

Report of the ivory market survey

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1. Outline of survey

1) Purpose of survey

Ivory trade regulation has internationally become more controversial as it was one of the major agenda items at the Conference of the Parties to the Convention of International Trade in Endangered Species of Wild Fauna and Flora (CITES) held in August 2019.

With the Tokyo 2020 Games coming up, attention to Tokyo as an international city will be increasing from now on, while it is concerned that foreign tourists visiting Tokyo may purchase ivory products as souvenirs and illegally take them abroad.

In order to consider the measures that Tokyo, an international city, should take to deal with these problems, a fact-finding survey of ivory businesses was conducted for the purpose of understanding the market size of ivory in Tokyo and the transaction volume by product, and helping develop appropriate measures in the future.

2) Target of survey

Among the persons engaging in a business activity in connection with a specifically designated internationally endangered species listed in the “Registry of a person engaging in a business activity in connection with specifically designated internationally endangered species” (as of October 31, 2019) published on the website of the Japan Wildlife Research Center, 3,019 persons in Tokyo were extracted. Questionnaire sheets were sent to 2,979 businesses, excluding 40 cases of the same addresses and store names.

Of the 2,979 dispatches, 554 were delivered due to unknown addresses, etc., and the target of this survey was 2,425.

3) Collection rate

Number of dispatch (a)	2,979
Undelivered number (b)	554
Effective number of distributions (a-b)	2,425
Effective number of collections (c)	1,319
Valid response rate (c ÷ (a-b))	54.4%

The collection rate for each municipality is as follows. Out of 1,319 responses collected, the 23 wards accounted for 1,104, 83.7% of the total, and the municipalities accounted for 193, accounting for 14.6% of the total. The largest number was 151 responses (11.4%) in Chuo Ward, followed by 95 (7.2%) in Taito Ward and 89 (6.7%) in Minato Ward.

Area	City name	Number of collections	Rate (%)	Number of dispatch (Reference)	Area	City name	Number of collections	Rate (%)	Number of dispatch (Reference)
Wards	Chuo	151	11.4	300	Municipalities	Musashino City	23	1.7	37
	Taito	95	7.2	174		Machida City	23	1.7	41
	Minato	89	6.7	146		Hachioji City	21	1.6	46
	Chiyoda	68	5.2	141		Tachikawa City	18	1.4	31
	Shinjuku	64	4.9	129		Tama City	9	0.7	13
	Shibuya	62	4.7	111		Fuchu City	9	0.7	15
	Setagaya	62	4.7	117		Kunitachi City	8	0.6	13
	Toshima	57	4.3	103		Mitaka City	8	0.6	12
	Ota	45	3.4	85		Kokubunji City	7	0.5	18
	Adachi	41	3.1	59		Hino City	7	0.5	9
	Suginami	39	3.0	89		Ome City	7	0.5	7
	Bunkyo	38	2.9	61		Nishitokyo City	6	0.5	12
	Katsusika	36	2.7	53		Akiruno City	6	0.5	6
	Shinagawa	34	2.6	53		Higashimurayama City	5	0.4	8
	Nakano	34	2.6	46		Higashikurume City	5	0.4	5
	Koto	32	2.4	59		Akishima City	4	0.3	10
	Edogawa	27	2.0	51		Koganei City	4	0.3	6
	Nerima	27	2.0	55		Kiyose City	4	0.3	4
	Sumida	27	2.0	54		Fussa City	4	0.3	4
	Kita	23	1.7	42		Chofu City	4	0.3	15
Meguro	20	1.5	51	Kodaira City	3	0.2	12		
Arakawa	17	1.3	27	Inagi City	2	0.2	7		
Itabashi	16	1.2	70	Komae City	2	0.2	5		
Total of the wards		1,104	83.7	2,076	Hinode Town	2	0.2	2	
					Hamura City	1	0.1	2	
					Mizuho Town	1	0.1	3	
					Total of municipalities		193	14.6	343
					Others/Unknown		22	1.7	6
					Total		1,319	100.0	2,425

4) Outline of implementation

Survey period	From February 17, 2020 to March 9, 2020
Survey style	Survey by questionnaire
Distribution/collection method	Mail distribution/collection

5) Aggregate method

-In this report, if the part to be answered is not answered, it was treated as "invalid/no answer".

- In this report, "invalid/no answer" is included in the total number. Therefore, the composition ratio is calculated by including "invalid/no answer".

- All composition ratios are expressed by percentages (%) and rounded off to one decimal place, so the total may not be always 100.
- In some figures, tables, and sentences, some of the options and the numerical values (less than 5.0%) are omitted.
- Since they are multiple responses, there are items which the total number of responses and the number of respondents do not match.

6) Points to note for utilization of the report

- In the description for each item, item name, analysis of simple totalization, and graphs of simple totalization are presented in order.
- The number of respondents varies from item to item.
- The free opinions are, in principle, recorded as the original, except for errata and so on.

7) Types of ivory products

The types of ivory products in this report are as follows.

- List of ivory product

Types	Example of products etc.
Seals	Seals, <i>hankos</i> , material for seals, etc.
Furnishings	Figurines, <i>netsuke</i> , incense burners, etc.
Accessories	Necklaces, necklace balls, earrings, broaches, loop ties, sash clips (<i>Obidome</i>), etc.
Musical instruments	Plectrums, tuning pegs, <i>koto</i> bridges, <i>koto</i> plectrums, keyboard, etc.
Indoor recreational equipment	Dice, mah-jongg tiles, billiard balls, billiard cues, etc.
Tableware	Chopsticks, toothpicks, chopstick rests, knives, forks, etc.
Stationery	Paper knives, abacuses, fountain pens, brushes, etc.
Smoking implements	Pipes, lighters, cigarette holders, etc.
Buddhist altar fittings	Rosary, prayer beads, etc.
Tea ceremony utensils	Tea caddies (<i>Natsume</i>), tea scoop (<i>chashaku</i>), tea canisters, tea bowls, etc.
Daily goods	Shoehorns, hanging scroll tips, decorative weights, earpicks, <i>netsuke</i> , key rings, etc

2. Survey results

1) Business contents

1-1 Current business categories

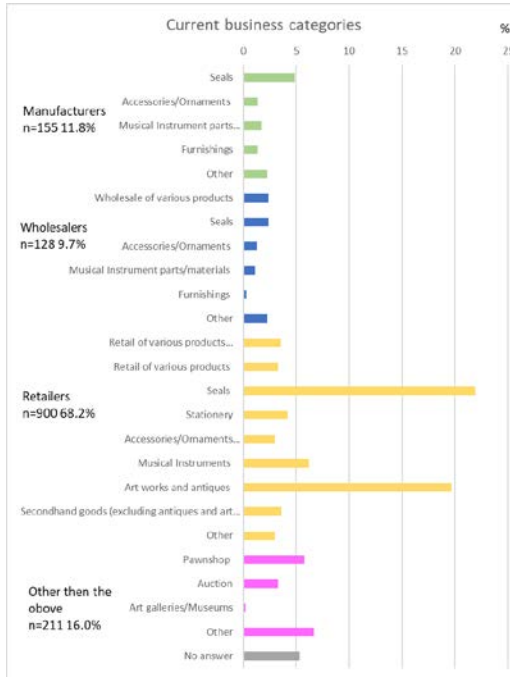
The current business categories of respondents are manufacturers (11.8%), wholesalers (9.7%), retailers (68.2%), and others (16.0%). In the classification of each category, "seals" was the most common among all businesses, with 4.9% in the manufacturers, 2.4% in the wholesalers, and 21.9% in the retailers.

In the description of the answer "others", the manufacturers wrote "tea ceremony utensils" and "framing paintings and calligraphic works". The wholesalers wrote "paintings" and "art works". Retailers wrote "toys" and "artist' supplies." Other than the above, "others" included "recycle shops" and "antiquities".

* If they are engaged in multiple economic activities, the main activity (the one with the largest profit or sales) was selected.

* If they manufacture and sell products, a category was select as follows.

- ① Manufacturing and wholesaling to businesses → Manufacturer
- ② Manufacturing and selling directly to consumers by mail order, etc. without going through stores → Manufacturer
- ③ Manufacturing and selling to consumers in a sales facility in the same place as manufactory → Retailer



Current business categories			
Business category	Classification	n	%
Manufacturers	Seals	65	4.9
	Accessories/Ornaments	19	1.4
	Musical Instrument parts /materials	23	1.7
	Furnishings	18	1.4
	Other	30	2.3
Total (Manufacturers)		155	11.8
Wholesalers	Wholesale of various products	31	2.4
	Seals	32	2.4
	Accessories/Ornaments	17	1.3
	Musical Instrument parts/materials	14	1.1
	Furnishings	4	0.3
	Other	30	2.3
Total (Wholesalers)		128	9.7
Retailers	Retail of various products (department stores, general supermarkets, etc.)	46	3.5
	Retail of various products	43	3.3
	Seals	289	21.9
	Stationery	55	4.2
	Accessories/Ornaments /Jewelry	39	3.0
	Musical Instruments	82	6.2
	Art works and antiques	260	19.7
	Secondhand goods (excluding antiques and art works)	47	3.6
	Other	39	3.0
Total (Retailers)		900	68.2
Other than the above	Pawnshop	77	5.8
	Auction	43	3.3
	Art galleries/Museums	3	0.2
	Other	88	6.7
Total (Other than the above)		211	16.0
No answer		70	5.3
Number of respondents		1319	100.0

Chart 2-1 Percentage of respondents by business category (n = 1,319, multiple answers)

2) Trade in ivory products, etc.

2-1 Trade in ivory products, etc.

Nearly 70% of the total was dealing in ivory products: 67.4% of respondents answered that they currently "deal in" ivory products, 30.8% answered that they "do not deal in".

