
Co-op America's Guide to Researching Corporations

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Special Thanks to Phil Mattera of the Good Jobs First Corporate Research Project and Marcia Carroll of Multinational Monitor's Multinationals Resource Center for their feedback on this guide.

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Introduction

This guide is designed to kick-start your corporate research efforts. To that end, we've provided information on a number of the basic resources you'll find useful in getting started. We hope that you find the guide's simplicity and exclusivity has been the right solution to your research needs.

Since we did try to keep things simple, our resource list may be lacking in certain areas. If we left out any resources that you think are essential and should be included, or if you have feedback to improve the guide, please let us know.

Obtaining Basic Information, Corporate Affiliations, and Brand Names

❑ **Company Sleuth** (www.companyslueth.com)

Gives quick and easy access to basic information on a company. Information may be a bit unreliable and incomplete, but it's a good starting place. Includes:

- National News
- Internet Domains
- Trademarks
- Patents
- Company Brief
- SEC Filings
- Litigation
- Social Research (links to socialfunds.com, mentioned below)
- Institutional Shareholder Ownership

❑ **Standard & Poors**

Available through Lexis-Nexis (www.lexis.com), which is a fee-based research service (see below for more information), and at the Library of Congress for free.

- Office and home addresses of board members and senior executives
- Ticker (stock exchange symbol – often used as a search key in corporate research databases)
- Number of employees
- Subsidiaries

❑ **Directory of Corporate Affiliations**

Available through Lexis-Nexis (www.lexis.com), which is a fee-based research service (see below for more information), and at the Library of Congress.

- Address
- Telephone
- Affiliations
- Revenue
- Description of company
- CEO of company

❑ **Hoovers.com**

The most useful information on this site will cost \$200 annual fee or \$30 per month. In addition to the site's "List of Lists" – a free list of a wide variety of sources of corporate information located at www.hoovers.com/company/lists_best/0,2561,141,00.html, you can find:

- Overview
- History
- News
- Officers' names, ages, and salaries
- Number of Employees
- Location & Subsidiaries (incomplete)
- Products/Operations (incomplete)
- Competitors
- Financials
- Research Reports

❑ **Electric Library** (www.elibrary.com)

A new search site offering a simple way to check current news on a company.

- ❑ **Dow Jones News Retrieval** (www.djnr.com)
Lots of business publications that are not readily available elsewhere. A subscription is about \$70 a year, which allows unlimited searching. You then pay about \$4 for each full-text download.
- ❑ **GSA's Federal Procurement Data System** (fpds.gsa.gov/fpds/fpds.htm)
Tells you how much a company has in the way of contracts with the federal government:
- ❑ **Federal Trade Commission** (www.ftc.gov)
Information on general and trade-related regulatory actions against companies.
- ❑ **Consumer Products Safety Commission** (www.cpsc.gov)
Information on product-related regulatory actions against companies.
- ❑ **FreeERISA.com** (www.freeerisa.com)
Information on company employee benefit plans contained in Form 5500 filings to the U.S. Department of Labor.
- ❑ **International Directory Of Company Histories**
Contains historical sketches of hundreds of companies. It is part of a very useful online service called the *Gale Business and Company Reference Center* that brings together corporate information from a variety of sources. Some public library systems make it available for free via the Web or at branches to library cardholders. University or references libraries are likely to have it in hard-copy.

Finding E-mail Addresses

E-mail addresses are surprisingly difficult to find for large companies. However, we've found that they are surprisingly good ways for citizens to communicate with certain companies – if you get a good address. We've received a number of e-mails from corporate managers writing extensive replies back to people who had e-mailed them through Responsible Shopper.

To locate current e-mail addresses, try the following methods in order.

1. Search the company's website
2. Call the company (ask for a customer service e-mail address)
3. Use the Copernic desktop search bot
 - Click on "E-mails"
 - Type in the company's name and click search
 - Be sure to confirm the addresses you get before publishing them
4. Use Lexis-Nexis
 - Go to Publications | PR Newswire.
 - Search by Headline for the company's name – e.g. HEADLINE (Microsoft).
 - If provided, company contacts and e-mail addresses are usually listed at the bottom of the news release. Most of the addresses found through this method are for PR/communications people.

Look for the contacts on news releases dealing with corporate responsibility or company policies and practices.

