

How to Investigate an Individual TNC ?

Organising Your Thoughts

There are obviously numerous issues you can investigate about a particular TNC. What are its main products? How has its business performance been in recent years? Who are the company's major stockholders and sources of financing? Where are the corporation's subsidiaries? Are the parent firm or subsidiaries violating occupational safety and health, environmental, financial or other laws or regulations? What is the company's relationship with workers and trade unions? Do the firm's manufacturing processes or other activities impact the lives and livelihoods of a wider community than just its employees? Are the TNC's policies or activities anywhere in conflict with national, state, or local political forces? This list of possible questions could continue for many pages.

When starting out, therefore, it often helps to have some organisational framework to shape your investigation of a given TNC. The following broad framework provides a wider range of areas than you would likely need, but which you may want to consider as you structure your corporate informational needs:

- ◆ **General and Administration:** company history; management structure and salaries; board members; corporate ownership (if a subsidiary, who is parent; if a publicly-traded parent firm, who are the main institutional investors; if a private company, is it owned by a single individual, family); law firm; bankers; insurance company; relationship with government; political connections; membership in trade or business associations.
- ◆ **Company Business:** product lines; major markets and customers; rank in sector by production or market share; distribution channels; main competitors; mergers/acquisitions; strategies and future plans.
- ◆ **Company Structure:** divisional breakdown; number, location, and activities of facilities including foreign subsidiaries; plans to add or eliminate facilities.
- ◆ **Finances:** domestic and foreign sales, profits, and assets; indebtedness; new stock issues; foreign exchange transactions; litigation involving financial activity.
- ◆ **Labour Relations:** attitudes and tactics towards trade unions domestically and outside home country; contracts including collective bargaining agreements; employee profile; pension and insurance programs; labour law and occupational safety and health records including past or current litigation.
- ◆ **Environment:** attitudes and advertising; pollution record including violations, litigation, etc. at facilities including foreign subsidiaries; overall ecological impacts of company's industrial sector; double standards between practices in home and host countries.
- ◆ **Consumer Protection:** marketing practices and pricing; record on product safety; anti-competitive arrangements

including intellectual property regimes.

- ◆ **Human Rights:** social impacts, especially of foreign subsidiaries; benefits from oppressive governments which violate internationally accepted human rights standards.

The sources of information for inquiries into the above areas can be divided roughly and somewhat artificially into three categories:

- **The Corporation and Its Executives**
- **Paper Sources** (*including computerised data*)
- **Human Sources** (*other than the company's executives*)

A fourth category, sources of information in the United States Government that a citizen of any country can use, will be discussed in the next chapter.

A final section in this chapter will provide an annotated listing of non-governmental organisations or special interest groups which might be of interest and of help. While of course it will depend on your specific research needs, to investigate a TNC, and to provide both depth and breadth to your work, you must be willing and able to pursue all these kinds of sources. Rarely if ever does one suffice.

The Corporation and Its Executives

Researchers should not be shy about contacting TNC executives for information. As the experience of Goan activists fighting DuPont indicates, the direct approach proved valuable both as a source of information about the proposed project and as way of detecting discrepancies between corporate claims and practice.

If approached in the right way, executives -- especially in the larger TNCs

with relatively sophisticated public relations departments -- will usually answer general queries regarding strategy or product lines as well as questions about factual matters which are public record and which they think you could probably find elsewhere (such as the outcome of litigation). What the "right way" means depends on the researcher, the company, and the situation. Sometimes, you can be up front about who you are and why you're calling; at other times, you may wish to assume another identity, say of a student in economics, or perhaps one taking a business ethics course. You have to determine how great is the need for discretion and your ability to maintain a certain facade. Needless to say, not all corporate executives will wish to answer your questions whoever you say you are.

Virtually all major publicly-traded corporations publish **annual reports**, the primary document they use to communicate with shareholders (frequently, the biggest foreign subsidiaries of the parent firms will publish their own annual report as well). Any one can get an annual report simply by asking.

The annual report is the corporation's profile of itself and since it is not a legally required document, companies have wide latitude over what information they choose to include. Often, however, there is relatively detailed financial data, much of it buried in endnotes or annexes which the careful researcher should not skip (for definitions of business, balance sheet, financial, and legal terms commonly found in annual reports, see the glossary below). These sections frequently have disclosure of liabilities for environmental damage as well as ongoing litigation. Annual reports will also tell you who are the managing officers

of the company, who sits on the board, and some provide brief, obviously positive historical background on the corporation.

The annual report's main body is largely an exercise in self-promotion. But this can be very helpful inasmuch as it provides insight into corporate perspectives, arguments, strategies, plans, and rhetoric. While it varies from TNC to TNC, many annual reports of parent firms may also contain information on subsidiary operations. (Note: Privately held TNCs may or may not publish annual reports. You'll have to contact them to see if they do, or if they produce some sort of substitute.)

Besides annual reports, corporations may produce other kinds of promotional literature available to the public (for additional documents required by regulatory authorities of all public companies in the US, see the next chapter). In recent years especially, numerous leading TNCs have spent a great deal of money on glossy materials touting their environmental and health and safety records and practices. Their public relations departments will be glad to assist you.

Paper and Computer Sources

Paper sources includes a variety of publications -- and some computer resources which will be discussed at the end of the section -- you can use to investigate TNCs. You may be able find some of these publications in a public or university library, or in book stores which have good business or economic sections. For others you may need to contact various organizations tracking TNCs, and potentially useful resources which might be able to help you are also listed later in this section. Finally,

you may need to deal directly with the publishers of the materials. Paper sources can be extremely helpful in learning about publicly-traded TNCs, though not always as good for researching in depth about private companies.

Corporate Directories

Many directories of TNCs are now on the market, both in paper and on computer databases. Because they cover a large number of firms, the amount of information on any one corporation is limited, although some directories can be quite detailed. They are a good "first cut" into a company, but you should be willing -- and in some cases must -- consult several for a complete picture.

In terms of cost relative to most other directories, the Hoover's series (Reference Press 6448 Highway 290 East, Suite E-104 Austin, Texas USA 78723 fax 1512-454-9401; fax in the United Kingdom, where many titles are available, 44 186 5513186) is an excellent deal. These are well-organized and accessible volumes which provide considerable basic background information on many TNCs. The volumes are published and revised annually, and are arranged geographically or thematically. For example:

Hoover's Handbook of American Business 1995 (Profiles of 500 Major US Companies); Hoover's Handbook of World Business 1995-1996 (Profiles of Major European, Asian, Latin American, and Canadian Companies); Hoover's Guide to Private Companies 1994-1995 (Profiles of 500 Major US Private Enterprises); Hoover's Handbook of Emerging Companies 1995 (Profiles of 250 of America Most Exciting Growth Enterprises).

A Glossary

General Business Terms

Audit -- An examination of a company's financial records, usually done by an outside organisation such as an accounting firm or the government.

Bonds -- Corporate public borrowing instruments which are generally traded on the securities exchanges.

Brokerage House (or Broker) -- A broker links buyers and sellers in the stock markets.

Debt Structure -- How a company has financed borrowings, in the form of short-term or long-term bonds, or through private notes from banks.

Equity Capital (or Equity) -- That portion of the funds to be used in a business which have been invested by the owners, rather than lent by creditors. Common stock is equity and represents ownership in a business.

Over-the-Counter -- Generally refers to stock which is publicly traded, but not on an exchange.

Management Investment Firms -- These firms manage investment funds of individuals or organisations.

Registrar -- The Registrar, usually in a bank or other financial institution, keeps track of how much stock a particular company has been sold, and prevents the issue of unauthorised stock.

Securities -- Any document evidencing debt or equity ownership of a company. These include stocks, bonds, notes, debentures, and trust certificates.

Stock Exchange -- Where most corporate stock issues are traded publicly.

Transfer Agent -- A banking agent responsible for recording each registered shareholder and all changes in ownership.

Trustee -- Refers either to a banking agent which registers corporate bonds and handles

interest payments or, in the case of a pension fund for example, a board of trustees which controls the investment decisions of the fund.

Underwriter -- The guarantor or an insurance policy or security issue. In securities trading, the underwriter agrees to market an issue to the public, with the commitment to buy any of the issues the public does not buy.

Key Financial Statement Terms

Cost of Goods Sold -- Expenses directly incurred in the production of goods, including raw materials, labour, overhead, and depreciation charges.

Depreciation -- Those expenses which account for normal wearing out of machinery and other production facilities.

Dividends -- Portion of net income paid out to stockholders.

Gross Margin -- Net sales less cost of goods sold; reflects total receipts for goods sold less their production costs.

Income Statement -- A compilation of a company's sales, earnings, expenses, etc., for a specific time period.

Net Income -- After tax profit.

Net Sales -- All sales for the period minus returned items, discounts, and sales taxes.

Operating Profit -- Gross profit minus selling and administrative expenses.

Other Income -- Earnings from interest on bank accounts, sales of old equipment, etc., which are not derived from the company's primary operations.

Retained Earnings -- Those profits not paid in dividends.

Selling and Administrative Expenses -- Advertising expenses and administrative costs such as office expenses not incurred in the direct production of goods.

(continued on next page)

A Glossary

Key Balance Sheet Terms

Balance Sheet -- A “picture” of a corporation’s assets, liabilities, and stockholder’s equity at a given time (assets= liabilities + stockholder’s equity).

Capital Stock -- The total amount of stock collected by a company when its stock is sold. Can include: 1) common stock, which is regular stock with voting rights which usually pays dividends; and 2) preferred stock, any of various classes of stock with special stipulations.

Current Assets -- Liquid assets for which company expects to receive cash within the year. Consists of: cash; timed deposits; marketable securities; inventories.

Current Liabilities -- Debts which will be due within the year.

Prepaid Expenses -- Those future costs for the year which have already been paid for, such as insurance.

Fixed Assets -- Those assets used in the production and other business of the company which it expects to retain.

Intangibles -- Assets that aren’t tangible, but are valuable, e.g. goodwill, trademarks, patents.

Liabilities -- All debts.

Long-Term Liabilities -- All debt due after the current year.

Net Worth -- Equals equity plus reserves.

Reserves -- Undistributed profits which are held by a company to be converted into equity capital.

Stockholder’s Equity -- The net worth of stockholders in a firm assuming all debts are paid; equals total assets minus total liabilities, and includes capital surplus and retained earnings.

Total Assets -- Everything owned by the company and everything owed to it.

Legal Terms

Affidavit -- A written or printed declaration or statement of fact, made voluntarily and confirmed by the oath of the party making it.

Civil Suit -- A court action brought to enforce, redress, or protect private rights.

Deed -- A written document transferring title of real property to another.

Defendant -- In a civil suit, the person or corporation being sued.

Discovery -- Pre-trial devices which can be used by one party to obtain facts and information about the case from the other party to assist with the preparation for the trial.

General Partnership -- A partnership in which parties carry on all their trade and business.

Grantee -- The seller in a real estate transaction. The **grantor** is the buyer.

Lessee -- One who rents property from another. The **lessor** rents property.

Lien -- A claim or charge on property for payment of some debt, obligation, or duty.

Limited Partnership -- A partnership consisting of one or more general partners, and one or more limited partners which contribute cash payments as capital to the common stock, but which are not liable for the debts of the partnership beyond the amounts contributed.

Plaintiff -- The party which complains or sues in a civil action.

(Excerpted from the Food and Allied Services Trades Department’s Manual of Corporate Investigation— Building Profiles of Public and Private Companies, 1989)

Books in the Hoover's series give brief (one to two pages) but detailed, up-to-date snapshots of corporations including operations overview, company strategies, histories, financial data, product lists, major competitors, chief executives, headquarters address, telephone, and fax numbers. Hoover's books cost around US\$40. The Reference Press also produces a wide variety of other books about US and international business, including on out-of-the-way subjects such as logos of hundreds of US and non-US TNCs. For further information, see the Press's catalog.

Other directories, including specialised ones, are far more expensive, costing many hundreds or even thousands of US dollars. Except for the wealthiest TNC researchers, these sources will have to be used in a library (either your own or elsewhere with the help of another individual or group). A few well-known examples are:

- Ward's Business Directory of US Private and Public Companies (Gale Research, Inc. 835 Penobscot Building Detroit, Michigan 48226 USA), which has basic information -- location, estimated sales, employment, parent/subsidiaries, top managers -- on 142,000 US companies, and is useful because it includes small as well as privately held firms. This directory is published annually and consists of four volumes.
- America's Corporate Families, volumes 1 & 2, and a 3rd volume, America's Corporate Families and International Affiliates, are published annually by Dun & Bradstreet (Dun & Bradstreet International, International Marketing Services One World Trade Center Suite 9069 New York, New York 10048 USA). A helpful source for tracing parent-subsidary ownership lines. The first two volumes combine some 11,000 US ultimate parent company listings with information covering over 75,000

of their subsidiaries, divisions, and major branches. The last volume covers 2,800 US ultimate parents with more than 19,000 non-US subsidiaries as well as over 3,300 non-US parents with more than 12,000 US subsidiaries.

- For additional information on parents and affiliates, D&B also produces the Who Owns Whom series (Dun & Bradstreet Ltd. Holmers Farm Way High Wycombe Bucks HP12 4UL United Kingdom), which includes annual volumes on corporate families in the UK/Ireland, Continental Europe, North America, and Australasia and the Far East. The volumes lists parent company names for each corporation based in the region along with a complete breakdown and "family tree" of all subsidiary and associate companies; parent companies registered outside the region which have subsidiaries or associates in that area; and an index to all the companies showing subsidiary,

□ U.S. & Foreign Corporate Affiliations (National Register Publishing Company, Macmillan Directory Division, 3002 Glenview Road Willmette, Illinois 60091 USA)) are annual publications covering, respectively, parent companies in the US and their affiliates worldwide as well as non-US parents and their affiliates. These useful volumes provide parent corporation's address, top executives, financial information, and a display of the corporation's structural hierarchy with percentage of ownership of each affiliate's shares by its immediate parent.

- The Directory of American Firms Operating in Foreign Countries (World Trade Academy Press 50 East 42nd Street Suite 509 New York, New York 10017 USA) is a three-volume series which lists over 2500 US corporations with more than 18,000 subsidiaries and affiliates in 138 countries. Volume one gives basic company information and the countries where there are non-US operations; volumes

two and three give non-US operations by country. The publisher has also compiled individual lists identifying the US parent company and its subsidiary(ies) in each of the 138 countries. Prices for these range from US\$5 to US\$28; most are around US\$10-14. Additionally, the Press has produced a Directory of Foreign Firms Operating in the United States, which lists over 1600 non-US companies from 46 countries and the nearly 3000 subsidiaries they own in the United States. Accompanying the main volume are individual reports arranged by each country. Prices vary between US\$5-20.

- Global Company Handbook -- An Analysis of the Financial Performance of the World's Leading 10,000 Companies (Center for International Financial Analysis and Research, Inc., Princeton, New Jersey USA) is a collection of financial and non-financial information on over 10,000 corporations from more than 45 countries. It is divided into four volumes which include an analysis of the world's capital markets as well as company-specific data such as address, management, auditor, major shareholders, number of employees, revenues, net income, assets, etc.) for Europe/Africa/Middle East, Asia/Pacific, and the Americas.

- For over 2300 corporations listed on the New York Stock Exchange, Standard & Poor's Stock Reports service (Standard and Poor's, 345 Hudson Street New York, New York 10014 USA) has concise, detailed information including analysis of company's near-term sales, earnings and dividends prospects, detailed and up-to date financial data, and commentary on overall longer-term outlook. The reports are revised monthly.

- For transnational banking institutions, the Thomson Bank Directory (Thomson Financial Publishing Inc., 4709 West Golf Road Skokie, Illinois 60076 USA) has concisely presented information -- including address and telephone, managers, ownership, branches in and outside

home country, financial figures, logos, and slogans--on the top 1000 US and leading 500 world banks.

- While not technically a directory, Philip Mattera's book World Class Business A Guide to the 100 Most Powerful Corporations (Henry Holt & Co, New York, 1992) is a good though now slightly out-of-date compilation of information -- four to six page case studies -- on 100 leading TNCs such as Bayer, Ford, IBM, Nestle, Matsushita, and Royal Dutch/Shell. Chapters include information on global operations, competitive industry positions, and international joint ventures, as well as some discussion of environmental and labor records.

Additionally, there are three useful directories for corporations in India:

- The Indian Import Export Directory (TeleDirect Informatics India Pvt Ltd C-74 Malviya Nagar New Delhi 110 017) is an annual compendium of importing and exporting companies based in India for virtually all sectors. In addition to basic contact information for these firms, this directory also gives the addresses and telephone numbers for all the chambers of commerce around the world.

- Indo-USA Collaborations Volume 2 (published by John S. Wood, Commercial Counsel US & Foreign Commercial Service American Centre 4 New Marine Lines Bombay 400 020 India) is a comprehensive listing of collaborations between Indian firms and US companies up through the end of 1994. It is indexed by both the Indian and US corporations (and includes contact addresses and numbers), and also has sections arranged geographically and sectorally.

- Kothari's Industrial Directory of India (published by S. Arokiasamy for Messrs. Kothari Enterprises Kothari Buildings Mahatma Gandhi Road Madras 600 034) is an annual publication which has a large, current listing of corporations (including Indian firms

and non-Indian subsidiaries, with contact address, officers, main business lines, liabilities and assets, and five-year history of performance) for industries such as: chemicals (petrochemical, pharmaceutical, organic/inorganic); electronics; engineering (including motor vehicles); minerals and metals; paper manufacture; plantation agriculture; and banks and other financial institutions. This directory also contains a general survey of India's economy including foreign investment trends and government policies, profiles of the industrial sectors for which it has corporate listings, and names and contact addresses for India's stock exchanges, chambers of commerce, and many industry trade associations. The price is Rs.1050, US\$225 outside India.

Court Records

If the TNC you're researching has been involved in litigation, find out if you or others can get access to the court records (technically a government source). Court records represent the fruits of someone else's serious investigation, and documents filed by the opposing parties can give valuable information on the TNC's operations and attitude, and may also provide a wealth of potentially useful background information.

Newspapers, Business Magazines, Etc. (with a discussion of computerised information)

For general, basic, and up-to-date financial data (e.g., gross and net income, shareholders' equity, assets) on corporations including TNCs, several business magazines outside India publish periodic corporate surveys. Fortune (Time, Inc. Magazine Company, New York) produces annual

rankings of the top 500 industrial companies both in and outside the United States. Business Week (McGraw-Hill, Inc., New York) has an annual ranking of leading global corporations, while Forbes (Forbes, Inc., New York) publishes an annual feature with the 100 largest US TNCs and the 200 biggest non-US corporations. South (South Publications Ltd., London) publishes five surveys annually of the largest industrial and service companies based in less-industrialised countries overall and by region.

In India, The Economic Times (The Times of India Press, Bombay) publishes a yearly listing of the top 300 Indian corporations, including domestic firms as well as subsidiaries of non-Indian TNCs. Besides basic financial information, this issue has articles surveying various corporate and industrial trends. Business Today (editorial office: Living Media India Ltd. F-26 Connaught Place New Delhi 110001 tel. 91 11 3315801 fax 91 11 3316180) produces an annual survey, "The BT 500 A Guide to India's Most Valuable Companies," which ranks India's leading domestic firms and foreign subsidiaries in a variety of ways. This survey also provides sectoral statistics, industry profiles, articles on current corporate trends, and a reprint of the "Fortune 500."

