

A Guide to the Microfilm Edition of

**MULTINATIONAL CORPORATIONS,
OPEC, CARTELS,
FOREIGN INVESTMENTS, AND
TECHNOLOGY TRANSFER**

**Special Studies,
1985–1988
Supplement**

UNIVERSITY PUBLICATIONS OF AMERICA

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**Special Studies,
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**Project Coordinator
Gregory Murphy**

**Guide compiled by
Nanette Dobrosky**

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EDITORIAL NOTE

The executive branch of the U.S. government requires a massive amount of information to make policy decisions. The many departments, agencies, and commissions of the government devote much of their energies to gathering and analyzing information. However, even the resources of the U.S. government are not adequate to gather all the information that is needed; therefore the government contracts universities, colleges, corporations, think tanks, and individuals to provide data and analyses. Because the great majority of these studies are difficult to find and obtain, University Publications of America (UPA) publishes some of the most important ones in its *Special Studies* series. The *Multinational Corporations, OPEC, Cartels, Foreign Investment, and Technology Transfer* collection consists of studies on multinational corporations, OPEC, cartels, foreign investment, and technology transfer that became available during the period 1985–1988.

REEL INDEX

The following index is a guide to the documents in the collection. The four-digit number on the far left is the frame number where a particular document begins. This is followed by the title, in bold, the originating institution and author, the date of the document, and the total number of pages in the document. A brief abstract follows.

Reel 1

Frame

1982

- 0001 **Selected Data on U.S. Direct Investment Abroad, 1950-1976.**
International Investment Division, Bureau of Economic Analysis, U.S. Department of Commerce, Washington, D.C. George Jaszi, et al. February 1982. 232pp.
This report includes comprehensive historical estimates, including country-by-industry detail, for the following series related to U.S. direct investment abroad: the U.S. direct investment position abroad; equity and intercompany account outflows; reinvested earnings of incorporated affiliates; interest, dividends, and earnings of unincorporated affiliates; income; earnings; and fees and royalties.

1984

- 0233 **The Competitive Status of the U.S. Electronics Industry.**
National Academy of Engineering and Commission on Engineering and Technical Systems, National Research Council, Washington, D.C. John G. Linvill, et al. 1984. 140pp.
This report on the electronics industry is one of seven industry-specific studies that were conducted as the second phase of work by this committee. An overview report is found on this reel at frame 0576. Panels were also formed by the committee to address automobiles; ferrous metals; machine tools; pharmaceuticals; fibers, textiles, and apparel; and civil aviation manufacturing. The objectives of these studies were to (1) identify global shifts of industrial technological capacity on a sector-by-sector basis, (2) relate those shifts in international competitive indus-

trial advantage to technological and other factors, and (3) assess future prospects for further technological change and industrial development. As a part of the formal studies, each panel developed a brief historical description of the industry, an assessment of the dynamic changes that have occurred and are anticipated in the next decade, and a series of policy options and scenarios to describe alternative futures for the industry. The methodology of the studies included a series of panel meetings involving discussions between experts named to the panel, invited experts from outside the panel who attended as resource persons, and government agency and congressional representatives presenting current governmental views and summaries of current deliberations and oversight efforts.

1985

- 0373 **Profiles of Foreign Direct Investments In U.S. Energy 1984.**
Office of Energy Markets and End Use, Department of Energy, Washington, D.C. Arthur T. Andersen, et al. December 19, 1985. 47pp.
This report summarizes the activities in the United States by foreign-affiliated companies that are foreign-owned or controlled and that own or control U.S. energy sources and supplies. Presented in this report are profiles of foreign direct investment in U.S. petroleum (including natural gas production) and foreign-affiliated energy companies' financial performance and investment activity in 1984. Additionally, profiles of U.S. companies' energy operations abroad and comparisons are presented. The information is intended for use by the Congress, government agencies, energy industry analysts, international trade and finance analysts, and the public.
- 0420 **Protectionism and the U.S. Refining Industry.**
Center for Energy Studies, Louisiana State University, Baton Rouge, Louisiana. E. B. Brossard. 1985. 73pp.
Almost unnoticed in the U.S. press is the entrance of the United States in the international market as a major exporter of oil products. The author describes his views on protective tariffs particularly with regard to the U.S. refinery industry. He concludes that the new demands for protectionism by some refiners, if enacted into legislation by Congress, would not only raise the cost to all energy consumers but would also adversely affect U.S. industry, commencing with U.S. exporting refiners that have recently entered the international products market. There would be retaliation by other countries and massive defaults by countries like Mexico. It is not in the national interest for the United States to engage in oil tariffs or quotas that may harm the economies of our friendly trading