5. E-mail the company using info@companyname.com or customerservice@companyname.com and see if you receive a response. You can look up the company's domain on most search engines. Be aware that some companies use different domains for their e-mail and Web site(s).
6. If you still can't find an e-mail address, consider referring people to a contact form on the company's Web site – or offering an e-mail-to-fax option on your site.

General/Mainstream News on the Company

- Lexis-Nexis** (www.lexis.com)
News and company information from around the world. Useful for deep research and for checking reliability of Web-based stories. Some helpful resources include *Market Share Reporter* (MKTSHR in the BUSREF library) for information on how a company or product stands in relationship to its competitors, *Dun & Bradstreet* (specifically, the *D&B Library* or *Duns Market Identifiers Plus*) for basic information on U.S. and international privately held companies and *Investext*, which contains full text of Wall Street analyst reports (though not all Lexis accounts provide access to this library).
- HotBot.com**
Use to narrow a search. Combine company name with search term.
- Google.com**
Type in the company name or type name and issue.
- Dogpile.com**
Type in the company name or type name and the issue, then click on Web Metasearch or Newscrawler for best results.
- Wall Street Journal** (www.wsj.com)
Contains a lot of in-depth information not found elsewhere.
- Securities & Exchange Commission** (www.sec.gov/edgarhp.htm)
Publishes company filings available through the SEC Web site. Various filings contain information about company operations, unionization rates (if reported), board of directors with contact information, major shareholders, and more. Several more user-friendly sites for SEC documents include www.freedgar.com, www.tenkwizard.com, www.edgar-online.com.

Progressive, Activist, or Corporate Responsibility-focused News

- Responsible Shopper** (www.responsibleshopper.org)
Provides in-depth profiles of 400 U.S.-based consumer product companies. Information includes:
 - Brands
 - Corporate affiliations
 - News (praise, alerts and background research items)
 - Contact information (address, phone, fax, e-mail, Web, contact form)
 - Contact Function (send e-mails to company executives – fax capability coming soon)

- Ratings
 - Company comparisons by consumer product/industry
 - Industry profiles – key issues, what to look for, what to avoid, etc.
- ❑ **Calvert Group** (www.calvertgroup.com)
One of the largest of the social investment firms, Calvert provides free, short profiles of over 600 companies in its social index, www.calvertgroup.com/invwcal_calvertindex.asp.
- ❑ **Transnationale** (www.transnationale.org/anglais/)
A “citizen’s portal on corporations.” Tons of information on almost 7,000 companies. Some profiles are sparse and others are very full. Although the site is somewhat difficult to navigate and interpret, you can find a lot of information there.
- ❑ **CorpWatch** (www.corpwatch.org)
Gives up-to-date news on primarily multinational corporations and industries. Users can search the database by issue and are provided with an overview of the issues as well as relevant stories, links and background. The site also provides action alerts and bimonthly Greenwash Awards and tips on researching corporations and industries.
- ❑ **Environmental Background Information Center (EBIC)** (www.ebic.org)
Offers guides to corporate research and offers free corporate environmental research to grassroots activists. The organization also takes requests for research on specific companies and industries.
- ❑ **IGC Database** (www.igc.org)
The Institute for Global Communication hosts hundreds of nonprofit organizations. By searching their database, you can access reports, press releases and action alerts on many corporations and issues.
- ❑ **Entegra** (www.entegracorp.com)
Puts out a daily listing of news briefings that have “potential reputation implication for a specific company or organization, a group of companies, an entire industry.” The company looks for news stories covering the following issues: Corporate Social Responsibility, Human Resources, Ethics, Security, Safety, Environment, Compliance, Public Relations, Legal, Auditing, Risk Management, Health, etc.
- ❑ **Multinational Monitor** (www.essential.org/monitor/index.html)
Monthly publication that covers the international environmental and social activities of a large number of corporations. Their Web site offers a search function which allows you to research back issues of the magazine.
- ❑ **Center of Responsive Politics** (www.opensecrets.org)
Provides information on Political Action Committee contributions and recipients.
- ❑ **Executive PayWatch** (www.aflcio.org/paywatch/index.htm)
Find out the yearly compensation for more than 2000 CEOs.
- ❑ **Environmental Research Foundation** (www.rachel.org)
Publishes *Rachel’s Newsletter* which provides research on corporate issues.