Newspapers are a near essential resource for researching TNCs. National newspapers, especially those oriented towards business or financial reporting, will carry stories on leading corporations every day, and often have special features on a particular company or industrial sector. Regional and city newspapers can be equally valuable because they may give more detailed and consistent coverage of a locally

based TNC operation than national papers. The same holds true for national and regional or city business magazines. The insight business reporters of either newspapers or magazines have on corporate trends, interests, and perspectives can be extremely useful.

Given the large amount of material these kinds of publications contain on TNCs -- of past as well as current activities -- the researcher faces the difficulty of getting the needed articles efficiently. There are several ways to approach this problem. First, assuming you know which newspaper or magazine you want, you can contact a staff person and ask about the subject you're interested in, or perhaps visit the paper's offices and read through back issues. Second, find out if the publication has an index to its issues which might give you all the occasions when there was a story on, say, Pepsi. Libraries which carry back issues of newspapers and magazines may also have such indexes. Third, there are organisations with article clipping services which can be of assistance (the US-based DataCenter listed below is one example).

In countries where computer database services have put back issues of newspapers and magazines online, using such a service to conduct a search on a given TNC is an extremely efficient way to cover many publications over many years. It can also be cost effective compared to the possible alternative expense of time and travel (which for an international search would likely be prohibitive).

While many computer services exist which can help the corporate researcher, several US-based ones are noteworthy. LEXIS/NEXIS (Mead Data Central, Inc., New York, New York USA) is the name of

two services, often packaged together, which offer access to some 188 million documents —extensive legal and business materials and over 1000 US regional and national as well as international newspapers, magazines, wire services, and broadcast transcripts. LEXIS specialises in legal information including corporate, labour, and environmental law matters, as well as patents and international trade. Its corporate files track corporations registered in each state of the US with data such as the articles of incorporation, annual reports, amendments, and other public filings.

NEXIS gives access to business journals as well as investment and merger/acquisitions news sources, and also has business reference files with company directories and reference publications. NEXIS also covers business, banking, and other news in Asia and the Pacific, Europe, and Canada. Its company files have information including thousands of in-depth corporate and industry research reports from worldwide investment banks, research firms, US business regulators, and US and non-US company profiles generated by professional corporate monitors such as Standard and Poor's.

DataTimes (DataTimes Corporation, Oklahoma City, Oklahoma USA) is another exceptionally comprehensive computer service which offers access to articles from over 140 US regional newspapers as well as numerous national US and non-US newspapers, magazines, industry trade publications, and wire services. DataTimes also taps into a number of professional corporate monitors such as Dun & Bradstreet, and has business, financial, statistical, and strategic information on literally millions of

companies and hundreds of industries around the world.

All this may sound seductive, but—assuming you can get access to these services—it too can also be overwhelming. Given the vast quantity of information computer databases provide, all of it for a price, you must have a clear idea of what you hope to get out of the material. Moreover, while they can be very helpful, you should never rely exclusively on computers for your research. There is an enormous amount of electronic information available, but there is a great deal of non-electronic information as well, however, and it may prove to be more relevant to your needs.

Having a computer, certain software, and electronic mail capacity usually facilitates and may be in some cases be necessary for access to computer services such as LEXIS/NEXIS or DataTimes. Because the computer infrastructure and the service subscriptions together cost thousands of US dollars, see if you can get new or used computers donated with the assistance of groups such as the US-based **Volunteers in Technical Assistance (VITA)** (1600 Wilson Boulevard Suite 500 Post Office Box 12438 Arlington, Virginia 22209-8438 USA tel. 1703-276-1800 fax 1703-243-1865 Contact: Gary Garriott). VITA can also help with technical information inquiries.

Furthermore, there are organisations such as the **Multinationals and Development Clearinghouse** (Essential Information, Post Office Box 19405 Washington, DC 20036 USA tel. 1202-387-8030 fax 1202-234-5176 Contact: Marcia Carroll) which can provide access to various databases and are willing to provide it at low or no cost to groups with limited resources in India and elsewhere. Two other US-based

organisations and one Dutch organisation have also expressed a willingness to help groups without computer resources gain access to online sources on a generous “sliding scale” payment basis: the **DataCenter** (464 19th Street Oakland, California 94612 USA tel. 1510-835-4692 fax 1510-835-3017 Contact: Mary Heffron); **Sister Ruth Rosenbaum**, director of the **Research and Report Service for Ethical and Socially Responsible Investing** (an affiliate of F.L. Putnam Securities Company 10 Langley Place Suite 400 Newton Centre, Massachusetts 01259 USA tel. 1617-964-7600 fax 1617-332-6922); and **SOMO/Centre for Research on Multinational Corporations** (Keizersgracht 132 1015 CW Amsterdam The Netherlands tel. 31 20 6391291 fax 31 20 6391321).

Others may be happy to help, if you ask. And if you can at least get a computer and electronic mail capacity, this can greatly speed up your ability actually to get the material you need.

Human Sources

There are many individuals and groups who may have information on a TNC which you want, and these people can end up being some of your best sources (especially if you’re investigating a privately held corporation). Speaking or corresponding with these sources can supply information you might not find elsewhere, save you time, or give you good quotations. And they can lead you to new sources; frequently, it requires talking with several or more people before you find the one person who can help. Common sense should dictate how you approach these kinds of sources, i.e., should you tell them exactly who you are and why

you're talking to them, or not. You might find as well that offering information in return will help open some people up, while for others your consideration of their time and gratitude may be enough. Be aware of the biases of your sources and factor them in as you draw your own conclusions.

Human sources include:

1. Journalists — Members of the national, regional, or local press who cover business and economic issues are usually willing, and sometimes happy, to talk with you. If you come upon an interesting article about a TNC, or if it uses terms you don't understand, contact the author. Journalists spend a lot of time looking for sources, so be sure to ask them which ones they recommend.

2. Trade Association Representatives — Virtually all industries have their trade association, and trade associations in turn usually have someone who is able (if not always willing) to answer your questions. If you're lucky, they can provide informed insight and up-to-date information about the industry and its companies. Trade associations sometimes have libraries as well, which are good places to visit. The Encyclopedia of Associations (Gale Research Inc., Detroit, Michigan), updated annually, consists of four volumes, the first three of which cover thousands of trade and professional associations in the US, and the fourth which lists some 3000 organisations outside the United States. The Directory of European and Industrial Associations (C.B.D. Research Ltd., Beckenham, Kent, United Kingdom) covers European business associations. It appears irregularly.

3. Academics — Many universities have

faculties with economics, business, or other types of professors who may be helpful, especially with analysis of major trends and issues surrounding a company or industry. Students in business school often do corporate case studies as part of their curriculum which may be very good for material on a particular firm.

4. Lawyers — Lawyers who have been involved in court cases against a TNC can be excellent sources of information and insight as well as good "sources of sources." They have or had a bone to pick with the company, and have already spent much time and effort to gather materials for their case.

5. Former Employees — These individuals can be very informative, and because they also may have axes to grind (e.g., might have been fired, might have been involved in litigation with the company), they may be especially willing to talk.

6. Investment Analysts — These individuals can have very current and factual business information about a TNC, which they may or may not be willing to share for free. Offering to exchange information may help.

7. Industry Consultants — These people can also be well-informed, and if willing to talk can be very useful. Use trade publications or associations to learn their names.

8. Other Business Players — Depending on what information you're looking for, consider contacting the competitors, suppliers, and customers of the TNC you're researching. Particularly the first two will know a great deal about the day-to-day activities of the TNC. It's impossible to say whether or not they'll talk to you, but you won't know if you don't ask. Corporate directories such as Hoover's list a company's

main competitors. Trade associations and publications, labor unions, industry consultants, and perhaps even an executive from the TNC you're investigating may tell you who are the key suppliers and customers.

9. Government Industry Analysts — Usually these individuals are better for information on industry trends and regulations. While such analysts may not be accessible in all countries, where available they can be useful.

10. Local Community Members — This includes mainly ordinary citizens and community activists, but can also mean local press, business, and government officials. Community facilities can be excellent source of information about any number of subjects: the facility's history; whether or not it has been the beneficiary of fiscal incentives; the relationship of the firm with its neighbors; the corporation's employee relations; its environmental record, etc.

(Workers and trade unionists will be discussed in *Chapter 6*)

Non-Governmental Resources on TNCs Around the World

Human sources also include those people who are studying, monitoring, and campaigning on particular TNCs. There are numerous organisations around the globe which do this kind of work. The following annotated list does not pretend to cover them all, but it is hoped that the selection can provide an initial step to help the researcher pursue more specialised needs and additional contacts.

General TNC Information Sources in the

United States and Western Europe

■ **Action for Solidarity, Equality, Environment and Development (A SEED)** Post Office Box 92066 1090 AB Amsterdam The Netherlands tel. 31 20 6682236 fax 31 20 6650166) is the European branch of a worldwide network of people active in environmental organisations, the student movement, and other organisations. It has formed a working group called **IMPs** ("Inform me about that Multinational, Please") which has compiled information on TNCs with a focus on corporate activities in Central and Eastern Europe, and especially on nuclear energy. It is currently working on compiling information on Unilever's activities globally.

■ The **Council on Economic Priorities (CEP)** has a research service, the **Corporate Environmental Data Clearinghouse (CEDC)** (30 Irving Place 9th floor New York, New York 10003 USA tel. 1212-420-1133 fax 1212-420-0988). This service has produced dozens of reports with detailed environmental information on major US corporations or major US subsidiaries of non-US TNCs. These reports provide an in-depth environmental profile on the corporation as a whole and where possible, on a facility-by-facility basis (they include data on: ecological impact related to toxic releases, hazardous waste, health risks, energy use, spills and accidents; products and technologies; regulatory, legal, and political lobbying record; and environmental policies). The reports also compare the company's environmental performance to its major competitors in the industry. The information in these reports tends to be heavily US oriented.

As of January 1995, CEP had 116 company reports for the following sectors: aerospace/defense (e.g. Boeing, Lockheed); motor vehicle manufacture (e.g. Ford, GM); beverages (e.g. Adolph Coors); chemical production (e.g. Ciba, DuPont, Union Carbide); electric utilities (e.g. Consolidated Edison); electrical equipment (e.g. GE, Westinghouse);

foods (e.g. Cargill, General Mills, ConAgra, RJR Nabisco); footwear (e.g. Nike); forest products (e.g. International Paper, e.g. Weyerhaeuser); household products (e.g. Procter & Gamble, Unilever, Colgate-Palmolive); oil (e.g. Exxon, Mobil, Texaco); tobacco (e.g. Philip Morris). These reports are not cheap, however -- they average between US\$200-\$250 each, depending on the quantity ordered (you might ask if CEP is willing to trade information to help cut costs).

While CEP's main focus has historically been on US firms and their activities in the US, it recently created a **Transnational Corporation Project** (Contact: Deborah Leipziger), which is working with the UK-based **New Consumer** (52 Elswick Road Newcastle upon Tyne NE 6JH UK tel. 44 191 2721148 fax 44 191 2721615) to identify examples of "better practice" in TNCs' behavior. New Consumer also works on issues of corporate social responsibility and consumerism, and has published books including The Shareholder Action Handbook.

■ **The Council for International and Public Affairs (CIPA)** (777 United Nations Plaza New York, New York 10017 USA tel. 1212-972-9877 tel./fax 1914-271-6500 Contact: Ward Morehouse), through its imprint APEX Press, offers publications and videos on issues such as TNCs' accountability, the export of hazardous substances, and the impact of TNCs in less-industrialised countries. The Council houses the Bhopal Action Resource Center, and authors associated with CIPA have produced books such as Nothing to Lose But Our Lives: Empowerment to Oppose Industrial Hazards in a Transnational World, and Abuse of Power: Social Performance of Multinational Corporations The Case of Union Carbide.

■ **The DataCenter** (464 19th Street Oakland, California 94612 USA tel. 1510-835-4692 fax 1510-835-3017 Contact: Mary Heffron) is a public interest library and research center. The Center makes information available through its

public-access library, which contains a file of more than 1.5 million newspaper and magazine clippings (it also has computerised information services), and it compiles reprint collections of clippings and has a customised research and clipping service. The DataCenter covers a variety of issues including corporations. It has a **Corporate Information Service** (tel. 1510-835-4692, extension 104) with files on 15,000 US and non-US corporations, with an emphasis on company social performance, drawn from: articles from business, labour, environmental, and public-interest press; newsletters, reports and directories focusing on corporate citizenship issues; newspaper clippings; and online databases from commercial, community, and government sources. Its fee charges are on a sliding scale and in some cases the DataCenter will provide the service pro bono.

The DataCenter has a bi-monthly publication, "Corporate Responsibility Monitor," which offers full text reprints from press on topics from environment, labor relations, lawsuits, and consumer issues. Since 1983, it has been tracking plant closures and layoff announcements in the US, and publishes monthly the "Plant Shutdowns Directory." Additionally, the Center has also compiled a book, Transnational Corporations and Labor A Directory of Resources (Orbis Books, Maryknoll, 1989), which it has updated in its 800-page Third World Resource Directory 1994-1995 (US\$64).

■ **The Institute on Trade Policy's Task Force on Multinational Corporations** (Post Office Box 95316 Seattle, Washington 98145 USA tel. 1206-723-7417 Contact: George Draffan) produces an annual Development Directory, one chapter of which is devoted to "Multinational Corporate Activities." This chapter has 800 alphabetical entries of mostly TNCs, and briefly describes their operations and environmental and human rights impacts. All entries are referenced. The Institute also provides research and information support to

public interest activists and organisations, and does some work on a pro bono basis.

■ **The Multinationals and Development Clearinghouse** (Post Office Box 19405 Washington, DC 20036 USA tel. 1202-387-8030 fax 1202-234-5176 Contact: Marcia Carroll) is a resource center providing information on corporations including a history of the company's practices, its size and structure, and the health and environmental impacts associated with a product or production process. The Clearinghouse's sponsoring magazine, the monthly Multinational Monitor (annual subscription US\$25 for individuals, US\$30 for non-profit institutions, plus airmail charges), circulates internationally and welcomes stories from local journalists and activists about companies operating in their region. The Monitor regularly publishes corporate profiles as well as TNC stories relating to labour, social and environmental issues, human rights, etc.

Also affiliated with the Clearinghouse is the Corporate Crime Reporter (Editorial Office 1322 18th Street, NW Washington, DC 20036 USA tel. 1202-429-6928 Contact: Russell Mokhiber), an investigative weekly publication which reports on corporate crime from environmental violations to procurement fraud. It also tracks corporate issues such as personnel moves. Subscription rates are US\$795/year in US, US\$995 elsewhere.

By the end of 1995, the Clearinghouse intends to have on a CDROM computer disk the following materials: 16 years of back issues of the Multinational Monitor; a link-up with the US government's database of Securities and Exchange Commission filings (the database is called EDGAR); back issues of Corporate Crime Reporter; and also a variety of reports from its projects on corporate welfare (tax subsidies, etc.) and corporate political contributions. All this information will be free, and accessible for those who have the basic computer hardware capacity.

■ **Stichting Onderzoek Multinationale**

Ondernemingen (SOMO)/Centre for Research on Multinational Corporations

(Keizersgracht 132 1015 CW Amsterdam The Netherlands tel. 31 20 6391291 fax 31 20 6391321) documents and critically researches the role multinational corporations play in the international economic relations between industrialised and less-industrialised countries. Its research and consultancy focuses on the activities of specific companies within certain branches of industry, and SOMO's Documentation Centre, open to the public by appointment, includes: a library with relevant books, brochures, articles, and reports; annual reports from some 1000 companies; a clippings file with clippings from the Dutch press, company press releases and bulletins, etc.; an index of articles in most of the 120 international financial, political, and trade union magazines to which it subscribes. SOMO also has subscriptions to electronic economic databases. SOMO does respond to information requests, and it too operates on a sliding scale.

Since the creation of the Single European Market, SOMO has joined with other trade union-oriented European research centers to help especially workers' representatives with information needs. The other groups are: the **Center for Alternative Industrial and Technological Systems (CAITS)** (c/o 30 Deloraine House Tanners Hill London SE8 4PZ UK tel./fax 44 181 6911969), established by trade unionists and specialising in research on sectors such as the motor vehicle industry, engineering, communications, and services including banking and retailing; and **FAST e.V. (Association for the Study of International Economics, Industrial and Technological Policy)** (Bergstrasse 77 D-12169 Berlin Germany tel.49 30 7924500 fax 49 30 7931554). FAST specialises in analysing the strategies of companies on the national and international levels (including FDI, research and development strategies), and has compiled information on German and Germany-based TNCs.

This trio is establishing a common

research infrastructure and database system linking the institutes' resources. Activities include: quick response research on TNCs where needed; company profiles (including data on European plant operations, organisation and management structure, financial information, company's strategy, background to the principal industry); and research projects on issues of particular interest to trade unions, e.g., studies on industrial sectors, changing management strategies, and labour relations.

The trio have produced a number of company and industry reports for meetings organised by European Industry Committees, including on: AKZO; Aldi; Axel Springer; Bauer-Verlag; Benetton; Bertlsmann; Cadbury Schweppes; Campbell Soup; Coca-Cola; Courtaulds Textiles; Ferruzzi; Firestone; Goodyear; Heinz; Henkel; Lever; Levi Strauss; Nike; Norsk Hydro; Philip Morris Solvay; Thomson International; Unilever; Volvo. Sectors covered include: dairy; dredging; hotel/tourism; software & computers; and tobacco.

■ **The Transnational Information Exchange** (c/o the **Transnational Institute** (20 Paulus Potterstraat 1071 DA Amsterdam The Netherlands tel. 31 20 6642191 fax 31 20 6757176) exists, according to its literature, for three reasons: "to 1) enable the exchange of information and experience between action and research groups working on transnational corporations, mainly in Europe, but also between such groups in Europe and in the rest of the world; 2) develop a similar dialogue between such groups and trade unions and other workers' organisations in order that the type of information produced may be of the most help to those whom it most affects and so that the contacts between workers' representatives from transnational corporations' subsidiaries in different countries may be strengthened and more fully informed; and 3) promote discussion and debate on the effects of growing corporate power within Europe and other parts of the world, in order to encourage positive and practical alternatives within the labour

movement."

■ **Washington Researchers, Ltd** (PO Box 19005 Washington, DC 20036 USA tel. 1202-333-3499 fax 1202-625-0656) is a business research and competitive intelligence-gathering group which: publishes guides and directories on corporations, industry, and business markets in Latin America, Europe, and Asia; produces "how to" books on researching companies; acts as a consultant; and does customised research. It is mainly oriented towards clients in industry, a fact reflected in part by the price of its publications, which range from about US\$150 to US\$400. It also publishes several newsletters, including a monthly, "The International Information Report," (annual subscription US\$160) which in addition to providing information on current subjects of interest to Washington Researchers also lists reports from other organisations such as the Chamber of Commerce, Overseas Development Council, etc., many of which sell for much less than US\$100.

Selected Miscellaneous Organisations Which Research, Campaign, or Otherwise Work on TNCs

■ **Amnesty International (AI)** (322 Eighth Avenue New York, New York 10001 USA tel. 1212-633-4200 fax 1212-627-1451 Contact: Sheila Dauer) is an international human rights organisation which works to free prisoners of conscience, ensure fair and prompt trials for all political prisoners, and abolish torture and executions. It has pressured corporations to apply their influence to effect positive change in a government's human rights practices or to release someone AI has designated a "prisoner of conscience." It does research and organises letter writing campaigns by groups and individuals, and it has recently worked on Nigeria and oil TNCs, especially Shell, as well as on firms which do business in Indonesia.

■ **The Asia Regional Exchange for New**

Alternatives (ARENA) (Great George Building 27 Paterson Street, 2nd floor Flat B1 PO Box 31407 Causeway Bay Post Office Causeway Bay Hong Kong tel. 8522 8056193 fax 8522 5042986) conducts research and analysis for grassroots and labor groups around industrial hazards and exploitation by TNCs in Asia, and produces publications on TNCs.

