canadensis*; 47 (5%) were *L. lynx*; and 7 (<1%) were recorded as *Lynx* spp. (see Appendix C).

3.1.3 Item Data

A) Last 25 Years (1980-2004)

Of the 1 424 960 items recorded as legal between 1980 and 2004, 1 104 485 (78%) were skins (see Figure 3.5 and Appendix D). Of these skins, 738 462 (67%) were *L. rufus*; 275 579 (25%) were *L. canadensis*; 88 195 (8%) were *L. lynx*; 1940 (<1%) were recorded as *Lynx* spp., and 309 (<1%) were *L. pardinus* (see Figure 3.6 and Appendix F). The highest number in a single year occurred in 1980 when 104 640 skins were traded, of which 67 031 (64%) were *L. rufus*. In all but two years the most commonly traded skins were those of *L. rufus*, usually by a wide margin over other species. The exceptions were 1998 and 2001 when the number of *L. canadensis* skins exceeded or equalled (respectively) the number of *L. rufus* skins traded (see Table 3.3, Figure 3.6 and Appendix F).

Between 1980 and 2004, 3568 items were recorded as illegal. Of these, 3039 (85%) were [whole] skins; 205 (6%) were teeth; and 93 (3%) were garments (see Figure 3.7 and Appendix E). Skins were the most common illegal items seized each year, with the exception of 1994, 2000 and 2003 (see Figure 3.7 and Appendix E).

Of the 3039 skins recorded as illegal between 1980 and 2004, 2818 (93%) were *L. rufus*; 135 (4%) were *L. lynx*; 80 (3%) were *L. canadensis*; and 6 (<1%) were recorded as *Lynx* spp. (see Figure 3.8 and Appendix G). Larger numbers of illegal skins (over 200) were recorded in 1982, 1985, 1987, 1989, and 2004 (see Table 3.2, Figure 3.8 and Appendix G). In each of these years, 97% - 100% of these skins were *L. rufus* (see Figure 3.8 and Appendix G). The only entry of more than 200 non-skin items in a single year was for 1994 when 200 of 209 items (96%) were teeth (see Figure 3.7 and Appendix E). The largest number of illegal skins in a single year was in

2004 when 771 skins were recorded of which 769 (99%) were *L. rufus*. (Figure 3.8 and Appendix G).

Table 3.3 Reported Numbers of Lynx Spp. Skins Traded Legally, 1980-2004

Year	<i>Lynx canadensis</i>		<i>Lynx lynx</i>		<i>Lynx pardinus</i>		<i>Lynx rufus</i>		<i>Lynx spp.</i>		Total
	No.	% of Total	No.	% of Total	No.	% of Total	No.	% of Total	No.	% of Total	
1980	34 008	33%	3601	3%			67 031	64%			104 640
1981	28 626	28%	3930	4%			68 598	68%			101 154
1982	28 641	44%	5095	8%	89	<1%	30 601	47%			64 426
1983	26 764	26%	2220	2%			73 146	72%			102 130
1984	10 201	14%	5361	7%	218	<1%	56 647	78%			72 427
1985	10 357	14%	12 141	17%			49 522	69%			72 020
1986	6954	9%	13 954	18%			57 780	73%			78 688
1987	5711	6%	8214	9%			74 267	84%			88 192
1988	5527	10%	9378	17%			38 978	72%			53 883
1989	4903	15%	5978	19%			21 294	66%			32 175
1990	7386	25%	3670	12%			18 358	62%	273	1%	29 687
1991	7969	37%	3051	14%			10 787	49%	7	<1%	21 814
1992	6474	31%	3827	18%			10 744	51%	1	<1%	21 046
1993	5222	44%	1156	10%			5450	46%			11 828
1994	4383	42%	1130	11%			4728	45%	251	2%	10 492
1995	4803	42%	605	5%			6061	53%			11 469
1996	2818	24%	504	4%			8290	71%			11 612
1997	1756	25%	896	13%	1	<1%	4386	62%	3	<1%	7042
1998	5373	51%	720	7%			4343	42%	5	<1%	10 441
1999	4225	35%	839	7%			6738	57%	107	1%	11 909
2000	8312	45%	901	5%			9199	50%	3	<1%	18 415
2001	13 470	49%	624	2%			13 653	49%	1	<1%	27 748
2002	13 662	40%	380	1%	1	<1%	19 351	57%	375	1%	33 769
2003	14 141	28%	12	<1%			34 790	70%	834	2%	49 777
2004	13 893	24%	8	<1%			43 720	76%	80		57 701
Total	275579	25%	88 195	8%	309	<1%	738 462	67%	1940	<1%	1 104 485

Source: Net Import Trade Data extracted from the UNEP-WCMC CITES Trade Database

B) Last 10 years (1995-2004)

Between 1995 and 2004, 239 883 legal skins were recorded. Of these, 150 531 (63%) were from *L. rufus*; 82 453 (34%) were from *L. lynx*; 5489 (2%) were from *L. canadensis*; and 1408 (<1%) were from *Lynx* sp. (see Appendix F).

Between 1995 and 2004, 862 skins were recorded as illegal. Of these, 817 (95%) were from *L. rufus*; 22 (3%) were from *L. lynx*; 17 (2%) were from *L. canadensis*; and 6 (1%) were from *Lynx* sp. (see Appendix G).

C) Last 5 years (2000-2004)

Between 2000 and 2004, 187 410 legal skins were recorded. Of these, 120 713 (64%) were from *L. rufus*; 63 478 (34%) were from *L. canadensis*; 1925 (1%) were from *L. lynx*; and 1293 (<1%) were from *Lynx* sp. (see Appendix F).

Between 2000 and 2004, 802 skins were recorded as illegal. Of these, 793 (99%) were from *L. rufus*; 5 (<1%) were from *L. canadensis*; 3 (<1%) were from *Lynx* sp.; and 1 (<1%) was from *L. lynx* (see Appendix G).