Shareholder Campaigns

- ❑ **SocialFunds.com** (www.socialfunds.com)
This site provides information on a number of topics. More in-depth information is available on a report or fee basis. Has database of current shareholder resolutions at www.socialfunds.com/sa/
- ❑ **Interfaith Center on Corporate Responsibility** (www.iccr.org)
Gives status and full text of shareholder resolutions.
- ❑ **Shareholder Action Network** (www.ShareholderAction.org)
In-depth information on selected social-issue shareholder campaigns.
- ❑ **ProxyInformation.com** (www.proxyinformation.com/xcelsum.htm)
In-depth information on and analysis of selected social-issue shareholder campaigns.

General Web & News Search Tools

Recommended Tools

- ❑ **Copernic 2001** (www.copernic.com)
Co-op America's Responsible Shopper research team tested over 20 top Internet search engines and search bots to see which provided the best results for corporate research. Copernic beat the others hands down in most categories. Use it to get a sense of the main issues with the company. Keep your searches as broad as possible so they are more inclusive and yield the fullest results (see below).
- ❑ **Karnak** (www.karnak.com)
If you're researching one company, try Karnak. The results are well-cultivated and the search will continually update you with results.
- ❑ **Northern Light** (www.northernlight.com)
Organizes search results into subject folders. For example a search for "Exxon" will result in folders like Company Information, Exxon Valdez, Oil, Mergers & Acquisitions, etc. They sometimes charge for full texts.

Note that Search engines like Google often yield outstanding results for very common searches. Since their matching and ranking algorithms are increasingly based on the "link popularity" of a site (the number of other sites which link to a site), many search engines will give you a good overview of very popular issues related to a company. This can be useful as a starting place, but it usually won't get you the "secret information" you're often seeking in corporate research.

How to Search

- ❑ For a lower-profile company with little information, search by just the company name. (Be sure that you're using common versions of the company name -- i.e. "Coke" or "Coca-cola.")
- ❑ On some advanced searches, you can also use wildcards to get a more inclusive search (which hopefully will only include meaningful variations on key terms). For example: Monsanto and emi* (for "emit", "emits", "emitted", "emissions", etc.) or toxi* or pollut*

- ❑ For a company with a great deal of information, there are many general queries. The following examples work in Lexis; For Copernic, leave out the connectors like "and" and "or"
 - coca-cola and lawsuit and discrimination
 - smithfield foods and contamination or toxin
 - sara lee and labor or union
 - georgia pacific and old growth forest or species
 - Wal-Mart and fined or settlement or guilty

- ❑ You can then try more specific queries in both Copernic and Lexis to hone in on specific issues. Here are several ways of limiting what you get in Lexis; There are other options in Copernic:
 - Coca-cola w/p lawsuit (this will search for "Coca-cola" and "lawsuit" in the same paragraph).
 - In Lexis, you can also narrow a search by eliminating certain words or ideas by using AND NOT as a connector.
 - Limit your search by dates of the documents. For example, search for documents containing a certain query from only the last week or from the last two years, or from a specific time period (7/01/00 - 1/31/00).
 - Try searching by "document segments," in which you specify that the search be limited to only those stories with the words "Coca-cola and lawsuit" in their headlines (as opposed to anywhere in the article).
 - For companies with little information on them, try the Regional News area and search the home state newspapers instead of doing a general news search.

Research Assistance

Corporate Campaign, Inc.

Primarily provides unions with detailed profiles of issues, corporations, government agencies, and industries. Will also provide corporate research services to cause-based organizations. Send a description of the research project and a staffperson will contact you to discuss the project and any fees involved.

Contact Ray Rogers

51 East 12th Street, 10th Floor, New York, NY 10003

Phone (212) 979-8320

Fax (212) 979-1221

www.corporatecampaign.org

Corporate Research Project

Provides community organizations with access to detailed and sophisticated information and analysis about companies and industries. If your organization is affiliated with one of the following networks, you are entitled to assistance from the Project at no charge: Midwest States Center, Northeast Action, Northwest Federation of Community Organizations, Southern Organizing Co-operative, Western Organization of Resource Councils, and Western States Center. Will also assist other cause organizations if research capacity allows.