■ **Baby Milk Action** (23 St. Andrew's Street Cambridge CB2 3AX UK tel. 44 1223 464420 Contact: Andrew Radford) is an independent non-profit organisation which raises awareness about the dangers of artificial infant feeding and campaigns to protect infant health. Baby Milk Action campaigns on the irresponsible marketing of baby foods by TNCs such as Nestle, against which it has long-standing boycott. The group has gathered a large amount of information on Nestle as well as other baby food companies, and has produced a number of book, reports, and videos. It also publishes a monthly update. Baby Milk Action is part of the **International Baby Food Action Network** (c/o GIFA CP 157 CH-1211 Geneva 19 Switzerland tel. 41 22 7989164 fax 41 22 7910034).

■ **Barry Castleman** (1722 Linden Avenue Baltimore, Maryland 21217 USA tel. 410-462-5135- fax 410-462-1039) is one of the world's experts on asbestos: its human health and environmental effects as well as the companies which used to or still do manufacture the material.

■ **The Campaign Against Foreign Control of Aotearoa (CAFCA)** (PO Box 2258 Christchurch New Zealand tel. 643 663988 fax 643 252944) has researched and campaigned on the British mining conglomerate RTZ in coordination with PARTiZANS (see listing in Chapter 11).

■ **The Catholic Institute for International Relations (CIIR)** (Unit 3 Canonbury Yard 190a New North Islington London N1 7BJ UK tel. 44 171 3540883 fax 44 171 3590017 Contact:

Phil Bloomer) is an independent charity which works with people of any or no religious belief. CIIR strives to overcome poverty and injustice in the less-industrialised world, and in 1995 began a program on TNCs and social development which will focus on research and lobbying on the light manufacture (toys) and service (international tourism) corporate sectors.

■ **The Coalition on Resistoleros** (c/o U.M.H.E. 331 17th Ave SE Minneapolis, Minnesota 55414 USA tel. 1612-430-3562) is an advocacy group for street children. It has criticized as irresponsible TNCs such as the H.B. Fuller for promoting a new line of glue (solvent-based glues are sniffed as a drug by millions of Latin American street children) without adequate health and safety studies.

■ **Communities Concerned About Carbide** (c/o The Organizing Media Project 5104 42nd Avenue Hyattsville, Maryland 20781 USA tel. 1301-779-1000 fax 1301-779-1001) documents the environmental record of Union Carbide across the United States.

■ **Consumers International** (formerly International Organisation of Consumers Unions, or IOCU) (24 Highbury Crescent London N5 1RX United Kingdom tel. 44 171 2266663 fax 44 171 3540607 Contact: Philip Evans) is a worldwide federation of over 200 consumer organisations in 84 countries dedicated to the protection and promotion of consumer rights and interests through research, information, education, and representation on international policy-making bodies. It researches and campaigns on many corporate-related issues including trade, product standards, food safety, pharmaceuticals, hazardous products, health services, financial services, and sustainable consumption. As IOCU, it published a number of studies on the pharmaceutical industry as well as a book, Inside Ciba-Geigy (1989). Consumers International has a contact list which covers many countries, with members including:

- **Liga Accion del Consumidor (ADELCO)**
4 piso, Avda. Corrientes 1132
1038 Buenos Aires Argentina
tel. 541 354876 fax 541 3340166
- **Australian Federation of Consumer Organizations (AFCO)**
PO Box 3075
Manuka ACT 2603 Australia
tel. 616 2733866 fax 616 2731985
- **Instituto Brasileiro de Defesa do Consumidor (CIDOC)**
Rua Turiassu 702-Cep 05005-000
Sao Paulo Brazil
tel. 5511 6281111 fax 5511 629844
- **Asociacion Chilena de Defensa del Consumidor (ACHICO)**
Maximo Humbser 567 Oficina 202
Santiago Chile
tel. 562 339790
- **Union Federale des Consommateurs (UFC)**
11 rue Guenot
75555 Cedex 11
Paris France
tel. 331 43485548 fax 331 43484435
- **Arbeitsgemeinschaft de Verbraucherverbände (AgV)**
Heilsbachstrasse 20
D-53123 Bonn Germany
tel. 49 228 64890 fax 49 228 644258
- **Hong Kong Consumer Council (HKCC)**
GPO Box 191
Hong Kong
tel. 8522 8563113 fax 8522 8563611
- **Consumer Unity and Trust Society (CUTS)**
3-B, Camac Street
Calcutta 700 016 India
tel. 9133 297391 / 2786 fax 91 33 297665/762785
- **Yayasan Lembaga Konsumen Indonesia (YLKI)**
Jl Pembangunan I No. 1, Duren Tiga
Jakarta 12760 Indonesia
tel. 6221 7981038 fax 6221 7981038
- **Japan Consumers Union**
1-10-16 Meguro-Honmachi
Meguro-ku Tokyo Japan
tel. 81 3 52690943 fax 81 3 52690964
- **Consumers Association of Penang (CAP)**
228 Macalister Road
10400 Penang Malaysia
tel. 604 373511 fax 604 368106
- **Inter-Republican Confederation of Consumer Societies (KONFOP)**
Obshestv Potregitelej Varvarka 14
103 690 Moscow Russia
tel. 7095 2984554 fax 7095 2984718
- **Coordination gegen BAYER-Gefahren (Coordination Against Bayer Dangers)**
(Hofstr. 27a 5650 Solingen 11 Germany tel. 49 21 23334954) investigates and publishes documents on the German chemical giant Bayer.
- **Documentation for Action Groups in Asia (DAGA)** (96, 2nd District Pak Tin Village Mei Tin Road Shatin NT Hong Kong tel. 8522 6971917 fax 8522 6971912) used to published (but no longer does) a regular newsletter with clippings of articles on TNCs from Hong Kong, Philippine, and some Asian regional newspapers. DAGA also produced several studies on the social impacts in Asia of TNCs primarily in agribusiness sector.
- **Earthlife Africa** (PO Box 11383 Johannesburg 2000 South Africa tel. 27 11 4774653 fax 27 11 8393764 Contact: Chris Albertyn) is a broad-based environmental pressure group which has been involved in many coalitions with trade unions. Its work on toxic pollution has been the catalyst for many

worker-related health, safety, and environment campaigns.

■ **Ethical Consumer** (16 Nicholas Street 6th floor Manchester M1 4EJ United Kingdom 44 161 2371630 fax 44 161 2282347 Contact: Anna Thomas) is a monthly magazine focusing on the labor and environmental records of TNCs. It does not aim to provide in-depth analysis of corporate practices, but to provide consumers with easy-to-understand information on the “ethics” of producers. It is a bimonthly with an annual subscription of 15 pounds, but does offer exchanges.

■ **The IBON Philippines Databank and Research Center** (3rd floor SCC Building 3892 R. Magsaysay Boulevard Sta. Mesa Manila or P.O. Box SM-447 Manila the Philippines tel. 632 600203/603983 fax 632 7160108) has, as part of a TNC project begun in 1987 and which was recently concluded, conducted in-depth research on TNCs’ operations in the Philippines and produced a number of publications including the Directory of TNCs in the Philippines, the TNC DATAMAP, and, most recently (1994), TNCs -- In the Thick of Everything, which is particularly informative about corporate financial practices and schemes.

■ **INFACT** (256 Hanover Street Boston, Massachusetts 02113 USA tel. 1617-742-4583 fax 1617-367-0191) has the goal of stopping life-threatening abuses by TNCs. The group has researched and conducted well-publicised campaign boycotts on Nestle (for infant formula), General Electric (for its involvement in the nuclear weapons business), and is currently calling for a boycott of tobacco industry TNCs. In 1992, INFACT won an Academy Award for its video “Deadly Deception,” which exposed the human and environmental costs of GE’s nuclear weapons work. INFACT publishes a quarterly update.

■ **Instituto Brasileiro de Analises Sociais e Economicas (IBASE)** (Rua Vicentede Sousa, 29 Botafogo 22251-070 Rio de Janeiro Brazil tel. 55 21 2866161 fax 55 21 2860541) is a research center and information clearinghouse for issues such as human rights, TNCs, trade, food, nuclear energy, and indigenous peoples.

■ **The Institute for Agriculture and Trade Policy (IATP)** (1313 Fifth Street SE Suite 303 Minneapolis, Minnesota 55414 USA tel. 1612-379-5980 fax 1612-379-5982 Contact: Kristin Dawkins) educates and assists citizens working to influence farm, environmental, trade union, and consumer policy at the local, national, and international levels. It works on TNCs in context of trade (Dawkins is the author of NAFTA, GATT and the World Trade Organization The New Rules for Corporate Conquest in 1994), biotechnology (Michelle Thom wrote RBGH, Monsanto, and Corporate Agriculture in 1994), and other issues.

■ **The International Trade Information Service (ITIS)** (PO Box 73866 Washington, DC 20009 USA tel. 1202-234-2847 fax 1202-462-4507 Contact: Jim Vallette) monitors and exposes the harmful social and environmental impacts of world trade, in part by investigating cargoes which are produced, consumed, or disposed of in ways which violate labor and political rights, encourage armed conflict, or otherwise harm human life and the environment. ITIS publishes an occasional series of profiles, most recently on trade between the US and Indonesia, which examined the activities of the US mining firm Freeport-McMoran as well as of Nike. ITIS has also published a report for Greenpeace which describes and analyses those TNCs which continue to produce and profit from the manufacture of ozone destroying chlorine and bromine.

■ **The McLibel Support Campaign** (c/o London Greenpeace 5 Caledonian Road London

N1 9DX UK tel./fax 44 171 7131269) works to help in the case of two unwaged campaigners defending themselves against a libel suit brought against them by McDonalds. The trial, which began in Autumn 1994 and is still continuing as of Autumn 1995, has led to many revelations from McDonalds, including evidence that the company used beef from Brazil, and has also covered issues such as employment and rainforest destruction. The case has been an interesting and useful experiment in using the courts to obtain information about a TNC's practices. The Support Campaign uses donations to pay for witness and other costs for the defendants.

■ **Pacific Asia Resource Center (PARC)** (303 Seiko Building 1-30 Kanda-Jimbocho Chiyoda-ku Tokyo 101 Japan, mailing address Box 5250 Tokyo International Post Office tel. 81 3 32915901 fax 81 3 32922437 Contact: Maeda Miho) is a research, campaign, and publishing organization which focuses on social and economic development issues including industry, corporations, and foreign investment. It produces an English-language quarterly, AMPO (overseas price US\$28 individuals/US\$40 institutions) which covers Japanese TNCs in sectors such as motor vehicle manufacture (e.g., Toyota), chemicals (e.g., Mabuchi, Mitsubishi), fisheries (e.g., Taiyo), steel (e.g., Kawasaki), and electronics (e.g., Sony).

■ **People's Action Network to Monitor Japanese Transnationals (PAN)** (3-2-1 Nakamachi Machida-shi Tokyo 194 Japan tel./fax 81 4 27220360) tracks various Japanese TNCs and has been involved in campaigns including against Mitsubishi Kasei Company for the pollution caused by its joint venture partner in Malaysia. PAN publishes Japan TNCs News.

■ **Third World Institute** (Don Quijote 2523 Ap. 1002 Montevideo Uruguay tel. 598 2 496192 Contact: Roberto Bissio) conducts research on political and social issues, economic development, and the environment in the less-industrialized world. For over a decade, it has published a reference book, Third World Guide, which gives key economic, social, and ecological indicators as well as other information on both industrialized and less-industrialized countries, and includes a section on TNCs.

■ **The Program on Corporations, Law, and Democracy (POCLAD)** (PO Box 806 Cambridge, Massachusetts 02240 USA) researches ways to reassert citizens' control over corporations in the US, particularly by challenging the state charters from which companies derive their legal standing. Recently, POCLAD had petitioned authorities in the state of Delaware to withdraw the charter of WMX (formerly Waste Management), citing numerous prosecutions for pollution offences. ■

Labour Actions and TNCs

Both unionised and non-unionised workers at a TNC's factory will obviously know a great deal about its practices from the inside. Equally obviously, whether or not they will speak with you will depend on circumstances, what they expect to gain or lose, etc. If conditions at the plant are especially bad, it may take some digging but you'll usually find someone who will talk.

Trade unions are an authoritative source of information about industries and individual corporations. Well informed about many facets of a company's operations, including otherwise difficult-to-find information about particular facilities, they will usually be willing to answer your questions or provide other sources you need, and grateful if you have something to exchange.

Furthermore, as the following discussion of strategies outside the workplace indicates, workers and trade unions have in the past decade come up with creative ways of combatting the effects of increasing corporate power and mobility.

Workers' Strategies Beyond the Workplace in the US and India

"Corporate Campaigns"

In the past decade and a half, trade unions and other groups, notably in the United States but elsewhere as well, have supplemented their traditional workplace tactics against corporate employers (strikes,

slowdowns, and working-to-rule, i.e., doing the bare minimum required) with efforts which are external to the workplace. Commonly referred to as "corporate campaigning," these efforts include lobbying or otherwise putting pressure on a company's sources of financing and key institutional investors as well as shareholder activities such as participating or demonstrating at the firm's annual general meeting.

Corporations often obtain credit financing from banks and insurance companies, which may in turn have representatives on the firm's board of directors. In the US and a number of Western European countries, banks and insurance companies, along with pension funds and investment vehicles (e.g., mutual funds), are major institutional investors in publicly traded corporations (that is, they own or control significant amounts of the companies' stock). By virtue of such relationships with various firms which have been targeted, these institutions can themselves become targets. Those institutions financing the company can be asked to distance themselves—by tightening credit terms or withdrawing credit completely—and stockholders are subject to pressure and appeals for support through face-to-face contacts or at annual shareholder meetings.¹

In the US, trade unions have not merely relied on their arguments to pressure financial institutions, they have also made it known when they have monetary leverage to exert. In one case, trade unions said they would withdraw US\$1 billion in deposits

Corporate Campaigns

US labour organiser Ray Rogers of **Corporate Campaign, Inc.** actually coined the phrase “corporate campaign” in the late 1970s. Rogers explains what he means by the term: “I would define a corporation as a coalition of individual and institutional interests, some more vital and vulnerable than others, that can be challenged, attacked, divided, and conquered. I look at all the members of the board of directors, the top management. I research them thoroughly so that I understand how much influence they really wield in terms of the other institutions they’re tied into, their political connections, etc. Then I lay everything out in a chart. And I begin to get a picture of who really wields the power within that board of directors, either as individuals, or as individuals representing institutions... The next step is to identify the power that can carry out the plan. This power is based on people and money. Who can be mobilised? Are there unions or community groups who can join demonstrations? Are there organisations that can invest or withdraw significant sums of money? Where do my allies, the unions and community

groups, have their bank accounts? Where do they have their insurance policies?

“When we put out a brochure, we may have a labour fight with a company, but we’ll also talk about the company’s environmental problems...their violations of equal rights, you name it. We hang out all the dirty linen, because we’re helping to build allies and making people realise that this isn’t only a labour struggle, it goes much further. We explain how people can help, whether it’s by contributing money, ordering more leaflets to distribute, setting up a support group, setting up a press conference, writing letters, committing to pull money out of a financial institution. There’s a lot of people out there who really want to help you, but you’ve got to tell them how.”³

Besides **Corporate Campaign, Inc.**, for more information on corporate campaigning you can contact: the **Hotel Employees and Restaurant International Union Research Department**, the **Labor Institute**, and the **AFL-CIO**, as well as the **Midwest Center for Labor Research** (3411 Diversey Avenue Suite 10 Chicago, Illinois 60647 USA tel. 1312-278-5418 fax 1312-278-5918).

from a bank which had ties to a targeted company, a threat which successfully forced the bank to dissociate itself from the firm.²

Workers’ Cooperatives

Realisation that trade unions’ traditional workplace strategies have provided diminishing returns in the last decade has led to a different, innovative response by the **Indian Centre for Workers’ Management (CWM)** (63 T.K. Giri Nagar Kalkaji New Delhi 110019 tel. 91 11 6229456 fax 91 11 6980183 Contact: D. Thankappan).

CWM assists worker activists and trade unionists to revive and run industrial

enterprises which are “sick” (i.e., on the verge of collapse and liquidation) or otherwise under threat of closure, by: 1) helping them negotiate loans from banks and other financial institutions and navigate through the bureaucracy of government regulators; and 2) teaching them accounting and managerial skills. CWM’s approach grew out of an unprecedented and well-known example of employees taking over a “sick” Bombay-based company, Kamani Tubes Ltd., in the 1980s and through a workers’ cooperative successfully nursing it back to profitability.⁴

Even before companies face bankruptcy, CWM helps workers monitor

Workers' Cooperatives

D. Thankappan, labour organiser and Director of the Centre for Workers' Management, describes workers' cooperatives and the struggle for the right to take over Kamani Tubes Ltd.: "The workers' cooperative initiatives are dissimilar to other cooperative endeavors. The formation of a cooperative is often meant for starting a new venture whereas the worker cooperative's efforts are initiatives to revive and continue the operations of enterprises which have failed in the past....This means the workers have to struggle not only for raising capital but also for fighting out a legal battle to take control of firms/enterprises under worker cooperatives.... "The experience of KTL [Kamani Tubes Ltd.] has brought out three factors clear to the working masses in our country. Firstly, the starving workers can also raise capital just like the capitalists. Secondly, the workers can also

manage their enterprise through professionals and thirdly, the workers' cooperatives can raise capital from the banks and financial institutions on the same basis as any other entrepreneurs....Still, a lot of change is essential with respect to the approach and attitude of the banks and financial institutions. The KTL experience shows that workers had to wage a stiff persuasive struggle to get the necessary support from the Government, banks, and financial institutions. The initial reaction to the workers' scheme was negative....

"The bankers could not accept the workers' cooperative as promoters....[I]t took three years for the KTL workers to secure support from banks. At the final hearing before the Board for Industrial and Financial Reconstruction [which examines industrial enterprises and decides as to their fate] towards the end of July 1988, the State Government, banks, financial institutions, and

various agencies supported the workers' scheme in KTL. But the promoters of KTL, i.e, the Kamanis, went up to the Supreme Court to scuttle the scheme. The Supreme Court gave a historic verdict in favor of workers, establishing a case law for similar takeovers by workers....

"The worker cooperative experience is something different because here the workers are intimately connected with production processes and management systems will have to be transparent. Instead of the earlier concept of one or two owners, hundreds of owners will be watching the whole process and therefore the system can be transparent. When the workers are allowed to assert democratically, the system can be cleansed. The transparent system of management can be ensured by democratic practices. This is our experience in Kamani Tubes."⁵

the financial performance of enterprises and develop early warning techniques to prevent closures. For the same purpose, and to empower workers more generally, CWM also encourages trade unions to expand their focus strictly from labour rights issues to management education and training.

Using the US's Generalised System of Preferences

The Generalised System of Preferences (GSP) is a US trade program to encourage

trade between the United States and less-industrialised countries by allowing the latter special status to export certain products to the US without paying any tariffs. Before countries can participate in certain trade programs with the US, however, they must agree to respect five internationally recognised labour rights: the right to association; the right to organise and bargain collectively; a prohibition against forced labour; a minimum age for employment of children; and the right to acceptable working conditions with respect to minimum wages,

work hours, and a safe working environment.