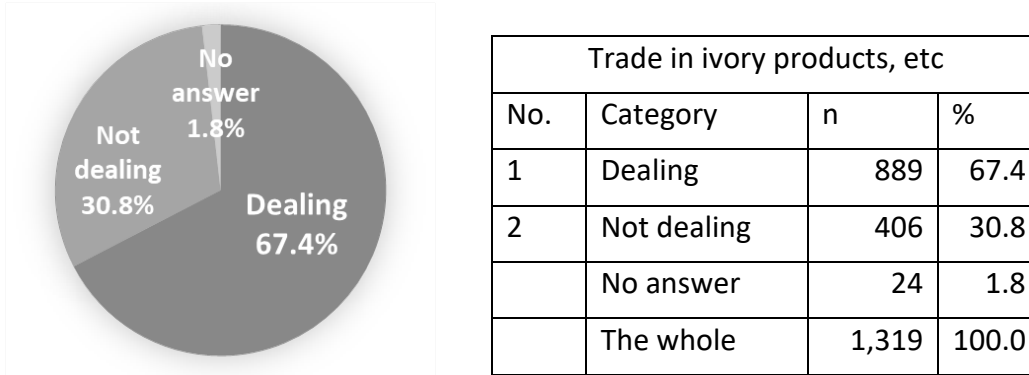
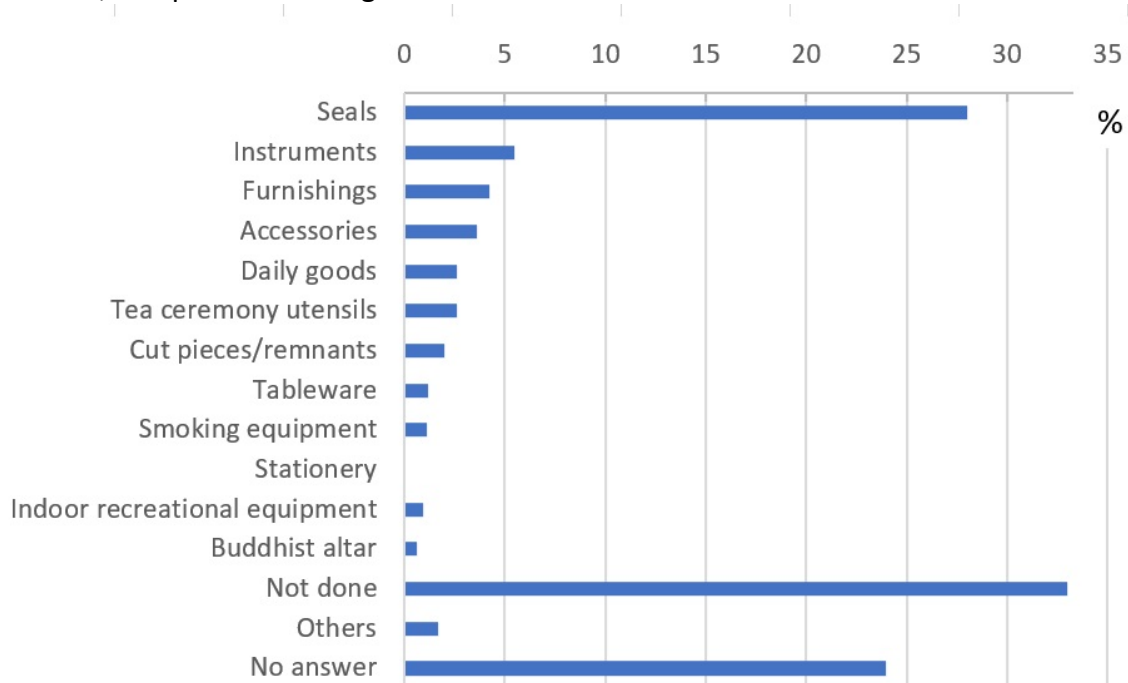


Chart 2-2 Trade in ivory products (n = 1,319)

2-2 Manufacture/processing of ivory products (multiple answers allowed)

In the manufacture and processing of ivory products, the most frequently dealt items were "seals" at 28.0%, followed by "musical instruments" at 5.5% and "furnishings" at 4.2%. The description for the answer "other" included the tip of the hanging scroll, *netsuke*, and parts for fishing tackle.



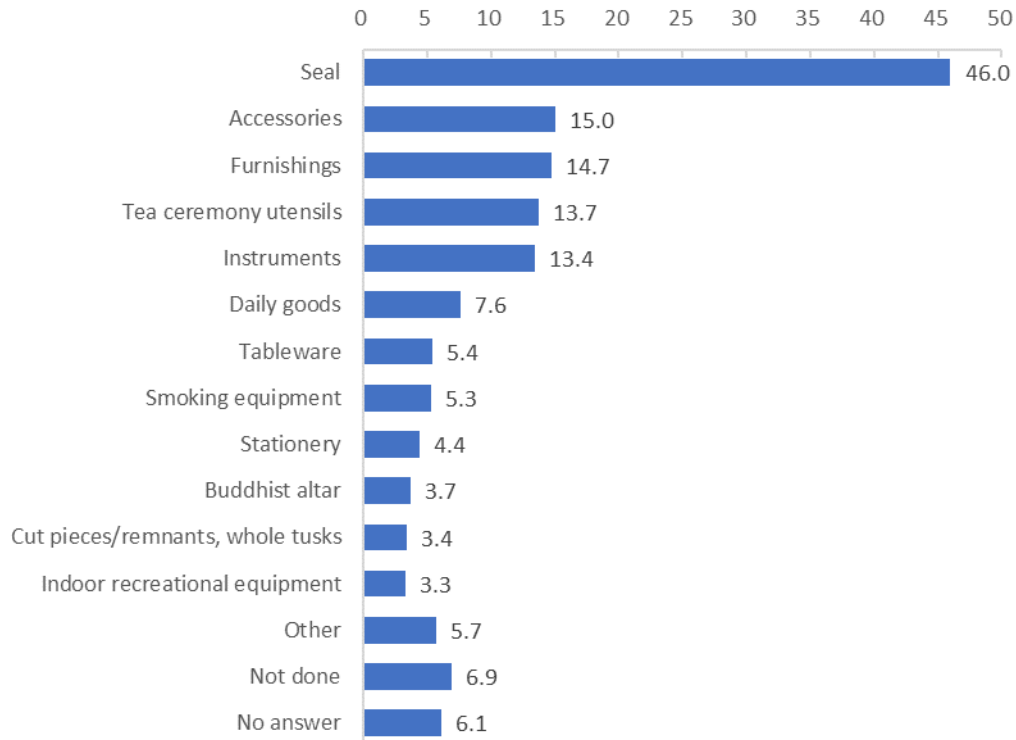
Manufacture/processing of ivory products, etc. by category			
No.	Category	n	%
1	Seals	249	28.0
2	Instruments	49	5.5
3	Furnishings	37	4.2
4	Accessories	35	3.9
5	Daily goods	23	2.6
6	Tea ceremony utensils	23	2.6
7	Cut pieces/remnants	18	2.0
8	Tableware	11	1.2
9	Smoking equipment	10	1.1
10	Stationery	8	0.9
11	Indoor recreational equipment	8	0.9
12	Buddhist altar	5	0.6
13	Not done	293	33.0
14	Others	15	1.7
	No answer	213	24.0
	The whole	889	100.0

Chart 2-3 Manufacture/processing of ivory products (n = 889 multiple answers)

Out of the 889 businesses that deal in ivory products, 383 businesses answered that they manufacture/process ivory products. Regarding the major products dealt in, 65.0% of 383 businesses answered "seals", 12.8% answered musical instruments", and 9.7% "furnishings".

2-3 Wholesale/retail of ivory products, etc. (multiple answers allowed)

In the wholesale and retail of ivory products, the most frequently dealt items were "seals" at 46.0%, followed by "accessories" at 15.0% and "furnishings" at 14.7%. The description for the answer "Other" included the tip of the hanging scroll, the plectrums of the koto, the buttons, and so on.



Wholesale/retail of ivory products, etc. by category			
No.	Category	n	%
1	Seal	409	46.0
2	Accessories	133	15.0
3	Furnishings	131	14.7
4	Tea ceremony utensils	122	13.7
5	Instruments	119	13.4
6	Daily goods	68	7.6
7	Tableware	48	5.4
8	Smoking equipment	47	5.3
9	Stationery	39	4.4
10	Buddhist altar	33	3.7
11	Cut pieces/remnants, whole tusks	30	3.4
12	Indoor recreational equipment	29	3.3
13	Other	51	5.7

14	Not done	61	6.9
	No answer	54	6.1
	The whole	889	100.0

Chart 2-4 wholesaled/retail of ivory products etc. (n = 889, multiple answers)

Out of the 889 businesses that deal in ivory products, 774 businesses answered that they wholesale and/or retail products. As a major product dealt in, 52.8% of 774 businesses answered "seals", 17.2% answered "accessories", and 16.9% answered "furnishings".

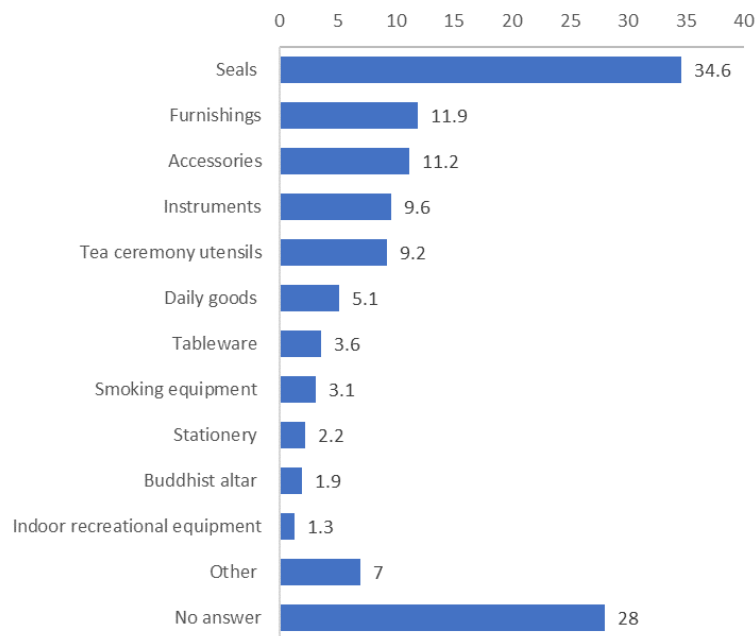
Among 889 businesses that responded that they dealt in ivory products, 438 businesses (49.3%) answered that they dealt in seals in manufacturing/processing or wholesale/retail.