Contact: Philip Mattera

Good Jobs First

1311 L Street NW

Washington, DC 20005

Phone (202) 626-3780

Fax (202) 638-3486

www.corp-research.org

ImpactResearch

Provides on-call research for action to social justice organizations and coalitions, principally in the United States. Focuses on power structure research, fact gathering and target research. Also provides consultation and referrals. ImpactResearch offers services for free to most no- and low-income organizations and coalitions working on economic justice and environmental justice issues. Justice organizations with resources are requested to pay for our work on a sliding scale. Cannot guarantee service for every request.

Contact: ImpactResearch/DataCenter

1904 Franklin Street, Suite 900

Oakland, CA 94612-2912

Phone (510) 835-4692 x376 or (800) 735-3741 x376

www.igc.org/datacenter

Multinationals Resource Center

Helps activists in developing countries and journalists obtain information on corporations, industries, products, and health and safety regulations. MRC responds to information requests on a case-by-case basis and without charge.

Contact Marcia Carroll

P.O. Box 19405, Washington, DC 20036 USA

Phone (202) 387-8030

Fax (202) 234-5176

www.essential.org/mrc/

APPENDIX A: Resource Sources by Type of Information/Issue

LOC-Library of Congress (may other libraries may also provide these resources)

Source Type	Name	Location	Web Address
Affiliations	"Directory of Corporate Affiliations"	LOC	
Affiliations	"Who Owns Whom." Dun and Bradstreet	LOC	
Affiliations	Directory of Corporate Affiliations	Lexis	
Alcohol	Hoover's: Beverages Bottlers & Wholesale Distributors	Web	www.hoovers.com/industry/description/0,2205,3375,00.html
Alcohol	Hoover's: Beverages-Distillers	Web	www.hoovers.com/industry/description/0,2205,3372,00.html
Alcohol	Hoover's: Beverages-Wineries	Web	www.hoovers.com/industry/description/0,2205,3371,00.html
Alcohol	Hoover's: Beverages-Brewers	Web	www.hoovers.com/industry/description/0,2205,3370,00.html
Animal Testing	USDA: 1999 List of Animal Research Facilities	Web	www.aphis.usda.gov/ac/lists/listr.pdf
Animal Testing	All for Animals: Companies That Test on Animals	Web	www.allforanimals.com/cruel1.htm
Animal Testing	Humane Society: Companies adopting the "Corporate Standard of Compassion for Animals"	Web	www.hsus.org/programs/research/corporate_standard_companies.html
Animal Testing	PETA: Consumer products companies that test on animals	Web	www.peta-online.org/liv/cc.html
Animal Testing	PETA: Consumer products companies that don't test on animals	Web	www.peta-online.org/liv/cc.html
Animal Testing	All for Animals: Companies That Don't Do Animal Testing	Web	allforanimals.com/cruelfree1.htm
Basics	"Ward's Business Directories"	LOC	
Basics	"D&B Business Rankings"	LOC	
Basics	"How to Find Information About Companies"	LOC	
Basics	"Consumer Market Research	LOC	

Source Type	Name	Location	Web Address
	Handbook "(1986?)		
Basics	"Standard & Poors Directory of Private Companies"	LOC	
Basics	Hoover's	Web	www.hoovers.com
Brands	PROMT	LOC	
Brands	"Consumer Product and Manufacturer Rating"	LOC	
Brands	"Companies and their Brands"	LOC	
Brands	"Brands and Their Companies"	LOC	
Brands	Standard & Poors Descriptions Plus News	Lexis	
Burma Involvement	Burma and the Investors in Terror	Web	www.geocities.com/CapitolHill/3108/
Burma Involvement	Burma Forum	Web	www.burmaforumla.org/who.htm
Corporate Responsibility	Business Ethics Magazine	Web	www.business-ethics.com
Corporate Responsibility	Principles and Codes for Socially Responsible Business Practices	Web	www.goodmoney.com/directory_codes.htm
Corporate Responsibility	Public Campaign	Web	www.publiccampaign.org
Corporate Responsibility	Council on Economic Priorities	Web	www.cepnyc.org
Corporate Responsibility	Common Cause	Web	www.commoncause.org
Corporate Responsibility	American Prospect	Web	www.prospect.org
Corporate Responsibility	Good Money	Web	www.goodmoney.com
Corporate Responsibility	ResponsibilityInc.	Web	www.responsibilityinc.com
Corporate Responsibility	A You Sow Foundation	Web	www.asyousow.org
Corporate	Multinational Monitor	Web	www.essential.org/monitor