Figure 3.5 Numbers of Items Recorded as Legal by Item per Year, 1980-2004

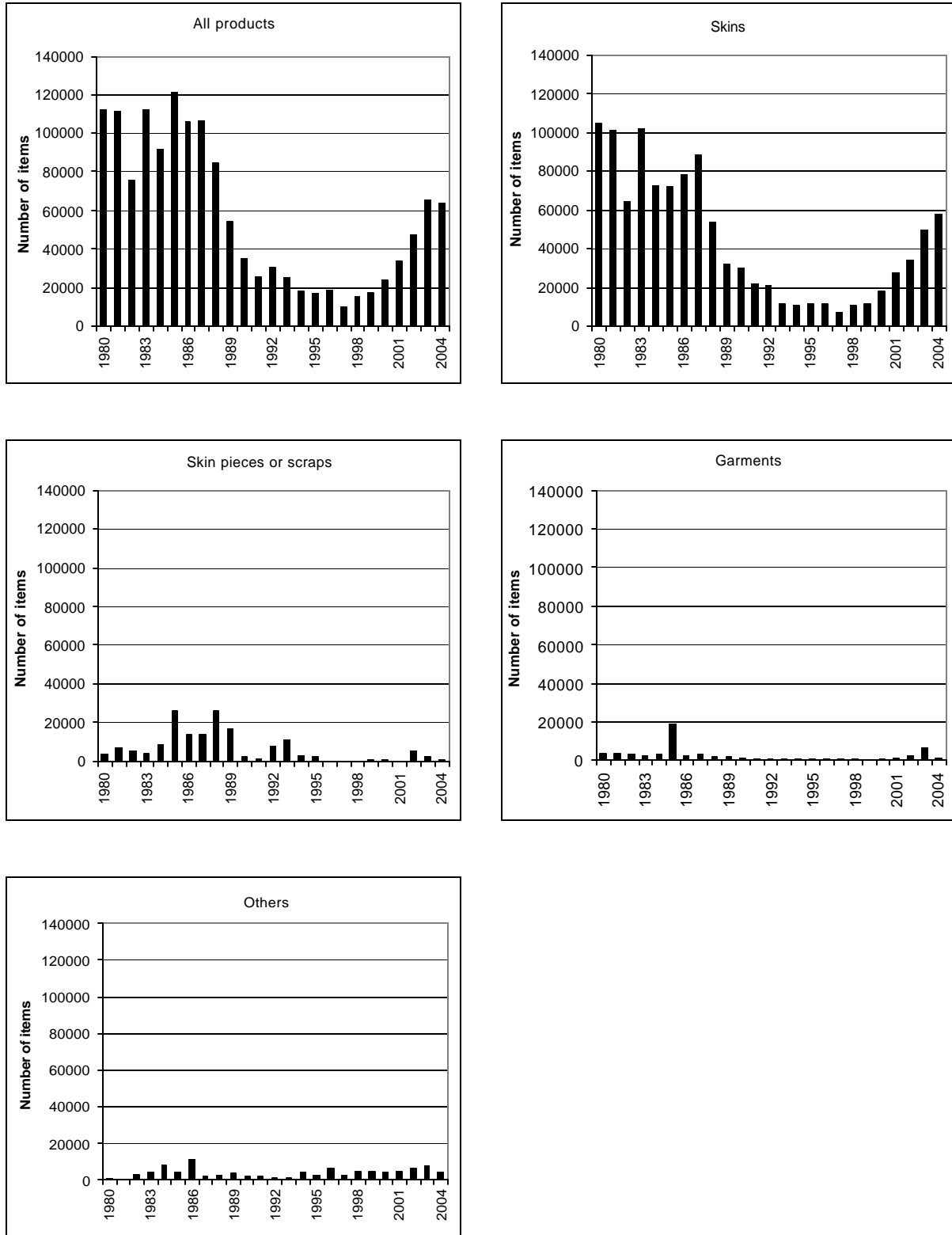


Figure 3.6 Numbers of Skins Recorded as Legal per Species per Year, 1980-2004

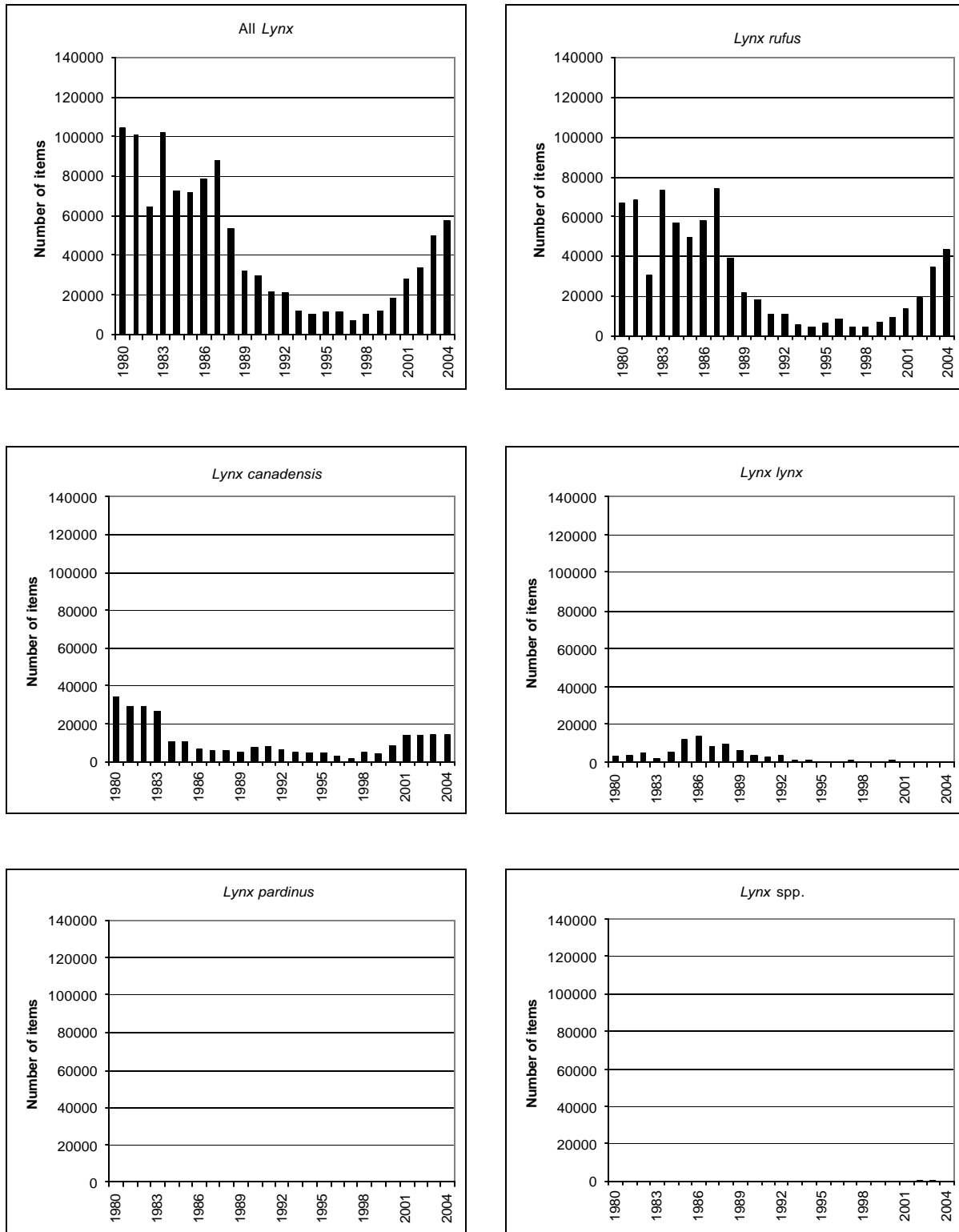


Figure 3.7 Numbers of Items Recorded as Illegal by Item per Year, 1980-2004

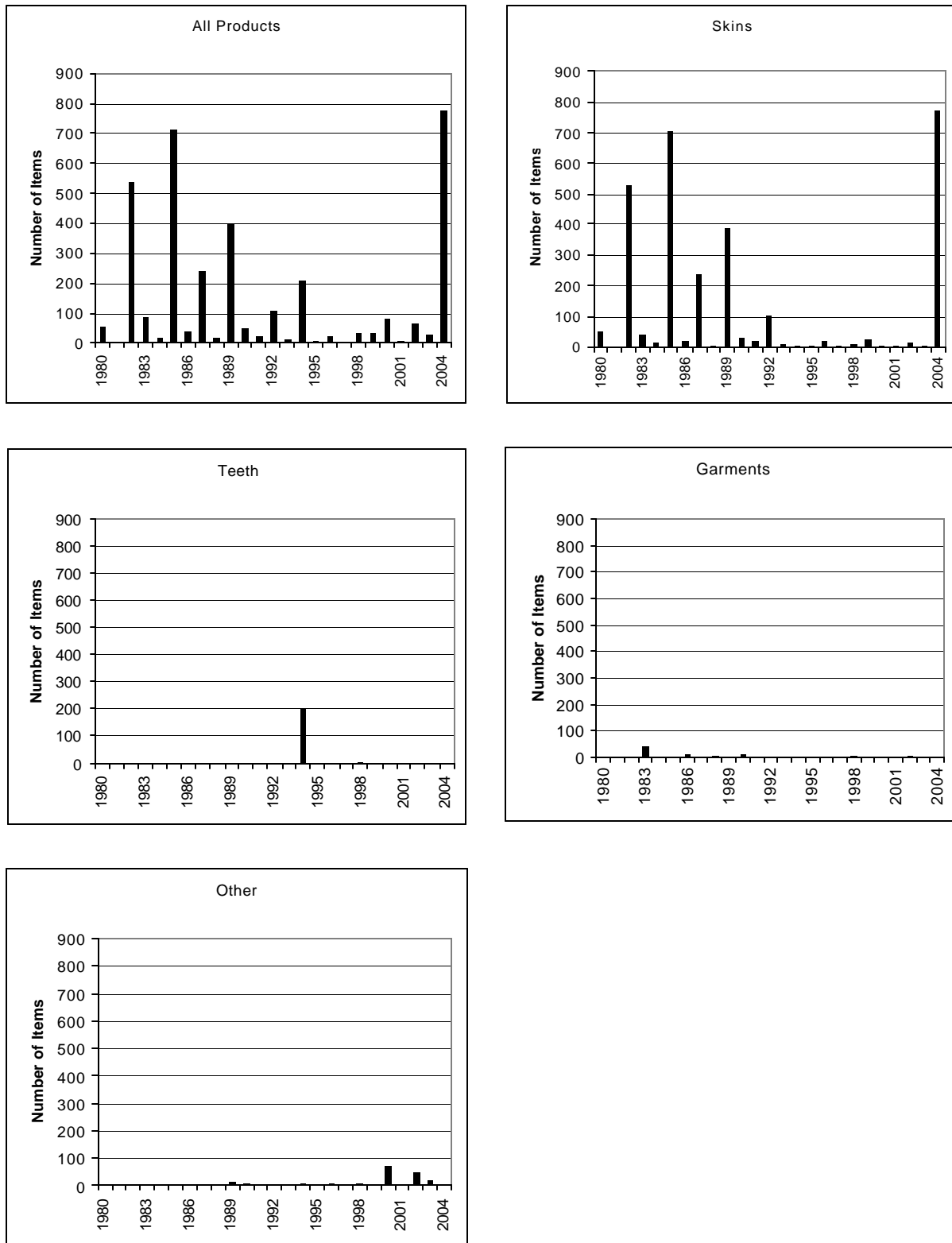
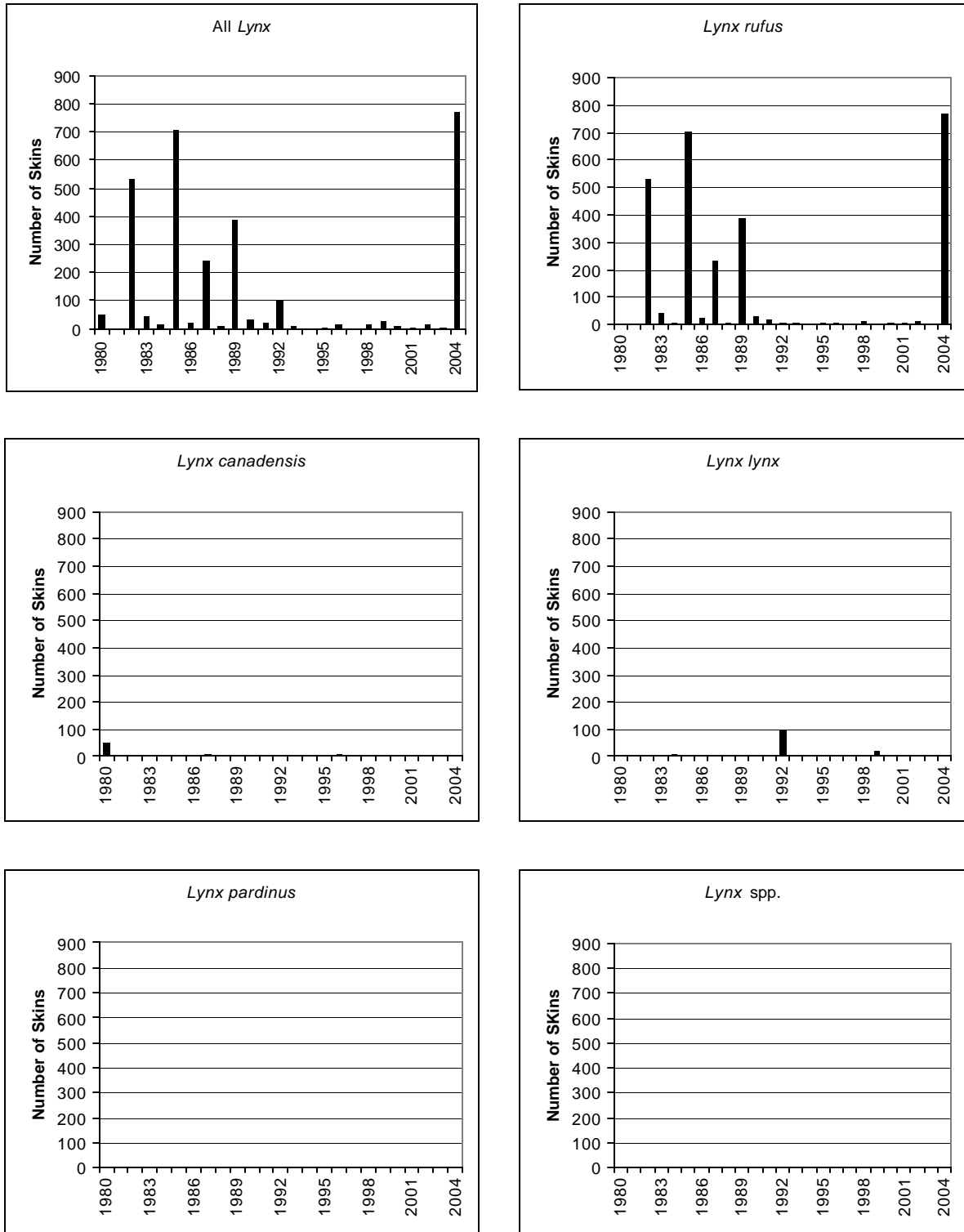


Figure 3.8 Numbers of Skins Recorded as Illegal per Species per Year, 1980-2004



3.1.4 Country Data

Importing Countries

Between 1980 and 2004, 98 importing countries (including entries for which the country was listed as “unknown or various countries”) recorded legal trade in *Lynx* items. The 14 importing countries that recorded the largest numbers of legal *Lynx* items are listed in Table 3.4 and Figure 3.9 (also see Appendix H). Together these countries accounted for 96% of the legally traded *Lynx* items.

Between 1980 and 2004, 77 importing countries (including entries for which the country was listed as “unknown or various countries”) recorded legal trade in *Lynx rufus* items. The 13 importing countries that recorded the largest numbers of legal *L. rufus* items are listed in Table 3.4 and Figure 3.10 (also see Appendix H). Together, these countries accounted for 95% of the legally traded *Lynx rufus* items.

Table 3.4 Net Imports of Lynx Items Reported as Legal, 1980-2004

All Lynx			<i>Lynx rufus</i>		
Country	Number	%	Country	Number	%
Germany	356 607	25%	Germany	326 642	37%
USA	253 489	18%	Greece	97 382	11%
Greece	181 618	13%	Italy	95 108	11%
Italy	162 261	11%	Canada	86 362	10%
Canada	101 451	7%	USA	54 012	6%
Switzerland	83 709	6%	Switzerland	45 794	5%
Japan	42 755	3%	Japan	25 232	3%
United Kingdom	35 664	3%	Spain	24 331	3%
Spain	30 408	2%	Belgium	22 079	2%
Denmark	29 428	2%	United Kingdom	21 177	2%
Belgium	26 042	2%	Denmark	18 538	2%
Hong Kong	24 837	2%	Hong Kong	15 662	2%
France	18 439	1%	China	13 578	2%
China	18 159	1%			
All other countries	60 093	4%	All other countries	41 601	5%
Total	1 424 960	100%	Total	887 498	100%

Source: Net Import Trade Data extracted from the UNEP -WCMC CITES Trade Database

Between 1980 and 2004, illegal *Lynx* items were recorded for 21 importing countries (including one item listed as “unknown”). The six importing countries that recorded the highest numbers of illegal *Lynx* items are listed in Table 3.5 and Figure 3.11 (also see Appendix I). Together, these countries accounted for 95% of the illegal *Lynx* items recorded by importing countries.

During this same period, illegal *Lynx rufus* items were recorded for 13 importing countries (including one item for which the country was listed as “unknown”). The five importing countries that recorded the highest numbers of illegal *L. rufus* are listed in Table 3.5 and Figure

3.12 (see also Appendix I). Together, these countries accounted for 96% of the illegal *Lynx rufus* items recorded by importing countries.

Table 3.5 Net Imports of Lynx Items Reported as Illegal, 1980-2004

<i>All Lynx</i>			<i>Lynx rufus</i>		
Country	Number	%	Country	Number	%
USA	1306	37%	USA	1030	33%
Poland	699	20%	Poland	699	22%
Switzerland	670	19%	Switzerland	670	22%
Denmark	370	10%	Denmark	370	12%
Germany	222	6%	Germany	221	7%
Canada	115	3%			
All other countries	186	5%	All other countries	129	4%
Total	3568	100%	Total	3119	100%

Source: Net Import Trade Data extracted from the UNEP -WCMC CITES Trade Database

Exporting/Re-exporting Countries

Between 1980 and 2004, 65 exporting or re-exporting countries (including entries for which the country was listed as “unknown or various countries”) recorded trade in legal *Lynx* items. The four exporting or re-exporting countries that recorded the highest numbers of legal *Lynx* items are listed in Table 3.6 and Figure 3.13. Together, these countries accounted for 93% of the legal *Lynx* items recorded by exporting countries (see Appendix J).

Between 1980 and 2004, legal *Lynx rufus* items were recorded for 37 exporting or re-exporting countries (including two entries for which the country was listed as “unknown or various countries”). The two exporting or re-exporting countries that recorded the highest numbers of legal *Lynx rufus* items are listed in Table 3.6 and Figure 3.14. Together, these two countries accounted for 95% of the legal *Lynx rufus* items recorded by exporting or re-exporting countries (see Appendix J).

Table 3.6 Net Exports of Lynx Items Reported as Legal, 1980-2004

<i>All Lynx</i>			<i>Lynx rufus</i>		
Country	Number	%	Country	Number	%
USA	782 875	55%	USA	724 830	82%
Canada	475 282	33%	Canada	115 490	13%
USSR	34 622	2%			
China	31 627	2%			
All other countries	99 571	7%	All other countries	45 643	5%
Total	1 423 977	100%	Total	885 963	100%

Source: Net Export Trade Data extracted from the UNEP -WCMC CITES Trade Database

Between 1980 and 2004, illegal *Lynx* items were recorded for 26 exporting or re-exporting countries (including entries for which the country was listed as “unknown”). The exporting or re-exporting countries that recorded the highest numbers of illegal *Lynx* items are listed in Table 3.7 and Figure 3.15 (see also Appendix K). Together, these countries accounted for 94% of the illegal *Lynx* items recorded.

Between 1980 and 2004, illegal *Lynx rufus* items were recorded for 12 exporting or re-exporting countries (including entries for which the country was listed as “unknown”). The exporting or re-exporting countries that recorded the highest numbers of illegal *L. rufus* items are listed in Table 3.7 and Figure 3.16 (see also Appendix K). Together, these countries accounted for 97% of the illegal *Lynx rufus* items recorded.

Table 3.7 Net Exports of Lynx Items Reported as Illegal, 1980-2004

<i>All Lynx</i>			<i>Lynx rufus</i>		
Country	Number	%	Country	Number	%
USA	1391	39%	USA	1379	44%
Germany	699	20%	Germany	699	22%
United Kingdom	493	14%	United Kingdom	490	16%
Mexico	256	7%	Mexico	254	8%
Japan	201	6%	Japan	201	6%
Canada	140	4%			
USSR	101	3%			
Greece	78	2%			
All other countries	209	6%	All other countries	96	3%
Total	3568	100%	Total	3119	100%

Source: Net Export Trade Data extracted from the UNEP-WCMC CITES Trade Database

Figure 3.9 Numbers of *Lynx* Items Recorded as Legal for Importing Countries, 1980-2004

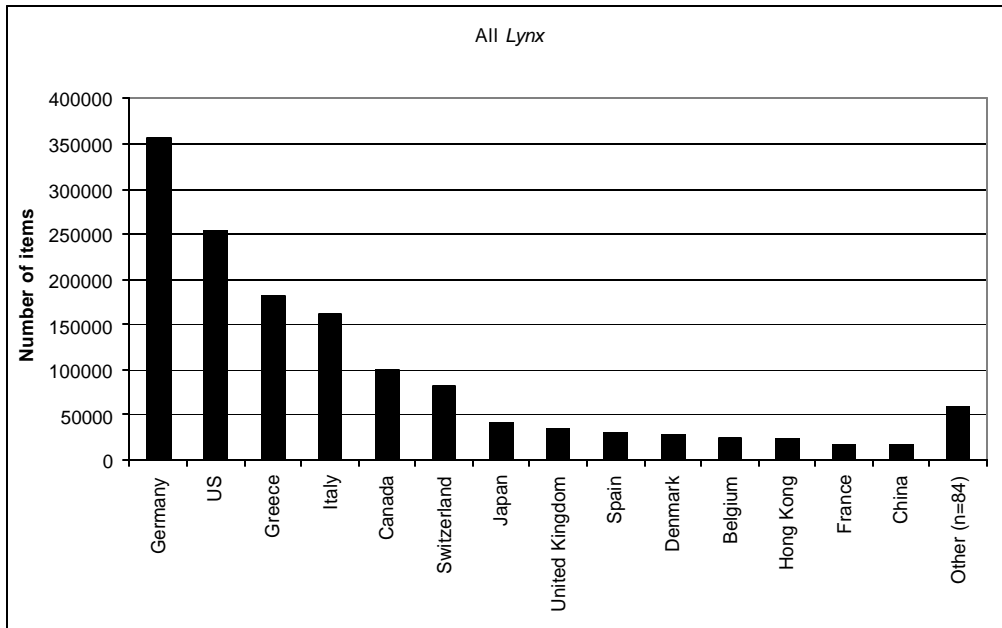


Figure 3.10 Numbers of *Lynx rufus* Items Recorded as Legal for Importing Countries, 1980-2004