If a government fails to enforce these labor rights, its country can lose access to the GSP. If these rights are being violated consistently, trade unions or other organisations can call attention to the violations by submitting petitions requesting that the situation be investigated. Filing such a petition alerts international rights activists to abuses committed by TNCs. Groups may then pressure the companies, and sometimes the government, to respect the workers' rights.⁶

Any person can submit a petition, which should be sent to the **GSP Subcommittee Trade Policy Staff Committee (STPSC) Office of the US Trade Representative**, 600 17th Street, NW Washington, DC 20506 USA tel. 1202-395-6971. The process of petitioning the STPSC can be complicated and time-consuming, and petitioners stand a better chance if they work with groups in the US such as the **International Labor Rights Research and Education Fund** (see address below) or the **Lawyers Committee for Human Rights** (330 7th Avenue 10th floor New York, New York 10001 USA tel. 1212-629-6170 fax 1212-967-0916). The case you make in your petition must be thorough and well prepared. In particular, it should:

- document violations in as many ways as possible (photos, clippings, affidavits, signed testimonies, etc.);
- try to involve US government representatives (e.g., embassy staff) in the documentation;
- involve witnesses from abroad (e.g., foreign journalists, human rights activists, religious leaders, etc.);
- seek statements from respected local citizens;

- try to show systematic pattern of rights violations;
- and document the country's failure to enforce its own laws, or call attention to any laws the country has which restrict basic worker rights.

Trade Union and Labour Information Sources on TNCs

Resources: Trade Unions

International trade unions frequently make available records describing contracts, corporate attitudes, and details of union busting tactics used during a campaign. In the United States, the **American Federation of Labor-Congress of Industrial Organizations (AFL-CIO) Department of Organization and Field Services** (815 16th St, NW Suite 807 Washington, DC 20006 USA tel. 1202-637-5000 fax 1202-637-5012) maintains extensive files on unionbusting lawyers and firms based on reports from locals and international unions on specific campaigns.

Two US trade unions are also good resources for individuals researching TNCs:

■ The **Food and Allied Service Trades Department (FAST -- AFL-CIO)** (815 16th Street, NW Washington, DC 20006 USA tel. 1202-737-7200) has put together several extremely useful manuals to help corporate and other researchers: Manual of Corporate Investigation -- Building Profiles of Public and Private Companies (revised ed. 1989); and a Political Investigation Manual (1993).

■ The **Hotel Employees and Restaurant International Union Research Department** (209 Golden Gate Avenue, San Francisco, California 94102 USA tel. 1415-626-1732 fax 1415-864-4158 Contact: Suman Ray) researches and implements corporate strategies

How to Investigate ?

In the United States, the Oil, Chemical, and Atomic Workers Union developed a questionnaire for its members and retirees which it uses when investigating a company facility.⁷ It is a detailed list of issues and materials which the Union has needed and pursued in the context of various work. The questionnaire was designed specifically for the oil and chemical industries, and not all the issues will be relevant to other sectors. But it serves as a good general model for the researcher doing a local community investigation of a factory (even if you don't have special access to trade union members). The following is a slight adaptation of the questionnaire.

The Plant and the Community

- **Plant History** (scale drawing or blueprint of plant; when built; when, how, where expanded, and costs of expansion; projected expansion plans, if any; collection of company newsletters; collection of company financial statements; other company facilities or offices in area; parent company—names of officers and major shareholders; corporate philosophy—environmental policy, human relations policy)
- **Property and Taxes** (ownership of land; facilities leased from whom; ownership of adjacent property—does plant border public land? does it have property or other tax breaks? is it correctly zoned?)
- **Community/Neighborhood** (surrounding area -- residential, rural, commercial or mixed; nearest residential area; nearest school; nearest large factory; neighborhood at risk -- air, noise, fire, explosion; neighbors' perceptions of these risks; plant security -- name of security company, owner, and background; condition of fences; plant and neighborhood evacuation plan; historical relationship with neighbourhood and community; make-up of neighborhood--ethnic, racial, religions, occupation, and income; names of workers who are residents of the immediate neighborhood; role of company in political history of area; relationship of local government officials with company.
- **Safety, Health, and Environment** (history of spills, fires, explosions, other accidents, and their documentation; existence, role, and functioning of safety committees; record of occupational safety and health--results of inspections, health surveys, citations or fines, suspected health problems, contractor safety problems; air, groundwater, and soil contamination record--surveys, complaints, fines, suspected problems and cover-ups; wastes--on-site and off-site dumping history, locations, materials, dumping suspected legal or illegal; water treatment facilities—when installed and why, adequate/legal?, effluent monitored?; possibility of direct discharge of runoff, chemical oil spills, or sewer water in waterways; proximity of downstream water intakes and reservoirs for drinking or recreation)
- **Utilities** (suppliers of gas, electric, water; locations of meters; all meters read regularly?; company waste in municipal sewage system?; plant well water intermingled with city drinking or fire system?)
- **Financial Community** (local banks which company does business with; any financial or blood relationship between company and bank managements?; how have expansions been financed?)
- **Media** (attitude of reporters or columnists towards company; any friendship or blood relationships between company management and media?)
- **University** (any company donations to local university; any corporate awards of research contracts to local professors).

How to Investigate ?

Products, Product Flow, Markets

■ **Products** (description and relative volumes of products; end uses; any seasonal variations?)

■ **Processes, Manufacturing Practices** (general descriptions; maintenance practices; inefficient or wasteful operations -- wasted time, labour, product, or raw material; condition of units, tanks, lines; production and work schedules -- health, fatigue, efficiency aspects; manning practices -- adequate in emergencies?)

■ **Quality** (product uniformity; mistakes in product specifications or equipment design and cover-ups; off-spec product return and diluted with good product?, customer knowledge?)

■ **Competitors** (company relationships with competitors; competitors that are feared; names of top officers of competitors; any ownership/management/friendship/blood relationship of company with competitors; competitors seen on company premises?; pricing and costs -- unit costs, implied costs, values and suspected profits, high profit lines and why, discriminatory pricing/sales, predatory or below-cost pricing)

■ **Customers** (wholesale -- names and addresses, relative importance, customers' quirks, product-liability cases, ownership or blood relationship interlocks, problems with returned products, favored customers, backdoor or midnight deliveries - to whom?, deliveries without invoice procedures - to whom?; government -- local and federal contracts and expiration, competitively bid?, reported profitability of these contracts, volumes and prices specified in contracts, blood or other relationships between company and government officials; retail—names or kinds, and product market share; company marketing strategy)

■ **Suppliers** (raw materials, purchased products, and equipment supplied - any quality problems?; supplier companies, owners, and locations; company relationship to suppliers --

suspicious pricing arrangements, backdoor or midnight deliveries, personnel exchanged, blood or financial relationship)

■ **Transportation, Distribution** (methods for transporting raw materials, products, wastes; transportation owned or leased; materials properly transported? violations?; vehicles properly maintained?; hazardous cargo transported through residential neighborhood?; noise problems; history of accidents and company response; pipelines in or out of facility? destination?)

■ **Outside Contractors** (names; blood or ownership relationship with company management; workers properly licensed?, trained?; past history of owner - criminal record?; gratuities and favors paid by contractors to company supervisors)

Company Personnel

■ **Plant Managers, Industrial Relations Persons, Supervisors, Owners, Officers, Buyers, Sales People** (chart with names, titles, duties; profile of key managers -- local or imported, past work history, on the way up or down, relationships to subcontractors, suppliers, and customers, any theft of company materials, unauthorised use of company labor, civil or criminal convictions, real estate owned in area, friends and associates in the community, membership in any clubs, salary, expense accounts, kickbacks, political connections, record of drunk driving, gambling, or sexual harassment; feuds among plant managers; relationship between plant managers and headquarters executives.

■ **Quality of Management/Supervision** (excess number of supervisors, inefficient work scheduling, neglect of employee comments and suggestions)

■ **Ex-Managers and Supervisors** (names and addresses, work histories, grudges)

on companies involved in management and ownership of hotels and casinos in US cities. Most of its information pertains to the activities of major hotel management, real estate, construction, and land development. The TNCs it has campaigned on include: ITT Sheraton; Hyatt Corporation; Marriott Corporation; Hilton International; Inter-Continental Hotels-Seiyu Ltd (Japan); Nikko Hotels, JAL; Bass Plc; and Tokyu, Pan Pacific Hotels. The Research Department has also put together an excellent manual, Research Methods For Action, for the corporate researcher which includes among other things a great deal of information on computer database resources.

Outside the US, there are international trade secretariats, or groups of unions grouped according to industry. Those which tend to concentrate on the practices of TNCs include:

■ the **International Union of Food and Allied Workers Unions (IUF)** (rampe du Pont-Rouge 8 CH-1213 Petit-Lancy Geneva Switzerland tel. 41 22 7932233 fax 41 22 7932238); Asia and Pacific Office (Labour Council Building Room 5 8th floor 377-383 Sussex Street NSW 2000 Australia tel. 612 2646409 fax 612 2618539);

■ the **International Metalworkers' Federation (IMF)** (54 bis route des Acacias Case Postale 563 CH-1227 Geneva Switzerland tel. 41 22 436150 fax 41 22 431510); West Asian Office (M-11 Green Park Extension New Delhi 110 016 India tel. 91 11 664283);

■ the **International Federation of Chemical, Energy and General Workers' Union (ICEF)** (109, avenue Emile de Beco B-1050 Brussels Belgium tel. 32 2 6470235 fax 32 2 6484316); Asia and Pacific Regional Office (330-912 Hansin 19th Apt. Jamwondong Sucho-ku Seoul Korea tel. 82 2 2525137 fax 82 2 2351698);

■ the **International Federation of Commercial, Clerical and Technical Employees** (15, avenue de Balexert, Chatelaine CH-1219 Geneva Switzerland tel. 41 22

7962733 fax 41 22 7965321); Asia and Pacific Regional Organization (170 Upper Bukit Timah Road #14-03 Bukit Timah Shopping Centre Singapore 2158 tel. 65 467 7888 fax. 65 468 1410).

■ In addition, the **International Confederation of Free Trade Unions (ICFTU)** (Boulevard Emile Jacqmain 155 B 1 B-1210 Brussels Belgium tel. 32 2 2240211 fax 32 2 2188415) has member confederations in nearly 100 countries and works to improve access to information about TNCs to try to ensure effective and fair labor negotiations. ICFTU has a South Asia Regional Office as well in India (61-C Kalu Sarai Hauz Khas New Delhi 110 016 India tel. 91 11 6611279 fax 91 11 665881).

In India, the **Centre of Indian Trade Unions (CITU)** (15 Talkatora Road New Delhi 110 001 tel. 91 11 3714071 fax 91 11 3355856 Contact: P.K. Ganguly) has some 2.5 million workers in industries including steel, power, chemicals, oil, and electronics, and which are employed by TNCs such as ICI and Philips. CITU has over two dozen "State Committees" across India which may be able to provide information. Those with members working in corporate industrial sectors are:

- Karnataka State Committee of CITU
No. 12 Thanappa Gardens 18th Cross
Sampangi Rama Nagar
Bangalore 560 027
- West Bengal State Committee of CITU
53-Acharya J.C. Bose Road
Calcutta 700 016
- Tamilnadu State Committee of CITU
13 Mosque Street Chepauk
Madras 600 005
- Maharashtra State Committee of CITU
Janashakti Globe Mill Passage Worli
Bombay 400 013
Maharashtra

- A.P. State Committee of CITU
N V Bhaskara Rao Smarak Kendra
1-1-60/4 RTC 'X' Road Mushirabad
Hyderabad 500 020
Andhra Pradesh

■ For information on the 93 per cent of India's workforce not organised in national trade unions, the **National Centre for Labour** (No. 19 Sixth Cross Pukkaraj Layout Adugeodi Post Office Bennarghatta Road Bangalore 560030 India tel. 91 80 2238739 Contact: N.P. Swami) is a coalition of organisations working with India's unorganised sector (this includes agricultural workers, contract workers, small-scale factory employees, and other informal sector laborers) to fight for control over natural resources, better working conditions, and self-employment.

Other Labour Resources

■ The **Asia Monitor Resource Center** (444 Nathan Road, 8-B Kowloon Hong Kong tel. 8522 3321346 fax 8522 3855319 Contact: Serapina Cha) focuses on Asian labour concerns and provides information, research, labour networking, electronic communications, and related services to trade unions, labour groups, and other development organisations. It monitors general and specific aspects of labour in Asia including statistics/data on Asian wages, occupational safety and health, free trade zones, and TNCs. It also has a library with information from trade unions, non-governmental organisations, grassroots groups, and government, and industry sources which is accessible to those interested. The Center produces "Asia Labour Update," a quarterly news bulletin (the subscription is US\$12, but labour groups and Asia-Pacific-based organisations can ask for complimentary copies), as well as books and pamphlets on worker safety, foreign aid, environmental hazards, etc. A recent monograph on working conditions in major sneaker companies such as

Nike and Adidas is available on request.

■ The **Asian-American Free Labor Institute (AAFLI)** (1125 15th Street, NW Suite 401 Washington, DC 20005 USA tel. 1202-737-3000 fax 1202-785-0370 Contact: Gigi Howell) is an international arm of the American Federation of Labor-Congress of Industrial Organizations (AFL-CIO). AAFLI cooperates with trade unions in Asia, the Pacific, and the Near East in various ways including: training shop stewards for trade unions; providing educational and training materials on occupational safety and health; supporting a campaign to assist women workers; and sponsoring labour counseling centers to inform workers of their rights. AAFLI pushes for corporate accountability to promote safe labour conditions, worker health and safety, and the enforcement of standards on child labour. It publishes a variety of pamphlets, a quarterly newsletter, "AAFLI News" and other materials including "Southeast Asia Labor Notes."

■ **Corporate Campaign, Inc.** (51 East 12th Street 10th floor New York, New York 10003 USA tel. 1212-979-8320 fax 1212-979-1220 Contacts: Philip Mattera and Ray Rogers) helps labour unions develop strategies to challenge corporate practices based on an understanding of companies' financing and institutional investors. For a fee, Corporate Campaign, Inc. can offer assistance in research, media relations, and organising. Mattera has authored World Class Business A Guide to the 100 Most Powerful Global Corporations (1992) and Inside US Business A Concise Encyclopedia of Leading Industries (1994).

■ The **International Labour Resource and Information Group (ILRIG)** (Box 213 Salt River 7924 South Africa fax 27 21 4482282 Contact: Celia Mather) is a resource and education group which works with progressive trade unions in South/Southern Africa. Among other projects, ILRIG helps trade unions to research TNCs and, when requested, provides TNC profiles. Until recently, its research tended

towards examining corporations at the local or national level, but since South Africa has opened its doors to foreign investment, ILRIG is working to build an international information network. ILRIG is currently investigating hotel chains in the Southern Africa region, and in fall 1995 is publishing an education pack on TNCs as well as a directory of organisations working on TNCs.

■ **The International Labor Rights Education and Research Fund** (100 Maryland Avenue, NE Box 74 Washington, DC 20002 USA tel. 1202-544-7198 fax 1202-543-5999 Contact: Pharis Harvey) is a non-profit organization of human rights, labour, religious, consumer, academic, and business groups dedicated to assuring that all workers labour under reasonable conditions and are free to exercise their rights to associate, organize, and bargain collectively. The Fund publishes a newsletter, "Worker Rights News" (annual subscription US\$25), and seeks to forge relationships with counterpart organizations outside the US to share information and educational materials. It also supports research by building a database of information on labour laws and practices in countries receiving US trade benefits and studying alternative means to encourage and enforce higher labour standards. In particular, the Fund pushes for implementation of a 1985 US law which prohibits the Overseas Private Investment Corporation (OPIC), a quasi-governmental agency, from issuing business risk insurance to US-based TNCs for projects in countries that do not grant their workers internationally recognised worker rights.

■ **The Labor Institute** (853 Broadway #2014 New York, New York 10003 USA tel. 1212-674-3322 fax 1212-353-1203) conducts educational training programs for activists from trade unions and communities, and has worked on corporate campaigns against Merck, 3M

Company, and BASF. As part of its training activities, the Institute has designed innovative books for training workshops on the "jobs vs. environment conflict" and on the socioeconomic effects of increasing corporate power in the United States. These publications are easy to read, with a lot of vivid charts and graphs to illustrate points.

■ **The National Labor Committee (NLC)** (15 Union Square Suite 524 New York, New York 10003 USA tel. 1212-242-0700 fax 1212-255-7230) is an independent research and human rights organisation focusing on the protection and promotion of worker rights in the Americas. Among its activities, the NLC monitors US corporations which manufacture or contract overseas to ensure that they do not violate workers rights and provides links between US workers and their foreign counterparts, educating them as to why it is in their interest to support labour rights not just in their own country. The NLC has done a great deal of work on textile and apparel companies and retailers. ■

Notes

1. Lawrence Mishel, "New Tactics for Labor," Labor Research Review (Midwest Center for Labor Research), Fall 1985.
2. Selections from "A Troublemaker's Handbook," in Research Methods for Action, Hotel Employees & Restaurant International Union, 1994.
3. Ibid.
4. See The Takeover, Society for Participatory Research, New Delhi, 1990.
5. D. Thankappan, "Workers' Cooperatives."
6. For more information on using the GSP, see Jim Sugarman, Field Guide to Labor Rights, Essential Books, Washington, DC, 1993.
7. The questionnaire is in Research Methods for Action, op cit.

Legal Actions and TNCs

Changes in the law have emerged in the last decade which can be potentially useful for activists seeking to hold TNCs more accountable. This chapter will discuss such changes outside and in India.

Challenging “Forum Non Conveniens”

Attempting to take a TNC to court in its home country for something it did in another country has historically been extremely difficult. As discussed in Chapter 2, efforts to bring Union Carbide to trial in the United States for the Bhopal gas leak, for example, were dismissed by the presiding judge, who agreed with the company’s lawyers that it would be more convenient and proper to the parties if Indian courts heard the case. This argument, known in the US as “forum non conveniens,” has been and is a key tactic TNCs employ to evade legal responsibility and its financial consequences for harm caused by their activities, particularly in less-industrialised countries.

Since Bhopal, however, there have been several promising developments in challenging “forum non conveniens.” In 1984, Costa Rican workers filed suit against Shell Oil (Royal Dutch/Shell’s US subsidiary) and Dow Chemical, for harm they allegedly suffered as the result of exposure to one of the companies’ agrochemicals. The companies pleaded “forum non conveniens,” but in what was hailed as a landmark decision the Texas State Supreme Court in 1990 rejected the argument.¹

Unfortunately, this Texas State ruling has since been invalidated, but in another current case US lawyers have on behalf of 30,000 people in Ecuador filed a class action lawsuit in a US federal court against the oil giant Texaco, for human health and environmental damages they allege Texaco caused as a result of its 20 years of drilling operations in the Ecuadorian Amazon. The plaintiffs are arguing that the United States is the appropriate site for the case because the critical decisions which resulted in the damages to the plaintiffs were made by Texaco executives at the company’s US headquarters.