Source Type	Name	Location	Web Address
Responsibility			
Corporate Responsibility	Essential Action	Web	www.essentialaction.org
Corporate Responsibility	Public Citizen	Web	www.citizen.org/hrg
Corporate Responsibility	Corporate Watch	Web	www.corpwatch.org
Corporate Responsibility	Ethical Consumer	Web	www.ethicalconsumer.org
Corporate Responsibility	Project Underground	Web	www.moles.org
Corporate Responsibility	Mother Jones	Web	www.mojones.com
Corporate Responsibility	Public Information Network	Web	www.endgame.org
Corporate Responsibility	U.S. Consumer Gateway	Web	www.consumer.gov
Corporate Responsibility	Institute for Global Communications	Web	www.igc.org/igc/gateway
Corporate Responsibility	Food and Drug Administration	Web	www.fda.gov/search.html
Corporate Responsibility	The Nation	Web	www.thenation.com
Corporate Responsibility	Big Brother Awards	Web	www.bigbrotherawards.org/index.html
Corporate Responsibility	Resources for Non-profits	Web	www.helping.org/nonprofit/research.adp
Corporate Responsibility	The Corporate Library	Web	www.thecorporatelibrary.com/ceos
Corporate Responsibility	The Vault	Web	www.vault.com
Defense Contractors	Government Executive -Top 200 Contractors ('99)	Web	www.govexec.com/top200/99charts/99d0d.htm
Diversity	Black Collegian's top 100 employers	Web	www.black-collegian.com
Diversity	Fortune's 50 Best Companies for Asians, Blacks, and	Web	www.cepnyc.org/fortune/html

Source Type	Name	Location	Web Address
	Hispanics		
Diversity	National Organization for Women	Web	www.now.org
Diversity	Latina Style's 50 Best Companies for Latinas to Work for in the U.S.	Web	www.latinastyle.com/LATINA_Style_50/2000_list.html
Environment	World Resources Institute	Web	www.wri.org
Environment	EPA Environmental Achievement Track	Web	www.epa.gov/reinvent/performancectrack
Environment	American Lands	Web	www.americanlands.org
Environment	Earth Hope Network	Web	www.earthhopenetwork.net
Environment	Toxic emissions	Web	www.rtknet.org/triinputparent.html
Environment	SuperFund Sites	Web	www.epa.gov/superfund/search/index.htm
Environment	Rainforest Action Network	Web	www.ran.org
Environment	Greenpeace	Web	www.greenpeace.org
Environment	Rachel's Environment and Health Weekly	Web	www.rachel.org
Environment	Members of World Business Council for Sustainable Development	Web	www.wbsd.ch/memlist.htm#alphabet
Environment	U.S. companies that are saving ancient rainforests	Web	www.sierraclub.org/canada/bc/activism/archive/rainforestalert.html
Environment	Sierra Club	Web	www.sierraclub.org
Environment	National Park Foundation Partners	Web	www.nationalparks.org/partners-corp-contributors.htm
Environment	EPA Energy Star Building Partner	Web	www.epa.gov/buildings/esbhome/about/rpt_EsbGIBiweeklyPart.pdf
Environment	EPA WasteWise Partner	Web	www.epa.gov/wastewise
Environment	EPA ClimateWise Partner	Web	www.epa.gov/climatewise
Environment	Natural Resources Defense Council	Web	www.nrdc.org
Environment	GrassRoots Recycling Network	Web	www.grrn.org
Executive Compensation	"SNL Executive Compensation Review" SNL Securities	LOC	