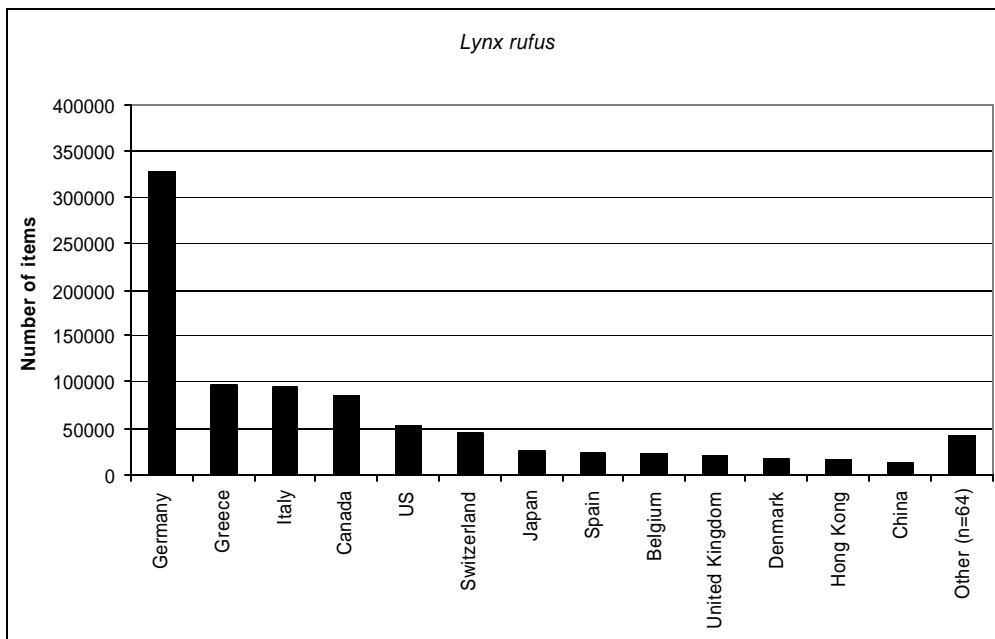


Figure 3.11 Numbers of *Lynx* Items Recorded as Illegal for Importing Countries, 1980-2004

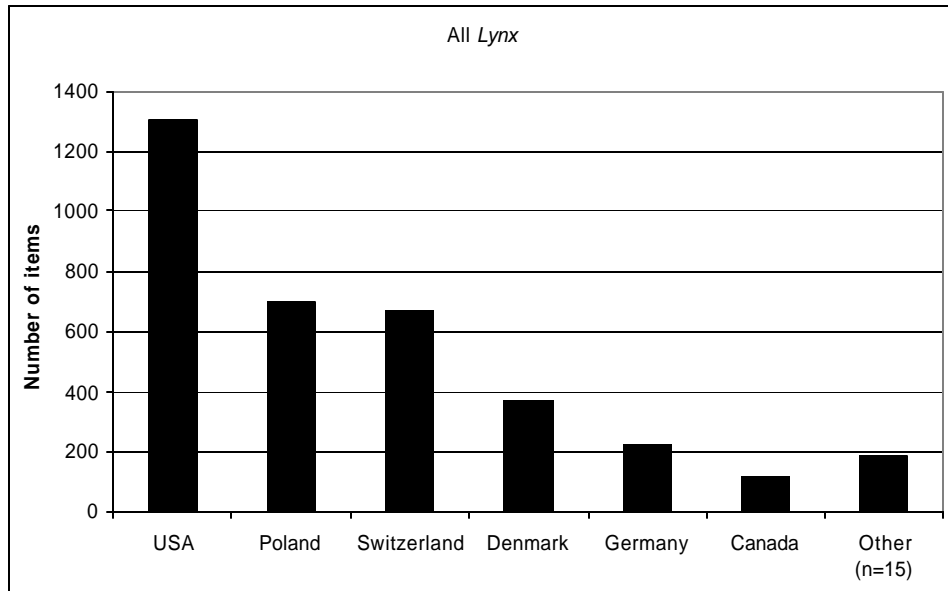


Figure 3.12 Numbers of *Lynx rufus* Items Recorded as Illegal for Importing Countries, 1980-2004

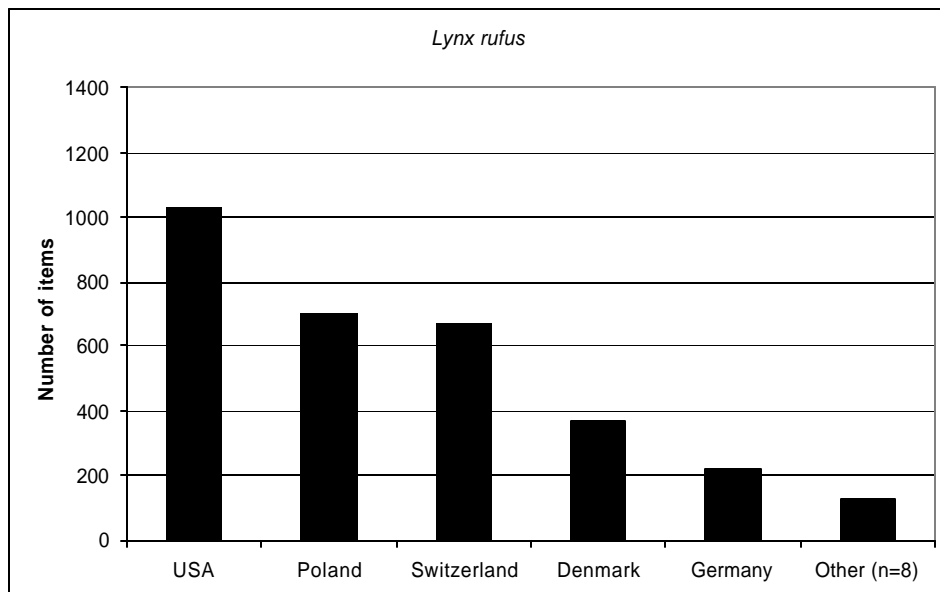


Figure 3.13 Numbers of *Lynx* Items Recorded as Legal for Exporting/Re-exporting Countries, 1980-2004

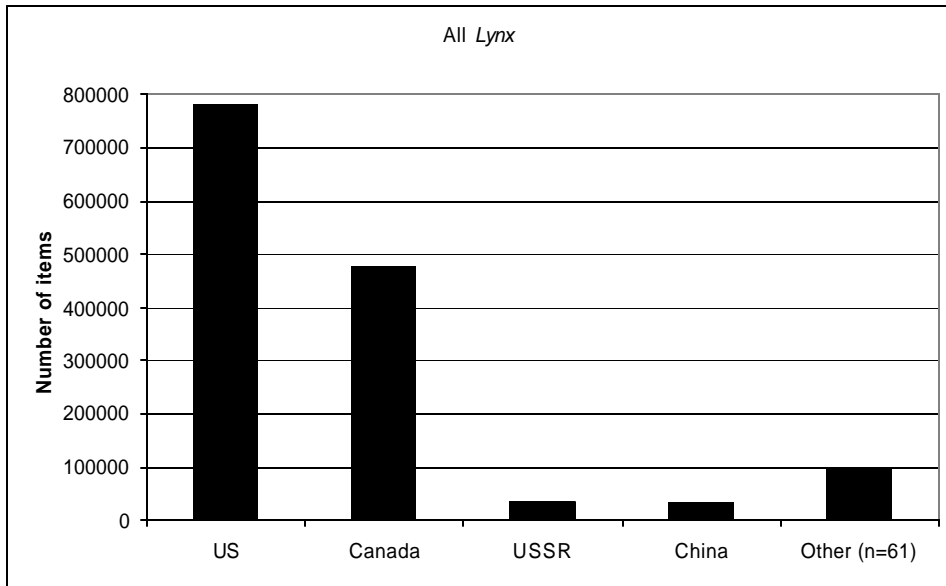


Figure 3.14 Numbers of *Lynx rufus* Items Recorded as Legal for Exporting/Re-exporting Countries, 1980-2004

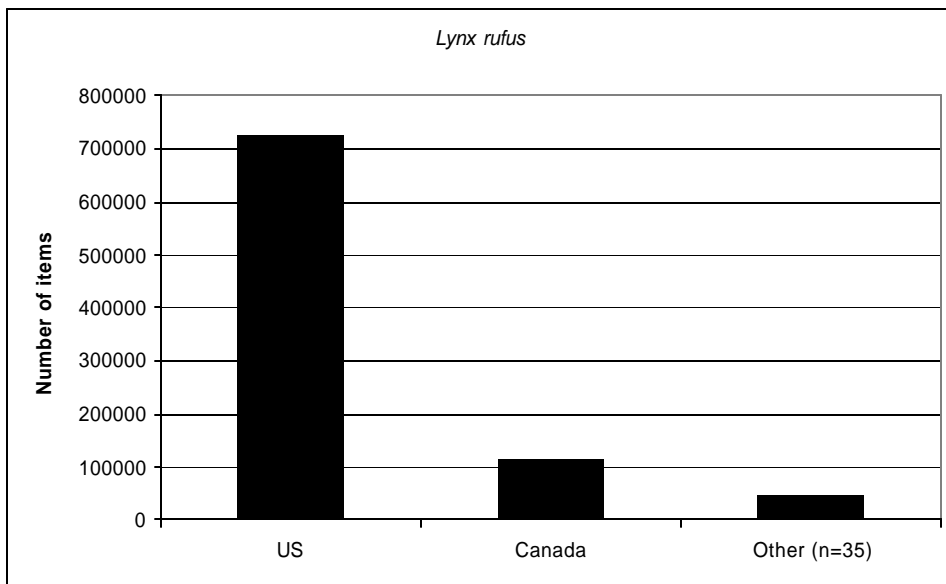


Figure 3.15 Numbers of *Lynx* Items Recorded as Illegal for Exporting/Re-exporting Countries, 1980-2004

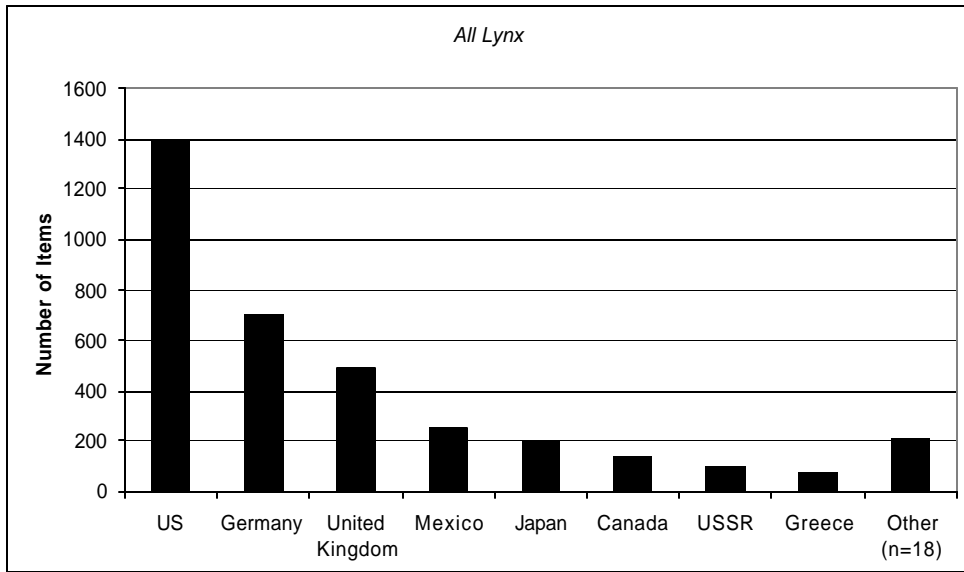
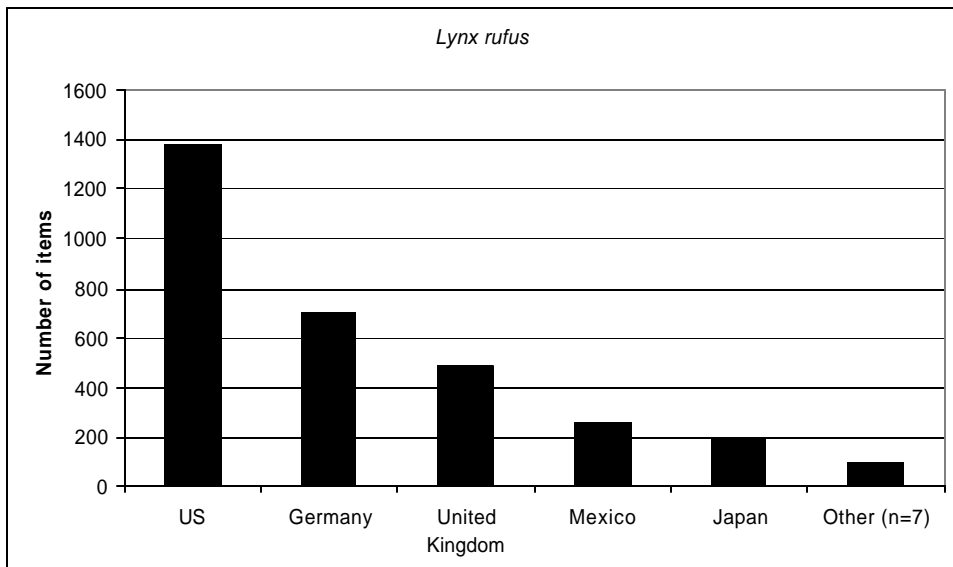


Figure 3.16 Numbers of *Lynx rufus* Items Recorded as Illegal for Exporting/Re-exporting Countries, 1980-2004



3.2 Fur Industry Perceptions Survey

3.2.1 Overview

Willingness to Respond

Many of the fur industry representatives contacted during this study responded by saying that they were too busy, did not want to talk, or did not want to participate in the survey. Some traders stated that they suspected the interviewers were from anti-fur activist groups posing as TRAFFIC, in order to gain information regarding the fur trade. Others responded by saying they did not know enough about the topic and suggested contacting auction houses or fur councils. A small number did respond, and were very helpful and open to questions. However, the majority of fur industry representatives that were contacted declined to participate in the *Lynx* fur trade survey.

North American Fur Wholesalers and Associations

Five North American **fur auction houses** (three Canadian, two US) were contacted during this study. The three Canadian companies confirmed they trade in *Lynx* and staff of all three completed the *Lynx* fur trade questionnaire. One of the US auction houses responded that it did not trade in *Lynx* (or any wild furs) and did not participate. The other US auction house is a subsidiary of one of the Canadian auction houses and staff declined to complete the questionnaire as their Canadian colleagues had already done so.

Five **fur associations** (two Canadian, three US) were contacted and asked to complete the questionnaire. The two Canadian associations and one US association agreed to complete any sections of the questionnaire that were relevant to their activities. One US association declined to complete the questionnaire as they claimed not to have any dealings with *Lynx* trade. The remaining US association initially did not believe the interviewer was completing a survey for the USFWS study and did not respond.