partners—partners upon whom the United States is dependent for one-third of its oil consumption and whom the United States will need in time of crisis. Discussed are the U.S. oil industry, Organization of Petroleum Exporting Countries (OPEC), Venezuela, shutdowns, modernization, exports, imports, spot market, Western European refiners, and internationalization versus protectionism.

- 0493 **Analyses of the International Competitiveness of Selected Industries, and the Feasibility of Selected Research and Development Projects That Might Enhance That Competitiveness: Summary Report.**

Industrial Research Institute, Inc., New York. Philip C. White, et al. 1985. 41pp.

This report contains an executive summary that addresses potential applicants of research and development limited partnerships in ten industries or segments thereof. They are automated manufacturing/robotics, office automation equipment, advanced engineering composites, advanced ceramics, biotechnology/agribusiness, pharmaceuticals, computers, power generated/energy storage, telecommunications, and electromedical equipment.

- 0534 **OPEC (Organization of Petroleum Exporting Countries): Annual Report, 1985.**

Organization of Petroleum Exporting Countries, Vienna, Austria. [Author unknown.] 1985. 42pp.

Events during OPEC's twenty-fifth year demonstrated that some of the changes that it had wrought had taken place in such a short transition period that it resulted in economic disruptions that operated to the detriment of both OPEC and the market stability. The new energy order that OPEC had created led simultaneously to a reduction in oil demand in the major consuming countries and to the creation of new oil production capacity. On the supply side, huge investments in non-OPEC oil sources, the policy of a free rein on production without output discipline even in times of glut, and the aggressive price-undercutting of non-OPEC countries to acquire market share at the expense of OPEC created dangerous disequilibria in the market and applied pressure on the price structure. Thus, non-OPEC producers benefitted directly from the decline in OPEC's output to an average of about 15.5 million barrels per day, compared with 31 million barrels per day (mb/d) in 1979. During the same period, non-OPEC production rose by over six mb/d, eroding OPEC's capability to strike a balance between supply and demand. On the demand side, the policies of the industrialized consuming countries brought about a new attitude to energy conservation and fuel substitu-

Frame

tion, which made inroads into overall oil demand and, particularly, into demand for OPEC oil. OPEC redoubled efforts to open a dialogue with non-OPEC producers, so as to reach an accommodation conducive to market stability. If all non-OPEC producers had cooperated to reverse, or at least put a stop to, the continued erosion of OPEC's market share, the chaotic situation that later developed in the market would not have emerged. OPEC made it abundantly clear that the aim of market stabilization had not been abandoned and continued to seek the cooperation of non-OPEC producers and consumers in order to carry through the transition in an orderly fashion.

- 0576 **The Competitive Status of U.S. Industry—An Overview.**
National Academy of Engineering and Commission on Engineering and Technical Systems, National Research Council, Washington, D.C. Lowell W. Steele and N. Bruce Hannay. 1985. 49pp.
Seven industry-specific studies were conducted as the second phase of work by this committee. Panels were formed by the committee to address automobiles; electronics; steel; machine tools; pharmaceuticals; civil aviation manufacturing; and fibers, textiles, and apparel. The objectives of these studies were to (1) identify global shifts of industrial technological capacity on a sector-by-sector basis, (2) relate those shifts in international competitive industrial advantage to technological and other factors, and (3) assess further prospects for technological change and industrial development. A description of panel responsibilities and the methodology of the series can be found at frame 0233 of this reel. This overview report summarizes the principal findings of the seven industry studies. It also addresses the question of what has been learned from the study of specific industries that goes beyond the more general understanding of industry at large.
- 0625 **The Competitive Status of the U.S. Steel Industry—A Study of the Influences of Technology In Determining International Industrial Competitive Advantage.**
National Academy of Engineering and Commission on Engineering and Technical Systems, National Research Council, Washington, D.C. Bruce S. Old and Joel P. Clark. 1985. 174pp.
This report on the steel industry is one of seven industry-specific studies that were conducted as the second phase of work by this committee. Panels were also formed by the committee to address automobiles; electronics; machine tools; pharmaceuticals; civil aviation; and fibers, textiles, and apparel. The objectives of these studies were to (1) identify global shifts of industrial technological capacity on a sector-by-sector basis, (2) relate those shifts in international competitive industrial