Source Type	Name	Location	Web Address
Executive Compensation	AFL-CIO	Web	www.aflcio.org/paywatch/index.htm
Gambling	Hoover's: Gambling Resorts & Casinos	Web	www.hoovers.com/industry/description/0,2205,6110,00.html
Gambling	Hoover's: Gaming Activities	Web	www.hoovers.com/industry/description/0,2205,6111,00.html
Gambling	Hoover's: Gaming Equipment & Services	Web	www.hoovers.com/industry/description/0,2205,6112,00.html
Gambling	National Coalition Against Legalized Gambling	Web	www.ncalg.org
Gay & Lesbian Issues	Companies with Lesbian, Gay, Bisexual Employee Groups	Web	www.hrc.org/issues/workplac/empgroup/emplist.html
Gay & Lesbian Issues	Human Rights Campaign: Fortune 500 w/Non-Discrim. Policies	Web	www.hrc.org/issues/workplac/nd/f500.html
Gay & Lesbian Issues	Other Private Comps, etc w/Non-Discrim. Policies	Web	www.hrc.org/issues/workplac/nd/private.html
Gay & Lesbian Issues	Fortune 500 Companies w/Domestic Partner Benefits	Web	www.hrc.org/issues/workplac/dp/f500.html
Gay & Lesbian Issues	Equality Project: Companies that currently meet the Equality Principles on Sexual Orientation	Web	www.equalityproject.org/conform.html
Labor/Workplace	AFL-CIO Boycott List	Web	www.unionlabel.org/donotbuy/Default.htm
Labor/Workplace	Global Exchange	Web	www.globalexchange.org
Labor/Workplace	AFL-CIO's Executive Paywatch	Web	www.aflcio.org/cgi-bin/aflcio.pl
Labor/Workplace	Clean Clothes Campaign	Web	www.cleanclothes.org
Labor/Workplace	Department of Labor No Sweat Program	Web	www.dol.gov/dol/esa/public/nosweat/nosweat.htm
Labor/Workplace	Department of Labor's "Working Women Count" Honor Roll List	Web	www.dol.gov/dol/wb/apend1.htm
Labor/Workplace	Corporate Watch's maquiladora site	Web	www.igc.org/trac/feature/border/factsheet.html
Labor/Workplace	"The 100 Best Companies to Work for in America" Robert	LOC	

Source Type	Name	Location	Web Address
	Levering		
Labor/Workplace	Fortune's 100 Best Companies to Work For	Web	www.fortune.com/fortune/bestcompanies/index.html
Labor/Workplace	National Labor Committee	Web	www.nlcnet.org
Labor/Workplace	Organizations affiliated with the Fair Labor Association	Web	www.lchr.org/sweatshop/orgs.htm
Labor/Workplace	OSHA	Web	www.osha.gov/cgi-bin/est/est1
Labor/Workplace	Public Interest Research Groups	Web	www.pirg.org
Labor/Workplace	SweatshopWatch	Web	www.sweatshopwatch.org
Labor/Workplace	UNITE	Web	www.uniteunion.org
Labor/Workplace	Verité	Pubs	www.verite.org
Lists	CERES-endorsing companies	Web	www.ceres.org/organizations/companies/index.html
Lists	Companies that support the MacBride Principles	Web	www.knight-hub.com/inc/MacBride.html
Lists	Companies with the best international sourcing policies	Web	www.cepnyc.org/international.htm
Lists	The Boycott Index	Web	www.boycottindex.com/index.html
Lists	Companies that support the Global Food Bank	Web	www.globalfoodbank.org/FAQs.htm
Lists	Co-op America's Boycotts.org	Web	Boycotts.org
Lists	Hoover's Online List of Lists	Web	www.hoovers.com/compay/lists_best/0,2561,141_1282_77,00.html
Lists	Lion and Lamb Project's Dirty Dozen -- 12 Toys to Avoid	Web	www.lionlamb.org/Dirty_98-99.htm
Lists	National Labor Committee's Neediest and Greediest List	Web	www.solidarity.com/Greed.htm
Lists	Ronald McDonald House donors	Web	www.rmhc.com/help/donations/corp/index.html
Lists	Toy companies that contract to sweatshops	Web	www.clc-ctc.ca/policy/childlab/bst4.html
Lists	Top 100 Corporate Criminals of the 1990s	Web	motherjones.com/fotc/fotc1.html
Lists	UNITE's brand-names that appear on sweatshop-made caps	Web	www.uniteunion.org/sweatshops/schoolcap/schoolcap.html
Lobbying/Political	Center for Public Integrity	Web	www.public-i.org/cgi-bin/cpi_form_1asp