3) Stock of ivory products, etc.

3-1 Stock of ivory products (multiple answers allowed)

[Ivory products in stock]

The largest stock of ivory product type was "seals" at 34.6%, followed by "furnishings" at 11.9% and "accessories" at 11.2%. The description for the answer "other" included remnants, make-up sets, chopsticks and so on.

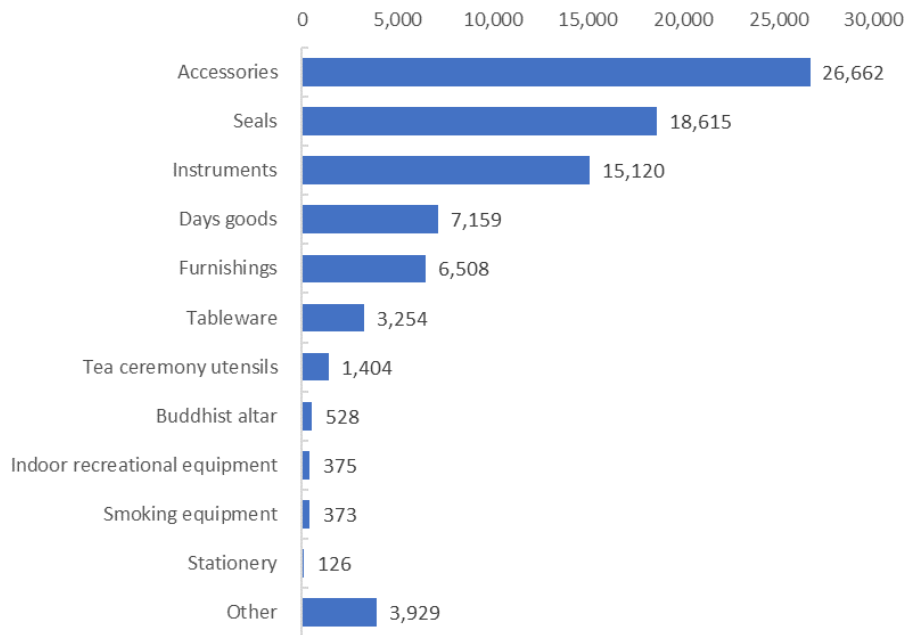


Stock of ivory products			
No.	Category	n	%
1	Seals	308	34.6
2	Furnishings	106	11.9
3	Accessories	100	11.2
4	Instruments	85	9.6
5	Tea ceremony utensils	82	9.2
6	Daily goods	45	5.1
7	Tableware	32	3.6
8	Smoking equipment	28	3.1
9	Stationery	20	2.2
10	Buddhist altar	17	1.9
11	Indoor recreational equipment	12	1.3
12	Other	62	7.0
	No answer	249	28.0
	The whole	889	100.0

Chart 2-5 Stock of ivory products (n = 889)

[Number of stock items of ivory products]

The total number of stock items of ivory products was 84,051, with the largest number of "accessories" at 26,662 (31.7%), followed by "seals" at 18,615 (22.1%) and "musical instruments" at 15,120 (18.0%).



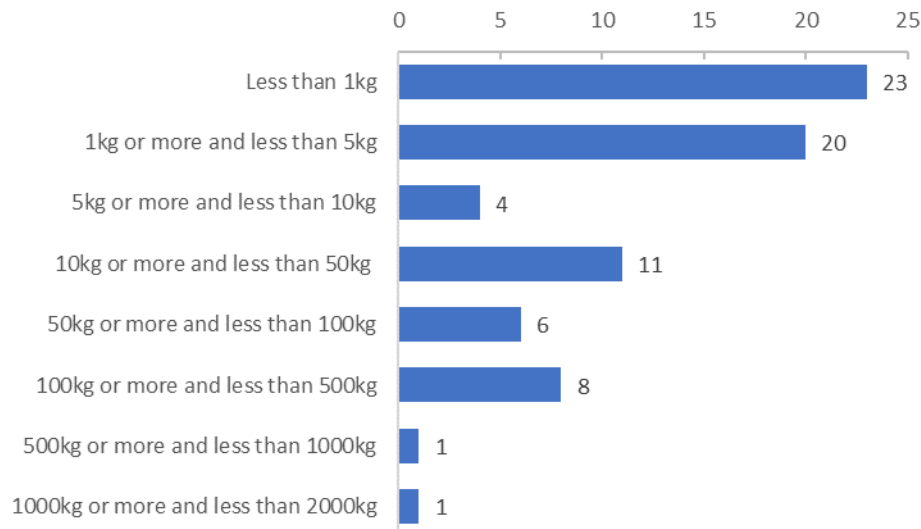
No.	Category	total number of stock	%
1	Accessories	26,662	31.7
2	Seals	18,615	22.1
3	Instruments	15,120	18.0
4	Days goods	7,159	8.5
5	Furnishings	6,508	7.7
6	Tableware	3,254	3.9
7	Tea ceremony utensils	1,404	1.7
8	Buddhist altar	528	0.6
9	Indoor recreational equipment	375	0.4
10	Smoking equipment	373	0.4
11	Stationery	126	0.1
12	Other	3,929	4.7
	The whole	84,051	100.0

Chart 2-6 Number of stock items of ivory products (n = 84,051)

3-2 Stock of cut pieces, remnants and whole tusks

[Weight of stock of cut pieces and remnants]

Respondents who answered about stock of cut pieces and remnants were 74, and the total weight was 3,855 kg. The most common answer was "less than 1 kg" by 23 respondents.

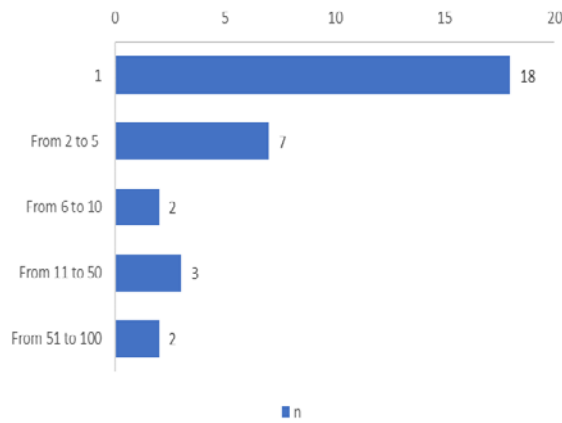


Weight of stock of cut pieces and remnants			
No.	Category	n	%
1	Less than 1kg	23	31.1
2	1kg or more and less than 5kg	20	27.0
3	5kg or more and less than 10kg	4	5.4
4	10kg or more and less than 50kg	11	14.9
5	50kg or more and less than 100kg	6	8.1
6	100kg or more and less than 500kg	8	10.8
7	500kg or more and less than 1000kg	1	1.4
8	1000kg or more and less than 2000kg	1	1.4
	The whole	74	100.0

Chart 2-7 Weight of Stock of cut pieces and remnants (n = 74)

[Number of stock of whole tusks]

Respondents who answered about stock of whole tusk were 32, and the total number of tusk was 282. The most common answer was "1" by 18 respondents.

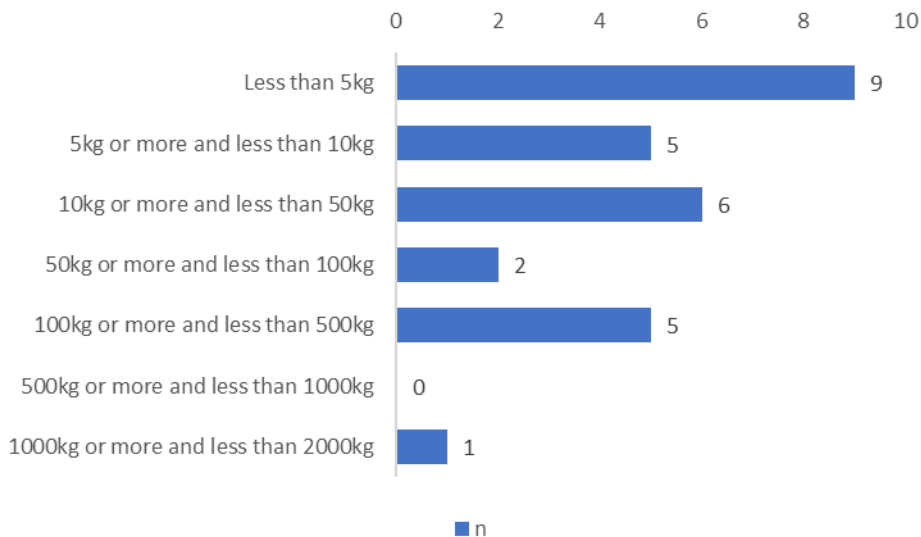


Number of stock of whole tusks			
No.	Category	n	%
1	1	18	56.3
2	From 2 to 5	7	21.9
3	From 6 to 10	2	6.3
4	From 11 to 50	3	9.4
5	From 51 to 100	2	6.3
	The whole	32	100.0

Chart 2-8 Number of stock of whole tusks (n = 32)

[Weight of stock of whole tusks]

Respondents who answered about weight of stock of whole tusks were 28, and the total weight was 3,340 kg. The most common answer was "less than 5kg" by 9 respondents.