advantage to technological and other factors, and (3) assess future prospects for further technological change and industrial development. A description of panel responsibilities and the methodology of the studies can be found at frame 0233 of this reel.

0799

Competition and the Role of Technology: An Assessment of the Pharmaceutical Industry. [Business Assessment of the Future Implications of Technology Development and Industry Performance and International Competitiveness in the Pharmaceutical Industry.] *Industrial Research Institute, New York and Arthur D. Little, Inc., Cambridge, Massachusetts. T. Erickson and M. Esposito. April 1985. 142pp.* The U.S. pharmaceutical industry retains its position of world leadership in most areas, but the extent of leadership has declined in the past decade. The nature of medicinal research has changed radically, keeping pace with the explosive advances in biomedicine. Many of these advances have resulted in the incorporation of new product and process projects in research and development programs. While general screening of chemical compounds for physiological activity targets may not be a suitable target for research and development limited partnerships (RDLP's) in the pharmaceutical industry, biogenetic engineering research and development on processes for large scale manufacture of important natural products by fermentation of genetically modified microorganisms may provide unique opportunities. The dawn of the biotechnology era may be likened to the massive program for the manufacture of penicillin during World War II, which ushered in the antibiotics era.

Reel 2

1985 cont.

0001

Energy Technology Transfer to China Workshop, April 18-19, 1985: Background Papers. *Office of Technology Assessment, Washington, D.C. Lionel S. Johns, et al. April 1985. 201pp.*

This report addresses a number of issues and concerns that face U.S.-based energy companies that have or will engage in energy technology transfer to the People's Republic of China. From a policy perspective, it is clearly incumbent on the U.S. government to promote and protect the short- and long-term interests of its own energy industries in their commercial dealings with China. It should be kept in mind in this regard

that while China's industrial and economic growth rates are somewhat slower than growth rates experienced by Japan in the peak development years, China is ten times the size of Japan, both in terms of population and in terms of resource base.

0202

Competition and the Role of Technology: An Assessment of the Advanced Ceramics Industry.

Industrial Research Institute, Inc., New York; and Arthur D. Little, Inc., Cambridge, Massachusetts. [Author unknown.] April 24, 1985. 114pp.

There is strong consensus that the most vigorous existing and potential market areas for advanced ceramics are (1) electronic (i.e., packages, substrates, capacitors, sensors, etc.); (2) heat engine components—diesel, gas turbine, and advanced IC engines; (3) electro-optic devices; (4) wear and structural applications, including cutting tools. Electronic applications currently are predominating the business sector, but the driving force for much of ceramic fever and national programs is the long-range future potential for ceramic heat engines. At the same time, the wear market (seals, valves, tools, etc.) represents the most likely interim market to put the structural ceramics industry into viable status.

0316

Competition and the Role of Technology: An Assessment of the Biotechnology/Agribusiness Industry.

Industrial Research Institute, Inc., New York; and Arthur D. Little, Inc., Cambridge, Massachusetts. D. Sakura, et al. April 1985. 163pp.

The objective of this study was to identify technology development areas in the agribusiness industry that would maintain or increase the international competitive position of the United States. Biotechnology was emphasized since this new developing technology offered the greatest potential for technical areas benefitting from accelerated development. The study covers animal health products and nutritional ingredients; animal and plant breeding, including the seed industry; and agricultural chemicals, including fertilizers and pesticides. The study concludes that the United States is the technical leader with few exceptions, though European and Japanese researchers are rapidly developing increased capability in this important field. Progress is currently limited by the lack of basic scientific information; yet, the major effort worldwide on biotechnology makes it certain scientific breakthroughs will occur within the next decade that will greatly change the agribusiness industry.