Four **tanners and dressers** were contacted. One fur tanner in North Carolina declined to complete the questionnaire and noted that they do not trade in *Lynx*. One fur tanner in Alaska was sent the questionnaire but did not respond. Two tanners completed the questionnaire: one in Pennsylvania that trades in *Lynx* species and one in Massachusetts that does not trade in *Lynx*.

Two **fur manufacturers** were contacted. One in New York was sent the questionnaire but they declined to complete the questionnaire and noted that they do not trade in *Lynx*. One manufacturer in Quebec completed the questionnaire. This particular manufacturer noted that they purchase approximately half of the *L. rufus* skins that are sold in Canada.

North American Retail Outlets

Canada

A total of 91 retailers were contacted in Canada (see Table 3.8). Of these, 17 retailers agreed to complete the *Lynx* fur trade questionnaire but only two actually did so. The responses received are summarized below:

- 64 retailers responded that they **do not deal in Lynx fur** and did not want to participate in the questionnaire.
- Two retailers in Quebec were **not willing to respond** at all to questions.
- Eight retailers (one in Quebec, four in Ontario and three in British Columbia) confirmed that **they stock Lynx furs** but did not want to complete the questionnaire.
- Sixteen retailers (5 in Quebec, 1 in British Columbia and 10 in Ontario) confirmed that **they stock Lynx furs** and agreed to complete the questionnaire.
- One retailer in Quebec indicated that they did not have *Lynx* furs in stock, but that they **can acquire Lynx fur** for customers on demand, and agreed to complete the questionnaire.

USA

A total of 56 retailers were contacted in the USA (see Table 3.8). Of these, 41 retailers agreed to complete the *Lynx* fur trade questionnaire but only three actually did so. The responses received are summarized below:

- Five retailers responded that **they do not deal in Lynx fur** and did not want to participate in the questionnaire.
- Six retailers were **not willing to respond** to questions.
- One retailer confirmed that **they stock Lynx furs**, but did not want to participate in the questionnaire.
- Four retailers noted that they did not have *Lynx* furs in stock but that they **can acquire Lynx fur** on demand. However, they were not willing to participate in the questionnaire.
- Seven retailers confirmed that **they stock Lynx furs** and agreed to complete the questionnaire.

European Fur Wholesalers and Associations

Four European fur auction houses (in Denmark, Norway, Finland, and Russia) and one European fur association were contacted regarding the trade in *Lynx* species. Three of the fur auction houses responded that they do not trade in wild fur (in Denmark, Norway, Finland) and therefore do not trade in *Lynx* spp. However, the Finnish auction house was willing to complete a questionnaire. The Russian company responded that they have not sold any *Lynx* fur in the past two years (2004-2006) and cannot export *L. lynx* to Europe as per EU regulation; therefore the market for Russian *Lynx* fur is poor. However, it could be possible to send *L. lynx* furs to customers in North America, although the company stated that CITES permits are not easy to acquire. The European fur association did not respond.

European Retail Outlets

Fifty retail outlets in Europe were sent the *Lynx* fur questionnaire via email: One in Austria, two in Denmark, four in France, one in Germany, 13 in Greece, 27 in Italy, one in Russia and one in Switzerland. Only one retailer in Austria completed the survey confirming that they do not deal with *Lynx* species.

Table 3.8 North American Fur Retailers Contacted for the *Lynx* Fur Trade Questionnaire

	Location	Did not receive the questionnaire ⁷				Received the questionnaire				Total
		No response	Keeps <i>Lynx</i> in stock	Will stock <i>Lynx</i> on demand	Doesn't sell <i>Lynx</i>	No response	Keeps <i>Lynx</i> in stock	Will stock <i>Lynx</i> on demand	Doesn't sell <i>Lynx</i>	
Canada	British Columbia	-	3	-	-	-	1	-	-	4
	Ontario	-	4	-	2	-	10	-	-	16
	Quebec	2	1	-	62	-	5	1	-	71
	Canada Total	2	8	-	64	-	16	1	-	91
USA	Alabama	-	-	-	-	1	-	-	-	1
	Alaska	-	-	-	-	1	1	-	-	2
	California	-	-	-	-	1	-	-	-	1
	Colorado	-	-	-	-	1	-	-	-	1
	Connecticut	-	-	-	-	1	-	-	-	1
	Idaho	-	-	-	-	-	1	-	-	1
	Illinois	1	-	-	-	3	-	-	-	4
	Kansas	1	-	-	-	-	-	-	-	1
	Maine	-	-	-	-	1	-	-	-	1
	Maryland	-	-	1	-	2	-	-	-	3
	Massachusetts	-	-	-	-	1	-	-	-	1
	Michigan	-	-	-	-	-	1	-	-	1
	Minnesota	-	-	-	-	-	1	-	-	1
	Montana	-	-	-	-	1	-	-	-	1
	New Jersey	-	1	-	-	2	1	-	-	4
	New York	2	-	2	2	10	-	-	1	17
	Ohio	1	-	-	1	3	1	-	-	6
	Pennsylvania	-	-	1	-	1	-	-	-	2
	South Dakota	-	-	-	-	1	-	-	-	1
	Texas	-	-	-	-	1	1	-	-	2
Washington	-	-	-	1	1	-	-	-	2	
Wisconsin	1	-	-	-	1	-	-	-	2	
US Total	6	1	4	4	33	7	-	1	56	
Canada & US Total	8	9	4	68	33	23	1	1	147	

⁷ These companies either declined to complete the questionnaire, or, when contacted, noted that they did not trade in *Lynx* spp. In either case they were not sent the survey.

3.2.2 Lynx Fur Trade Questionnaire Results Summary

The complete verbatim responses to the *Lynx* Fur Trade Questionnaire are provided in Appendix L and are summarized below:

Market Demand

- Only one respondent (a US retailer) noted that they deal with *Lynx lynx*. All others responded that they deal in *L. rufus* and/or *L. canadensis* or no *Lynx* at all.
- Half of the respondents reported that they did not know the preference of the international market. Of those that did respond, the consensus was that the market prefers both *L. rufus* and *L. canadensis*.
- Half of the respondents reported that they did not know the preference of the European market. Of those that did respond, the consensus was that the market would prefer both *L. rufus* and *L. canadensis*.
- Half of the respondents reported that they did not know the preference of the Asian market. Of those that did respond, the consensus was that the market would prefer both *L. rufus* and *L. canadensis*.
- Half of the respondents reported that they did not know the preference of the North American market. Of those that did respond, the consensus was that the market would prefer both *L. rufus* and *L. canadensis*.
- At the wholesale/manufacturing level, over the past 5 years the demand for both *L. canadensis* and *L. rufus* has increased, but that *L. rufus* has increased more. At the retail level, in North America, the demand varies: up in some locations, down in others. It may be that the international demand is up, but in North America the demand may reflect local preferences.
- The respondents were split as to whether the demand of one *Lynx* species affects the demand for others. Two associations jointly agreed that demand of one *Lynx* species does influence the demand of another and noted: “All lynx fur types will follow similar demand curves, as do other fur species (i.e. ranched mink/and/or ranched fox).”
- Most of the respondents reported that they did not know if there would be a market for *Lynx pardinus*, but one auction house and two associations agreed that there would be a demand if the species was available and provided well-reasoned explanations to support this opinion.
- There was disagreement between the respondents as to whether there was a greater demand for northern populations of *L. rufus*, greater demand for southern populations, or no difference in demand. However, the consensus was that there is a greater demand for the Northern populations of *L. rufus*.
- The opinions were split concerning how the demand for *L. rufus* would change if the species was de-listed from CITES. Some said demand would increase and some said demand would remain the same; however none said that demand would decrease.

Value of *Lynx* fur

- The majority of the respondents agreed (with the exception of one Canadian auction house and one US retailer) that there is a greater price paid for skins of the Northern population of *L. rufus*.

- The majority of the respondents agreed that there would be no change in price of *L. rufus* if the species was de-listed from CITES. However some suggested that the price would increase. None suggested that the price would decrease.
- There was no consensus of opinions regarding the average price of a raw pelt for *Lynx* species. Opinions ranged from low to high for each species.
- There was no consensus of opinions regarding the average price of a tanned pelt for *Lynx* species. Opinions ranged from low to high for each species.
- There were differing opinions on the average price of a mid-length ladies coat of quality *Lynx* fur. Two auction houses and one manufacturer responded that *L. rufus* and *L. canadensis* coats would both be highly priced while the opinions of the retailers were split. This may reflect differences between international and North American markets, or the question may have been too subjective.
- The majority of respondents agreed that belly fur was the most valuable with the exception of one Canadian retailer who suggested that the back is more valuable.

Trade Regulations

- The majority of respondents suggested that there is no difference in acquiring permits for the different *Lynx* species; however one (Canadian) manufacturer noted that it was more difficult if the goods were American. [Note that all but one respondent had previously noted that they only dealt with *L. rufus* and/or *L. canadensis*].
- The majority of respondents suggested that there is no reason to misidentify *L. rufus* fur as other fur; however one Finnish auction house suggested that a reason to do so would be to avoid legal restrictions.
- The majority of respondents suggested that there is no reason to misidentify other fur as *L. rufus*; however one Finnish auction house suggested that a reason to do so would be to avoid legal restrictions.
- The opinions were split as to whether there were reasons to discourage fur exporters/importers from purposely misidentifying furs. It is worth noting that two Canadian auction houses, two Canadian associations and one Canadian retailer all suggested that there was nothing to gain. This may be a comment on the Canadian regulatory system.
- There was consensus that existing penalties are effective at deterring illegal fur trade activities.

Identification

[Note: All but one respondent had previously noted that they only dealt with the North American species. Therefore, these responses are focused on distinguishing *L. rufus* and *L. canadensis*].

- Most of the respondents suggested that it is easy to distinguish the whole pelts of bobcats from other *Lynx* species, although the retailers suggested that it was intermediate to difficult.
- The respondents suggested that distinguishing finished products made from the back fur of *L. rufus* from that of other *Lynx* species was easy to intermediate. It is worth noting that all of the retailers suggested that it was intermediate while the rest of the respondents were split in their opinions.

- The respondents suggested that distinguishing finished products made from the belly fur of *L. rufus* from that of other *Lynx* species was easy to intermediate. It is worth noting that all of the retailers suggested that it was intermediate while the rest of the respondents were split in their opinions.

4.0 DISCUSSION

4.1 Legal Trade in *Lynx*

As stated previously, the focus of this study was the illegal trade in *Lynx*. Data on legal CITES trade were compiled only to provide perspective on the scale of illegal trade in *Lynx*, by allowing a comparison between the volume and composition of the two. Therefore an in-depth analysis of the legal trade was not planned or conducted.

However, two points are worth noting:

- The legal trade in *Lynx* has historically been dominated by *L. rufus* skins.
- The numbers of *L. rufus* (and to a lesser extent, *L. canadensis*) skins legally traded declined between 1987 and 1998, but have steadily increased since that year, 2004.

The increasing numbers of *L. rufus* skins traded since 1998 suggests that there is a growing market for products made from the species. Any change to the CITES listing of *L. rufus* could be expected to have a significant impact on this market.

As noted in the Methods, in order to provide for comparable information, all data used in this report were converted to ‘number of items’. This was especially true for the analysis of the trade in ‘legal’ *lynx* items (only one entry for ‘illegal’ items required conversion). In some cases, (e.g. weight in furs to number of furs) this conversion should be reasonably accurate. In other cases (e.g. a given weight in meat recorded as one item) the number of items used in this study will be less than the actual number originally traded. In all cases, a conservative approach was taken while making data conversions. The numbers used in this study (especially ‘legal items’) should be considered to be a crude, low estimate of the actual numbers in trade.

When considering the number of items in both illegal and legal trade, it is important to note that one item is not necessarily equivalent to one animal. A single animal could be used for multiple parts, pieces or derivatives, and one item could use parts of more than one animal. In this report however, the majority of data are for [whole] skins and in those cases one could reasonably assume that one skin would represent one animal.

4.2 Illegal Trade in *Lynx*

As stated previously, the purpose of this study was to provide USFWS with information to contribute to the analysis of the trade in *Lynx* spp. and potential look-alike species. TRAFFIC North America analyzed CITES trade records of illegal trade in the genus *Lynx* to contribute to the understanding of the scale and extent of illegal trade in *Lynx* species. The main findings of this study are summarized in Box 4.1.

It is important to note that this study consists of a review and analysis of historical CITES data. This analysis cannot predict whether the illegal trade in *Lynx* items (or other cat species) would increase if *L. rufus* was de-listed from CITES.

Unfortunately, illegal trade is by definition generally undetected and unreported; therefore, it is not possible to know the actual volume or dynamics of the global illegal trade in *Lynx*. As noted in the Methods, the illegal trade data in the UNEP-WCMC *CITES Trade Database* are not likely to be complete and therefore will not represent all CITES seizures internationally. Therefore, illegal trade data used for this study are not likely to be representative of the volume and species composition of illegal trade that is actually occurring. The CITES annual report data do not record the reasons that trade is considered illegal. Thus the data on illegal trade in *Lynx* used in this report may be the result of simple regulatory errors, gross attempts to smuggle, or anything in between (J. Caldwell, CITES Trade Database Manager, *in litt.* to E. Cooper, September 21, 2006). It is important to note that the data for illegal trade used in this report are only a crude snapshot of the illegal trade in *Lynx* and do not qualify as a summary of such illegal trade.

Despite the qualifications noted above, the available data suggest that the *documented* volume of illegal trade in *Lynx* species has been low enough—compared to the volume of legal trade—that it likely has not greatly impacted the conservation of *Lynx* species. The average number of legal *Lynx* items traded each year between 1980 and 2004 was 56 998. In contrast, the average number of illegal *Lynx* items traded each year was only 143. The species most traded (legally and illegally) was *Lynx rufus*. However, the average number of illegal *L. rufus* items traded each year was only 125 compared to an average 35 500 legally traded items.

The number of illegally traded *Lynx* items recorded for each year varied considerably, from a low of 0 in 1981 to a high of 777 in 2004. In six years there were ‘peaks’ in illegal trade numbers (of over 200 items per year), five of which involved illegal trade in skins. Three of these ‘peaks’ occurred in years of above average numbers of legally traded skins. However, two of these ‘peaks’ occurred in years of below average numbers of legally traded skins. Therefore, there did not appear to be a clear correlation between the illegal trade and the legal trade in those years. In general, the sporadic nature of the data meant that trends in illegal trade of *Lynx* could not be determined. It is worth noting the 2004 high of 777 items came after nine years had passed with less than 100 illegal items recorded per year.

It is not surprising that skins were the most common item in illegal trade (85% of all illegal items) given that they are the most common items in legal trade (78% of all legal items). Given the rough nature of the available data, these figures are reasonably equivalent.