Weight of stock of whole tusks			
No.	Category	n	%
1	Less than 5kg	9	32.1
2	5kg or more and less than 10kg	5	17.9
3	10kg or more and less than 50kg	6	21.4
4	50kg or more and less than 100kg	2	7.1
5	100kg or more and less than 500kg	5	17.9
6	500kg or more and less than 1000kg	0	0.0
7	1000kg or more and less than 2000kg	1	3.6
	The whole	28	100.0

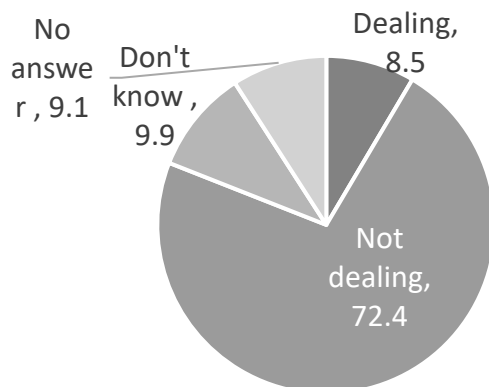
Chart 2-9 Weight of stock of whole tusks (n = 28)

4) Trade in traditional crafts designated by Tokyo Metropolitan Government

4-1 Trade in traditional ivory crafts designated by Tokyo Metropolitan Government

Regarding the trade in traditional ivory crafts designated by the Tokyo Metropolitan Government, 8.5% answered "dealing", 72.4% answered "not dealing", and 9.9% answered "don't know", which means around 10% of total businesses were dealing it.

Looking at the type of business, 16.1% was the manufacturers and 9.2% was the wholesalers/retailers that answered "dealing."



Trade in traditional ivory crafts designated by Tokyo Metropolitan Government			
No.	Category	n	%
1	Dealing	76	8.5
2	Not dealing	644	72.4
3	Don't know	88	9.9
	No answer	81	9.1
	The whole	889	100.0

Chart 2-10 Trade in traditional ivory crafts designated by Tokyo Metropolitan Government (n = 889)

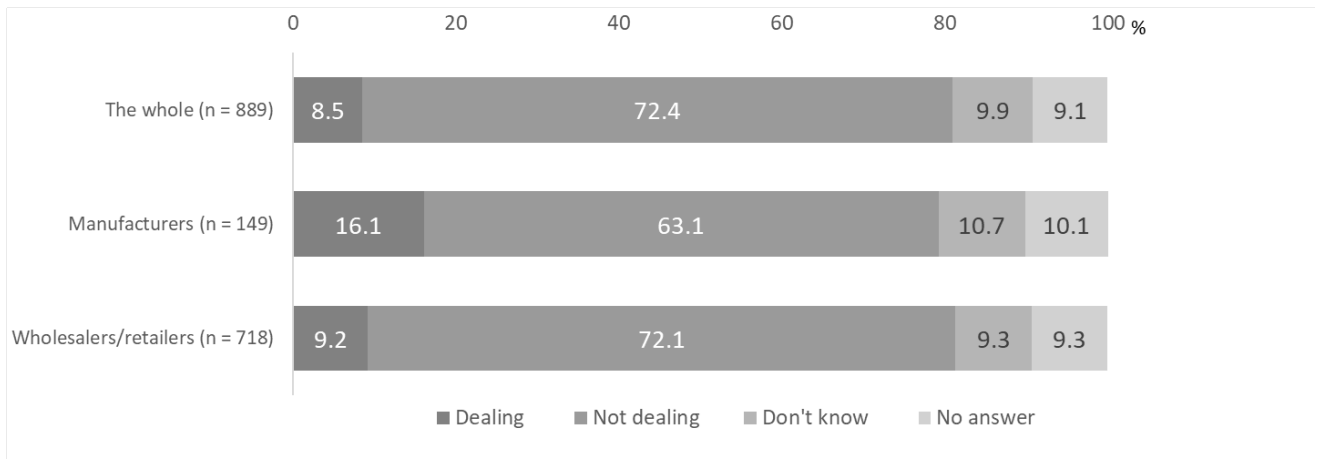
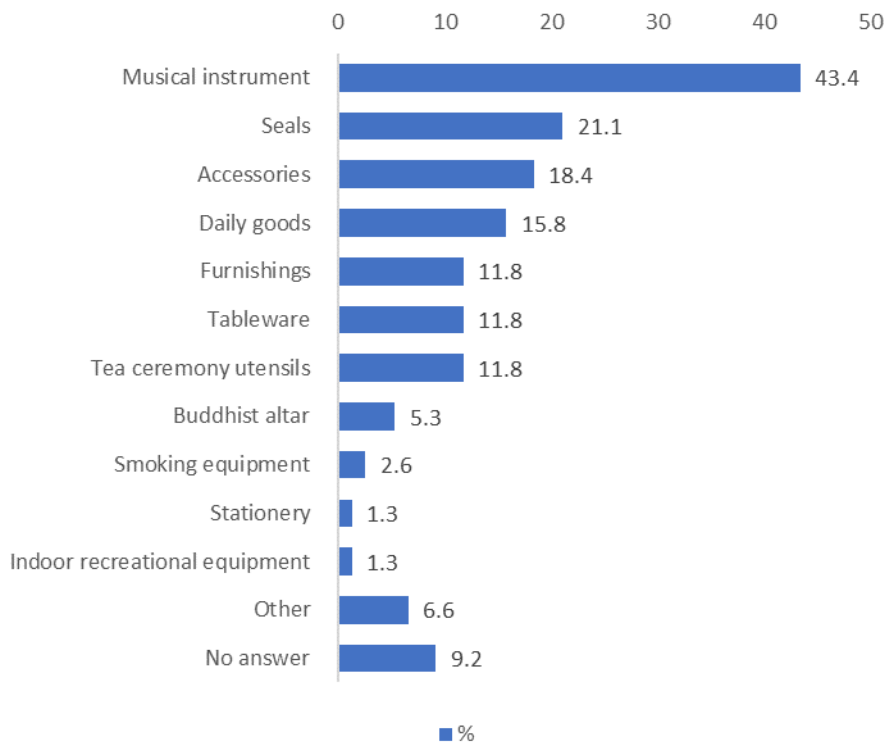


Chart 2-11 Trade in traditional ivory crafts designated by Tokyo Metropolitan Government (by business type)

4-2 Product type of trade in traditional ivory crafts designated by Tokyo Metropolitan Government (multiple answers allowed)

The most dealt type of traditional ivory crafts designated by the Tokyo Metropolitan Government was "musical instruments" at 43.4%, followed by "seals" at 21.1% and "accessories" at 18.4%. The description for the answer "other" included tracing spatulas for Japanese dressmaking, scissors, combs, and so on.



Product type of trade in traditional ivory crafts designated by Tokyo Metropolitan Government			
No.	Category	n	%
1	Musical instrument	33	43.4
2	Seals	16	21.1
3	Accessories	14	18.4
4	Daily goods	12	15.8
5	Furnishings	9	11.8
6	Tableware	9	11.8
7	Tea ceremony utensils	9	11.8
8	Buddhist altar	4	5.3
9	Smoking equipment	2	2.6
10	Stationery	1	1.3
11	Indoor recreational equipment	1	1.3
12	Other	5	6.6
	No answer	7	9.2
	The whole	76	100.0

Chart 2-12 Trade in traditional ivory crafts designated by Tokyo Metropolitan Government (n = 76, multiple answers allowed)

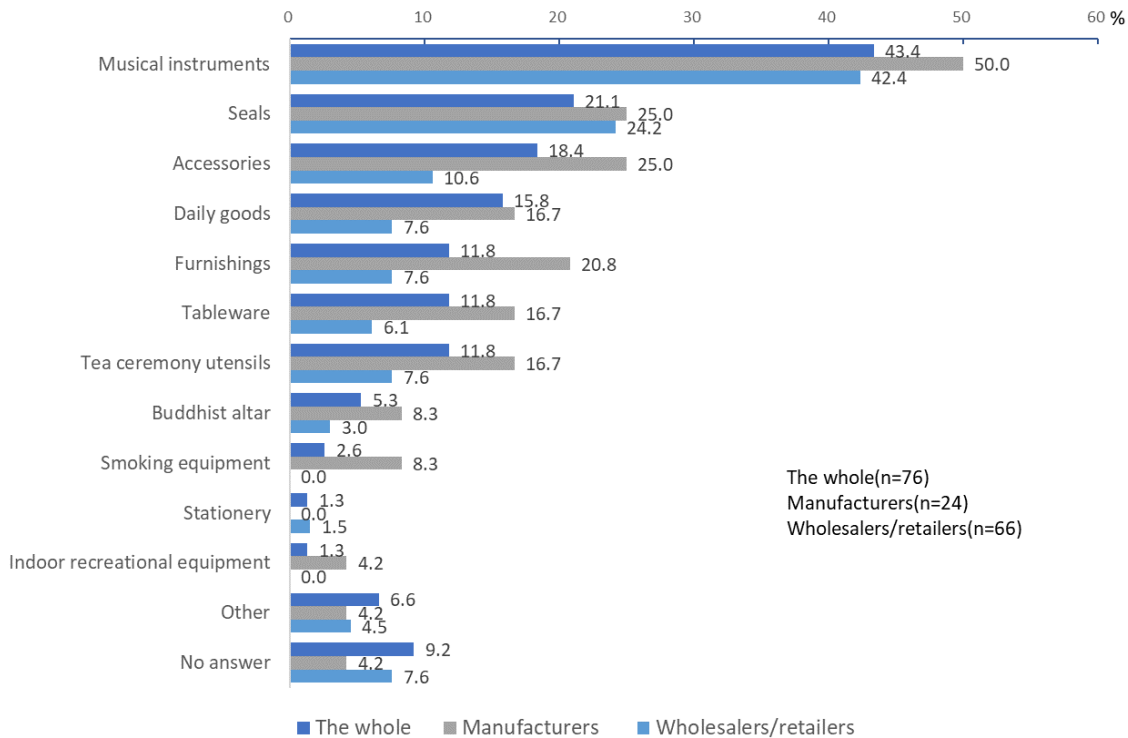
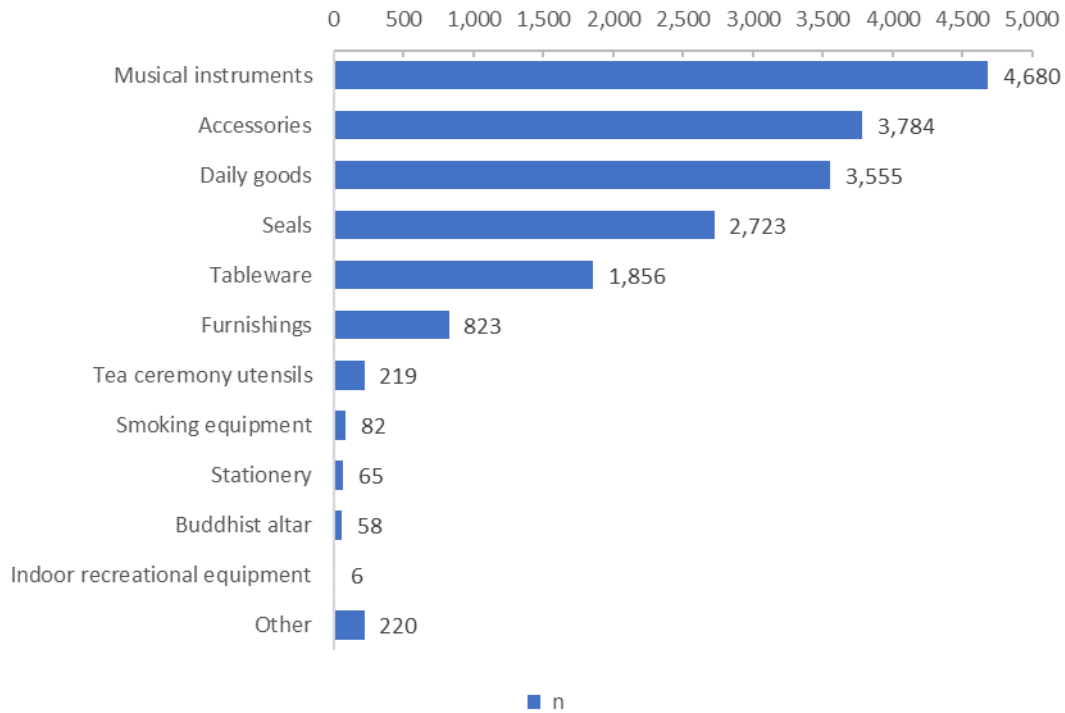