0479

U.S. Manufacturing at a Crossroads: Surviving and Prospering in a More Competitive Global Economy.

International Trade Administration, Washington, D.C. L. H. Olmer. June 14, 1985. 48pp.

Constantly faced with growing foreign competition and major import barriers, and buttressed by growing belief that the dollar will remain strong (if not erratic) for some time, many U.S. corporations feel they must better hedge their competitive strategies. As a result, companies are placing much greater emphasis on achieving a market presence in foreign countries through establishing overseas plants, entering into joint ventures with local companies, licensing their technology abroad, and entering into reciprocal marketing arrangements with foreign firms in the same field. Foreign companies also seem to be emphasizing similar strategies. From the U.S. perspective, the strong dollar is greatly speeding up the inevitable internationalization of markets. The result will be that each nation will have less control over its manufacturing companies, and new frictions will arise when companies' global interests clash with national interests. The fear is that national governments trying to retain power will take steps that will greatly hinder the further advancement of global prosperity produced by growing trade.

0527

Investment Climate In Foreign Countries. Volume 1. OECD (Organization for Economic Cooperation and Development) and Other European Countries.

International Trade Administration, U.S. Department of Commerce, Washington, D.C. [Author unknown.] August 1985. 333pp.

Approximately every two years, U.S. embassies throughout the world prepare investment climate statements summarizing the laws, policies, and economic climate of their respective host countries that may affect existing or new direct investment. Statements include information on the condition and quality of host country infrastructure; availability of selected economic resources (e.g., labor skills); government policies in the areas of taxation, nationalization, and foreign exchange; investment incentives made available and performance requirements imposed by host country governments; and other items. This volume contains the investment climate statements of twenty-seven European countries and Australia, Canada, Japan, and New Zealand. Of these, twenty-three countries are members of the Organization for Economic Cooperation and Development (OECD), while five other European countries are part of the Council on Mutual Economic Assistance (COMECON).

Reel 3

1985 cont.

- 0001 **Investment Climate In Foreign Countries. Volume 2. Africa.**
International Trade Administration, Washington, D.C. [Author unknown.] August 1985. 397pp.
This volume contains the investment climate statements of forty-six African countries. Each statement, after an economic overview, describes the government policy toward foreign direct investment, specifically, official screening and approval procedures; investment incentives and performance requirements; current investment disputes; profit repatriation restrictions; bilateral investment agreements; foreign trade zones; labor availability; and anticipated changes in investment policy.
- 0398 **Investment Climate In Foreign Countries. Volume 3. Asia (Excluding Japan).**
International Trade Administration, Washington, D.C. [Author unknown.] August 1985. 303pp.
This volume contains the investment climate statements of twenty-nine Asian countries. It does not, however, include Japan (covered in Volume 1: OECD and Other European Countries, found on Reel 2, frame 0527), nor Lebanon, where civil strife makes an update at this time inappropriate. Each statement, after an economic overview, describes the host country's attitude toward foreign direct investment; its rules and regulations concerning investment proposals and undertakings; the country's investment incentives and performance requirements; anticipated changes in investment agreements; incidence and handling of investment disputes; labor availability; and foreign trade zones.
- 0701 **Investment Climate In Foreign Countries. Volume 4. Western Hemisphere (Excluding Canada).**
International Trade Administration, Washington, D.C. [Author unknown.] August 1985. 340pp.
This volume contains the investment climate statements of thirty-seven Western Hemisphere countries (Canada is included in Volume 1: OECD and Other European Countries, found on Reel 2, frame 0527). Each statement, after an economic overview, describes the government policy toward foreign direct investment, specifically, official screening and approval procedures; investment incentives and performance requirements; current investment disputes; profit repatriation restrictions; bilateral investment agreements; foreign trade zones; labor availability; and

anticipated changes in investment policy. The stated policy in thirty-two of the thirty-seven Western Hemisphere countries is to welcome foreign direct investment, although seventeen countries prohibit and/or limit foreign participation in certain industry sectors (most frequently in banking, communications, insurance, internal transportation, media, nuclear and petroleum energy, and public services and utilities). Four countries require a majority of local ownership for all industries.

Reel 4

1985 cont.