Although Texaco has tried to dismiss this case and move it to Ecuador, in part based on the “forum non conveniens” argument, the judge in 1994 allowed the case to go forward with the discovery process (i.e., to interview Texaco employees under oath and look at the TNC’s records). Discovery has been on hold while the parties attempt to reach a settlement. According to plaintiffs’ lawyers, it is likely that efforts to settle out of court will fail and that discovery will proceed. The legal breakthrough, if it occurs, would come post-discovery—probably in 1996—were the court to deny formally Texaco’s motion to dismiss the case.²

Outside the US, there is also an interesting development. In 1994, lawyers filed a lawsuit in Australia against a consortium including the Australian mining firm BHP on behalf of 30,000 villagers in Papua New Guinea who allege that the consortium’s activities have destroyed the river upon which they depend. A BHP

representative says the issues raised in the litigation are “domestic issues for PNG and the appropriate body to address [them] is the government of PNG.” The case is pending.³

Initiatives such as these offer at least guarded optimism that there may be emerging legal mechanisms to hold TNCs to account. According to Tim Jenkins of Friends of the Earth and David Hunter of the Center on International Environmental Law: “There are many difficulties in this approach [i.e., challenging “forum non conveniens”], but the long-term trend appears to be increased extraterritorial application of domestic laws over corporate activities abroad.”⁴

Some Practical Advice

Because challenges to “forum non conveniens” have developed mainly in the United States, the following discussion will focus on the US context. Lawyers who worked on the case against Shell Oil and Dow Chemical (**Misko, Howie & Sweeney** Turtle Creek Centre Suite 1900 3811 Turtle Creek Boulevard Dallas, Texas 75219 USA tel. 1214-443-8000 fax 1214-443-8010 Contact: Charles Siegel) have put together a booklet with practical advice for other attorneys (and also useful for activists) about how to mount “toxic tort lawsuits,” which “include injuries from contamination of property from use of a product or from exposure to harmful substances in the environment or in the workplace” (a “tort” is a wrong or injury for which there is a remedy by compensation or damages).⁵ These suits can involve hundreds or thousands of plaintiffs.

The booklet provides a series of questions which attorneys (and activists)

who are potentially interested in launching such a lawsuit should ask at the outset:

- how well accepted is the causal connection between the toxic substance and the injury?;
- how significant is the exposure?;
- is there a statute of limitations or statute of repose that could bar the action?;
- how severe is the injury, is there a likelihood of progression or the development of other associated injuries in the future?;
- how many plaintiffs are involved?;
- is there sufficient lawyer time and support staff, and are there resources to finance the litigation, including gathering medical evaluations, follow-up reports and records, retaining qualified experts and deposing worldwide defense witnesses and experts?;
- and are the lawyers able and prepared to spend years on the case?

In addition to the above questions, it is crucial to choose the court in which to file a toxic tort suit carefully. Lawyers, activists, and citizens outside the United States who are involved in such litigation will have to depend heavily on the US attorneys’ judgment about this matter. Besides legal issues, there are also important pragmatic considerations regarding the place of trial: are the lawyers familiar and comfortable with the judge?; do they perceive the jury pool as potentially favorable?

US lawyers working for the plaintiffs in the Texaco case (**Cristobal Bonifaz or John Bonifaz** Tucker Taft Building 48 North Pleasant Street Amherst, Massachusetts 01002 USA fax 1413-256-0774 or tel. 1617-424-7950 fax 1617-424-7752) also offer some pointers to those outside the United States interested in this route. They stress that in presenting a prospective case to a US lawyer you want

to solicit, it is extremely important to be as specific and comprehensive as possible in the assessment of damages to people and the environment and to argue the extent of these damages as vigorously as possible. This makes it easier for the attorney to evaluate the case, and the more persuasive you are, the better the possibility the lawyer will take it on. Using local, in this case Ecuadoran, experts to provide evidence has been one reason, say plaintiffs' lawyers, that they've been successful.

Regarding costs, attorneys' fees will vary. If you find lawyers who are willing to take on your case, they may do it pro bono but with an arrangement to get some of the monetary relief, if that is ruled. Alternatively, the court may order the defendant to pay the plaintiffs' fees. The point is that these expenses, while obviously a significant factor, should not stop lower-income individuals and organizations from looking into the possibility of challenging "forum non conveniens."

For more information on legal issues, contact the lawyers listed above, or:

■ **The Center for International Environmental Law (CIEL)** (1621 Connecticut Avenue, NW Washington, DC 20009 USA tel. 1202-332-4840 fax 1202-332-4865) is a public interest law firm dedicated to protecting the environment and promoting democracy through the development of international environmental law. CIEL has provided advice especially to the Central and Eastern European community on topics including monitoring privatization, foreign investment, and development assistance.

■ **Environmental Law Alliance Worldwide (ELAW)** (1877 Garden Avenue Eugene, Oregon 97403 USA tel. 1503-687-8454) is a global alliance of public interest attorneys committed to defending the environment

through law and building local people's capacity to challenge environmental threats facing their nations. Among its other functions, ELAW provides environmentalists with legal precedents, model legislation, expert witness testimony, and information about TNCs operating outside the US. It also hosts non-US environmentalists in the United States to study environmental law and network with US groups.

■ **The Foundation for International Environmental Law (FIELD)** (Department of Law School of Oriental and African Studies University of London 46-47 Russell Square London WC1B 4JP UK tel. 44 171 6377950 fax 44 171 6377951 Contact: Nadia Mackenzie) is a legal resource center which contributes to the development and enforcement of the rule of international law relating to environmental issues (e.g., energy, pollution, fisheries, intellectual property rights). FIELD also provides assistance to non-governmental and voluntary organizations and is especially concerned to assist, on a pro bono basis where possible, lower-income groups.

Public Interest Litigation in India

In the 1980s, two remarkable developments in the Indian legal system have taken place. One concerns the broadening of the application of existing environmental laws in the country and the other relates to a type of judicial activity known as Public Interest Litigation (PIL). These two developments have given more scope to citizens and public interest groups to prosecute a public authority or corporation which violates basic human rights of citizens as well as government rules and policies generally.

For instance, until the enactment of the Environment (Protection) Act of 1986,

the power to prosecute under Indian environment laws belonged exclusively to the Government. Citizens had no direct statutory remedy against a polluter who, say, discharged an effluent beyond the permissible limit. But under Section 19 of the Environment Act, a citizen may prosecute an offender by a complaint to a magistrate. Prior to complaining, s/he must give the Government 60 days notice of her/his intention to complain.

Other provisions allowing citizens participation in the enforcement of pollution laws are now found in Section 43 of the Air Act, as amended in 1987, and in Section 49 of the Water Act, as amended in 1988. Significantly, both these amended sections require the Pollution Control Board to disclose relevant internal reports to a citizen seeking to prosecute a polluter. Thus, the activist can use the provisions in these laws to prosecute TNCs violating the environmental policies and regulations of India.

Similarly, there has been an expansion of citizens' participatory rights in public interest litigation. Traditionally, only an individual who had had her or his rights violated was entitled to seek remedy under PIL. In public actions, this meant that a person asserting a public right or interest had to show that s/he had suffered some special injury over and above what members of the public had generally suffered. However, cases such as air pollution caused by a particular corporation were difficult to redress. This led to a modification of the traditional rule which now permits a citizen to challenge harmful actions in the public interest even though that citizen has not suffered any harm personally. This has encouraged many

lawyers, non-governmental organisations, environmental, and human right groups to take legal actions. The closure of limestone quarries in the Dehradun region as well as of polluting tanneries along the Ganges are examples of environmental cases taken up by public interest lawyers and environmental groups under PIL.⁶

A number of public interest lawyers and legal groups who have experience in filing PIL can be contacted for further details. They include:

- **Lawyers Collective** (Engineers House
86 Apollo Street Bombay 400 023
Contacts: Colin Gonsalves, Mihir Desai)
- **Indian Council for Enviro-Legal
Action** (5 Anand Lok New Delhi
Contact: M.C. Mehta)
- **R. Venkatramani** (14 A/13 WEA Karol
Bagh New Delhi 110 005)
- **Public Interest Legal Support and
Research Centre** (A-131 New Friends
Colony New Delhi 110 065 Contact:
Rajeev Dhawan) ■

Notes

1. Lis Wiehl, "Texas Courts Opened to Foreign Damage Cases," *The New York Times*, 25 May 1990, and Ellen Hosmer, "First World Justice," *The Texas Observer*, 13 July 1990.
2. Chris Jochnik, "Amazon Oil Offensive," *Multinational Monitor*, January/February 1995, and interview with John Bonifaz.
3. Quoted in *Corporate Crime Reporter*, 19 June 1995.
4. Tim Jenkins & David Hunter, *Multinational Corporations and the Environment: An Introduction for Central and Eastern Europeans*, Friends of the Earth European Coordination, Brussels, 1993, p. 15.
5. The booklet, *Toxic Torts*, was published in Summer 1994.
6. For a detailed analysis of PIL and environmental law, see *Environmental Law and Policy in India* by Armin Rosencranz, Shyam Divan and Martha L. Noble, Tripathi, 1991.

Environmental Actions and TNCs

The environmental movement gained considerable momentum in the last decade, especially in North America and Western Europe. Given TNCs' enormous and often destructive impacts on ecosystems, environmentalists have frequently been directly and indirectly involved in researching and campaigning on TNCs. And there has been some measure of success in the North, for example, in preventing construction of dangerously polluting waste incinerators and in calling attention to the pervasive toxicity of chlorine.

Unfortunately, such advances sometimes mean that TNCs shift their investment to less-industrialised countries, as is happening with the chlorine sector. Individuals and groups in these countries need to be aware of the threats such hazardous migration pose to their environment, their lives, and the lives of their children.

Community efforts are essential to holding TNCs accountable. As the case studies in Chapter 3 suggest, activists and citizens in India can be extremely committed to challenging unwanted TNC investment, and exceptionally creative and organised about mounting those challenges, especially at the local level. Of course, people outside India have also sought to prevent such investment, and some groups have come forth with criteria by which to judge or screen the safety and benefit of TNCs' investment in local communities. These criteria emerged largely from environmentalists' concerns, but pertain to other aspects of TNC practices and accountability, and are —or should be—

relevant anywhere in the world. They are outlined below.

Precautionary Action

The principle of precautionary action arose due to increasing recognition that past approaches to environmental protection against chemical hazards, based on the assumption that the environment has an “assimilative capacity” to receive and render harmless the vast quantity and variety of toxic pollutants, had failed. The principle has four components:

- ◆ The precautionary approach shifts onto the proponent of an activity, i.e., the TNC, the burden of demonstrating that it is not likely to harm human health or the environment. Typically, those affected by the activity have or have had to demonstrate proof that they were being harmed.
- ◆ The principle of precautionary action must reflect an approach based on prevention of contaminant inputs, rather than the common (but outdated) notion of attempted control of contaminants. That is, it must not reflect a permissive approach based on “allowable emissions,” but must be based on prevention and elimination of contaminants at the source.
- ◆ The principle of precautionary action is universally viewed as requiring preventative action before waiting for conclusive scientific proof regarding the cause and effect relationship between contaminants and resulting ecosystem damage.
- ◆ The safest and cleanest production

should be the goal of any new investments and development projects. The traditional focus on disposal options and end-of-pipe measures should be replaced with a priority focus on substitution to eliminate the generation of hazardous wastes and products. Based on the human health or environmental threats of certain processes, some investments simply should not be accepted.

Freedom of Information

There is a direct relation between citizen access to information and the ability to ensure TNC accountability. Once a systematic and concerted transfer of knowledge is assured, there can be full and informed community involvement in decisions pertaining to corporate investment proposals. The “right to know” is an essential prerequisite to public participation and legal remedy. Freedom of information includes: open public access to all government files and statistics, film, video, and computer information relevant to the TNC and its proposal, and copying rights to such information available at a reasonable rate; and requires that business confidentiality, “proprietary information,” and “trade secrets” are never used as a rationale for denying information which is relevant to assess the human health or environmental hazards of an activity.

Environmental Impact Assessments and Audits

To protect human health and ecosystems, an environmental impact assessment should be undertaken by an independent, external consultant, with the full consultation of the

public and regulatory bodies, prior to undertaking any new TNC projects. The objective of an impact assessment is to ensure that the options being considered are environmentally sound and that any ecological consequences are recognised early in the project cycle and taken into account in the project design. One result of the EIA could be that a project does not proceed. An environmental audit is the equivalent of an assessment, but for already existing operations. It is a systematic examination of the interactions between any business operation and its surroundings, and includes: all emissions to air, land, and water; legal constraints; the effects on the neighboring community, landscape and ecology; and the public’s perception of the operating company. The results of both environmental impact assessments and audits should be accessible to the workers, affected communities, shareholders of the companies concerned; the general public, and governmental regulatory bodies.

Assumption of Liability

If TNCs are truly committed to environmental protection and the welfare of communities which host their activities, they will be willing to enshrine that commitment in legally binding liability agreements and contractual clauses, enforceable in any country of operation. By placing the responsibility for risks clearly with the corporation, such agreements strengthen the “polluter pays” principle and at the same time makes cleaner alternatives more attractive and economically viable. Therefore, legally binding liability should be seen as a tool for seeking not only redress of social or environmental grievances, but as a

powerful means of preventing environmental degradation and threats to human health. It is also a means of integrating traditionally excluded costs such as environmental degradation into economic decisions.

Public Participation and Training

Ensuring corporate accountability can be assisted by meaningful public participation in investment and production decisions. Such public participation should include: public hearings on all project and investment decisions which may impact a community; the public right to participate and submit comments as part of the environmental impact assessment and audit procedures; the right to public voting procedures such as initiatives and referenda regarding investment issues; the right to interview and question governmental officials involved in investment decisions; and the right to legal redress and remedies for environmental or personal damage.

For individuals or groups interested in a more detailed discussion of these criteria, see Screening Foreign Investments -- An Environmental Guide for Policy Makers and NGOs (1994) available from Third World Network (see address in **Chapter 4**).

Resources: Environment-Related Organisations

The following is merely a handful of organisations which may be useful resources for information on TNCs and the environment. The list below is supplemented considerably in the next chapter, which provides resources arranged by various corporate industrial sectors.

■ The Ecologist (Agriculture House Bath Road Sturminster Newton Dorset DT10 1DU UK tel. 44 125 8473476 fax 44 125 8473748) is one of the leading “green” magazines (annual subscription US\$25 for individuals and groups in less-industrialised and Central and Eastern European countries). This bi-monthly also has articles on a host of social issues in many countries, and often includes considerable coverage of a wide variety of industrial sectors and TNCs. Additionally, it devotes space to on-going campaigns, with contacts. An Indian edition, The Ecologist Asia (each issue Rs. 25, annual subscription Rs. 120), is available from: 620 Maker Chambers V Nariman Point Bombay 400 021 India tel. 91 22 2830061 fax 91 22 2874380.

■ **Friends of the Earth USA** (1025 Vermont Avenue Suite 300 Washington, DC 20005 USA tel. 1202-783-7400 fax 1202-783-0444) lobbies and campaigns around many issues including domestic and international toxic pollution. It published a pioneering report, Hold the Applause! A Case Study of Corporate Environmentalism (1991), on the gap between the rhetoric and practices of the chemical giant DuPont.

■ **The Good Neighbor Project for Sustainable Industries** (PO Box 79225 Waverly, Massachusetts 02179 USA tel. 1617-489-3686 fax 1617-489-2482 Contact: Sanford Lewis) has researched and produced documents about communities struggling against TNCs’ toxic pollution. Recently, the Project began a campaign with another group to fight corporate secrecy policy initiatives -- for example, to amend the Freedom of Information Act -- which would allow corporations to hide environmental information from the public more easily. The Project intends to work to assist organisations engaged in education and advocacy regarding corporate secrecy.

■ **Greenpeace** (1436 U St NW, Washington, DC 20009 USA tel. 1202-461-1177 fax 1202-462-4507) has produced a number of TNC case

studies on “greenwash,” that is, the discrepancy between what corporations say and do vis a vis the environment. The case studies are four to six pages long, and are on ABB, Alcoa, Royal Dutch/Shell, Mobil, Dow, DuPont, IP, Mitsubishi, Heinz/StarKist, Browning Ferris Industries, Ciba-Geigy, Norsk Hydro, Monsanto, Westinghouse, Aracruz, ICI, Rhone-Poulenc, Solvay, Sandoz, and GM). The Greenpeace office in New York City (Contact: Kenny Bruno) has files on other TNCs including Bayer, British Petroleum, Exxon,

RTZ, Ethyl, Upjohn, and Waste Management.

■ The **Working Group on Community Right to Know c/o the US Public Interest Research Group** (215 Pennsylvania Avenue, SE Washington, DC 20003 USA tel. 1202-546-9707 fax 1202-546-2461) is a grouping of US environmental and public interest organisations which publishes “Working Notes on Community Right to Know” to help promote communities’ right to know about toxic pollution in the US. ■



Courtesy: Laxman / Times of India

Shareholder Actions and "Social Responsibility"

Shareholder actions describe efforts by individuals, small and large campaigning groups, and institutional investors in industrialized countries to try to influence corporate decision-making through the shareholder process, usually at the company's annual general meeting (AGM). For individuals and groups which do not already own shares of a firm's stock, this has usually meant one of several actions: 1) buying stock in the corporation and becoming a shareholder; 2) lobbying existing shareholders of the company to exert influence, notably those involved with "socially responsible" investing (see below); or 3) staging demonstrations or other activities at the AGM. The point of shareholder actions is not to out-vote a board of directors or otherwise cause an immediate change in company policy, but to generate awareness of issues within the corporation and among the general public. Over time -- and shareholder actions can go on for years -- it is hoped that such awareness will prompt the corporation to improve its practices.

Becoming a shareholder with a minimum investment means that the individual or group can try to

put particular policy issues on the agenda of an AGM (by filing a resolution to do so) or force a vote on policies at the meeting. In the US and Western Europe, there are share option schemes to enable employees to purchase stock, which they may then attempt to wield for a collective goal. For most workers and voluntary or NGOs, however, buying even a small amount of stock can be prohibitively expensive.

Moreover, corporate managements often have the power to exclude consideration of matters they deem outside a company's "ordinary business operations," thus obstructing shareholders' efforts to place social or environmental issues on an AGM's agenda. This is a serious barrier even to shareholders with significant amounts of stock. If you wish to pursue this avenue, you should contact organisations which help institutional shareholders file resolutions

such as the **Interfaith Center for Corporate Responsibility** in the US, the **Taskforce on the Churches and Corporate Responsibility** in Canada, or **Pensions and Investments Research Consultants Ltd.** in the UK (see addresses below).

Advocates of shareholder actions such as the UK-based **New Consumer** acknowledge that

Annual General Meetings can offer valuable opportunities for activists to call attention to social, environmental, or other concerns.

“AGMs largely fail to provide a forum for shareholders to control companies by holding open debates about the details of their company’s activities, and by holding the directors properly accountable.”¹ Supporters of such actions note, however, that AGMs are public occasions, indeed major public relations events, when corporations are trying to present themselves in the best light possible. In this context, AGMs can offer valuable opportunities for activists to call attention to social, environmental, or other concerns. Staging demonstrations or rallies at the site of the AGM, but outside the meeting, is one approach. It is also possible to gain admission to an AGM without owning shares. This can be done by borrowing a shareholder’s admission form or by being nominated by a shareholder who is not attending the meeting. Once inside, activists will have the chance to ask questions or engage in more disruptive activities.

Some organisations target AGMs vigorously. **PARTiZANS** (see address in **Chapter 11**), for example, which campaigns on the destructive social and ecological effects of the British mining conglomerate RTZ, has held seminars months ahead of RTZ’s AGM to familiarise people with the company’s practices, what issues need to be addressed at the AGM, what the message to the press will be, and to provide briefing materials. Before the meeting, a few PARTiZANS campaigners purchase and distribute shares of RTZ stock or otherwise arrange access to interested parties. PARTiZANS has used RTZ’s AGM to release what they said was a leaked company report criticizing an African subsidiary’s safety procedures and embarrass the corporation. In other years, PARTiZANS has invited people from Australia and the

Philippines negatively affected by RTZ’s subsidiaries to the firm’s AGM.²

Organizations Involved in “Social Responsibility” Issues

In the United States and Western Europe, a number of organisations have emerged which provide financial advice to investors who aim to purchase stock of companies deemed more “socially responsible.” This term can cover a firm’s consumer product and environmental practices, and has often been associated with targeting TNCs which have operations in certain countries with oppressive governments such as Burma or, formerly, South Africa. Frequently, organisations involved with corporate “social responsibility” work to inform investors of a company’s abuses in an effort to activate the investors’ economic leverage. For groups without the means to purchase a corporation’s shares or travel to an AGM, such organisations may be able to provide campaign assistance, and can also be very good information sources on TNCs. Some of these organisations are:

■ **Ethic Scan** (PO Box 54034 Toronto, Canada MGA3B7 tel. 1416-783-6776 fax 1416-783-7386 Contact: David Nitkin) is a for-profit magazine which reports on Canadian corporations’ social responsiveness and “ethics.” It has a database on some 1500 Canadian companies.