Chart 2-13 Trade in traditional ivory crafts designated by Tokyo Metropolitan Government (by business type)

4-3 Number of stock items of traditional ivory crafts designated by Tokyo Metropolitan Government (multiple answers allowed)

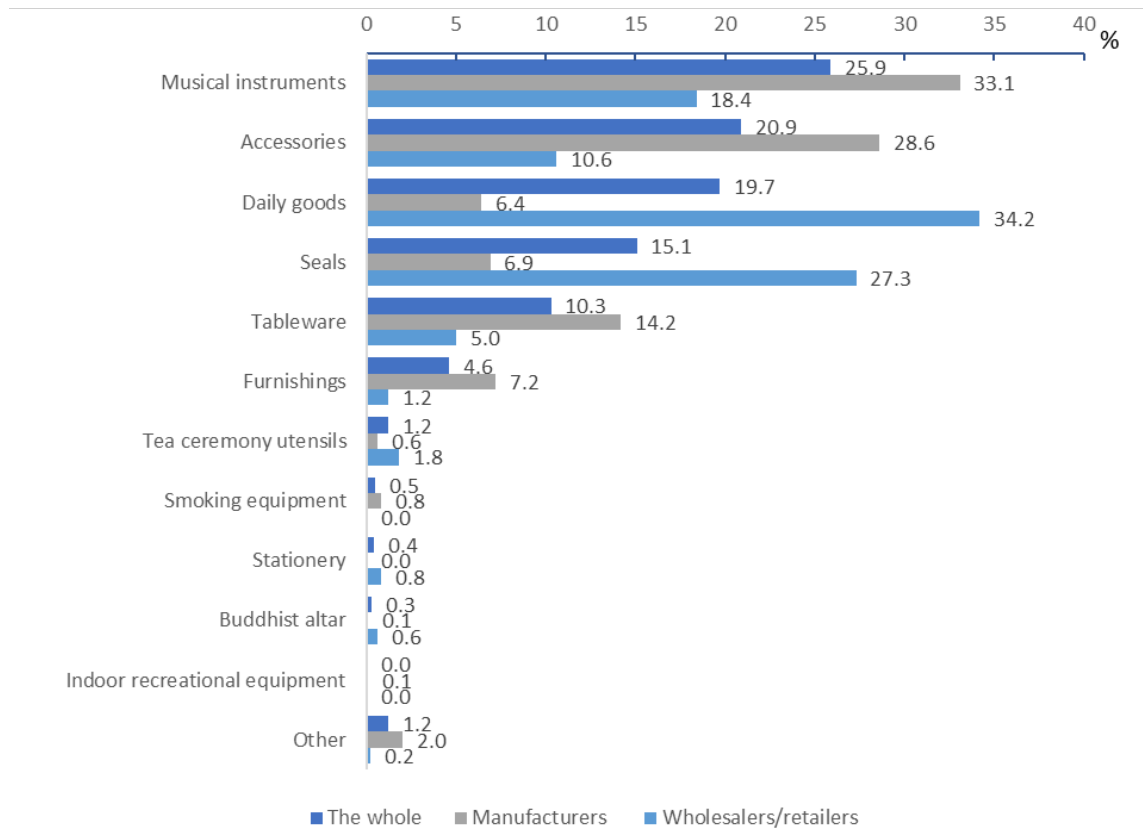
The total number of stock items of the traditional ivory crafts designated by Tokyo Metropolitan Government was currently 18,071, with the largest number of "musical instruments" at 4,680 (25.9%), followed by "accessories" at 3,784 (20.9%), and "daily goods" at 3,555 (19.7%).

By type of business, "musical instruments" were the most held by the manufacturers, and "daily goods" were the most held by the wholesalers and retailers.



Number of stock items of traditional ivory crafts designated by Tokyo Metropolitan Government			
No.	Category	n	%
1	Musical instruments	4,680	25.9
2	Accessories	3,784	20.9
3	Daily goods	3,555	19.7
4	Seals	2,723	15.1
5	Tableware	1,856	10.3
6	Furnishings	823	4.6
7	Tea ceremony utensils	219	1.2
8	Smoking equipment	82	0.5
9	Stationery	65	0.4
10	Buddhist altar	58	0.3
11	Indoor recreational equipment	6	0.0
12	Other	220	1.2
	The whole	18,071	100.0

Chart 2-14 Number of stock items of traditional ivory crafts designated by Tokyo Metropolitan Government (n = 18,071)



The whole(n=18,071) Manufacturers(n=10,075) Wholesales/retailers(n=8,460)

Chart 2-15 Stock ratios of traditional ivory crafts designated by Tokyo Metropolitan Government (by business type)

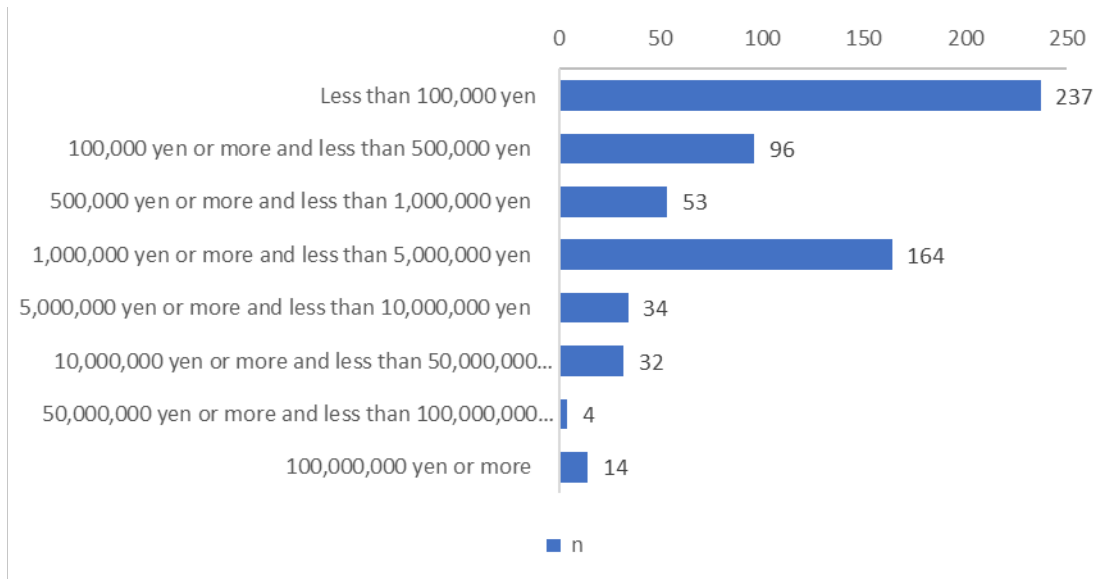
5) Sales and customers of ivory products, etc.

5-1 Annual sales amount

[Annual sales amount of ivory products, etc.]