It is also not surprising that *L. rufus* were the most common species in illegal trade given that they are the most common species in legal trade. However, there was a 20% difference between the legal and illegal trade in *L. rufus* (88% of all illegal items in trade vs. 62% of all legal items in trade). This was not found when comparing the legal and illegal trade in other *Lynx* species. The level of illegal trade in *Lynx lynx* (6% of all illegal items in trade) was very similar to that of the legal trade in the species (7% of all legal items in trade). However, the illegal trade in *L. canadensis* (6% of all illegal items in trade) was considerably lower than that of the legal trade in the same species (30% of all legal items in trade).

The higher level of illegal trade (relative to the level of legal trade) in *L. rufus* suggests that there are cultural, economic, regulatory or other factors that encourage the illegal trade in *L. rufus* more so than for other species. Alternatively, the higher relative level of illegal trade in *L. rufus*

could be indicative of more effective enforcement and/or data reporting in countries that trade in large volumes of *L. rufus*.

The USA was the exporting or re-exporting country that recorded the highest levels of illegal (38%) and legal (55%) trade in *Lynx* items. The USA also recorded the highest levels of illegal (44%) and legal (82%) trade in *L. rufus* items. The difference (in percent) between the legal and illegal trade in *L. rufus* out of the USA appears to be significant and suggests that there are factors that tend to discourage the illegal trade in *L. rufus*. It also suggests that despite being the primary exporter of *L. rufus*, much of the illegal trade in the species may occur outside of their enforcement jurisdiction.

Box 4.1 Summary of Trade Study Findings

Legal Trade in Lynx

According to the data available in the UNEP-WCMC *CITES Trade* Database, between 1980 and 2004:

- The majority of parts, pieces or derivatives of *Lynx* species legally traded per year were from *L. rufus*
- Skins were consistently the most common *Lynx* items legally traded per year, accounting for 78% of all legally traded items.
- The majority of the skins in legal trade (67%) were from *L. rufus*.
- Fourteen importing countries accounted for 96% of all legally traded *Lynx* items. Of these countries the largest importer was Germany.
- Thirteen importing countries accounted for 95% of all legally traded *L. rufus* items. Of these countries the largest importer was Germany.
- Four exporting or re-exporting countries accounted for 93% of all legally traded *Lynx* items. The largest exporter was the USA.
- Two exporting or re-exporting countries accounted for 95% of all legally traded *L. rufus* items. The largest exporter was the USA.

Illegal Trade in Lynx

According to the data available in the UNEP-WCMC *CITES Trade* Database, between 1980 and 2004:

- The majority of parts, pieces or derivatives of *Lynx* species illegally traded per year were from *L. rufus*.
- The level (by percent) of illegal trade in parts, pieces or derivatives of *L. rufus* was significantly higher than the level (by percent) of legal trade.
- The number of *Lynx* items illegally traded equalled approximately 0.25% of the number of legally traded *Lynx* items both when comparing the total number for all years, and average number per year.
- Skins were consistently the most common *Lynx* items illegally traded per year, accounting for 85% of all illegally traded items.
- The majority of the skins in illegal trade (93%) were from *L. rufus*.
- Six importing countries accounted for 95% of all illegally traded *Lynx* items. The USA recorded the highest volume of illegal *Lynx* items.
- Five importing countries accounted for 96% of all illegally traded *L. rufus* items. The USA recorded the highest volume of illegal *L. rufus* items.
- Eight exporting or re-exporting countries accounted for 94% of all illegally traded *Lynx* items. The USA recorded the highest volume of illegal *Lynx* items.
- Four exporting or re-exporting countries accounted for 97% of all illegally traded *L. rufus* items. The USA recorded the highest volume of illegal *L. rufus* items.

4.3 Fur Industry Perceptions Survey

As stated previously, a second aspect of this study was to survey the perceptions of the North America and European fur trade industry regarding the nature of the trade in *Lynx* fur, the perceived implications of removing *Lynx rufus* from CITES Appendix II, and the identification challenges due to the similarity of appearance of *Lynx rufus* to other *Lynx* species. The main findings of this survey are summarized in Box 4.2.

During the course of this study, many Canadian retailers that were contacted referred the interviewer to the Canadian auction houses and/or associations suggesting that they would have more knowledge and expertise on *Lynx* trade issues. Probably 60%-70% of all *L. rufus* harvested in North America (Canada and USA) are traded through the three Canadian auction houses (H. Wells, North American Fur Auctions *in litt.* to E. Cooper, April 6, 2006), and the Canadian manufacturer that was interviewed for this study buys approximately half of the *L. rufus* sold in Canada (A. Argirou, pers. comm. to E. Cooper, Oct. 25, 2006). The personnel of these companies have considerable experience and expertise in the trade in *Lynx* and therefore, the responses of these four companies were given more weight than those of other respondents.

As noted in the Methods, the majority of fur industry representatives that were contacted during this study declined to participate in the *Lynx* fur trade survey. Those that did contribute were not all equally experienced or knowledgeable about the trade in *Lynx*. The fur auction houses and manufacturers have considerable experience in dealing with large volumes, types and grades of skins; and deal more with international markets whereas the retailers will likely be focused more on local sales and may not have experience with international trade. The differing levels of experience and knowledge between the fur industry representatives that contributed to this study and the variability of the products in the fur trade were major factors in the lack of consensus for answers to most of the questions. The value of, and demand for furs and fur products varies greatly depending on style, brand, quality of fur and quality of manufacture.

By the very nature of a survey that focuses on perceptions, some of the questions in the questionnaire had to request opinion and the variability of opinions made it difficult to reach a consensus response. The questions to which there was most agreement between the responses focused on whether there are incentives for a fur exporter or importer to purposely misidentify bobcat fur as another species (or vice versa) and whether existing penalties effectively deter illegal fur trade activities. Amongst the North American fur industry the consensus was that there was no reason for exporters or importers to purposely misidentify fur and that existing penalties are effective.

In addition, there was a nearly unanimous agreement that the belly fur is the most valuable part of a *Lynx* pelt. This could be significant if *L. rufus* was de-listed by CITES: It would be particularly valuable to consider how similar (or dissimilar) the belly fur of *L. rufus* is to the belly fur of other (CITES-listed) cat species.

As noted in the Methods (see Table 2.2), Canadian companies provided much of the industry survey data used in this study. Therefore, the responses and comments about permits and penalties for illegal activities documented in this report will apply primarily to the regulatory

system of Canada and may not be applicable to other countries. For example, only federal authorities issue CITES permits in many countries. However, in Canada they may also be issued by provincial and territorial authorities (Cooper and Chalifour, 2004) and are therefore readily available. In comparison, the export of *Lynx lynx* out of Russia is reportedly not significant in part because of the difficulty in acquiring CITES permits (A. Vaisman, TRAFFIC Europe-Russia, in. litt. to S. Habel, TRAFFIC North America, October 17, 2006).

Box 4.2 Summary of Fur Industry Survey Findings

Based on the opinions of the fur industry representatives surveyed:

Market preference:

- The international, European and Asian markets all seem to prefer either *L. rufus* or *L. canadensis*.
- There was no consensus of opinions as to which species of *Lynx* the North American market preferred. Opinions varied between *L. rufus*, *L. canadensis* and both species.

Demand:

- At the wholesale/manufacturing level, over the past five years the demand for both *L. canadensis* and *L. rufus* has increased, but *L. rufus* has increased more. At the retail level, in North America, the demand varies.
- The demand for one *Lynx* species probably does influence the demand for another.
- There probably would be a demand for *Lynx pardinus* if furs from the species were available for trade.
- There is a greater demand for furs from the Northern populations of *L. rufus*.
- If *L. rufus* was de-listed, demand might increase or remain the same, but not decrease.
- There is a greater price for furs from Northern population of *L. rufus*.
- If *L. rufus* was de-listed, the price of *L. rufus* fur might increase or remain the same but probably not decrease.
- There was no consensus regarding the average price of a raw *Lynx* pelt.
- There was no consensus regarding the average price of a tanned *Lynx* pelt.
- There was no consensus regarding the average price of a mid-length ladies *Lynx* coat.
- *Lynx* belly fur is the most valuable portion of a fur.

Trade Regulations

- There appears to be no difference in acquiring permits for different *Lynx* species.
- Respondents felt that there is no reason to misidentify *Lynx rufus* fur as other fur (at least in North America)
- Respondents felt that there is no reason to misidentify other fur as *Lynx rufus* (at least in North America).
- There is probably nothing to gain by exporters/importers purposely misidentifying *Lynx* furs, at least in Canada.
- The trade believes that existing penalties are effective at deterring illegal fur trade activities.

Identification

- Distinguishing the whole pelts of *Lynx rufus* from *L. canadensis* is relatively easy with limited experience and/or training.
- Distinguishing finished products made from back furs of *Lynx rufus* from *L. canadensis* is relatively easy with limited experience and/or training.
- Distinguishing finished products made from belly furs of *Lynx rufus* from *L. canadensis* is relatively easy with limited experience and/or training.

5.0 CONCLUSIONS

This study contributes to the analysis of the trade in *Lynx* spp. as per the need outlined in CITES AC Document 11.3 but does not address the validity of the CITES Appendix II listing of *Lynx rufus*.

Lynx rufus skins dominate the legal and illegal international trades in the genus *Lynx*. The documented volume of illegally traded *Lynx* items does not suggest that there is a major problem with illegal trade in *Lynx*. However, the findings presented in this report should be considered only a crude snapshot of illegal trade in *Lynx*, and not a summary of all illegal trade in the genus. It is not possible to determine how representative these data are of the actual total global illegal trade in *Lynx* due to the unregulated and unrecorded nature of illegal trade.

The results of this study cannot be used to predict whether the illegal trade in *Lynx* or any other cat species, will increase if *L. rufus* is de-listed from CITES. **However, de-listing the species from CITES could be expected to have a significant impact on the global fur trade due to the reduced permitting requirements and on the associated workload for permit issuing authorities.** The expected benefits of de-listing *L. rufus* from CITES would likely result in support for such a move by the global fur industry and possibly also by those government authorities that are responsible for issuing permits in countries with high levels of trade in the species.

Furthermore, the fur industry experts consulted during this study reported that **distinguishing *Lynx rufus* parts, pieces and derivatives from those of *L. canadensis* is not difficult** and can be accomplished with limited experience and/or training.

However, this study does not provide a complete global picture of the use of the genus *Lynx*. In particular there was **no consideration of the Asian trade in the genus (e.g. for the production of *Lynx* fur plates) and/or the risk of Asian cat species entering trade by being misidentified as *Lynx rufus*.**

Furthermore, this study **did not examine the ease or difficulty in distinguishing *Lynx rufus* from other genera of cats or what level of identification training Customs and wildlife enforcement officers of all of the CITES Parties would require** if *Lynx rufus* was de-listed from CITES Appendix II (keeping in mind that they would need to be able to distinguish *Lynx rufus* from all other cat species).

The easing of restrictions on trade in *L. rufus* could be an incentive for increased trade while also removing the need for exporting countries to complete CITES non-detriment findings. **De-listing *L. rufus* from CITES could therefore impact the conservation of the species unless all range states have scientifically sound, enforceable and actively enforced management plans for the species.**

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APPENDIX A: LYNX FUR TRADE QUESTIONNAIRE

- The purpose of this questionnaire is to gather information on the trade in furs and fur products from *Lynx* species in North America and Europe.
- This questionnaire focuses on four species:
 - Bobcat: *Lynx rufus*
 - Canada lynx: *Lynx canadensis*
 - Eurasian lynx: *Lynx lynx*
 - Iberian lynx: *Lynx pardinus*
- The data will be provided to the US Fish & Wildlife Service for preparation of a report for the CITES Animal Committee.
- All data responses will be kept anonymous and no respondent will be quoted without permission.

Please return this questionnaire to the address provided at the end of this document:

Part A: Market Demand for Lynx Fur

Please mark the appropriate boxes below

	Bobcat	North American lynx	Eurasian lynx	Don't trade in Lynx or don't know
1. Does your company trade in furs or fur products from Lynx species?	?	?	?	?
2. What species of Lynx does your company deal with?	?	?	?	?
3. Which species of Lynx does the international market prefer?	?	?	?	?
4. Which species of Lynx does the European market prefer?	?	?	?	?
5. Which species of Lynx does the Asian market prefer?	?	?	?	?
6. Which species of Lynx does the North American market prefer?	?	?	?	?
7. Over the past 5 years, has the demand for fur and fur products increased, decreased, or remained the same for the following Lynx species:				
Bobcat:	? increased	?decreased	? remained the same	
North American Lynx	? increased	?decreased	? remained the same	
Eurasian Lynx	? increased	?decreased	? remained the same	
Comments?	_____			
8. Does the market demand for one Lynx species influence the demand for another Lynx species?				
? Yes ? No ? Do not know				
Comments?	_____			
9. Is there a market for the Iberian Lynx, or would there be a market for this species if it was legally available?				
? Yes ? No ? Do not know				
Comments?	_____			

10. How does the market demand for fur and fur products from the Northern (Canada and Northern US) bobcat populations compare with that of the Southern (Mid-Southern US and Mexico) bobcat populations?

- ? Greater demand for Northern populations
- ? Greater demand for Southern populations
- ? No difference in demand
- ? Do not know

Comments? _____

11. If bobcat was removed from the list of species whose trade is regulated by CITES, how do you feel that this would likely affect the demand of bobcat fur?

- ? Increase demand of fur
- ? Decrease demand of fur
- ? No difference
- ? Do not know

Comments? _____

Part B: Value of Lynx fur

12. How does the price for fur and fur products from the Northern (Canada and Northern US) bobcat populations compare with that of the Southern (Mid-Southern US and Mexico) bobcat populations?

- ? Greater price for Northern populations
- ? Greater price for Southern populations
- ? No difference in price
- ? Do not know

Comments? _____

13. If bobcat was removed from the list of species whose trade is regulated by CITES, how do you feel that this would likely affect the price of bobcat fur?

- ? Price of fur would increase
- ? Price of fur would decrease
- ? No change
- ? Do not know

Comments? _____

14. Rank the average price for a raw pelt from the following species: (1=low, 3=high)

- Bobcat _____
- North American Lynx _____
- Eurasian Lynx _____
- Do not know _____

15. Rank the average price for a tanned pelt from the following species: (1=low, 3=high)

- Bobcat _____
- North American Lynx _____
- Eurasian Lynx _____
- Do not know _____

16. Rank the average price for a mid ladies coat of standard quality made fur from the following species: (1=low, 3=high)

- Bobcat _____
- North American Lynx _____
- Eurasian Lynx _____
- Do not know _____

17. Which portion of a Lynx pelt is of higher value:

- ? Back
- ? Belly
- ? No difference
- ? Do not know

Comments? _____

Part C Trade Regulations

18. Is there any difference in the process of acquiring permits for the export or import of bobcat fur versus other Lynx furs?