■ **Franklin Research and Development Institute** (711 Atlantic Avenue Boston, Massachusetts 02111 USA tel. 1617-423-6655 fax 1617-482-6179 Contact: Simon Billenness) manages some US\$400 million in assets, which it screens for corporate social responsibility. It has considerable information about financial issues of companies as well as some access to

corporate management (by virtue of its connections to large shareholders), and has done a lot of work recently on pressuring firms to withdraw from Burma for human rights reasons. The Institute has produced a booklet Thinking Globally: Franklin's Insight Study of International Corporate Responsibility, which emphasizes human rights as a key measure of corporate responsibility. It also has published two kinds of corporate profiles: 1. "equity briefs," which profile the social and financial performance of selected companies including Amoco, Apple Computer, BankAmerica, Enron, General Mills, Microsoft, Texas Industries, and Volvo (each brief costs US\$10); and 2. "big caps," which provide human rights and other social information on high-capitalisation TNCs such as Coca-Cola, DuPont, Ford, General Electric, W.R. Grace, IBM, Intel, PepsiCo, Texaco, and Xerox (US\$15 each). Lastly, Franklin also has produced reports for US\$35 each on industries including electric utilities, food, biotechnology, natural gas, and pesticides. While it usually charges full price for its materials, Franklin is willing to provide information for a cost that is negotiable with non-governmental or voluntary organisations, particularly those from less-industrialised countries, and to trade its information where possible.

Sister Ruth Rosenbaum of the **Research and Report Service for Ethical and Socially Responsible Investing** (an affiliate of F.L. Putnam Securities Company 10 Langley Place Suite 400 Newton Centre, Massachusetts 01259 USA tel. 1617-964-7600 fax 1617-332-6922) directs the social responsibility monitoring service which Franklin uses for investigating TNCs in and outside US for over 50 issues (or "screens"). This service also tracks the contract suppliers from whom TNCs purchase goods and overall has information and access to data on over 4500 TNCs including materials on finances, operations, and products as well as environmental, labour, and human rights violations. Sister Ruth Rosenbaum is

willing to provide information on a generous sliding scale to researchers from the less-industrialised world.

■ **The Interfaith Center on Corporate Responsibility (ICCR)** (475 Riverside Drive Room 566 New York, New York 10115 USA tel. 1212-870-2623 fax 1212-870-2023) represents a coalition of several hundred Protestant and Roman Catholic institutional investors including national churches, pension funds, and religious communities. ICCR members use their investments to try to hold corporations socially and environmentally accountable, and it has an Energy and Environment Program which coordinates environmental shareholder resolutions for investors and collaborates with investors for public pension funds and environmental organisations. Its issues include toxic emissions and waste disposal, energy economy and climate change, and workers' safety, and it has investigated hundreds of companies. ICCR publishes "The Corporate Examiner" ten times a year, a newsletter which examines the policies and practices of major US corporations in nuclear weapons, minorities, women, energy and the environment, alternative investments, and updates on shareholder resolutions.

■ **The Investor Responsibility Research Center (IRRC)** (1350 Connecticut Ave, NW Suite 700 Washington, DC 20036 USA tel. 1202-833-0700 fax 1202-833-3555) was set up by universities and foundations as a response to mounting pressures by shareholder activists to change proxy voting and investment decisions. The Center serves as an alternate source of information to major institutional investors, analysing and advising them on shareholder resolutions designed to enhance corporate social responsibility. In addition to reporting on resolutions, the IRRC publishes a monthly newsletter.

■ **New Consumer** (52 Elswick Road Newcastle upon Tyne NE 6JH UK tel. 44 191 2721148 fax 44 191 2721615) is working in

collaboration with the US-based Council on Economic Priorities to identify examples of “better practice” in TNCs’ behavior. New Consumer also works on issues of corporate social responsibility and consumerism, and has published books including The Shareholder Action Handbook.

■ **Ottawa Public Interest Research Group (OPIRG) Carleton** (326 Unicentre 1125 Colonel-by-Drive Carleton University Ottawa Ontario K1S 5B6 Canada tel. 1613-788-2757 fax 1613-788-3989 Contact: Reid Cooper or Terry Cottam) helps coordinate a boycott of Pepsi (and its affiliates Pizza Hut, KFC, and associated products) because of the company’s investment in Burma. (In India, contact the All Burma Students League 3 Krishna Menon Marg New Delhi tel.91 11 3017172

■ **Pensions and Investments Research Consultants Ltd (PIRC)** (40 Bowling Green Lane London UK EC1R 0NE tel. 44 171 833 4432) is an independent company established by a consortium of British pension funds to provide research, advice, and coordination between shareholders. It exchanges information with the Investor Responsibility Research Center.

■ **The Taskforce on the Churches and Corporate Responsibility** (129 Street Clair

Avenue West Toronto, Ontario M4J 4Z2 Canada tel. 1416-923-1758 fax 1416-927-7554 Contact: James Sullivan) is similar to ICCR in that it helps church investors in Canada to promote corporate responsibility toward people and the environment. The Taskforce monitors the activities of TNCs particularly in forestry, fossil fuels, mining, and on human rights issues in Latin America, Asia and the Pacific, and Africa. It also follows global business trends and corporate environmental reporting.

Additionally, there are two organisations which also help coordinate individual socially responsible investors: the **Ethical Investment Research Service Ltd (EIRIS)** (504 Bondway Business Centre 71 Bondway London SW8 1SQ UK tel. 44 171 735 1351); and the **Social Investment Forum** (430 First Avenue North Suite 290 Minneapolis, Minnesota 55401 USA tel. 1612-333-8338).■

Notes

1. Craig Mackenzie, The Shareholder Action Handbook: Using Shares to Make Companies More Accountable A New Consumer Guide, New Consumer, United Kingdom, 1993, p. 118.
2. Ibid, pp. 138-143.



Courtesy: Salam / B.P.O.

Governmental Resources on TNCs

In most countries, it can be difficult for people to get information on TNCs from government sources; in some countries, it may be virtually impossible.

Government Sources in India

In India, it becomes very difficult to get information about TNCs and foreign investments in the absence of citizens right to information. However, a few governmental agencies bring out regular information on the Joint Venture and Collaboration projects with foreign investments in India.

The activists can seek such information from the following governmental sources :

■ The **Indian Investment Centre (IIC -- A Government of India Organization)** (Jivan Vihar Building, Sansad Marg, New Delhi 110 001 tel. 91 11 3733673/3733679 fax 91 11 3732245 Contact K.K. Trivedi) is one source of information on joint ventures. The IIC, a service agency which promotes FDI in India, produces the Monthly Newsletter (publicly available for 300 rupees annual subscription in India, US\$40 overseas) which has an ongoing list of foreign collaboration proposals approved by the Government of India (GOI) and the Reserve Bank of India (RBI). (The latter provides approvals on a speedier basis for certain sectors with technology India is eager to attract.) The IIC issues additional publications including the Directory of Foreign Collaborations in India, a series of compilations of joint ventures between Indian firms and TNCs from the United Kingdom, US, Germany, Japan, and other countries.

■ A second source of joint venture information is the SIA Newsletter (published by the Secretariat for Industrial Approvals Department

of Industrial Development Ministry of Industry Udyog Bhawan New Delhi India tel. 91 11 3016538 fax 91 11 3011339/3011770 Contact: A.E. Ahmed). This source is not publicly available, however, and you'll have to use contacts in the government or research institutes who may have copies and be willing to share (or check documents on FDI in India from the United Nations, which relies on many of the government sources discussed here). In addition to data on foreign collaboration proposals approved by the Foreign Investment Promotion Board (but not those approved by the Reserve Bank of India), the SIA Newsletter also gives breakdowns on foreign direct investment and foreign technology approvals both by country and by industrial sector.

■ Another government source which is unavailable publicly but still accessible is Foreign Collaborations (A Compilation: National Register of Foreign Collaborations) (Department of Scientific and Industrial Research Ministry of Science and Technology Technology Bhawan New Mehrauli Road-16 New Delhi India tel. 91 11 3710472). This annual publication provides comprehensive historical data on foreign technical, financial, and investment collaborations in India. It also lists current foreign collaborations, and tries where possible to give the terms of collaboration (percentage of foreign equity, royalties, duration). Sectors covered include chemicals, electronics, transportation, textiles, and metallurgy, as well as research and development.

■ The Reserve Bank of India (Division of Publications, Department of Economic Analysis and Policy, Reserve Bank of India, Bombay- 400 023) also brings out periodic surveys on Foreign Controlled Rupees Companies. So far, five such Surveys have been published, the latest one in 1985.

■ One last government source on foreign collaborations in the fisheries sector -- and this is publicly available -- is the annual Chartered Fishing Vessel Operations in the Indian EEZ (Fishery Survey of India Ministry of Food Processing Industries Botawala Chambers Sir P.M. Road Bombay 400 001 India tel. 91 22 2617144/2617145).

Government Sources in US

The following section focuses on such sources in the United States not because the government there is always a paragon of openness, or because it will always have the information you want. However, the US government's disclosure and reporting requirements for publicly-traded corporations are among the most stringent in the world, and the potential for US and non-US citizens to obtain materials from the government in the US is greater than in many places. In some cases, citizens of another nation may be able to get information on a TNC's operations in their country from US government sources that they could not acquire from their own government.

The United States Securities and Exchange Commission

The US **Securities and Exchange Commission (SEC)** (450 5th Street Public Reference Branch Room 1024 Washington, DC 20549 USA tel. 1202-942-8090 fax 1202-942-9628) was created in the 1930s as a federal corporate watchdog. Designed first and foremost to help protect investors, the SEC is an enforcement agency and a clearinghouse of financial and other information required of all corporations seeking to raise capital through the public

offering of their stock, or which are already publicly-held (unfortunately, the SEC doesn't have this data on privately-held firms).

All documents filed with the SEC are available at the Commission's Public Reference Branch Room in Washington, DC (other such facilities exist in New York City, Chicago, and Los Angeles); you or someone else can visit the SEC or you can request that materials be mailed (there are charges for copying and handling). Several computer database services have put SEC filings online and sell them, but before you pay contact the **Multinationals and Development Clearinghouse/Multinational Monitor**, which is planning to make this data available for free.

The following documents are a few of many the SEC has and are among the most useful for the corporate researcher.

- **"Form 10-K"** is the most comprehensive report filed annually by publicly-traded corporations with the SEC. It includes information about: types of business both of the parent firm and subsidiaries; competitive aspects of the field; descriptions of property owned including mines; any oil or gas production; corporate organisational structure; effects of compliance with environmental laws; major lawsuits pending, and when civil rights or ecological statutes are involved the proceedings must be disclosed; volume of foreign sales; recent decisions voted or announced at stockholders' meetings; and names and backgrounds of major executives. The 10-K lists patents, trademarks, franchises, and concessions held by the company, as well as the firm's sources of raw materials. It also itemizes any major changes during the past year in the company's financial standing are recorded, and sales, revenues, and dividends. Besides the SEC, many companies will also

supply the 10-K upon request.

- The “**prospectus**” is a detailed description of a corporation when it is about to put new securities up for sale, and contains information about the company’s operations and finances, its properties, other firms under its control, and how it intends to use the money gained through the stock sale. A prospectus is required only when securities are being offered to the public.
- The “**proxy statement**” is a detailed notice to a company’s shareholders of its upcoming annual general meeting (AGM), and includes an outline of matters to be voted on at the meeting. It also discloses the salaries of top officers making more than US\$40,000 per year.
- For information on non-US corporations with shares traded on US stock exchanges, “**form 20-F**” (or “**K**”) indicates: changes in stock ownership and control; changes in character of business; changes in property; modification of securities of the company; limitations affecting stock holders; amount set aside for pensions; options to purchase stock from company or subsidiaries; and financial statements and exhibits.

To learn more about these and other SEC records, contact the SEC for its [Manual of General Record Information](#). If you want to know whether your corporate target has been the subject of an SEC investigation, begin with the Commission’s [Securities Violations Bulletin](#), published quarterly.

The Freedom of Information Act and How to Use It

The US “Freedom of Information Act” (FOIA) passed in 1966 made the records of a large majority of federal government agencies, departments, commissions, and other branches presumptively available upon request, and ensured the public’s right to inspect an enormous storehouse of

documents. The branches covered by the FOIA include the Departments of Defense, State, Treasury, Interior, and Justice as well as many regulatory agencies such as Federal Trade Commission and the Consumer Product Safety Commission (see below for a list of some of these potentially useful US federal agencies). The Act does not apply to Congress, the federal courts, corporations, or federally funded state agencies. However, documents generated by these groups and filed with agencies of the federal government become subject to disclosure under the Act.¹

Under the FOIA, a person of **any** nationality, in or outside the United States, may seek access to all records of all federal agencies and other branches (though there are exceptions for nine categories of information: US national security; internal agency personnel rules; information exempted by other laws; trade secrets and confidential commercial information; internal agency memoranda and policy discussion; personal privacy; law enforcement investigations; federally regulated banks; oil and gas wells). The available documents can include a considerable amount of material on TNCs; through the FOIA activists learned that General Motors knowingly sold cars with one or more faulty components.

While the actual process of using the FOIA is not always easy and usually time-consuming (see below for details on this process), it can be very useful to non-US citizens because information about, say, consumer or environmental problems in their country which is confidential may be freely available in the US through the FOIA. For example, the United Kingdom-based **Campaign for Freedom of Information** (88

Old Street London EC1V 9AR tel. 44 171 2532445 fax 44 171 6083325 Contact: Maurice Frankel) reports that information on the safety of most British pesticides manufactured by transnational giants such as ICI is accessible only under the FOIA, and that the main source of information on most pesticides used in the UK is the United States. Similarly, UK citizens can learn of complaints about British cars sold in the US, or about reports on the conditions of British pharmaceutical plants which export to the US, only through the FOIA and not in the United Kingdom.²

Because obtaining information through the FOIA can be a little tricky and often takes a while, experienced users of the Act suggest trying to get information from US government sources first by informal means -- a fax, phone call, or letter. If that fails, you can then make a written Freedom of Information (FOI) request directly to the relevant agency, commission, or other branch -- this places the branch under a legal duty to respond. All federal agencies, commissions, and departments subject to the FOIA have a designated "Freedom of Information Officer" who is responsible for handling these inquiries, and to whose attention you make your request. Larger US government agencies have separate FOI officers for their various subdivisions and regional offices. If possible, copies of the request should be sent to the agency headquarters

as well as to divisions which may have records requested.

Your FOIA request should be as specific as you can make it, in part to expedite the process but also because, legally, agencies may charge "reasonable" fees for the "direct" costs of searching for and copying records requested under the FOIA (roughly, this can mean search fees of US\$4-6 per hour for clerical personnel, US\$10-18 for lawyers, and copying charges of about US\$.10 per page). HOWEVER, it is essential to note that the FOIA provides that an agency "shall" waive or reduce fees when it determines that providing the information requested would "primarily benefit the general public," and therefore be in the public interest. Some agencies have adopted regulations specifically allowing fee waivers for requests made by low-income groups and non-profit organisations, and on occasion journalists.

You should always pursue the fee waiver possibility as vigorously as possible.

**Under the FOIA,
a person of any
nationality, in or
outside the
United States,
may seek access
to all records of
all federal
agencies and
other branches.**

The FOIA guidelines indicate four factors for agencies to consider when deciding if disclosure would "primarily benefit the general public": 1) value to the public of the records themselves; 2) present public availability of the information requested; 3) identity of the requestor and his or her ability to get the information to the general public; and 4) personal interest of the requestor. This last factor in large measure refers to

commercial interests; if the agency thinks you will derive some financial benefit from the requested information, it will be much less likely to grant a fee waiver. Also, experience suggests that requestors seeking relatively modest numbers of documents are more likely to be granted fee waivers, but this is not a rule.³

Based on the recommendations of those familiar with the needs of the FOIA request process, the following components should be included in your letter:

- State who you represent and your request, as specifically as possible. Say that you are seeking the agency's records and that the information requested can include (but is not limited to) documents, charts, studies, reports, memoranda, correspondence, computer database information, video/audiotapes, etc.
- Say that if request is denied, you want a list of withheld data and the specific statutory exemptions as well as the names and positions of the people responsible for the withholding decision. Request any non-exempt portions.
- Request a fee waiver "pursuant to 5 U.S.C. Section 552 (a)(4) (A)(iii)" and say you're entitled because: disclosure of the information sought is not primarily in the commercial interest of the requestor; disclosure of the requested information is in the public interest (indicate briefly how and why); and disclosure of the requested information is likely to contribute significantly to public understanding of the operations of the government. Try to explain how you will increase public understanding with regard to the issue. Agencies like to know how you propose to use the information (and especially that you do not intend to use it for commercial purposes),

and to have some indication about how the public will benefit from the information, your qualifications for using the information, and how you plan to disseminate it to the public.

□ Ask the agency to justify why a fee waiver (for both search/review and copying fees) may not be justified, if it so decides. If you have a ceiling on the amount of money you're willing to spend, state it. Say you reserve the right to challenge appropriately any assessment of fees in connection with the request.

□ Say that you look forward to receiving the agency's response no later than ten (10) days from the date of request; while it may vary agency from agency, this is commonly the statutory limit for initial requests. Note that you reserve the right to appeal any decision to withhold information requested, and that you wish to know to whom and where such an appeal letter, if necessary, should be sent.

□ Give the agency your address and telephone and fax numbers.

□ Mark the envelope to the agency "Attention: Freedom of Information Act/Privacy Act Unit."

Any FOIA request which an agency wholly or partially denies can be appealed to the head of the agency. Only by making a written appeal, which should be filed within 30 days after the denial, is a legal duty imposed on the agency to re-evaluate the original request (and only by a written appeal can a FOI lawsuit be brought, if such a step becomes necessary). An FOI appeal can be filed with a simple letter, but you'll usually need to make repeated appeals. As you pursue the FOIA request process, maintain continual pressure agency without seeming adversarial. The process can take months, sometimes years, so a lot of patience and

persistence are required.

(For information about freedom of information in India, contact the **Consumer Education Research Centre** ‘Suraksha Sankool’ Thaltej Ahmedabad-Gandhinagar Highway Ahmedabad 380 054 Gujarat tel. 91 272 489945 fax 91 272 489947.)

United States Government Agencies

To which government department or branch should you direct your information request -- either through FOIA or not? The following lists a few key US federal agencies.

■ The **Consumer Product Safety Commission (CPSC)** (4330 East-West Highway Bethesda, Maryland 20814 tel. 1301-504-0800 fax 1301-443-3170) conducts research into product safety (with exception of tobacco, motor vehicles, aircraft, drugs, cosmetics, and food) and publishes reports about its investigations. It has an Injury Information Clearinghouse.