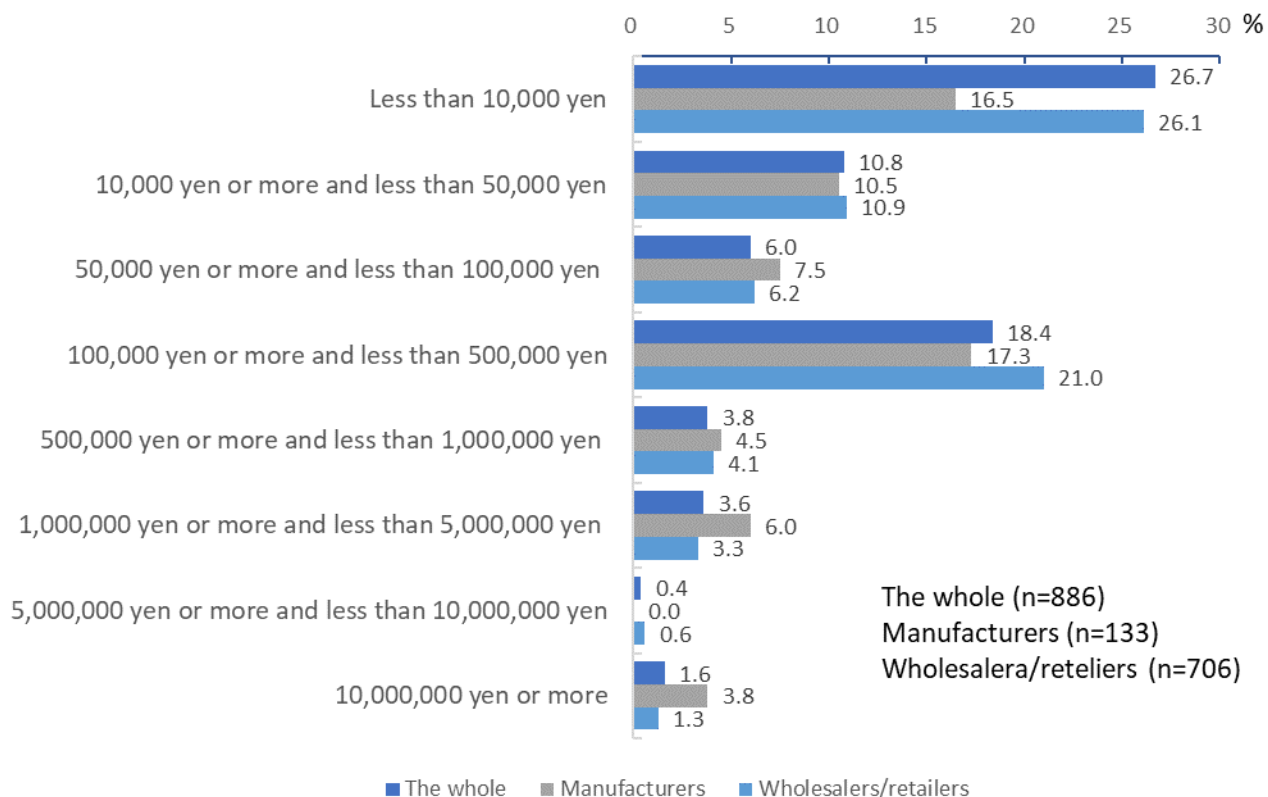
The number of valid responses to the annual sales amount of ivory products, etc. was 634, and the overall average was about 810,000 yen.

The average sales amount by business type was about 2.3 million yen in the manufacturers and about 430,000 yen in the wholesalers/retailers.



Annual sales of ivory products, etc.			
No.	Category	n	%
1	Less than 100,000 yen	237	26.7
2	100,000 yen or more and less than 500,000 yen	96	10.8
3	500,000 yen or more and less than 1,000,000 yen	53	6.0
4	1,000,000 yen or more and less than 5,000,000 yen	164	18.4
5	5,000,000 yen or more and less than 10,000,000 yen	34	3.8
6	10,000,000 yen or more and less than 50,000,000 yen	32	3.6
7	50,000,000 yen or more and less than 100,000,000 yen	4	0.4
8	100,000,000 yen or more	14	1.6
	No answer	255	28.7
	The whole	889	100.0

Chart 2-16 Annual sales amount of ivory products, etc. (n = 889)



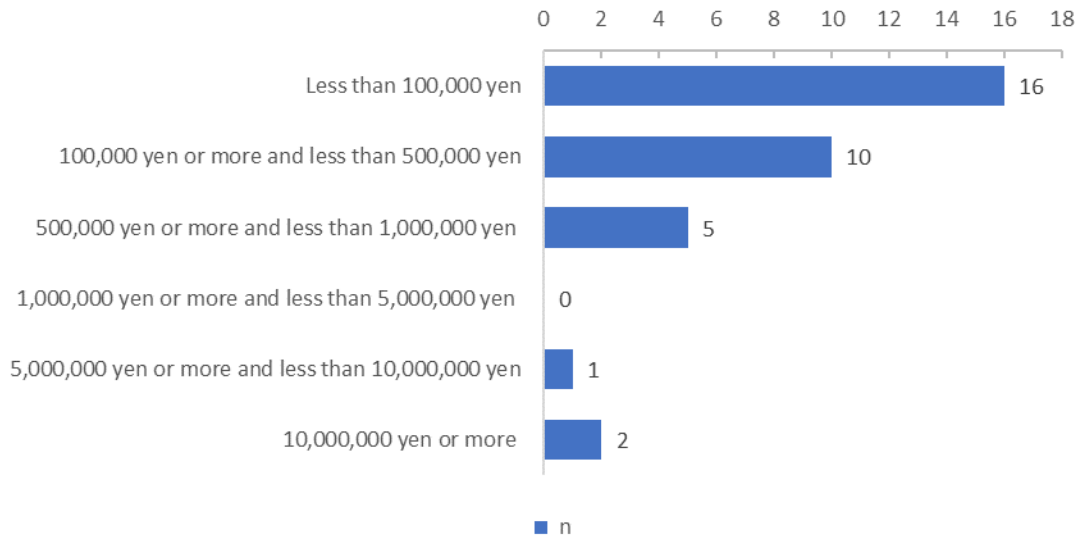
	Total	Annual sales amount of ivory products, etc.									
		Less than 10,000 yen	10,000 yen or more and less than 50,000 yen	50,000 yen or more and less than 100,000 yen	100,000 yen or more and less than 500,000 yen	500,000 yen or more and less than 1,000,000 yen	1,000,000 yen or more and less than 5,000,000 yen	5,000,000 yen or more and less than 10,000,000 yen	10,000,000 yen or more	No answer	Average (unit: ten thousand yen)
The whole	889	237	96	53	164	34	32	4	14	255	81.2
	100.0	26.7	10.8	6.0	18.4	3.8	3.6	0.4	1.6	28.7	
Manufacturers	133	22	14	10	23	6	8	0	5	45	230.2
	100.0	16.5	10.5	7.5	17.3	4.5	6.0	0.0	3.8	33.8	
Wholesalers/retailers	706	184	77	44	148	29	23	4	9	188	43.4
	100.0	26.1	10.9	6.2	21.0	4.1	3.3	0.6	1.3	26.6	

Chart 2-17 Annual sales amount of ivory products, etc. (by business type)

[Sales amount of traditional ivory crafts designated by Tokyo Metropolitan Government]

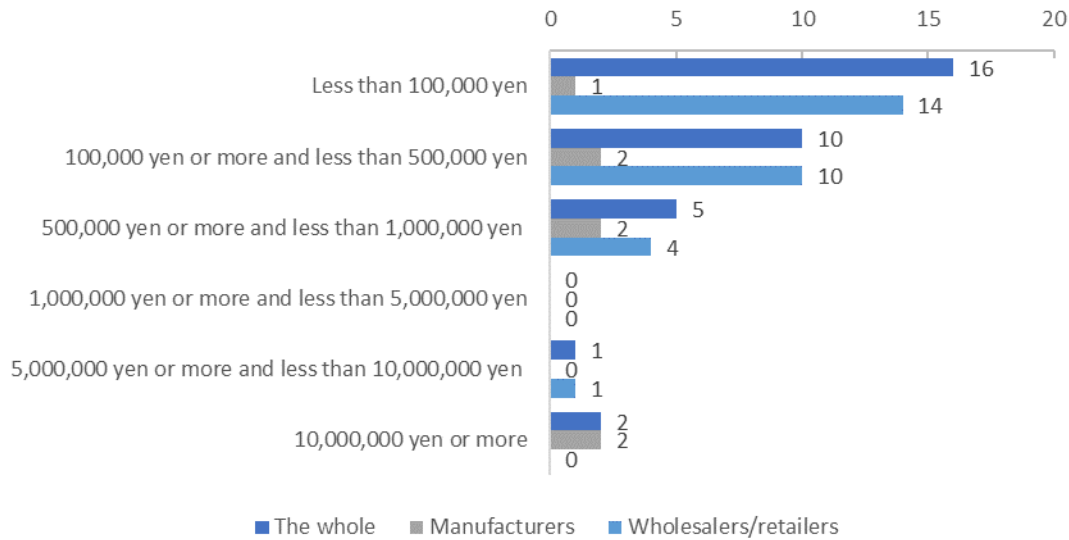
The number of valid responses for traditional ivory crafts designated by Tokyo Metropolitan Government was 34, and the average sales amount was about 3.6 million yen.

The average sales amount by business type was about 15.95 million yen in the manufacturers and about 200,000 yen in the wholesalers/retailers.



Numbers of cases by sales amount of traditional ivory crafts designated by Tokyo Metropolitan Government			
No.	Category	n	%
1	Less than 100,000 yen	16	21.1
2	100,000 yen or more and less than 500,000 yen	10	13.2
3	500,000 yen or more and less than 1,000,000 yen	5	6.6
4	1,000,000 yen or more and less than 5,000,000 yen	0	0.0
5	5,000,000 yen or more and less than 10,000,000 yen	1	1.3
6	10,000,000 yen or more	2	2.6
	No answer	42	55.3
	The whole	76	100.0

Chart 2-18 Numbers of cases by sales amount of traditional ivory crafts designated by Tokyo Metropolitan Government (n = 76)



The whole(n=76) Manufacturers(n=23) Wholesales/retailers(n=62)