- 0001 **Energy Technology Transfer to China: A Technical Memorandum.**
*Office of Technology Assessment, U.S. Congress, Washington, D.C.
John H. Gibbons, et al. September 1985. 120pp.*
This memorandum examines the opportunities for the transfer of various energy technologies to China. It reviews the motivations for U.S. companies and other institutions for transferring technology and the vehicles for doing so. It also surveys China's needs for energy technologies and its ability to assimilate them. Nuclear technology is given special attention because of the importance of exports to the U.S. nuclear industry, the potential impact on U.S. nonproliferation and strategic goals, and the interest of Congress in nuclear cooperation agreement. It also examines policies for controlling and promoting technology transfer to China.
- 0121 **Increased Foreign Investment In U.S. Food Industries.**
*National Economics Division, Economic Research Service, U.S.
Department of Agriculture, Washington, D.C. James M. MacDonald and
Scott A. Weimer. September 1985. 21pp.*
Foreign investment in U.S. food manufacturing increased 60 percent between 1976 and 1982, while increasing 300 percent in food wholesaling and retailing and 600 percent in the rapidly expanding foodservice industry. Despite the growth, foreign-owned firms still employ only 3.5 percent of the food industry work force. The authors conclude that as the world's economies become more closely linked, foreign investment in the U.S. food system should continue to grow; however, exchange rate fluctuations will cause sharp fluctuations in investment.

Frame

- 0142 **Effect of Nontariff Barriers on Corporate Strategy In High-Technology Sectors.**
Futures Group Inc., Glastonbury, Connecticut. M. F. Oppenheimer and D. M. Tuths. October 1985. 253pp.
The basic objective of the study was to explore the impact of Japanese and European nontariff barriers (NTBs) on the international marketing efforts and investment and technology strategies of small to medium-sized, high-technology U.S. firms. Underlying the effort was the belief that NTBs have a greater impact on smaller firms than on larger ones because of the less-extensive international presence of most small businesses, their lack of sophistication in international trade matters, and the lack of resources that such companies can devote to responding to NTBs.
- 0395 **Tax Policy and Economic Growth In Developing Nations.**
Stanford University, California, and Heritage Foundation, Washington, D.C. A. Rabushka and B. Bartlett. November 1985. 184pp.
A basic premise of this study is that the impact of tax rates—especially marginal tax rates—has been largely ignored, or at least underemphasized, in the traditional development literature.
- 0579 **Oil and Gas Exploration and Development In Oil Importing Developing Countries.**
Oak Ridge National Laboratory, Oak Ridge, Tennessee. Robert D. Perlack. December 1985. 52pp.
The rapid rise in oil prices and supply shortfalls during the 1970s did not bring a concomitant increase in oil and gas exploration and development to the oil importing developing countries (OIDCs). To be sure, total exploratory activity in the OIDCs, as measured by the number of seismic party-months and the number of exploratory wells drilled, did in fact increase in the 1970s, but relative to the rest of the world exploratory activity actually declined. The increase in exploratory activity that occurred became more concentrated in the developed countries and in particular the United States and Canada. Moreover, in the OIDCs, exploratory activity became more concentrated in petroleum producing countries, especially Argentina, Brazil, and India. Factors contributing to the inhibition of exploration and development are discussed, as well as requirements for a reversal of these trends.

Frame

- 0631 Foreign Direct Investment In the United States. Operations of U.S. Affiliates of Foreign Companies. Revised 1982 Estimates.**
Bureau of Economic Analysis, Washington, D.C. Allan H. Young, et al. December 1985. 59pp.
This publication presents revised 1982 estimates covering the operations of U.S. affiliates of foreign companies. It contains forty-five tables on the financial structure and the operations of U.S. affiliates, including balance sheets; income statements; external financial position; property, plant, and equipment; employment and employee compensation; U.S. merchandise trade; research and development expenditures; and U.S. land owned and leased. The estimates are disaggregated by industry of affiliate, country and industry of ultimate beneficial owner, and, for selected items, by state.
- 0690 Foreign Direct Investment In the United States. Operations of U.S. Affiliates of Foreign Companies. Preliminary 1983 Estimates.**
Bureau of Economic Analysis, Washington, D.C. Allan H. Young, et al. December 1985. 58pp.
This publication presents preliminary 1983 estimates covering the operations of U.S. affiliates of foreign companies. The contents are listed in the description found above at frame 0631.
- 0748 Intermediaries and Brokers In International Business Venture Development.**
Arthur Young and Company, Washington, D.C. H. W. Wallender, et al. December 1985. 255pp.
The purpose of the research component of the Market and Technology Access Project (MTAP) was to investigate the process by which small firms in developed countries (particularly the United States) and developing country firms enter into collaborative ventures that involve firm-to-firm technology transfer and improved market access. The project was designed to fill the knowledge gap left by numerous other studies and projects that focused on technology transfer and market access-producing activities by larger developed country firms (mostly multinationals) and on similar activities by institutional vehicles created primarily by international development agencies and private voluntary organizations.