- ? It is easier or faster to acquire permits for bobcat
- ? It is more difficult or slower to acquire permits for bobcat
- ? There is no difference
- ? Do not know

Comments? _____

19. Is there any reason that a fur exporter or importer might purposely misidentify bobcat fur as another species?

- ? Yes ? No If yes, please specify:
- ? In order to avoid legal restrictions
 - ? In order to avoid quota restrictions
 - ? Financial gain-other species are worth more
 - ? In order to meet market demand for bobcat
 - ? Other (please specify): _____

20. Is there any reason that a fur exporter or importer might purposely misidentify fur from other species as bobcat?

- ? Yes ? No If yes, please specify:
- ? In order to avoid legal restrictions
 - ? In order to avoid quota restrictions
 - ? Financial gain-other species are worth more
 - ? In order to meet market demand for other species-bobcat is more available
 - ? Other (please specify): _____

21. Do reasons exist that discourage fur exporters or importers from purposely misidentifying Lynx furs?

- ? Yes ? No If yes, please specify:
- ? In order to avoid prosecution and/or other legal actions
 - ? In order to avoid loss of reputation

- ? There is nothing to gain by misidentifying Lynx fur
- ? Other (please specify): _____

22. Do existing penalties effectively deter illegal fur trade activities (such as poaching, smuggling and illegal trading)?

- ? Yes
- ? No
- ? Do not know

Comments _____

Part D Identification

23. How difficult is it to distinguish the whole pelts of bobcats from other Lynx species?

- ? Easy-little experience required
- ? Intermediate: can be done by anyone who regularly works with bobcat furs
- ? Difficult: can be done only by experts
- ? Extremely difficult: requires laboratory analysis
- ? Do not know

Comments? _____

24. How difficult is it to distinguish the finished products made from the back fur of bobcats from other Lynx species?

- ? Easy-little experience required
- ? Intermediate: can be done by anyone who regularly works with bobcat furs
- ? Difficult: can be done only by experts
- ? Extremely difficult: requires laboratory analysis
- ? Do not know

Comments? _____

25. How difficult is it to distinguish the finished products made from the belly fur of bobcats from other Lynx species?

- ? Easy-little experience required
- ? Intermediate: can be done by anyone who regularly works with bobcat furs
- ? Difficult: can be done only by experts
- ? Extremely difficult: requires laboratory analysis
- ? Do not know

Comments? _____

Thank you for completing this survey. Please return this questionnaire to the following address:

Ernie Cooper
TRAFFIC North America (Canada)
c/o WWF Canada
Suite 512B
409 Granville Street
Vancouver, BC
Canada V6C 1T2

Fax: 604-678-5155
Phone: 604-678-5152
Email: ecooper@wwfcanada.org

APPENDIX B: NUMBERS OF LEGAL *LYNX* SPECIES ITEMS RECORDED PER YEAR, 1980-2004

Year	<i>Lynx</i> spp.	<i>Lynx canadensis</i>	<i>Lynx lynx</i>	<i>Lynx rufus</i>	<i>Lynx pardinus</i>	Total
1980		38 351	3952	70 015		112 318
1981		33 859	4127	73 528		111 514
1982		36 197	5185	33 882	91	75 355
1983		34 515	2563	75 677		112 755
1984		25 607	5443	60 702	218	91 970
1985		28 733	14 112	78 380		121 225
1986		26 500	15 032	64 515		106 047
1987		13 670	8665	84 326		106 661
1988		16 335	9824	58 741		84 900
1989		17 966	6568	29 849		54 383
1990	276	8981	3821	22 249		35 327
1991	32	10 155	3171	12 144		25 502
1992	1	10 470	3902	16 168		30 541
1993	1	10 598	1210	13 374	6	25 189
1994	252	6985	1446	9573		18 256
1995	1	7621	644	8390	161	16 817
1996	4	5558	599	12 582	37	18 780
1997	12	3009	949	5821	7	9798
1998	10	7368	1061	6388	574	15 401
1999	117	6280	2326	8551	235	17 509
2000	15	11 143	1108	11 263	316	23 845
2001	109	16 739	1039	16 020		33 907
2002	442	18 088	965	27 968	22	47 485
2003	1077	23 145	539	41 112		65 873
2004	89	16 504	313	46 280	416	63 602
Total	2438	434 377	98 564	887 498	2083	1 424 960

Source: Net Import Trade Data extracted from the UNEP-WCMC CITES Trade Database

APPENDIX C: NUMBER OF ILLEGAL *LYNX* SPECIES ITEMS RECORDED PER YEAR, 1980-2004

Year	<i>Lynx</i> spp.	<i>L. canadensis</i>	<i>L. lynx</i>	<i>L. rufus</i>	<i>L. pardinus</i>	Total
1980		51		2		53
1981						0
1982		2		536		538
1983		29	14	45		88
1984		3	9	7		19
1985		4		708		712
1986		4	6	27		37
1987		6		235	1	242
1988				16		16
1989		1		400		401
1990		9		40		49
1991		2		22		24
1992		1	100	7		108
1993		1	6	7		14
1994		5	1	203		209
1995			1	8		9
1996	1	10	6	8		25
1997	2			1		3
1998	4	2	1	24		31
1999	1	6	19	6		32
2000		73		8		81
2001				6		6
2002	1	7	45	13		66
2003	6	3	1	18		28
2004		4	1	772		777
Total	15	223	210	3119	1	3568

Source: Net Import Trade Data extracted from the UNEP-WCMC CITES Trade Database

APPENDIX D: NUMBER OF EACH TYPE OF ITEM RECORDED AS LEGAL FOR LYNX SPP. (1980-2004)

1: Bone, bodies, claws, teeth, feet, tails, hair:

Year	Bone pieces	Bones	Skeletons	Skull	Bodies	Claw	Teeth	Feet	Tail	Hair	Total
1980				3	3						6
1981				90	12				63		165
1982				2	15	240		69	2000		2326
1983	1		1	1	13	800			2008		2824
1984				8	5	2490		28	700		3231
1985				3	58	828	2		5		896
1986				10	25	7266			907		8208
1987			4	7	100	323					434
1988			2	3	11	643		1	6		666
1989				39	16	2167		1	451		2674
1990				11	7	488	64	401	101		1072
1991				22	14	1374	89			1	1500
1992		4		35	35	178	593	110	10		965
1993			1	41	45	83	912				1082
1994				61	39	134	62	1105	500		1901
1995			1	83	53	1408	38	294			1877
1996			1	73	48	95	994		2091	3	3305
1997			1	54	76	700	12	691	502		2036
1998				63	53	1335	466	527	150	400	2994
1999			1	161	451	1	280	716	112	8	1730
2000		10	1	163	308	52	570	621	867	15	2607
2001		7		256	204	365	751	249	1207	34	3073
2002				481	120	210	1065	1548	1639	13	5076
2003				212	1584	97	1768	12	2897		6570
2004				133	20	225	957	447	1065	2	2849
Total	1	21	13	2015	3315	21502	8623	6820	17281	476	60 067

Source: Net Import Trade Data extracted from the UNEP-WCMC CITES Trade Database

2: Hair products, carvings, specimens, pieces, derivatives, meat, trophies, unknown:

Year	Hair products	Carvings	Specimens	Pieces	Derivatives	Meat	Trophies	Unknown	Total
1980				17			212	8	237
1981							7		7
1982							5		5
1983							15	1	16
1984			2				4	801	807
1985			1			1	1	5	8
1986							6	149	155
1987			50				7		57
1988			455			108	10		573
1989			395				7		402
1990							19	3	22
1991			4				26		30
1992			1				35	28	64
1993		2	14				57	1	74
1994			6			1	42	864	913
1995			193				62		255
1996			1003			1	77		1081
1997			29				66		95
1998		1	1083				83	2	1169
1999			1836			1	180	4	2021
2000		30	1189			1	136	22	1378
2001	161		1376			1	122	1	1661
2002			207				163	20	390
2003			185			3	186		374
2004			916		1	1	140		1058
Total	161	33	8945	17	1	118	1668	1909	12 852

Source: Net Import Trade Data extracted from the UNEP-WCMC CITES Trade Database

3: Garments, skins, skin items, leather, manufactured goods:

Year	Garments	Plates	Skin pieces or scraps	Skins	Leather items	Cloth	Watch Straps	Wallets	Belts	Pairs of shoes	Handbag	Total
1980	3569	70	3734	104 640	60						2	112 075
1981	3373	9	6766	101 154	40							111 342
1982	2796	477	5283	64 426	42							73024
1983	2424	1406	3914	102 130	40			1				109 915
1984	2934	250	8620	72 427	3701							87 932
1985	18 808	3007	26 401	72 020	78					1	6	120 321
1986	2172	2596	14 208	78 688	8				2		10	97 684
1987	3104	746	13 801	88 192	326						1	106 170
1988	2022	71	26 456	53 883	1220					6	3	83 661
1989	1723	483	16 899	32 175	27							51 307
1990	1395	622	2523	29 687	6							34 233
1991	703	10	1441	21 814	4							23 972
1992	614	7	7839	21 046	6							29 512
1993	611	12	11 334	11 828	248							24 033
1994	562	1218	3161	10 492	6					3		15 442
1995	619	35	2556	11 469	6							14 685
1996	551	109	93	11 612	1988	1	40					14 394
1997	523	79	17	7042	6							7667
1998	390	152	98	10 441	157							11 238
1999	144	879	588	11 909	238							13 758
2000	625	11	740	18 415	69							19 860
2001	1214	19	163	27 748	29							29 173
2002	2522	12	5046	33 769	639	31						42 019
2003	6325	115	2394	49 777	317	1						58 929
2004	1251	26	543	57 701	174							59 695
Total	60 974	12 421	164 618	1 104 485	9435	33	40	1	2	10	22	1 352 041

Source: Net Import Trade Data extracted from the UNEP-WCMC CITES Trade Database

APPENDIX E: NUMBER OF EACH TYPE OF ITEM RECORDED AS ILLEGAL FOR LYNX SPP. (1980-2004)

Year	Bodies	Claw	Teeth	Garments	Plates	Skin pieces	Skin or leather items	Skins	Skull	Tail	Feet	Trophies	Unknown	Total
1980								53						53
1981														0
1982	1			2				532				3		538
1983	2			41	1			44						88
1984	1			2	1			15						19
1985	1			2				708				1		712
1986	3			10			1	23						37
1987	3			1				239						243
1988	3			4		1		8						16
1989	3			1		10		387						401
1990	6			9				32			2			49
1991	1	1		1				21						24
1992	1						2	105						108
1993				2				9				3		14
1994			200	1	1		4	2			1			209
1995	3							5				1		9
1996	1			1				17	1			4	1	25
1997				1				2						3
1998	3		5	4	3	1		12	3					31
1999		1		3				24	2			2		32
2000				2	66			7				2	3	80
2001								4				2		6
2002	1			4		1		13	3	43		1		66
2003		3		1		13	1	6				4		28
2004	1			1		3		771				1		777
Total	34	5	205	93	72	29	8	3039	9	43	3	24	4	3568

Source: Net Import Trade Data extracted from the UNEP-WCMC CITES Trade Database

APPENDIX F: NUMBER OF SKINS RECORDED AS LEGAL FOR EACH *LYNX* SPP. (1980-2004)

Year	<i>Lynx</i> spp.	<i>Lynx canadensis</i>	<i>Lynx lynx</i>	<i>Lynx rufus</i>	<i>Lynx pardinus</i>	Total
1980		34 008	3601	67 031		104 640
1981		28 626	3930	68 598		101 154
1982		28 641	5095	30 601	89	64 426
1983		26 764	2220	73 146		102 130
1984		10 201	5361	56 647	218	72 427
1985		10 357	12 141	49 522		72 020
1986		6954	13 954	57 780		78 688
1987		5711	8214	74 267		88 192
1988		5527	9378	38 978		53 883
1989		4903	5978	21 294		32 175
1990	273	7386	3670	18 358		29 687
1991	7	7969	3051	10 787		21 814
1992	1	6474	3827	10 744		21 046
1993		5222	1156	5450		11 828
1994	251	4383	1130	4728		10 492
1995		4803	605	6061		11 469
1996		2818	504	8290		11 612
1997	3	1756	896	4386	1	7042
1998	5	5373	720	4343		10 441
1999	107	4225	839	6738		11 909
2000	3	8312	901	9199		18 415
2001	1	13 470	624	13 653		27 748
2002	375	13 662	380	19 351	1	33 769
2003	834	14 141	12	34 790		49 777
2004	80	13 893	8	43 720		57 701
Total	1940	275 579	88 195	738 462	309	1 104 485

Source: Net Import Trade Data extracted from the UNEP-WCMC CITES Trade Database

APPENDIX G: NUMBER OF SKINS RECORDED AS ILLEGAL FOR EACH *LYNX* SPP. (1980-2004)

Year	<i>Lynx</i> spp.	<i>Lynx canadensis</i>	<i>Lynx lynx</i>	<i>Lynx rufus</i>	<i>Lynx pardinus</i>	Total
1980		51		2		53
1981						0
1982				532		532
1983		2		42		44
1984			9	6		15
1985		2		706		708
1986				23		23
1987		6		232		238
1988				8		8
1989				387		387
1990				32		32
1991		1		20		21
1992		1	100	4		105
1993			4	5		9
1994				2		2
1995			1	4		5
1996	1	9	1	6		17
1997	1			1		2
1998	1			11		12
1999		3	19	2		24
2000				8		8
2001				4		4
2002	1	1		11		13
2003	2	3		1		6
2004		1	1	769		771
Total	6	80	135	2818	0	3039

Source: Net Import Trade Data extracted from the UNEP-WCMC CITES Trade Database

APPENDIX H: NUMBER OF ITEMS RECORDED AS LEGAL BY IMPORTING COUNTRY

Country	<i>Lynx</i> spp.	<i>Lynx canadensis</i>	<i>Lynx lynx</i>	<i>Lynx rufus</i>	<i>Lynx pardinus</i>	Total
Andorra		25	1	347		373
Argentina		378		780		1158
Australia		64	25	160	1	250
Austria		1558	509	11 776		13 843
Azerbaijan		1		5		6
Belarus				3		3
Belgium		3058	905	22 079		26 042
Botswana			1			1
Brazil		1		11		12
Brunei Darussalam			1	2		3
Bulgaria		3	142			145
Cameroon				36		36
Canada	251	6551	8286	86 362	1	101 451
Chile		3		13		16
China		4569	12	13 578		18 159
Cuba		1				1
Cyprus		2	1			3
Czech Republic		80	18	55		153
Democratic People's Republic of Korea		22				22
Democratic Republic of Congo			1			1
Denmark		7434	3456	18 538		29 428
Ecuador			180			180
Egypt				1		1
El Salvador		3				3
Estonia		20		103		123
Europe				1		1
Finland		364	6719	557		7640
Former Czechoslovakia		2		3		5
Former East Germany		144	764	1028		1936
Former Yugoslavia		2		37		39
France	3	6927	1767	9742		18 439
Georgia		2	2	2		6
Germany		21 244	8721	326 642		356 607
Greece	1116	81 721	1399	97 382		181 618
Honduras				1		1
Hong Kong	5	5993	3177	15 662		24 837
Hungary		9	6	290		305
Iceland		27	1			28
Indonesia		14		3		17