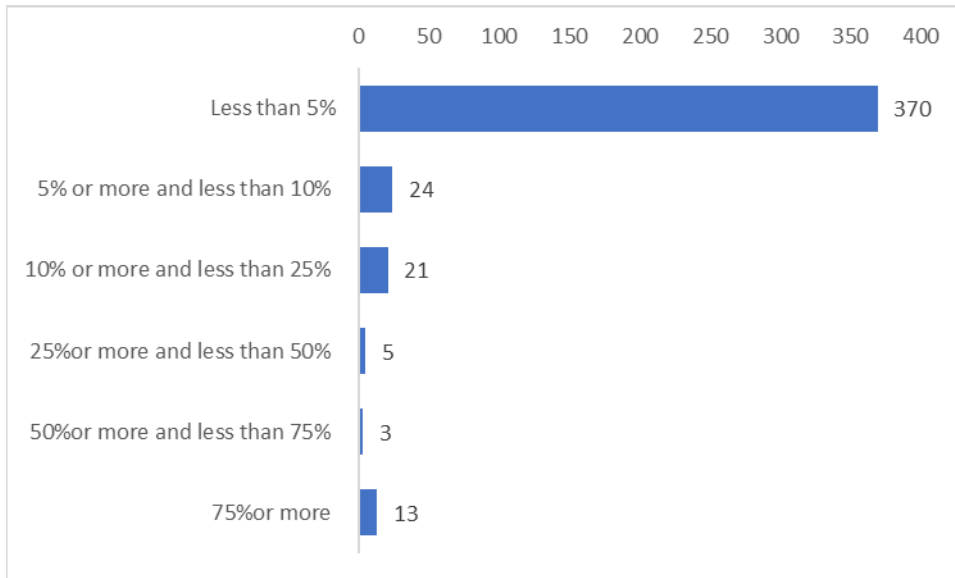
	Total	Numbers of cases by sales amount of traditional ivory crafts designated by Tokyo Metropolitan Government							Average (unit: ten thousand yen)
		Less than 100,000 yen	100,000 yen or more and less than 500,000 yen	500,000 yen or more and less than 1,000,000 yen	1,000,000 yen or more and less than 5,000,000 yen	5,000,000 yen or more and less than 10,000,000 yen	10,000,000 yen or more	No answer	
The whole	76	16	10	5	0	1	2	42	360.8
	100.0	21.1	13.2	6.6	0.0	1.3	2.6	55.3	
Manufacturers	23	1	2	2	0	0	2	16	1595.4
	100.0	4.3	8.7	8.7	0.0	0.0	8.7	69.6	
Wholesalers/retailers	62	14	10	4	0	1	0	33	19.6
	100.0	22.6	16.1	6.5	0.0	1.6	0.0	53.2	

Chart 2-19 Sales amounts of traditional ivory crafts designated by Tokyo Metropolitan Government (by business type)

[Ratio of ivory products, etc. in total sales]

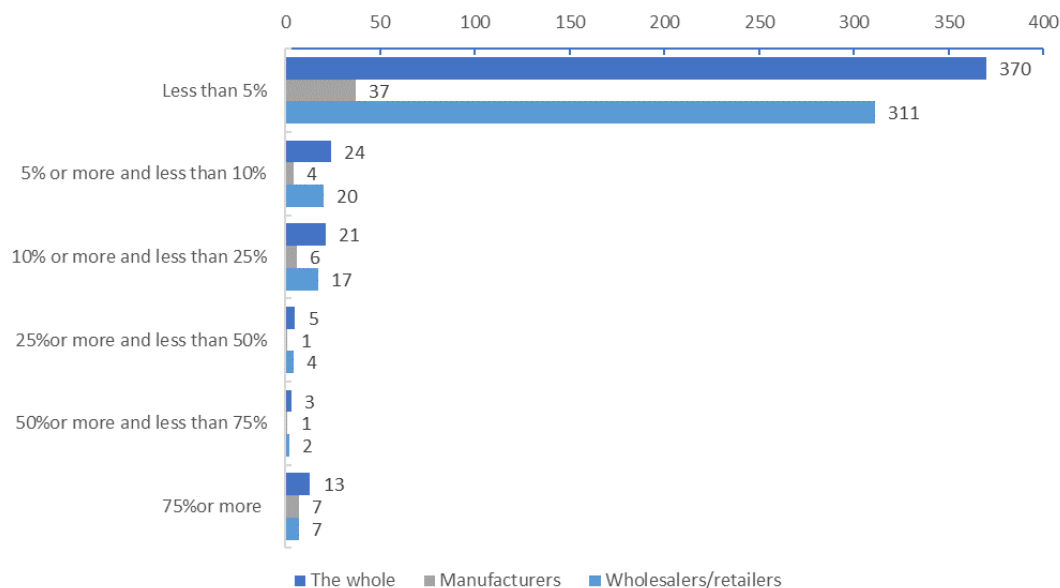
The number of valid responses for the ratio of ivory product in the total sales of the business was 436, with an average of about 5.1%.

By type of business, the highest percentage of responses was that the average percentage of sales "less than 5%."



Ratio of ivory products, etc. in total sales			
No.	Category	n	%
1	Less than 5%	370	41.6
2	5% or more and less than 10%	24	2.7
3	10% or more and less than 25%	21	2.4
4	25% or more and less than 50%	5	0.6
5	50% or more and less than 75%	3	0.3
6	75% or more	13	1.5
	No answer	453	51.0
	The whole	889	100.0

Chart 2-20 Percentage of sales of ivory products, etc. (n = 889)



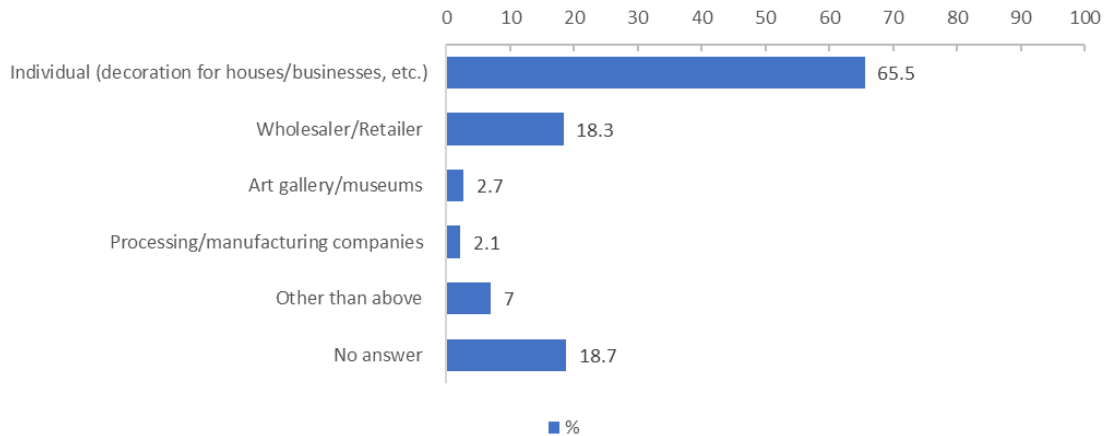
The whole(n=889) Manufactures(n=133) Wholesalers/retailers(n=706)

	Total	Percentage of sales of ivory products, etc.							Average
		Less than 5%	5% or more and less than 10%	10% or more and less than 25%	25% or more and less than 50%	50% or more and less than 75%	75% or more	No answer	
The whole	889	370	24	21	5	3	13	453	5.1
	100.0	41.6	2.7	2.4	0.6	0.3	1.5	51.0	
Manufacturers	133	37	4	6	1	1	7	77	16.2
	100.0	27.8	3.0	4.5	0.8	0.8	5.3	57.9	
Wholesalers/retailers	706	311	20	17	4	2	7	345	4.0
	100.0	44.1	2.8	2.4	0.6	0.3	1.0	48.9	

Chart 2-21 Percentage of sales of ivory products, etc. (by business type) (n = 889)

5-2 Major customers (multiple answers allowed)

The most common customer was "individuals (decoration for houses/businesses, etc.)" at 65.5%, followed by "wholesalers/retailers" at 18.3%, and "others" at 7.0%. The description for the answer "other" included department stores for their events, auctions, universities (research purpose), and so on.

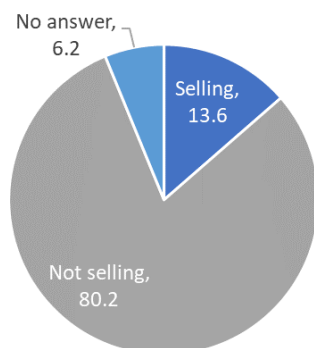


Major customers			
No.	Category	n	%
1	Individual (decoration for houses/businesses, etc.)	582	65.5
2	Wholesaler/Retailer	163	18.3
3	Art gallery/museums	24	2.7
4	Processing/manufacturing companies	19	2.1
5	Other than above	62	7.0
	No answer	166	18.7
	The whole	889	100.0

Chart 2-22 Major customers (n = 889, multiple answers allowed)

5-3 Sales to foreigners

To the question whether they sell to foreigners or not, 13.6% answered “selling”, and 80.2% “not selling”.

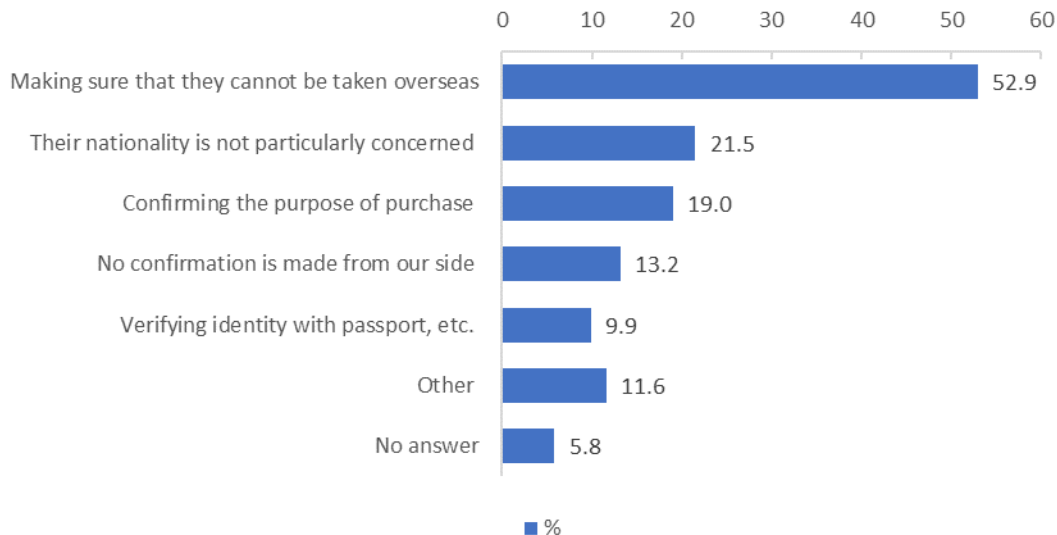


Sales to foreigners			
No.	Category	n	%
1	Selling	121	13.6
2	Not selling	713	80.2
	No answer	55	6.2
	The whole	889	100

Chart 2-23 Sales to foreigners (n = 889)

5-4 Measures in selling to foreigners (multiple answers allowed)

Regarding the measures when selling to foreigners, more than half of the total (52.9%) confirmed by "making sure that they cannot be taken overseas". On the other hand, 21.5% answered "their nationality is not particularly concerned", and 13.2% answered that "no confirmation is made from our side". The description of the answer "other" included putting up posters on prohibition of taking them overseas, never selling ivory to foreigners, selling by changing material of scroll tip, and so on.