Reel 5

1985 cont.

- 0001 **U.S. Direct Investment Abroad: 1982 Benchmark Survey Data.**
Bureau of Economic Analysis, Washington, D.C. Allan H. Young, et al. December 1985. 465pp.
This publication presents data from the Bureau of Economic Analysis's (BEA's) comprehensive benchmark survey of U.S. direct investment abroad, covering the year 1982. The data provide measures of U.S. direct investment activity in 1982, including the financing and operations of U.S. parents and their foreign affiliates and balance of payments transactions between the parents and their affiliates. The data are disaggregated by industry of U.S. parent or affiliate and by country of foreign affiliate. It includes 317 tables, a detailed methodology, and reprints of the survey forms and instructions.
- 0466 **Issues In Transferring U.S. Energy Technologies to Developing Nations.**
Energy Division, Oak Ridge National Laboratory, Oak Ridge, Tennessee. T. J. Wilbanks, et al. January 1986. 7pp.
To stimulate discussion of potentials for and mechanisms of technology transfer from the U.S. to developing nations, this paper draws upon two bodies of experience at the Oak Ridge National Laboratory (ORNL): first, a wide variety of technical assistance activities supported by the U.S. Agency for International Development (AID), helping AID-assisted developing nations improve their energy planning, policy formulation, and applications of fossil and renewable energy options; and second, a wide variety of technology transfer related activities, ranging from assistance to building energy conservation programs of the U.S. Department of Energy in improving the transfer of new technologies from the nation's research and development (R&D) system to commercial users, to research to improve the general understanding of the technology transfer process, especially from R&D institutions to commercial developers. Using three energy options of current interest to AID as examples (carbonized coal briquettes to meet residential and commercial sector energy needs, wood gasification to power stationary internal combustion engines, and rural electrification), the paper illustrates the importance of several dimensions often neglected in engineering-economic analysis, such as institutional requirements and a relatively

- detailed understanding of market segments. This paper concludes that unless such dimensions are incorporated effectively into technology transfer efforts by U.S. developers, relatively little success should be expected either in expanding markets for U.S. technology or in helping developing nations meet their energy needs.
- 0473 **Technology Transfer and LDC [Less-Developed Countries] Agribusiness Enterprises.**
International Executive Service Corps, Stamford, Connecticut. H. Wallender. January 1986. 40pp.
This monograph addresses two major issues: How can technology be defined and characterized so that improved planning and organizing of technology transfer can take place, and what are the major factors affecting enterprise and the capacity to develop, acquire, and exploit technology in the agribusiness sector? The focus of analysis is from the perspective of the foreign private enterprise and conclusions are drawn regarding the type of technology required, how to transfer technology, and what factors must be managed at the enterprise level to assure more effective diffusion and utilization of technology.
- 0513 **National Treatment Study: Report to Congress on Foreign Government Treatment of U.S. Commercial Banking and Securities Organizations, 1986 Update.**
Department of the Treasury, Washington, D.C. James A. Baker III. 1986. 243pp.
This study updates the original 1979 report and its 1984 update. It discusses the degree of national treatment afforded U.S. financial institutions in eighteen banking markets and eight securities markets, and the progress being made in reducing barriers to these institutions in foreign markets.
- 0756 **Foreign Ownership of U.S. Agriculture Land through December 31, 1985: County-Level Data.**
Natural Resource Economics Division, Economic Research Service, U.S. Department of Agriculture, Washington, D.C. T. Alexander Majchrowicz, et al. April 1986. 119pp.
Foreign investment in U.S. agricultural land has been reported in 1,793 of the 3,041 counties in the United States. Data are presented for each county to show the number of acres and parcels, value, country of origin, and use of foreign-owned agricultural land. Aggregation of the data at the county level supplements *Foreign Ownership of U.S. Agricultural Land through December 31, 1985*, ERS Staff Report AGES860327 (which follows at frame 0875). See also Reel 10, frame 0529.