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Ireland		3	5	5		13
Israel		97	59	52		208
Italy		57 456	9697	95 108		162 261
Japan		11 166	6357	25 232		42 755
Jordan			1			1
Kazakhstan		4	1	6		11
Kuwait		7	1	16		24
Lao People's Democratic Republic		2				2
Latvia			19	10		29
Lebanon		64	16	184		264
Liechtenstein		1		101		102
Lithuania		2	1	3		6
Luxembourg		60	47	59		166
Malaysia		4				4
Malta		2		463		465
Mexico		44	103	100		247
Monaco			1	4		5
Morocco		1				1
Namibia		1	3	61		65
Netherlands		120	3	81		204
New Zealand		17	1	7	1	26
Norway		654	1646	208		2508
Oman				4		4
Pakistan				4		4
Panama			659	13		672
Peru		1		2		3
Poland		318	313	2488		3119
Portugal		9	1	482		492
Puerto Rico		2				2
Qatar			1			1
Republic of Korea		790	145	1402		2337
Romania		1				1
Russian Federation	78	1843	13	4215		6149
Saint Lucia		1				1
San Marino		103	2	318		423
Saudi Arabia		4	1	16		21
Senegal		1				1
Singapore		5		1		6
South Africa		189	8	230		427
Spain		3741	2336	24 331		30 408
St Pierre and Miquelon				4		4
Sweden		1839	2416	1515		5770
Switzerland	138	31 229	6532	45 794	16	83 709
Syrian Arab Republic				2		2
Taiwan		8	2	20		30
Thailand		3	1			4

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Tunisia			126	501		627
Turkey	56	436	17	1153		1662
Ukraine		154	2	720		876
United Arab Emirates		657		310		967
United Kingdom		6664	7823	21 177		35 664
United Republic of Tanzania		1				1
Unknown		544	1566	765		2875
Uruguay				118		118
USA	525	174 346	22 542	54 012	2064	253 489
USSR			3	7		10
Various	266	1560		993		2819
Venezuela				2		2
Virgin Islands (US)		1				1
Total	2438	434 377	98 564	887 498	2083	1 424 960

Source: Net Import Trade Data extracted from the UNEP-WCMC CITES Trade Database

APPENDIX I: NUMBER OF ITEMS RECORDED AS ILLEGAL BY IMPORTING COUNTRY

Country Name	<i>Lynx spp.</i>	<i>Lynx canadensis</i>	<i>Lynx lynx</i>	<i>Lynx rufus</i>	<i>Lynx pardinus</i>	Total
Australia		3				3
Austria	3					3
Canada		53	6	56		115
Denmark				370		370
Finland			16			16
Germany		1		221		222
Hong Kong		1	9			10
Italy		2		60		62
Japan				1		1
Mexico				4		4
New Zealand				1		1
Poland				699		699
Portugal			3			3
Russia		66				66
Spain		2				2
Switzerland				670		670
Taiwan				2		2
United Arab Emirates			1			1
United Kingdom	2	2	3	4		11
USA	10	93	172	1030	1	1306
Unknown				1		1
Total	15	223	210	3119	1	3568

Source: Net Import Trade Data extracted from the UNEP-WCMC CITES Trade Database

APPENDIX J: NUMBER OF ITEMS RECORDED AS LEGAL BY EXPORTING COUNTRY

Country	<i>Lynx spp.</i>	<i>Lynx canadensis</i>	<i>Lynx lynx</i>	<i>Lynx rufus</i>	<i>Lynx pardinus</i>	Total
Albania			6			6
Argentina		91	11	11		113
Armenia		1				1
Australia		19	1			20
Austria		3	40	119		162
Belgium			996	492		1488
Brunei Darussalam		1				1
Canada	684	353 641	5466	115 490	1	475 282
China		268	30176	1183		31 627
Croatia			2			2
Czech Republic			2			2
Denmark	1	1812	825	5673		8311
Estonia			129			129
Ethiopia			1			1
Europe					1	1
Finland		281	1134	411		1826
Former Czechoslovakia			1			1
Former East Germany		59	1031	973		2063
France		131	866	554	37	1588
Germany		4233	196	3142		7571
Greece	322	7256	17	3522		11 117
Haiti		10				10
Hong Kong	1	688	161	1049		1899
Hungary			1			1
India			3			3
Ireland				1		1
Israel		6		6		12
Italy	19	1187	179	7567		8952
Japan		10	21	7		38
Latvia			32			32
Libyan Arab Jamahiriya				1		1
Luxembourg				4		4
Malta		2		66		68
Mexico		2	1	417		420
Monaco			1	1		2
Mongolia			211			211
Namibia			1			1
Nepal			3			3
Netherlands		1	3			4

Analysis of the CITES-Reported Illegal Trade in Lynx species and Fur Industry Perceptions in North America and Europe

New Zealand			2		1	3
Norway			80	10		90
Pakistan		8	2			10
Panama		3				3
Poland	210	1171	32	211		1624
Portugal					70	70
Republic of Korea			18	1		19
Romania		1	14			15
Russia		42	9017	1		9060
Saudi Arabia	1					1
Slovakia			67			67
Slovenia			8			8
South Africa	6	21	35	1		63
Spain		83	13	121	1737	1954
Svalbard and Jan Mayen Islands		1				1
Sweden		80	5397	41		5518
Switzerland	78	323	5104	470	1	5976
Tunisia				108		108
Turkey			2	9		11
United Kingdom		1993	1214	855	52	4114
Unknown		273	10	1401		1684
Uruguay				1		1
USA	360	55 764	1921	724 830		782 875
USSR		162	34 110	132	218	34 622
Various	756	5267		17 082		23 105
Zambia			1			1
Total	2438	434 894	98 564	885 963	2118	1 423 977

Source: Net Export Trade Data extracted from the UNEP -WCMC CITES Trade Database

APPENDIX K: NUMBER OF ITEMS RECORDED AS ILLEGAL BY EXPORTING COUNTRY

Country Name	<i>Lynx spp.</i>	<i>Lynx canadensis</i>	<i>Lynx lynx</i>	<i>Lynx rufus</i>	<i>Lynx pardinus</i>	Total
Afghanistan			1			1
Armenia		2				2
Brazil			3			3
Canada	4	51	43	42		140
China	2		1			3
Denmark		1				1
France			4			4
Germany				699		699
Greece		66	2	10		78
Hong Kong		4				4
India		26	8			34
Israel				1		1
Italy		3		4		7
Japan				201		201
Kuwait				1		1
Mexico	2			254		256
Netherlands Antilles		1				1
Nigeria	1					1
Pakistan			2			2
Poland				1		1
Russian		1	13			14
South Africa	1	1				2
United Kingdom		2		490	1	493
USA	1	11		1379		1391
USSR		1	100			101
Unknown	4	53	33	37		127
Total	15	223	210	3119	1	3568

Source: Net Export Trade Data extracted from the UNEP -WCMC CITES Trade Database

APPENDIX L: LYNX FUR TRADE QUESTIONNAIRE RESULTS

The following data are a summary of those *Lynx* fur trade questionnaires received and constitute the opinions of the experts from the companies that replied. Not every respondent answered every question; therefore only respondents that did answer a question will be so noted in the text below.

General comments made by respondents:

- “*In Canada and especially Ontario, the fur industry is highly regulated.*” [Comment via email]
- “*There are four fur auction houses in North America – three of which are in Canada. The fourth, [in the US] does not handle wild fur at all.*” [Comment via email]
- “*...the three fur auction houses in Canada will probably handle over 60%-70% of all bobcats harvested in North America. This is based on the records of annual harvests for [company name].*” [Comment via email]
- “*...all raw fur must be accompanied by a ‘Proof of Origin’ if imported into Canada (including the USA) determining the source of the shipment will be on record.*” [Comment via email]
- “*There has been a 50% increase in the price of bobcat for the past year.*” [Comment during telephone interview].
- “*We mainly ship bobcat to Russia and the US*” [Comment during telephone interview].
- “*90% of the bobcat fur we sell is for trimmings [trim for collars, cuffs, etc.].*” [Comment during telephone interview].
- “*There are four different types of Lynx [*L. canadensis*] furs but more than 10 types of bobcat [*L. rufus*]. Bobcat are much more variable.*” [Comment during telephone interview].
- “*The value of bobcat [*L. rufus*] ranges from \$40 to \$400 [CAD] [\$36-\$356 USD] per skin. Lynx [*L. canadensis*] ranges from \$75 to \$200 [CAD] [\$67-\$178 USD] per skin. In the 1980’s Lynx was worth more than bobcat, but currently bobcat is more valuable.*” [Comment during telephone interview].

Part A: Market Demand for Lynx Fur:

Question 1: “Does your company trade in furs or fur products from Lynx species?”

- All three Canadian auction houses trade in *L. rufus* and *L. canadensis*.
- One USA association trades in *L. rufus* in the “lower 48 states”; two Canadian associations do not trade in *Lynx* or responded “do not know”.
- One USA tanner/dresser trades in *L. rufus* and *L. canadensis*; one USA tanner/dresser did not trade in *Lynx* or responded “do not know”.
- One Canadian manufacturer trades in *L. rufus* and *L. canadensis*.
- Two USA retailers trade in *L. rufus* and *L. canadensis*; one Canadian retailer only trades in *L. canadensis*; one USA retailer trades in *L. rufus*, *L. canadensis* and *L.*

lynx; one Canadian retailer did not trade in *Lynx* species or responded “do not know”.

- One Finnish auction house did not trade in *Lynx* species.
- One Austrian retailer did not trade in *Lynx* species.

Question 2: “What species of *Lynx* does your company deal with”?

- All three Canadian auction houses deal with *L. rufus* and *L. canadensis*
- Two Canadian associations do not deal with *Lynx* or responded “do not know”.
- Two USA tanner/dressers do not deal with *Lynx* species or responded “do not know”.
- One Canadian manufacturer deals with *L. rufus* and *L. canadensis*.
- Two USA retailers deal with *L. rufus* and *L. canadensis*; one Canadian retailer only deals with *L. canadensis*; one USA retailer deals with *L. rufus*, *L. canadensis* and *L. lynx*; one Canadian retailer did not trade in *Lynx* species or responded: “do not know”.
- One Finnish auction house did not deal with *Lynx* species.
- One Austrian retailer did not deal with *Lynx* species.

Question 3: “Which species of *Lynx* does the international market prefer?”

- One Canadian auction house said *L. rufus*; one Canadian auction house said *L. canadensis*; one Canadian auction house said *L. rufus* and *L. canadensis*.
- Two Canadian associations responded: “do not know”.
- One USA tanner/dresser responded: “do not know”; one USA tanner/dresser said *L. canadensis*.
- One Canadian manufacturer said *L. rufus* and *L. canadensis*.
- Two Canadian retailers and one USA retailer responded: “do not know”; one USA retailer said *L. rufus*; one USA retailer said *L. rufus* and *L. canadensis*.
- One Finnish auction house said *L. rufus* and *L. canadensis*.
- One Austrian retailer responded: “do not know”.

Question 4: “Which species of *Lynx* does the European market prefer?”

- All three Canadian auction houses said *L. rufus* and *L. canadensis*.
- Two Canadian associations responded: “do not know”.
- One USA tanner/dresser responded: “do not know”; one USA tanner/dresser said *L. canadensis*.
- One Canadian manufacturer said *L. rufus* and *L. canadensis*.
- Two Canadian retailers and one USA retailer responded: “do not know”; one USA retailer said *L. rufus*.
- One Finnish auction house said *L. rufus* and *L. canadensis*.
- One Austrian retailer said *L. rufus* and *L. canadensis*.

Question 5: “Which species of *Lynx* does the Asian market prefer?”

- One Canadian auction house responded: “do not know”; one Canadian auction house said *L. rufus* and *L. canadensis*; one Canadian auction house said *L. canadensis*.

- Two Canadian associations responded: “do not know”.
- One USA tanner/dresser responded: “do not know”; one USA tanner/dresser said *L. canadensis*.
- One Canadian manufacturer said *L. rufus* and *L. canadensis*.
- Two Canadian retailers and two USA retailers responded: “do not know”.
- One Finnish auction house said *L. rufus* and *L. canadensis*.
- One Austrian retailer responded: “do not know”.

Question 6: “Which species of *Lynx* does the North American market prefer?”

- Two Canadian auction houses said *L. rufus* and *L. canadensis*; one Canadian auction house said *L. canadensis*.
- Two Canadian associations responded: “do not know”.
- One USA tanner/dresser responded: “do not know”; one USA tanner/dresser said *L. canadensis*.
- One Canadian manufacturer said *L. rufus* and *L. canadensis*.
- One Canadian retailer and one USA retailer responded “do not know”; one Canadian retailer said *L. canadensis*; one USA retailer said *L. rufus*; one USA retailer said *L. rufus* and *L. canadensis*
- One Finnish auction house said *L. rufus* and *L. canadensis*.
- One Austrian retailer responded, “do not know”.

Question 7: “Over the past 5 years, has the demand for fur and fur products increased, decreased, or remained the same for the following *Lynx* species: *L. rufus*, *L. canadensis* and *L. lynx*.”

- Two Canadian auction houses said demand has increased for both *L. rufus* and *L. canadensis*; one Canadian auction house said that demand for *L. rufus* has increased but demand for *L. canadensis* had decreased. Comment: “the demand for bobcat has increased the most.”
- Two Canadian associations said that demand for *L. rufus* has increased. Comment: “Uncertain of demand levels for Eurasian lynx.”
- One USA tanner/dresser said demand for *L. rufus* has increased; one USA tanner/dresser said demand for *L. rufus* has remained the same but demand for *L. canadensis* and *L. lynx* has decreased.
- One Canadian manufacturer said demand for both *L. rufus* and *L. canadensis* has increased. Comment: “no knowledge of Eurasian lynx.”
- One Canadian retailer said demand for all *Lynx* species remained the same; one Canadian retailer said demand for *L. rufus* and *L. lynx* have remained the same, but demand for *L. canadensis* has decreased; two USA retailers said that demand for both *L. rufus* and *L. canadensis* has increased; one USA retailer said that demand for both *L. rufus* and *L. canadensis* has increased, but demand for *L. lynx* has decreased.
- One Austrian retailer said that demand for all *Lynx* species had decreased.

Question 8: “Does the market demand for one *Lynx* species influence the demand for another *Lynx* species?”

- One Canadian auction house said no; one Canadian auction house said yes; one Canadian auction house responded: “do not know”.
- Two Canadian associations said yes. Comment: “All lynx fur types will follow similar demand curves, as do other fur species (i.e. ranched mink/and/or ranched fox).”
- One USA tanner/dresser said yes; one USA tanner/dresser responded: “do not know”.
- One Canadian manufacturer said no.
- Two USA retailers said no; two Canadian retailers and one USA retailer responded: “do not know”.
- One Finnish auction house said yes.
- One Austrian retailer responded: “do not know”.