■ The **Department of Labor** (200 Constitution Avenue, NW Washington, DC 20210 USA tel. 1202-219-6091 fax 1202-219-6064; its Department of Information is at tel. 1202-219-8151 fax 1202-219-6064) monitors labour matters ranging from working conditions to collective bargaining agreements. The Labor Department’s **Occupational Safety and Health Administration (OSHA)** (OSHA Review Commission 1825 K Street, NW, Room 414 Washington, DC 20006 tel. 1202-634-7943) maintains records of all citations given to corporations by the state and regional OSHA offices throughout the United States. For a complete listing of state and regional OSHA addresses, contact the Department of Information. Information requests to OSHA must go through the FOIA. The Labor Department’s **Mine Safety and Health Administration** (4015 Wilson Blvd. Room 601

Ballston Tower #3 Arlington, Virginia 22203 tel. 1703-235-1452) regulates worker safety and health issues of mining corporations.

■ The **Environmental Protection Agency (EPA)** (401 M Street, SW Washington, DC 20460 USA tel. 1202-260-2090; for general information requests, contact the “Locator”; for FOIA requests, contact the FOI office at above address, Room A-101) is charged with monitoring and enforcing environmental laws. Among other corporate sectors, it regulates pesticides and other chemical manufacturers. The EPA’s Toxic Release Inventory (TRI) (contact tel. 1202-260-1531 fax 1202-260-4659/4655) contains information on specific companies’ toxic releases and transfers. A ranking of the top 100 polluting corporations (in terms of toxics releases) is also available. However, researchers should be aware that a 1987 study by the US Congress Office of Technology Assessment concluded that the total quantity of toxic substances reported to TRI may represent only five per cent of total releases and that, according to EPA’s own estimates, only two out of three facilities required to do so release reports.

(For toxicological profiles of a host of chemical compounds and heavy metals, you should contact the **National Technical Information Service** (5285 Port Royal Road Springfield, Virginia 22161 USA tel. 1703-487-4650 fax 1703-321-8547) or the **Agency for Toxic Substance and Disease Registry Department of Toxicology** (1600 Clifton Road, NE Mail Stop E-29 Atlanta Georgia 30333 USA fax only 1404-639-6315). Both sources are generous with their materials.)

■ The **Federal Trade Commission (FTC)** (Sixth Street and Pennsylvania Avenue, NW, Washington, DC 20580 USA tel. 1202-326-2222 fax 1202-326-2050) was created to protect the public from anti-competitive behavior and unfair or deceptive business practices, and has broad authority over domestic business. It

gathers detailed financial information from the companies it investigates. The FTC's Bureau of Consumer Protection also conducts investigations of advertising claims and can take actions to prevent false advertising practices. Documents from FTC can be requested by writing to its office; some requests will need to go through the FOIA.

■ The **Food and Drug Administration** (5600 Fishers Lane Room 12A16 Rockville, Maryland 20857 USA tel. 1301-443-3170/6310) is the agency which monitors and regulates pharmaceutical, cosmetic, and food corporations.

■ The **General Accounting Office (GAO)** (441 G Street, NW Washington, DC 20548 USA tel. 1202-512-3000 fax 1202-512-7726 at its Department of Public Affairs) is the research arm of the US Congress and has conducted studies of economic concentration, directorship interlocks, corporate ownership, etc., for a variety of Congressional committees. Contact the Department of Public Affairs for more information on GAO reports.

■ The **International Trade Administration (ITA)** of the **US Department of Commerce**

(14th Street and Constitution Avenue, NW Room 7424 Washington, DC 20230 USA) assists US firms with their exports and provides profiles of non-US companies. Profiles can be obtained by written request to any district office of the ITA; office addresses are available by writing to the Department of Commerce.

■ The **National Highway Traffic Safety Administration** (300 7th Street, SW Washington, DC 20590 USA tel. 1202-366-0123 fax at its Department of Public Affairs 1202-366-5962) regulates highway traffic safety and monitors motor vehicle companies. ■

Notes

1. For more information, see Elaine English, "Business Paranoia Threatens FOIA," and "Resource: How to Use the Federal FOIA," both in Multinational Monitor, August 1986.
2. Maurice Frankel, "What the American FOI Act Reveals About Britain," Secrets -- Newspaper of the Campaign for Freedom of Information, 22 July 1991.
3. "Resource: How to Use the Federal FOIA," op cit.



Courtesy: Salam / B.P.O.

Sectoral Resources on TNCs

When working on one or several TNCs in a given industry, it can often be extremely helpful to have an understanding of the sector: its overall structure and ecological as well as human health and other social impacts. This chapter will list a variety of places the activist can turn for such information, arranged by industry but which will often have material on particular companies. A selection of industry trade publications is also provided.

First, however, there are several places which are good general sources not for TNCs specifically but for sectoral information, both inside and outside India.

In India

■ **Centre for Monitoring India's Economy Pvt Ltd** (110-120 Kaliandas Udyog Bhavan Near Century Bhavan Prabhadevi Bombay 400 025 tel. 91 22 4300531) surveys industrial sectors of India's economy. CMIE regularly brings out its publications on industrial sectors. These publications are priced.

■ **The Centre for Science and Environment (CSE)** (41 Tughlakabad Area New Delhi 110 062 India tel. 91 11 6981110/6981124 fax 91 11 6985879) has a comprehensive, well-organised library with detailed Indian and non-Indian materials on industries (and their impacts) such as: fossil fuel (particularly oil) and nuclear power; chemicals with emphasis on the pesticides and pharmaceutical sub-sectors; forestry (especially in the tropics) and fisheries; transport including motor vehicles; waste disposal including incineration; mining; and food production. CSE's library also carries a host of World Bank and United Nations (FAO, UNCTAD, UNEP, WHO) documents,

unpublished reports, back issues of many journals and magazines. According to the head librarian, CSE's library is open to the general public.

■ **The Friedrich Ebert Stiftung (FES)** (D-9 South Extension Part II New Delhi 110 049 India tel. 91 11 6428715/6451770 fax 91 11 6428717), a private non-profit educational institution supported by its Bonn, Germany-based parent, has a library with materials on a number of industrial sectors organised around its trade union and political/socioeconomic projects. There are some books or journals on energy, forestry, mining, and pesticides, as well as other information on labour, multilateral development banks, urban and rural development, women, occupational safety and health, child labour, and consumer issues. A number of FES's own documents examine the impact of liberalisation and globalisation on Indian workers and trade unions, with data from surveys of many corporations. By the end of 1995, FES expects to have produced a report on the pharmaceutical sector in India. The library is public, but you should call ahead for an appointment.

■ **The Society for Participatory Research in Asia (PRIA)** (42 Tughlakabad Institutional Area New Delhi 110 062 tel. 91 11 6981908/6989559 fax 91 11 6980183), also has a comprehensive, well-organised library with particularly good materials on occupational safety and health in the pesticides, pharmaceuticals, nuclear, coal, textiles, and electronics sectors. These materials come from Indian government sources, non-governmental organisations and governments outside India, and the United Nations. The library is open to the public.

Besides organisations, there are many individual economists and researchers who have

carried out sectoral research on TNCs in India. **Dr. Subhendu Dasgupta** (29/1, Purna Mitra Place, Calcutta-700 033) has written many research papers on TNCs in general. The paper includes Transnational Corporations in Electric Power Sector, 1947-1967 (1981); and Siemens in India. **Sujata Gothoskar** (Workers Solidarity Centre, 1347, 17-B, MHB Colony, Tata Power House Road, Borivilli (East), Bombay-400 066) has carried out studies on the impact of TNCs on labour. On TNCs in general, many other individuals are involved. These include: **Dr. Dalip Swamy** (226, Vaishali, Pitampura, Delhi.); **Balraj Mehta** (D-4, Gulmohar Park, New Delhi); **Arun Ghosh** (78, Munirka Enclave, New Delhi); **Dr. Vinod Vyasalu** (451, 38 'A' Cross, 9th Main, 5th Block, Jayanagar, Bangalore-560 041); and **Dr. Bernard D. Mellow** (Management Development Institute, Gurgaon, Haryana).

Outside India

■ The **Worldwatch Institute** (1776 Massachusetts Ave., NW Washington, DC 20036 USA tel. 1202-452-1999 fax 1202-296-7365) is a research institute on global environmental and some social issues and trends. It offers substantive information on many industrial sectors in which TNCs play an integral role and publishes a bi-monthly magazine, an annual book, State of the World, and numerous reports (US\$5 each) on issues including: mining; fisheries; biodiversity; the military; population; energy including fossil fuels, nuclear power and alternative power sources; toxic pollution; and motor vehicles.

Resources By Industrial Sector

Mining

■ The **International Water Tribunal** (Damrak 83 1012 LN Amsterdam The Netherlands tel. 31 20 240610 fax 31 20 228384) provides individuals and organisations

with the opportunity to present cases of water management projects, mainly in Africa, Asia, and South America, to an independent jury, which will decide if they are in conflict with generally accepted ethical principles. The Tribunal has case studies on effects on dumping of mining wastes in places such as Peru, Nigeria, Papua New Guinea, and the Philippines.

■ The **Mineral Policy Center** (1612 K Street, NW Suite 808 Washington, DC 20006 USA tel. 1202-887-1872 fax 1202-887-1875 Contact: Phil Hocker) investigates environmental violations of hard rock mining companies and supports environmental groups in an effort to lessen the impact of mining activities on their communities (for example, with the gold mining process of cyanide heap leaching). The Center publishes a newsletter, "Clementine: The Journal of Responsible Mining," three times a year.

■ **PARTiZANS (People Against RTZ and Its Subsidiaries)** (Clubland Methodist Church, 54, Camberwell Road, London SE OEN, UK tel. 44 171 609 1852 fax 44 171 7006189 Contact: Roger Moody) has for over a decade been monitoring the UK-based mining conglomerate RTZ Group and publicising its ill-effects on people and the environment, notably in the book Plunder! (1991). PARTiZANS has been associated with **Minewatch**, an international network of people concerned about the impact of mining primarily on the environment and indigenous peoples. It has extensive records on TNCs which mine a variety of substances, and has published The Gulliver File -- Mines, People, and Land: A Global Battleground (1992), a reference book on scores of mining companies (including corporate interlinkages) and their social and ecological impacts.

■ The **Mining and Environment Research Network** (Science Policy Research Unit, University of Sussex, Mantell Building, Falmer, Brighton, BN1 9RF UK tel. 44 127 3686758 fax 44 127 3685865 Contact: Dr. Alyson

Warhurst) investigates the problems of environmental pollution in mineral producing countries and analyses corporate strategies, national policy-making, and community responses. It maintains a database on gold and non-ferrous mines and companies.

■ **The Raw Materials Group** (PO Box 90103 S-120 21 Stockholm Sweden tel. 46 86 427577 fax 46 86 401187) publishes a magazine, Raw Materials Report, which provides in-depth coverage of minerals (as well as of seeds and food commodities, fisheries, oil, forestry and timber). Articles in Raw Materials Report often devote attention to the political and economic context, including TNCs, in their discussion of resource issues.

■ **The United Nations Environment Programme Industry and Environment and Activity Centre** (39-43 Quai Andre Citroen 75739 Paris CEDEX 15 France 33 140 588850 fax 33 140 588874) has published a compendium, Environmental Aspects of Selected Non-Ferrous Metals: A Technical Guide (it has also produced such guides on the metal finishing and tanneries sectors).

Industrialised Fishing

■ **The Food and Agriculture Organization of the United Nations (FAO) Fisheries Department** (Publications Division Viale Delle Terme Di Caracalla, 00100 Rome tel. 39 652256 414/756 fax 39 652256 500/445) researches and publishes extensively on global fisheries issues and statistics, including The State of World Fisheries and Aquaculture (1995).

■ **Greenpeace International's Fisheries Campaign** (Keizersgracht 176 1016 DW Amsterdam The Netherlands tel. 31 20 5236222 fax 31 20 5236200) challenges the destructive effects of industrialised fishing including aquaculture, and has worked with small-scale fishers against large fishing corporations. It has conducted some research into corporate activities, in New Zealand fisheries and also in

the United States with a report, "The Big Business Takeover of US Fisheries: Privatization of the Oceans Through Individual Transferrable Quotas" (1995) (available from Greenpeace International or Greenpeace US).

■ **The International Center for Living Aquatic Resources Management (ICLARM)** (Management Information Division MCPO Box 2631 0718 Makati, Metro Manila The Philippines tel. 632 818 0466/9283 fax 632 816 3183) is a non-governmental organisation which researches fisheries resources and fish biodiversity as well as the socioeconomic, legal, and institutional aspects of small-scale fisheries. It investigates fisheries management strategies in Africa and Asia and the Pacific. ICLARM also coordinates the Asian Fisheries Social Science Research Network as well as the International Network on Genetics in Aquaculture.

■ **The International Collective in Support of Fishworkers** (27 College Road Madras 600-006 India tel. 91 44 8275303 fax 91 44 8254457 Contact: Sebastian Matthew) is an umbrella organisation which represents fishworker groups from over 30 nations. It provides technical assistance to fishworkers, mainly in less-industrialised countries, and publishes a magazine Samudra several times a year (it is free).

■ **John Kurien** (Center for Development Studies Ullor Trivandrum 695 011 India tel. 91 47 1448881 fax 91 47 1447137) is a scholar/activist who has done detailed research on the impacts of industrialised commercial fishing in India.

Logging

■ **Forests Monitor Ltd.** (148 Rogate House Muir Road London E5 8QX UK tel./fax 44 181 5331290 Contact: Paula Vandergert) researches, analyses, and exposes corporate logging activities and the links between investment and deforestation. It is collecting a corporate

database as a resource tool for information collation and dissemination to groups around the world, and provides research and analysis of corporations to non-governmental and voluntary organisations as well as citizens' groups directly affected by these companies' activities. Its current focus is on South East Asian forestry corporations.

■ **Greenpeace Italy** (Viale Manlio Gelsomini 28 00153 Rome Italy tel. 39 6 5782484/5750053 fax 39 6 5783531 Contact: Francesco Martone) has conducted research and compiled information on TNCs logging in the South Pacific and Russia.

■ **Japan Tropical Forest Action Network/ Friends of the Earth Japan (JATAN)** (6-5 (1F) Uguisudani-cho Shibuya-ku Tokyo 150 Japan tel. 81 33 7706308 fax 81 33 7700727) conducts research and campaigns on protecting tropical forests. It has published several reports which examine Japanese trading companies and Japan's imports of tropical timber.

■ **Rainforest Action Network (RAN)** (450 Samson Street Suite 700 San Francisco, California 94111 USA tel. 1415-398-4404 fax 1415-398-2732) publishes "World Rainforest Report" and has a large amount of information on the harmful forestry practices of the Japanese TNC Mitsubishi, against which RAN has conducted a well-publicized boycott campaign. RAN has also campaigned against Georgia-Pacific and Weyerhaeuser for their logging activities.

■ **The Taiga Rescue Network Coordination Center** (Box 116 S-962 23 Jokkmokk, Sweden tel. 46 97 117039 fax 46 97 112057) has collected information about TNCs' logging in boreal forests:

■ **World Rainforest Movement (WRM)** (International Secretariat at Third World Network 228 Macalister Road 10400 tel. 604 2293511/2293713 fax 604 364505 Northern Contact; Marcus Colchester, World Rainforest

Movement 8 Chapel Row Chadlington, Oxfordshire OX7 3NA UK tel. 44 160 8676691 fax 44 160 8676743) is an international network of citizens' groups and individuals involved in efforts to defend the world's rainforests against the forces which destroy these forests, including TNCs. It also supports forest peoples who are trying to defend the forests from commercial logging, mining, plantations and other projects that threaten them. WRM's work includes researching and documenting the causes of deforestation, monitoring commercial forest projects, campaigning to support people involved in defending the forests, producing publications on forest issues, and organising meetings relating to the defense of forests for groups and individuals. WRM tries when possible to help link up organisations from less-industrialised countries with Northern groups.

Chemicals Industries (Including Pesticides, Pharmaceuticals, and Waste Disposal)

■ **Citizen's Clearinghouse for Hazardous Wastes (CCHW)** (PO Box 6806 Falls Church, Virginia 22040 USA tel. 1703-237-2249) helps communities fight environmental pollution, especially from incineration corporations, and also helps network people fighting these companies. CCHW's corporate information covers: Browning-Ferris Industries; Waste Management, Inc.; Ogden Martin Corporation; GSX/Laidlaw; Union Pacific/US PCI Corporation; Waste Tech/Amoco Corp.; and Westinghouse. Additionally, CCHW has files on numerous other chemical and "waste service" companies.

■ **The Environmental Research Foundation (ERF)** (105 Eastern Avenue Suite 101 PO Box 5036 Annapolis, Maryland 21403-7036 USA tel. 1410-263-1584 fax 1410-263-8944 Contact: Peter Montague) provides technical assistance to grass roots

environmental groups working to strengthen democracy at the local level. ERF has done a great deal of work on waste disposal including landfills, incineration, and also on chlorine pollution and theoretical issues such as risk assessment for toxic materials. It publishes "Rachel's Hazardous Waste News," an excellent weekly bulletin (US \$25 a year for individuals and citizens' groups) and also sells for US\$5 "A Citizen's Toxic Waste Audit Manual," which explains how to audit chemicals used and produced in factories.

■ **Greenpeace US's Toxics Campaign** (1436 U Street NW Washington, DC 20009 USA tel. 1202-462-1177 fax 1202-462-4507) has struggled for a decade against incineration companies, and has compiled a number of reports on the hazards of incineration, particularly in regard to contamination of chlorine by-products such as dioxin, as well as on specific companies throughout the chemical industry. The group has published a report on Waste Management, Inc.: An Encyclopedia of Environmental Crimes and Other Misdeeds (285 pages). Additionally, Greenpeace offices around the world have researched and produced numerous reports about chemical sub-sectors such as primary chlorine production, plastics, pulp and paper manufacture, pesticides, dry cleaning, and lead additive in gasoline (Contact Greenpeace US or **Greenpeace International**). The organisation also has considerable information on the effects of oil contamination, available again either from Greenpeace US or **Greenpeace United Kingdom** (Canonbury Villas London N1 2PN UK tel. 44 171 3545100 fax 44 171 6960012).

■ **Pesticide Action Network (PAN)** is an international coalition of citizens' groups and individuals who oppose the misuse of pesticides and support reliance on safe, sustainable methods. PAN's **North America Regional Center** (116 New Montgomery Street #810 San Francisco, California 94195 USA tel. 1415-541-

9140 fax 1415-541-9253) publishes Global Pesticide Campaigner which covers international issues around pesticides -- particularly in less-industrialised countries -- including accidents, regulations, practices and background on the major pesticide TNCs, environmental and human health effects, and worker safety. In 1989, the group published The FAO Code: Missing Ingredients Prior Informed Consent in the International Code of Conduct on the Distribution and Use of Pesticides, which offers a critique of the idea of "safe use" of pesticides, and including chemical TNCs' promotion of pesticides throughout the less-industrialised world which violated the FAO Code of Conduct on the Use and Distribution of Pesticides. Other regional centers are:

PAN Europe c/o The Pesticides Trust (Eurolink Business Centre 49 Effra Road London SW2 1BZ UK tel. 44 171 2748895 fax 44 171 2749084 Contact: Barbara Dinham). In 1995, The Pesticides Trust produced a report, "The Pesticide Trail: The impact of trade controls on reducing pesticide hazards in developing countries," which examines the global pesticide market and the major agrochemical TNCs' operations in the less-industrialised world; and **PAN Asia and the Pacific** (PO Box 1170 10850 Penang, Malaysia tel. 604 6570271 fax 604 6577445). In 1994, PAN Asia and the Pacific published a booklet Citizens -- Hoechst -- Pesticides: The Story of Endosulfan and Triphenyltin, about the German TNC's pesticide practices in the Philippines.