Frame

- 0875 **Foreign Ownership of U.S. Agricultural Land through December 31, 1985.**
Natural Resource Economics Division, Economic Research Service, U.S. Department of Agriculture, Washington, D.C. J. Peter DeBraal and T. Alexander Majchrowicz. April 1986.
Foreigners owned 12.1 million acres of U.S. agricultural land as of December 31, 1985. This is slightly less than 1 percent of all privately held agricultural land and 0.5 percent of all land in the United States. These and other findings are based on an analysis of reports submitted in compliance with the Agricultural Foreign Investment Disclosure Act of 1978. See also Reel 10, frame 0478.

Reel 6

1986 cont.

- 0001 **Institute for American Business. Part 4. Developing Business Opportunities in the International Marketplace.**
Institute for American Business, Detroit, Michigan. Abraham S. Venable, et al. April 20, 1986. 238pp.
This volume represents a compilation of materials useful in exploring business opportunities for black entrepreneurs in foreign trade. The main text identifies and surveys programs and organizations, both domestic and multinational, which represent possible avenues by which minority firms may consider entry into the international marketplace. The work concludes that much needs to be done to develop business opportunities for minority firms and suggests the use of the findings and materials as a starting point for those interested in training in the international marketplace.
- 0239 **Financing Foreign Development of Non-Fuel Mineral Resources: An Analysis of Loan Terms of International Financing Institutions vs. Those of Commercial Banks.**
Price Waterhouse, Washington, D.C. [Author unknown.] May 16, 1986. 311pp.
This report presents the results of a study comparing loan terms for nonfuel mineral projects in developing countries from various international financial institutions (IFIs) to private sector commercial sources. The study compares IFI and commercial loan terms for seven mineral projects in developing countries. The IFIs represented are the International Bank for Reconstruction and Development (World

Frame

Bank), the International Finance Corporation, the Inter-American Development Bank, the Asian Development Bank, and the International Monetary Fund. In addition, the costs of financing for these mineral projects were compared with the costs of long-term debt to five large U.S. mineral producers.

- 0550 Strategies for Developing Effective State International Business Development Programs.**

Price Waterhouse, Washington, D.C. [Author unknown.] June 1986. 324pp.

The objective of this study was to design strategies for developing effective state international business development programs based on the experience of successful exemplary states. Eight case study states were selected: Florida, North Carolina, Ohio, and Oregon, for both export and reverse investment promotion; Arkansas, Illinois, and Oklahoma, for export promotion only; and New York, for reverse investment only. On-site research, data gathering, and interviews were conducted in the eight states. As a result of the analysis of case study programs, recommendations were made in systematic approaches to strategic development and programs responsive to specific state needs.

- 0874 International Banking: U.S. Banking Supervision and International Supervisory Principles.**

National Security and International Affairs Division, General Accounting Office, Washington, D.C. Frank C. Conahan. July 1986. 52pp.

To improve the supervision of international banking, the United States and eleven other countries participate in a group known as the Basle Committee, which coordinates bank supervision. The committee has agreed on a number of principles designed to ensure that international banking is adequately supervised. In the report, the General Accounting Office (GAO) identifies the extent to which the regulations, policies, and procedures of U.S. bank regulatory agencies are consistent with the principles agreed to by the Basle Committee.

- 0926 Foreign Competition and Its Regional Effects on U.S. Manufacturing Employment, 1975 to 1982.**

Agriculture and Rural Economics Division, Economic Research Service, U.S. Department of Agriculture, Washington, D.C. Richard Nolan. September 1986. 13pp.

This report shows the regional effects of foreign competition on U.S. manufacturing employment from 1975 to 1982. It defines sixty-six industries that the Department of Labor has identified as being import-sensitive. It then analyzes the employment changes in these industries according to their metropolitan status within states.