Question 9: “Is there a market for the Iberian Lynx, or would there be a market for this species if it was legally available?”

- Two Canadian auction houses responded: “do not know”; one Canadian auction house said yes. Comment: “probably, I am sure there is a demand for all variants of Lynx.”
- Two Canadian associations said yes. Comment: “We know of no market for the Iberian lynx, however there is a market for all legally traded fur species, at a given price, providing adequate and stable quantities can be offered.”
- One USA tanner/dresser responded: “do not know”.
- One Canadian manufacturer responded: “do not know”.
- Two Canadian retailers and three USA retailers responded: “do not know”.
- One Finnish auction house responded: “do not know”.
- One Austrian retailer responded: “do not know”.

Question 10: “How does the market demand for fur and fur products from the Northern (Canada and Northern US) bobcat populations compare with that of the Southern (Mid-Southern US and Mexico) bobcat populations?”

- Two Canadian auction houses said there is a greater demand for Northern populations; one Canadian auction house said there was no difference in demand. Comment: “There is a demand for all types but the good quality Western is the best.”
- Two Canadian associations responded: “do not know”. Comment: “Canadian auction houses would be the best sources of information for this question.”
- One USA tanner/dresser said there is a greater demand for Northern populations; one USA tanner/dresser said there is no difference. Comments: “People do not demand for a certain type.”
- One Canadian manufacturer said there is a greater demand for Northern populations.
- One USA retailer said there is greater demand for Northern populations; one USA retailer said there is greater demand for Southern populations; one Canadian retailer and one USA retailer said there is no difference; one Canadian retailer responded: “do not know”.

Question 11: “If bobcat was removed from the list of species whose trade is regulated by CITES, how do you feel that this would likely affect the demand for bobcat fur?”

- Two Canadian auction houses said there would be no difference in demand; one Canadian auction house said that demand would increase.
- Two Canadian associations said there is no difference; one USA association said that demand would increase. Comments:
 - *“As a CITES listed species, demand for Bobcat is relatively strong at this point in time. Demand is more influenced by fashion and business factors, however it would allow the fur to move quicker through international ports, perhaps making it more attractive to certain buyers.”*
 - *“CITES Regulations can be difficult to deal with and they have known people that have had shipments held up or a part of the shipment seized because of problems. One was held up at a port in Milan, Italy for three months while a question from a [C]ustoms official went to the CITES [S]ecretariat before finally being released. There was also a case where 100 skins in a box were delayed because one of the CITES tags had become disconnected from the fur. In this case, 99 were eventually released to the buyer/shipper, but one was held.”*
- Two USA tanner/dresser said there would be no difference in demand.
- One Canadian manufacturer said there would be an increase in demand. Comment *“CITES is too problematic.”*
- Two Canadian retailers and two USA retailers said there would be no difference in demand; one USA retailer reported that they did not know. Comment: *“People get it regardless if that is what they want.”*
- One Finnish auction house said that demand would increase.
- One Austrian retailer said that demand would increase.

Part B: Value of Lynx fur

Question 12: “How does the price for fur and fur products from the Northern (Canada and Northern US) bobcat populations compare with that of the Southern (Mid-Southern US and Mexico) bobcat populations?”

- Two Canadian auction houses said there is a greater price for Northern populations; one Canadian auction house said there was no difference in price. Comment: *“The best prices are commanded by the good quality Western bobcat.”*
- Two Canadian associations responded: *“do not know.”* Comment: *“Canadian auction houses would be the best sources of information for this question.”*
- Two USA tanner/dressers said there is a greater price for Northern populations.
- One Canadian manufacturer said there is a greater price for Northern populations
- One USA retailer said there is a greater price for Northern populations; two Canadian retailers and one USA retailer responded: *“do not know”*; one USA retailer said there is a greater price for Southern populations. Comment: *“Western cats are the higher”*.
- One Finnish auction house responded: *“do not know.”*
- One Austrian retailer responded: *“do not know.”*

Question 13: “If bobcat was removed from the list of species whose trade is regulated by CITES, how do you feel that this would likely affect the price of bobcat fur?”

- All three Canadian auction houses said there would be no change in price. Comments: “*More buyers will be interested in the bobcat but it is hard to predict that they will pay more, especially if more bobcat is harvested.*”
- Two Canadian associations said there would be no change; one USA association said that price would increase. Comment: “*The price might increase, but only slightly. Supply and demand is dictated by Fashion. Lack of extra paperwork might make it easier for people to deal in these species.*”
- One USA tanner/dresser said there would be no change in price.
- One Canadian manufacturer said price would increase. Comment: “*Greater demand.*”
- Two Canadian retailers and two USA retailers said there would be no change in price; one USA retailer responded: “*do not know.*”
- One Finnish auction house said price would increase. Comments: “*More competition when you buy legally.*”
- One Austrian retailer said price would not change.

Question 14: “Rank the average price for a raw pelt from the following species: *L. rufus*, *L. canadensis* and *L. lynx* (1=low, 3=high).”

- Two Canadian auction houses said both *L. rufus* and *L. canadensis* are priced high; one Canadian auction house said both *L. rufus* and *L. canadensis* are moderately priced.
- Two Canadian associations responded: “*do not know.*”
- One USA tanner/dresser said *L. rufus* is priced moderately and *L. canadensis* is priced low; one USA tanner/dresser said that *L. rufus* is priced low, *L. canadensis* is priced high and *L. lynx* is priced moderately.
- One Canadian manufacturer said both *L. rufus* and *L. canadensis* are priced moderately.
- One Canadian retailer said *L. rufus* is priced low, *L. canadensis* is priced moderately and *L. lynx* is priced high; two USA retailers said *L. rufus* is priced high, *L. canadensis* is priced moderately and *L. lynx* is priced low; one Canadian retailer and one USA retailer responded: “*do not know.*”
- One Finnish auction house said *L. rufus* is priced low, *L. canadensis* is priced high and *L. lynx* is priced moderately.
- One Austrian retailer responded: “*do not know.*”

Question 15: “Rank the average price for a tanned pelt from the following species: *L. rufus*, *L. canadensis* and *L. lynx* (1=low, 3=high).”

- Two Canadian auction houses said both *L. rufus* and *L. canadensis* are priced high; one Canadian auction house said both *L. rufus* and *L. canadensis* is priced moderately.
- Two Canadian associations responded: “*do not know.*”
- One USA tanner/dresser said that *L. rufus* is priced low, *L. canadensis* is priced high and *L. lynx* is priced moderately.

- One Canadian manufacturer said both *L. rufus* and *L. canadensis* are priced moderately.
- One Canadian retailer said *L. rufus*, *L. canadensis* and *L. lynx* are priced moderately; two USA retailers said *L. rufus* is priced high, *L. canadensis* is priced moderately and *L. lynx* is priced low; one Canadian retailer and one USA retailer responded: “do not know.”
- One Finnish auction house said *L. rufus* is priced low, *L. canadensis* is priced high and *L. lynx* is priced moderately.
- One Austrian retailer responded: “do not know.”

Question 16: “Rank the average price for a mid-length ladies coat of standard quality made fur from the following species: *L. rufus*, *L. canadensis* and *L. lynx* (1=low, 3=high).”

- Two Canadian auction houses said both *L. rufus* and *L. canadensis* are priced high; one Canadian auction house responded: “do not know.”
- Two Canadian associations responded: “do not know.”
- One USA tanner/dresser said that *L. rufus* is priced low, *L. canadensis* is priced high and *L. lynx* is priced moderately.
- One Canadian manufacturer said both *L. rufus* and *L. canadensis* are priced high.
- One Canadian retailer said *L. rufus* is priced low, *L. canadensis* is priced moderately and *L. lynx* is priced high; two USA retailers said *L. rufus* is priced high, *L. canadensis* is priced moderately and *L. lynx* is priced low; one Canadian retailer and one USA retailer responded: “do not know.”
- One Finnish auction house said *L. rufus* is priced low, *L. canadensis* is priced high and *L. lynx* is priced moderately.
- One Austrian retailer responded: “do not know.”

Question 17: “Which portion of a Lynx pelt is of higher value?”

- All three Canadian auction houses said belly fur has a higher value.
- Two Canadian associations said the belly fur has a higher value.
- One USA tanner/dresser said the belly fur has a higher value.
- One Canadian manufacturer said the belly fur has a higher value.
- One Canadian retailer and two USA retailers said that belly fur has a higher value; one Canadian retailer said the back has a higher value; one USA retailer said that there is no difference but commented: “Bobcat belly most value/skin.”
- One Finnish auction house responded: “do not know.”
- One Austrian retailer said the belly fur has a higher value.

Part C: Trade Regulations

Question 18: “Is there any difference in the process of acquiring permits for the export or import of bobcat fur versus other Lynx furs?”

- All three Canadian auction houses said there is no difference in the process.
- Two Canadian associations and one USA association said there is no difference in the process. Comments:

- “All are strictly regulated. No quotas for Lynx in the lower 48 states, just in Alaska. For bobcats in the lower 48, states must apply to USFWS for quotas and order CITES tags and the tag must be attached to the skin if it is going into trade.”
- “In Canada ALL CITES listed species are handled in the same manner.”
- One USA tanner/dresser said there is no difference; one USA tanner/dresser responded: “do not know.”
- One Canadian manufacturer said it is more difficult or slower to acquire permits for *L. rufus*. Comment: “If the goods are American [USA], we need to keep track of serial number and this costs time and money.”
- Three USA retailers said there is no difference; two Canadian retailers responded: “do not know.”
- One Finnish auction house responded: “do not know.”
- One Austrian retailer said there is no difference.

Question 19: “Is there any reason that a fur exporter or importer might purposely misidentify bobcat fur as another species?”

- All three Canadian auction houses said that there is no reason.
- Two Canadian associations and one USA association said there is no reason. Comment: “Bobcat is very abundant and doesn’t look like anything else.”
- Two USA tanner/dressers said there is no reason.
- One Canadian manufacturer said there is no reason.
- Two Canadian retailers and two USA retailers said there is no reason; one USA retailer said yes and commented: “your guess is as good as mine.”
- One Finnish auction house said yes there are reasons, to avoid legal restrictions. Comment: “as lynx or as any cat.”
- One Austrian retailer said there is no reason.

Question 20: “Is there any reason that a fur exporter or importer might purposely misidentify fur from other species as bobcat?”

- All three Canadian auction houses said that there is no reason.
- Two Canadian associations said there is no reason.
- One USA tanner/dresser said there is no reason.
- One Canadian manufacturer said there is no reason.
- Two Canadian retailers and two USA retailers said there is no reason; one USA retailer said there are reasons commenting: “don’t have a clue.”
- One Finnish auction house said yes: to avoid legal restrictions.
- One Austrian retailer said there is no reason.

Question 21: “Do reasons exist that discourage fur exporters or importers from purposely misidentifying Lynx furs?”

- One Canadian auction house said there are no reasons; two Canadian auction houses said yes: because of the risk of prosecution and/or legal actions and there is nothing to gain by misidentifying *Lynx* fur, commenting: “fines and seizures.”

- Two Canadian associations said yes: to avoid prosecution and/or other legal actions; to avoid loss of reputation; and there is nothing to gain.
- One USA tanner/dresser said yes, but did not specify the reason(s).
- One Canadian manufacturer said there are no reasons.
- One Canadian retailer and one USA retailer said there are no reasons; one Canadian retailer said yes: because there is nothing to gain and two USA retailers said yes, with one not specifying why and the other commenting: “guess again.”
- One Finnish auction house said yes: to avoid prosecution and/or other legal actions, and in order to avoid loss of reputation.
- One Austrian retailer said there are no reasons.

Question 22: “Do existing penalties effectively deter illegal fur trade activities (such as poaching, smuggling and illegal trading)?”

- All three Canadian auction houses said that existing penalties are effective. Comment: “most trappers and dealers are conservationists.”
- Two Canadian associations and one USA association said that existing penalties are effective. Comment: “Fines and penalties have been increasing over the last 10 years, and have to pay court costs/fees/and also a ‘replacement cost’. However, people that are going to poach know they are breaking the law and are going to do it regardless of the penalties.”
- Two USA tanners/dressers said existing penalties are effective.
- One Canadian manufacturer said existing penalties are effective.
- One USA retailer said existing penalties are effective; two Canadian retailers and two USA retailers responded: “do not know.”
- One Finnish auction house responded: “do not know.”
- One Austrian retailer said existing penalties are effective.

Part D: Identification

Question 23: “How difficult is it to distinguish the whole pelts of bobcats from other Lynx species: easy, intermediate, difficult, extremely difficult?”

- All three Canadian auction houses said it is easy (little experience required). Comment: “within a few minutes anybody can be taught.”
- Two Canadian associations and one USA association said it is easy. Comment: “Trappers can definitely identify live animals. At a meeting in D.C. a cat specialist from the Smithsonian, brought a collection of pelts and even the ‘clerical ladies’ could identify bobcat pelts from other skins. People in the industry know the differences and customs folks with id guides can tell the two apart.”
- One USA tanner/dresser said it is easy. Comment: “Tails, ears fur texture, and feet are different.”
- One Canadian manufacturer said it is easy.
- One USA retailer said it is easy; two USA retailers and one Canadian retailer said it is intermediate; one Canadian retailer said it is difficult.
- One Finnish auction house responded: “do not know.”
- One Austrian retailer said it is intermediate.

Question 24: “How difficult is it to distinguish the finished products made from the back fur of bobcats from other Lynx species: easy, intermediate, difficult, extremely difficult?”

- One Canadian auction house said it is easy; two Canadian auction houses said it is intermediate. Comment: “*within a few minutes anybody can be taught.*”
- Two Canadian associations said that it is easy; one USA association said it is intermediate.
- One USA tanner/dresser said it is intermediate.
- One Canadian manufacturer said it is easy.
- Two Canadian retailers and three USA retailers said it is intermediate.
- One Finnish auction house responded: “*do not know.*”
- One Austrian retailer said it is intermediate.

Question 25: “How difficult is it to distinguish the finished products made from the belly fur of bobcats from other Lynx species: easy, intermediate, difficult, extremely difficult?”

- Two Canadian auction houses said it is easy; one Canadian auction house said it is intermediate. Comment: “*within a few minutes anybody can be taught.*”
- Two Canadian associations said that it is easy; one USA association said that it is easy and intermediate. Comment: “*The belly fur of lynx versus bobcat is distinct as bobcats have a true white color and lynx has a dirty white/cream color.*”
- One USA tanner/dresser said it is easy.
- One Canadian manufacturer said it is easy.
- One USA retailer said it is easy; two Canadian retailers and two USA retailers said it is intermediate.
- One Finnish auction house responded: “*do not know.*”
- One Austrian retailer said it is intermediate.