Measures in selling to foreigners			
No.	Category	n	%
1	Making sure that they cannot be taken overseas	64	52.9
2	Their nationality is not particularly concerned	26	21.5
3	Confirming the purpose of purchase	23	19.0
4	No confirmation is made from our side	16	13.2
5	Verifying identity with passport, etc.	12	9.9
6	Other	14	11.6
	No answer	7	5.8
	The whole	121	100.0

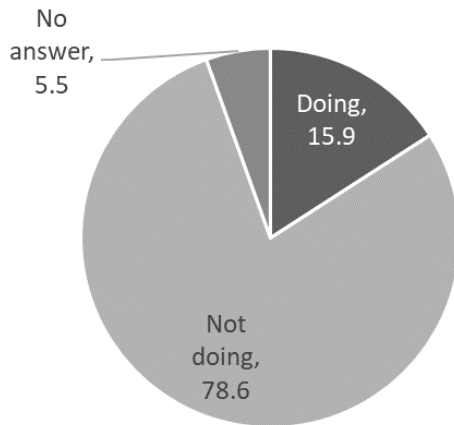
Chart 2-24 Measures in selling to foreigners (n = 121, multiple answers allowed)

Among the 121 businesses that answered "selling to foreigners", 78 businesses (64.5%) answered that some kind of confirmation is made when selling to foreigners, such as "making sure that that they cannot be taken overseas ", "confirming the purpose of purchase", "verifying identity with passport, etc." and so on.

On the other hand, 36 businesses (29.8%) answered that they did not take any particular measures regarding sales to foreigners, such as "their nationality is not particularly concerned" or "no confirmation is made from our side".

5-5 Online trade

Regarding online trade, 15.9% answered "doing", and 78.6% answered "not doing". Less than 20% of the total was practicing online trade.



Online trade			
No.	Category	n	%
1	Doing	141	15.9
2	Not doing	699	78.6
	No answer	49	5.5
	The whole	889	100.0

Chart 2-25 Online trade (n = 889)

6) Free opinion

Markets and trade related to ivory

- We run an antique store and sell the purchased items at online auction, but we are currently refusing to purchase ivory as there is no means of selling ivory products due to prohibition of putting it up for sale. I assume that those who have expensive ivory are in great trouble as they cannot cash it due to the current regulations. I would like you to provide clear guidelines on how to handle the ivory products made so far.
- Since it is no longer possible to buy or sell ivory on the internet (Yahoo Auction, Mercari, etc.), we cannot deal it. We mainly deal in handiworks made by craftsmen 100 years ago. It used to be sold to Chinese vendors, but now it cannot happen at all, and it's only occasionally sold to Japanese people.
- As a result of the regulation, the price of secondhand goods has fallen, and there have been no transactions since the regulation is made.

- It is very difficult to manage artistic handicrafts that have existed since the days of Shosoin in Japan. Only a little piece of ivory is used in some handicrafts. There are so many things which cannot be judged if they are ivory or not that we are not currently dealing in them.

The current legal system

[Overall]

- It seems a strict regulation, but I think we have to keep it up to this level. If I deal in ivory in the future, I would like to manage it clearly with that in mind.
- I think the regulations regarding ivory are too strict. If there is no change, there will be no companies involved in the ivory business. Other traditional crafts are also disappearing, so I want them to be considered as a whole country, to be protected and developed.
- The regulation up to the cut pieces seems unacceptable. The techniques of traditional crafts and fine arts may fade away. I think that only the whole tusk as an ornament should be regulated.
- Please make sure that all the people in the musical instruments manufacture are registered properly. Even now, there are many unregistered people and I feel that it is unfair.
- I would like the trade except art galleries and museums to be prohibited, not by incomplete regulations.
- Since it is not a daily necessity, though it is a pity for traditional crafts, conservation of species is more important, so it is okay to ban it entirely.
- It seems that there are still many people who are treating this system lightly. I think the only way to make it effective is to tighten the penalties.

[Registration (renewal) fee of business activity in connection with specifically designated internationally endangered species]

- I registered because ivory is often used for musical instruments made in the old days. Currently, there are very few requests for processing and mounting the ivory itself. Nevertheless, the cost of business registration and renewal is a heavy burden for an individual owner-manager. I think there should be fluctuations in costs depending on the scale of the business. It's hard to understand that it costs the same as a major musical instrument store.
- The renewal fee for sales licenses of ivory product is too expensive. I don't understand why they take extra money (too expensive) when changing names or ownership. It doesn't make sense. I want it to be improved.

[Age determination]

- Regulations are necessary, but subsidies should be considered for age determination etc. as it costs very expensive. I feel sorry in explaining it to those who often take over.

[Traceability]

- It is not possible to distinguish between those are obtained in accordance with the law and those are not if they have become products. I feel the need to trace back by identification number, etc., even it's any small object. This is my personal opinion.

[Alternatives]

- As ivory has been used for tea lids since ancient times, I don't know what to do with substitutes. In the industry, plastic products come with a registration label, why?

Culture and tradition

- Ivory used for bridges, plectrum, etc. of samisen instrument influences the tone, and is very important and indispensable. There is no substitute for this. If we cannot deal in it, it will interfere with Japanese culture such as Kabuki. Please protect ivory as a country.
- Ivory used for Japanese musical instruments is not simply for decoration, but an important material that affects the tone. For the survival of Japanese traditional culture, I would like the use of materials that affect the tone to be approved as a special case.
- We manufacture and sell products that can meet customers' needs by using traditional technique. Since all the products are handmade, the number is limited, but I would like you to take measures so that the goodness of traditional ivory products can be passed on to the next generation.
- Ivory scroll tips are traditionally used for art works and cultural properties, and we request that they be deregulated.
- We handle antique tea ceremony utensils, and most of the ivory tea lids are over 100 years old. If it is at least 100 years old, I think it can be excluded.
- Apart from new materials, we should appeal to relax regulations on those that have been partially used in arts and crafts that have passed a certain period of time (for 100 years, etc.). It hinders the mutual distribution of historical and cultural properties.
- Although we do not deal it, there are many crafts and antiques that use ivory in a very small part. I would appreciate it if you could make such a work an exception to registration, for example, if it is 1 cm or less.
- I think that traditional crafts such as ivory *netsuke* should be protected. Of course I understand the need of control on ivory trade, but many ivory *netsuke* are as small as

100g or less. It is often made from ivory scraps. We would like simple regulations such as excluding scraps weighing less than 100g from control.

Dissemination of information

- The businesses that currently deal in ivory seals (manufacturers, wholesalers, retailers) comply with the "Act on Conservation of Endangered Species" and sell them as persons engaging in a business activity in connection with a specifically designated internationally endangered species. I would like the government to give information to general consumers that the ivory (seal) which is sold is not smuggled one.
- I would like you to disseminate information in Japan so that we can do fair and impartial business based on the ecological survey on elephants. Even if we comply with the regulations, it is difficult to be conveyed to the general public, so I would like you to tell the general public that "domestic trade is permitted" and that "ivory cannot be taken overseas". Also, I would like you to warn foreign tourists and residents very well about the delivery to their home country.
- The guidelines for handling ivory are unknown. I don't have any idea what knowledge dealers and purchasers should have. Please let us know what is right and what is wrong.
- Currently, I explain and warn that ivory must not be taken outside the country verbally and with originally made instructions (I am refusing foreign tourists to buy), but leaflets issued by the government and the administration (for customers) would be persuasive and helpful.

The others

- Currently, more than 90% of the materials in stock are those of before the 1991 CITES regulation. That fact can be proved by the age determination test. Wouldn't it be good to select a stock by surprise inspection, and put up the certificate at the store?
- Amid the decrease in the number of people involved in processing rare materials, we believe that it is an urgent task to foster ambitious successors and develop a realistic market with a sense of life.
- The current ivory trade management system in Japan is complete. Measures such as ban of trade or import of ivory will, instead, lead to an increase in poaching and smuggling. I hope that the appropriate management system will continue.
- As we sell products appropriately in accordance with the law, the regulation by the Tokyo Metropolitan Government will be inconsistent with the national policy. As you know, the ivory seals currently in circulation in Japan are obtained before the regulations of the CITES. Even if trade is regulated, poaching would not finish. Please do not make a judgment by looking at only one aspect.

- I think the Tokyo Metropolitan Government should take the initiative in banning ivory trade by a regulation in order to cut off the source of funds for terrorists and protect African elephants.
- I am sending works in public exhibitions and group exhibitions of lacquerwork. Ivory is engraved as a decorative material and inlaid in lacquer wares. Since lacquer is hard to produce white color, ivory that can be delicately carved with soft white (ivory color) is an easy-to-use and beautiful material. It is also a technique that has continued since the Edo period. Recently, I am refraining from using ivory because the social atmosphere is negative. I hope that ivory will be recognized by the society and that it can be used, sold, and presented by managing it properly.
- I have inherited the technique as a family business for more than 90 years since my grandfather's generation, but due to the media's biased coverage rather than the acquisition of materials, the sales channel has rapidly shrunk with the image of being labeled as a vicious industry. Companies that are legitimately observing the law are under pressure; the technique that was boastful to children has been criticized by public opinion, and now recruiting employees has become difficult as it is pessimistic both in the future and in the society. I think that there will be no legal business and only illegal businesses will remain. We are prepared to quit our business if we have to deal in illegal things.