Source Type	Name	Location	Web Address
Lobbying/Political	Center for Responsive Politics	Web	www.opensecrets.org
Lobbying/Political	Environmental Working Group	Web	www.ewg.org
Shareholder Resolutions	Domini Shareholder Resolutions	Web	sfcom.iserver.net/domini/sa/index.cgi
Shareholder Resolutions	SocialFunds.com Shareholder Activism Center	Web	www.socialfunds.com/sa/index.cgi
Tobacco	"Impact Yearbook: Directory of the US Wine, Spirits and Beer Industry," M. Shanken Communication	LOC	
Tobacco	Tobacco Companies and their non-Tobacco Products	Web	www.conscientiousconsuming.com/Tobacco/tobacco_and_non_tobacco_products.htm
Tobacco	"World Tobacco Directory" Argus Business Media, UK	LOC	
Tobacco	Hoovers: Tobacco Products	Web	www.hoovers.com/industry/description/0,2205,3390,00.html
Tobacco	Social Investment Forum 1998 Tobacco Report	Web	www.socialinvest.org/Areas/Research/Tobacco/TOB-E5.HTM
Tobacco	Tobacco Companies and their non-Tobacco Products	Web	www.conscientiousconsuming.com/Tobacco/tobacco_and_non_tobacco_products.htm
Tobacco	Archive of postings to INTL-TOBACCO	Web	lists.essential.org/intl-tobacco
Tobacco	"The Tobacco Industry: Profiles of Domestic and International Publically-Trades Companies Involved in the Tobacco Industry," IRRC	LOC	
Weapons	Government Executive Magazine Online: Top 200 Army Contractors	Web	www.govexec.com/top200/99charts/99arm.htm
Weapons	Anti-Gun Corporations	Web	www.mjcnet.com/anti-gun/corps.htm
Weapons	Government Executive Magazine Online: Top 200 Air Force Contractors	Web	www.govexec.com/top200/99charts/99af.htm
Weapons	Government Executive Magazine Online: Top 200 Defense Logistics Contractors	Web	www.govexec.com

Source Type	Name	Location	Web Address
Weapons	Government Executive Magazine Online: Top 200 Energy Dept. Contractors	Web	www.govexec.com
Weapons	Government Executive Magazine Online: Top 200 NASA Contractors	Web	www.govexec.com/top200/99charts/99nas.htm
Weapons	Government Executive Magazine Online: Top 200 Missile Contractors	Web	www.govexec.com/top200/99charts/99miss.htm
Weapons	Government Executive Magazine Online: Top 200 DoD Contractors	Web	www.govexec.com/top200/99charts/99dre.htm
Weapons	Government Executive Magazine Online: 30 Producers of Landmines	Web	www.hrw.org/hrw/campaigns/mines/IV.2.recalcitrant.html
Weapons	"The Naval Institute Guide to World Naval Weapons Systems"	LOC	
Weapons	Department of Defense	Web	web1.whs.osd.mil/peidhome/guide/procooper.htm

Appendix B: Comparison of Top Web Research Tools and Sites

		Advanced Search	Boolean Option	Ongoing Search	Customize Site List	Search Speed	Unique Items	Cost	Search Web Database*	Exclusive Results	Save Search	Current Sources
Search Engines	IGC	no	no	no	no	fast	good	Free	no	no	no	yes
Web Bots	Karnak	yes	yes	yes	yes	slow	good	**\$10-50	no	yes	yes	yes
	HotBot	yes	yes	no	yes	fast	good	Free	no	no	no	yes
Desktop Bots	BullsEye2	yes	yes	no	yes	fast	good	**free	no	no	yes	yes
	LexiBot	no	yes	no	yes	fast	good	**80	no	no	yes	yes
	Copernic	no	no	no	yes	fast	good	**free	no	no	yes	no
Meta Searches	SearchSpaniel	no	no	no	no	fast	avg	Free	no	no	no	no
	Fujo	no	no	no	no	fast	avg	Free	no	no	yes	No
	Dogpile	no	No	no	no	fast	avg	Free	no	no	no	no

Last updated: Fall 2000

Definitions of Selected Terms

Boolean Option: The ability to specify how terms are combined (usually with AND, OR, and NOT).

Ongoing Search: Constantly searches the Web for updates to pages and new pages which meet criteria.

Unique Items: Information not found through regular search. Rating system as follows:

- Good -- Information found has not been found before
- Avg -- Information found was essentially the same as that found in regular search engines
- Poor -- Either no information was found or the tool found less information than regular search engines

Search Web Database: Searches EPA, Superfund, OSHA, Hoovers.

Exclusive Results: Search is less but important because results are useful and not commonly found by other tools.

Current Sources: Gives links that are not dead.

* Note that most Internet search engines do not search most data sources which requires a form entry – e.g. where you would enter a company name and search for that term. None of the agents which specialize in searching these “closed” databases performed well in corporate responsibility searches.

** Check for current pricing.