■ **The Voluntary Health Association of India (VHAI)** (Tong Swasthya Bhawan 40 Institutional Area Near Qutab Hotel New Delhi 110 016 India tel. 91 11 668071/665018 fax 91 11 6853708 Contact: Mira Shiva)) is federation of Voluntary Health Associations formed at the level of States and Union Territories and linking over 3000 health and development organisations in India. Its work includes considerable focus on pesticides, pharmaceuticals, and infant formula, and has

reports and other materials on these subjects.

■ **WEMOS/Pharma Project** (WEMOS PO Box 1693 1000 BR Amsterdam The Netherlands tel. 31 20 4202222 fax 31 206 205094 Contact: Bas van der Heide) monitors the pharmaceutical industry and has published a report, "Exposed: Deadly Exports The Story of European Community Exports of Banned or Withdrawn Drugs to the Third World" (1991). With other organisations, WEMOS is campaigning for legislation restricting the trade in inappropriate or hazardous products.

■ **Work on Waste** (83 Judson Street Canton, New York 13617 USA tel. 1315-379-9200 fax 1315-379-0448 Contacts: Ellen and Paul Connett) investigates the waste industry, offering an expertise in incineration of municipal, medical, hazardous, and military waste. It also helps to network grass roots activists through a weekly newsletter "Waste Not" and site visits.

Chemical manufacturer directories: Directory of Chemical Producers -- USA, annual, arranged by region (as of 1993-94 there is a directory for East Asia) (Menlo Park, California: SRI International); Directory of World Chemical Producers, triennial (Dallas: Chemical Information Services Ltd.); Farm Chemicals Handbook (perhaps the largest collection of global pesticide and fertiliser producers), annual (Willoughby, Ohio: Meister Publishing Company); and KYM Directory of Pharmaceutical Companies and Ownership, published twice a year (Stoke-on-Trent, Staffordshire, UK: KYM Publishing).

Biotechnology

■ **The Council for Responsible Genetics (CRG)** (5 Upland Road Suite 3 Cambridge, Massachusetts 02140 USA tel. 1617-868-0870 fax 1617-491-5344) is a coalition organisation which among other aims seeks to promote public discussion about new genetic technologies and to alert the public to social and environmental problems arising from these

technologies. CRG publishes the newsletter "GeneWATCH" (US\$15 for 6 issues).

■ **The European Patent Office** (Erhardstrasse 27 D-8000 Munich 2 Germany Contact: Ms. Emmer) published a 1994 study, Utilisation of Patent Protection in Europe, which gives interesting analysis of research and development structures and strategies of companies involved in biotechnology in Europe, the US, and Japan.

■ **The Food and Agricultural Organisation** (Publications Division Vialle Delle Terme Di Caracalla 00100 Rome Italy tel. 39 652256 414/756 fax 39 652256 500/445) publishes Seed Review, the latest edition of which is for 1989-1990. It is a comprehensive survey of agricultural crop seed production, processing, control, marketing, promotion, and research, with data from 90 countries in the South and North.

■ **The Foundation on Economic Trends (FET)** (1660 L Street, NW Suite 216 Washington, DC 20036 USA tel. 1202-466-2823 fax 1202-429-9602 Contact: Jeremy Rifkin) focuses on the environmental, economic, and ethical concerns raised by the development and commercialisation of new technologies, including biotechnology. FET has done a great deal of work on bovine growth hormone (BGH) through its project **Pure Food Campaign** (860 Highway 61 Little Marais, Minnesota 55614 USA tel./fax 1218-226-4164). FET also works on the human and military applications of biotechnology.

■ **GRAIN (Genetic Resources Action International)** (Girona 25, pral. E-08010 Barcelona Spain tel. 34 33 011381 fax 34 33 011627) monitors developments in biotechnology and the seeds industry, especially with respect to impacts on farmers in the less-industrialized world, and promotes grassroots approaches to genetic resources management. GRAIN publishes the newsletter "Seedling" regularly, which is free for groups and

individuals in the South.

■ **Greenpeace Switzerland** (Muellerstrasse 37 Postfach 276 8026 Zurich Switzerland tel. 41 1 2413441 fax 41 1 2413821 Contacts: Isabelle Meister/Stefan Weber. Also **Greenpeace UK** (see address above) Contact: Sue Mayer) campaigns against the patenting of life and has researched genetic engineering field trials by TNCs in less-industrialised countries. In 1994, Greenpeace published a report, "Genetically Engineered Plants: Releases and Impacts on Less Developed Countries A Greenpeace Inventory," which examines such field trials in the less-industrialized world and the dominance of a small number of chemical TNCs in biotechnology research and development.

■ **The Research Foundation for Science, Technology, and Natural Resource Policy** (A-60 2nd floor Hauz Khas New Delhi 110 016 India tel. 91 11 664717 fax 91 11 6856795) investigates TNCs in biotechnology for agricultural and pharmaceutical purposes. Its Director Vandana Shiva is the author of Biotechnology and the Environment and Monocultures of the Mind: Biodiversity, Biotechnology, and the Third World (both Penang: Third World Network). The Foundation has also produced reports on Cargill and W.R. Grace.

■ **The Rural Advancement Foundation International (RAFI)** (Suite 504, 71 Bank Street Ottawa, K1P5N2, Canada, tel. 1613-567-6880), publishes the "RAFI Communique," which are brief reports on issues relating to genetic resources and biotechnology, with an emphasis on the socio-economic impacts of biotechnology on agriculture in less-industrialised countries (US\$35 annually outside North America). RAFI has done work on Calgene, Procter & Gamble, and W.R. Grace, and has publications available including: "Shattering: Food, Politics and the Loss of Genetic Diversity," (1990) which describes the struggle for control of seeds as nations and

corporations vie for access to the world's plant genetic resources (US\$20 outside North America); and "The Laws of Life: Another Development and the New Biotechnologies," (1988) which provides a comprehensive analysis of the social and economic impacts of new biotechnologies on agriculture and health in the less-industrialised world (to obtain a copy outside North America, write the Dag Hammarskjold Foundation Ovre Slottsgatan 2 S-752-20 Uppsala, Sweden).

■ **The Union of Concerned Scientists (UCC)** (26 Church Street Cambridge, Massachusetts 02238 USA tel. 1617-547-5552 or 1616 P Street, NW Suite 310 Washington, DC 20036 USA tel. 1202-332-0900 fax 1202-332-0905 DC Contact: Jane Rissler) has a Program on Agriculture and Biotechnology which evaluates the environmental and social risks from plant biotechnology's increasing commercialisation. UCC published a report, "Perils Amidst the Promise Ecological Risks of Transgenic Crops in a Global Market" in 1993.

Directories: Biotechnology Directory, an annual guide to products, companies, research, and organisations (New York: Stockton Press); Genetic Engineering and Biotechnology Firms Worldwide Directory, annual (Princeton Junction, New Jersey: Mega-Type Publishers); and International Biotechnology Industrial Directory, annual (Maplewood, New Jersey: CTB International Publishing).

Fossil Fuel and Related Industries: Oil and Gas, Coal, Motor Vehicles

■ **Greenpeace United Kingdom** (Canonbury Villas London N1 2PN UK tel. 44 171 3545100 fax 44 171 6960012 Contact: Paul Horsman) has compiled a great deal of information -- business, activities outside their home countries, involvement in corporate front groups, future plans, etc. -- on the big seven oil TNCs (Amoco,

British Petroleum, Chevron, Exxon, Mobil, Royal Dutch/Shell, Texaco). In 1994, the group published "Shell Shocked: The Environmental and Social Costs of Living Next Door to Shell," a report which focuses on the record of Shell in the Niger Delta and the damages caused by the largest oil exploration and production venture in Nigeria; and "Black Ice: The behaviour of multinational oil companies in Russia," a look at the complicity of TNCs in the Russian Arctic's chronic oil pollution. Greenpeace also has considerable information on the ecological and social hazards of fossil fuels generally. In addition to a number of documents on oil pollution, **Greenpeace US** has published a report on the environmental problems of natural gas exploration, transport, development, and production. **Greenpeace International** has examined the economic and financial difficulties associated with the fossil fuel industry and global warming.

For an overview, also see the United Nations publication, Climate Change and Transnational Corporations (UN Centre on Transnational Corporations, 1992), which has useful analysis of TNCs' impacts on the atmosphere through fossil fuel production, motor vehicles, electricity generation, production of energy-intensive metals (e.g., aluminum), chlorofluorocarbon (CFC) manufacture, and inorganic nitrogen fertiliser production.

Directories: Oil and Gas Journal Databook, International Petroleum Encyclopedia, and Worldwide Petrochemical Directory, all annuals (all published by Tulsa, Oklahoma: Pennwell Publishing Company); Financial Times Oil and Gas International Year Book, annual (Chicago: St. James Press); Oil and Gas Directory, annual (Houston: The Oil and Gas Directory); Oil and Gas Information, annual (Paris: International Energy Agency/OECD). For coal: Coal Data and Facts About Coal, annuals (Washington, DC: National Coal Association); and Coal Information, an annual statistical compilation (Paris: OECD).

For motor vehicles

■ **The European Federation for Transport and the Environment** (Rue de la Victoire 26 1060 Brussels Belgium tel. 32 25 376639 fax 32 25 377394 Contact: Gijs Kuneman) is a European umbrella for organisations working in the field of transport and the environment and which promotes an environmentally responsible approach to transportation. It has published studies including "Getting the Prices Right--A European Scheme for Making Transport Pay its True Costs" (1993).

■ **Greenpeace Austria** Greenpeace Austria (Auenbruggergasse 2 A-1030 Vienna, Austria tel. 43 1 7130031 fax 43 1 7130030 Contact: Michael Johann) has published a report "Car Free Cities" (1993) which promotes making city centers free of cars and the establishment of fast, safe, and efficient public transport. For the ecological effects of motor vehicle manufacture, use, and disposal, see The Environmental Impact of the Car (1992), available from Greenpeace UK or Greenpeace US).

■ **The International Institute for Energy Conservation, Inc** (750 1st Street, NE Suite 940 Washington, DC 20002 USA tel. 1202-842-3388 fax 1202-842-1565, or in Europe 1-2 Purley Place London N1 1QA UK tel. 44 171 7046737 fax 44 171 7048757 Contact: Helen Moss) assists less-industrialized countries to plan programs for energy efficiency and integrated transport management. The Institute's special projects include a transportation assessment for Asia, and the US office has produced a report, "Assessment of Transportation Growth in Asia and Its Effects on Energy Use, the Environment, and Traffic Congestion: Case Study of Varanasi, India" (1992). The European office promotes energy efficiency and sustainable transport mainly in Central and Eastern Europe and the former Soviet Union.

Directories: World Motor Vehicle

Data, annual (Detroit: American Automobile Manufacturers Association); Ward's Automotive Yearbook, an annual review of industry trends and statistics (Detroit: Ward's Communication).

Nuclear Power

■ **The Nuclear Information and Resource Service (NIRS)** (1424 16th Street, NW Suite 601 Washington, DC 20036 USA tel. 1202-328-0002 fax 1202-462-2183 Contact: Paul Gunter) has information on a variety of TNCs which are: nuclear reactor vendors including General Electric, Westinghouse, Combustion Engineering, Babcock & Wilcox, and General Atomics; constructors such as Bechtel and Stone and Webster; uranium mining corporations like Kerr-McGee; and nuclear waste handling companies such as US Ecology. NIRS publishes "Nuclear Monitor."

■ **World Information Service on Energy (WISE)** (PO Box 18185 1001 ZB Amsterdam The Netherlands tel. 31 20 6392681 fax 31 20 6391379) publishes "WISE News Communique" which includes reprints of stories relating to nuclear power from other sources. WISE has branches in countries including the Czech Republic, Finland, Spain, Argentina, and Sweden.

Directories: Commercial Nuclear Power (Washington, DC: US Energy Information Administration); and International Directory of Nuclear Utilities (New York: McGraw Hill).

Electronics and Computer Manufacture

■ **The Coalition for Justice in the Maquiladoras** (3120 West Ashby San Antonio, Texas 78228 USA tel. 1210-732-8957 fax 1210-732-8324) monitors the maquila industries -- i.e., US companies which have set up shop in Mexico in search of cheap labour and lax environmental standards -- including "high

tech" (electronics, semiconductors, telecommunications, etc.), motor vehicle manufacture, chemicals, and other sectors. It is a tri-national coalition of religious, environmental, labour, Latino, and women's organisations which seek to pressure TNCs to adopt socially responsible practices within the maquiladora industry to ensure a safe environment along the US/Mexico border, decent work conditions inside the maquila plants, and a fair standard of living for the industry's workers. Coalition members document corporate irresponsibility in the maquilas which they publicize with videos (e.g., "Stepan Chemical: The Poisoning of the Mexican Community") and reports including "Border Trouble: Rivers in Peril" (about water pollution due to industrial development in the maquila region) and "The Issue is Health" (an 80-page resource on toxic substance summaries and selected readings on health issues plaguing the US/Mexico border).

■ **The Pacific Studies Center (PSC)** (222B View Street Mountain View, California 94041 USA tel. 1415-969-1545 fax 1415-968-1126) is a public interest information center specializing in studies of the social, military, and environmental impact of both the production and application of high-technology electronics. PSC maintains files on every country in the world as well as on corporations (including an extensive file on "high-tech" companies), industries, international relations, and weapons and the military. Its materials about Asian countries, military affairs, and high technology are among its strongest. PSC's library is open for public use. For a fee (starting at US\$20 per hour), PSC staff members are available to carry out field searches on specific subjects. PSC also publishes the monthly "Global Electronics" which monitors significant trends in the global microelectronics industry (annual subscription US\$12 in the US, US\$18 overseas) as well as a book, The High Cost of High Tech: The Dark Side of the Chip (1985) for US\$10 plus US\$1.50 foreign surface mail.

■ The **Silicon Valley Toxics Coalition** (760 North First Street San Jose, California 95112 USA tel. 1408-287-6707 fax 1408-287-6771) is a grassroots organisation consisting of neighbourhood and environmental groups, labour unions, public health workers, and people affected by toxic exposure. It tracks companies involved in the “high tech” electronics and computer industry in California’s Silicon Valley, and monitors their emissions, reports findings related to pollution, worker safety and people’s health and the electronics industry. The Coalition publishes several newsletters and has also produced a variety of books including: The Legacy of High-Tech Development: The Toxic Lifecycle of Computer Manufacturing; and Toxics, Jobs, and the Environment: A Workbook on California’s Toxic Economy.

Directories: Fairchild’s Electronics Financial Directory, an annual volume on the industry from the publisher of Electronics News (New York: Fairchild Publications); SIA Yearbook & Directory, a biennial list of industry firms and compilation of statistics (San Jose, California: Semiconductor Industry Association); Status, an annual report on the integrated circuit industry that also includes a list of firms in different segments of the business (Scottsdale: Arizona: Integrated Circuit Engineering).

Industrial Sector Publications

Trade journals or newsletters which report on industry trends, business performance, management changes, recent acquisitions, litigation, etc., often have coverage of the industry’s important corporate players and can be invaluable sources of information. Many of these publications will do periodic surveys on the industry, for example, on the 25 top automakers or oil companies, on new corporate chemical plant expansion, or a review listing of all the TNC-built nuclear

reactors. These publications may also carry TNCs’ advertisements which can provide insight or ideas for your work. The following are some examples—including many leading trade journals -- arranged by sector:

Pharmaceuticals: Scrip: World Pharmaceutical News, semiweekly.

Beverages: Beverage Digest, semimonthly; Beverage Industry, semimonthly; Beverage World, monthly.

Computers & Electronics: Electronic News, weekly; Electronics, monthly; Global Electronics, monthly (a newsletter from the Pacific Studies Center in Mountain View, California USA); Semiconductor International, monthly.

Motor Vehicles: Automotive Industries, monthly; Automotive News, weekly; Ward’s Auto World, monthly; Ward’s Automotive Reports, weekly.

Fossil Fuels: Oil and Gas Journal, weekly; Petroleum Economist, monthly; Petroleum Intelligence Weekly; World Oil, monthly; Coal, monthly; Coal Outlook, weekly; Coal Week.

Biotechnology: Genetic Engineering News, 21 times per year; McGraw-Hill’s Biotechnology Newswatch, semiweekly.

Nuclear Power: Nuclear News, monthly; Nucleonics Week.

Fisheries: Commercial Fisheries News, monthly; Fishing News International, monthly; Seafood International, monthly.

Chemicals & Related Areas: Chemical week; Chemical and Engineering News, weekly; BNA Chemical Regulation Daily; European Chemical News, weekly; Modern Plastics, monthly; Plastics World, monthly; Pulp and Paper International, monthly; American Papermaker, monthly; Farm Chemicals International, quarterly; Farm Chemicals, monthly; Agrow, semiweekly.

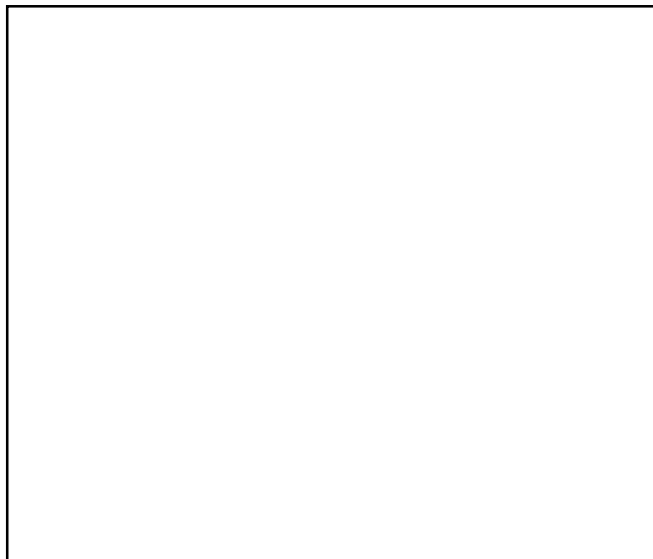
Subscription rates for these publications are not cheap, running into the hundreds of US dollars per year. As with the corporate directories, you will likely have to depend on public -- or more likely, university -- libraries or the assistance of individuals or groups elsewhere for access to these materials.

There are additional paper sources for industrial sector information. The Financial Times international year book series (e.g. Financial Times Oil and Gas International Year Book 1995) published in the United Kingdom covers various sectors; besides oil and gas, the series includes books on mining, hotel and insurance, chemicals, electronics, engineering, and food and brewing. Books in this highly informative series provide a sectoral overview as well as entries on hundreds of companies with information about main offices, officers, business history (in certain cases), principal subsidiaries, major acquisitions and sales, income and other financial results, property, etc.

A very useful and comprehensive survey of industrial sector source information for the United States can be found in Philip Mattera's Inside US Business A Concise Encyclopedia of Leading Industries (Irwin, New York, NY, 1994). This book gives a great deal of information about US industries such as chemicals, oil and gas, drugs, food and beverages, energy, automobiles, and many others.

It provides historical background, business as well technical overviews, names and descriptions of major corporations, labour issues, etc. It also gives a source guide for each sector, listing the names of stock analysts, trade publications, online computer services, industry associations, labour unions, and books and reports.

In India, the Business Standard produces a yearly survey, Data India, which reviews various industrial sectors including oil and gas, automobiles, fertilisers, agriculture, and chemicals. Production, export, and import figures are included. The Hindu also publishes an annual survey of industry by sectors such as power, electronics, mining, pharmaceuticals, etc. The survey contains articles on current financial, trade, and investment issues. These publications are easily available at News stands in India. ■



Courtesy: Laxman / The Times of India