Reel 7

1986 cont.

- 0001 **An Analysis of Domestic and Foreign Tax Treatment of Innovation and High Technology Firms. Volume I: Executive Summary.**
Applied Concepts Corporation, Edinburg, Virginia. J. S. Hauger. September 1986. 36pp.
Current concerns about international competitiveness of U.S. high technology firms have prompted this study to assess whether differences in individual tax provisions in the United States, West Germany, and Japan add up to a significant difference in overall tax treatment for high technology firms with particular characteristics or in particular business settings. This three-volume report presents the results of an analysis of both domestic and foreign tax treatment of innovation and high technology firms. Volume I is the summary report and includes the following: questions addressed by the study; the key findings; the research approach, data, and analysis that produced the findings; caveats to consider when interpreting the results; and policy significance of the results. Much of the data is presented in tabular and graphic form.
- 0037 **An Analysis of Domestic and Foreign Tax Treatment of Innovation and High Technology Firms, Final Report. Volume II: Approach and Findings.**
Applied Concepts Corporation, Edinburg, Virginia. J. S. Hauger. September 1986. 303pp.
This is the second volume in a three-volume report that presents the results of an analysis of both domestic and foreign tax treatment of innovation and high technology firms. Volume I is described at frame 0001 above. Volume II presents the research approach, a synopsis of the national tax policies of the United States, West Germany, and Japan, a description of the development and the content of two tax simulation models used in the analysis, and a report of analytical results.
- 0340 **An Analysis of Domestic and Foreign Tax Treatment of Innovation and High Technology Firms, Final Report. Volume III: Tax Documentation—United States, West Germany, and Japan.**
Applied Concepts Corporation, Edinburg, Virginia. J. S. Hauger. September 30, 1986. 165pp.
This is the third volume in a three-volume report that presents the results of an analysis of both domestic and foreign tax treatment of

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- innovation and high technology firms. The first two volumes are described at frames 0001 and 0037 above. Volume III presents a detailed description of national and important local taxes of business in the United States, West Germany, and Japan.
- 0505 Foreign Direct Investment In the United States. Operations of U.S. Affiliates of Foreign Companies. Revised 1983 Estimates. Bureau of Economic Analysis, Washington, D.C. Allan H. Young, et al. October 1986. 59pp.**
This publication presents revised 1983 estimates covering the operations of U.S. affiliates of foreign companies. It contains forty-five tables on the financial structure and the operations of U.S. affiliates, including balance sheets; income statements; external financial position; property, plant, and equipment; employment and employee compensation; U.S. merchandise trade; research and development expenditures; and U.S. land owned and leased. The estimates are disaggregated by industry of affiliate, country and industry of ultimate beneficial owner, and, for selected items, by state.
- 0564 Foreign Direct Investment In the United States. Operations of U.S. Affiliates of Foreign Companies. Preliminary 1984 Estimates. Bureau of Economic Analysis, Washington, D.C. [Author unknown.] October 1986. 61pp.**
This publication presents preliminary 1984 estimates covering the operations of U.S. affiliates of foreign companies. A description of the contents can be found above at frame 0505.
- 0625 U.S. Direct Investment Abroad: Operations of U.S. Parent Companies and Their Foreign Affiliates, Revised 1983 Estimates. Bureau of Economic Analysis, Washington, D.C. Allan H. Young, et al. October 1986. 78pp.**
This publication presents revised financial and operating data (including balance sheets and income statements) as well as data on international trade, employment, composition of external financing, and distribution of sales or operating revenues for U.S. parents and their foreign affiliates for 1983. Data on the foreign affiliates are presented by country and industry of the affiliate and by industry of the U.S. parent. Data on U.S. parents are presented by industry of parent. The publication contains fifty-three tables of foreign affiliate data and five tables of U.S. reporter data.

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- 0703 **U.S. Direct Investment Abroad: Operations of U.S. Parent Companies and Their Foreign Affiliates. Preliminary 1984 Estimates.**
Bureau of Economic Analysis, Washington, D.C. Allan H. Young, et al. October 1986. 78pp.
This publication presents financial and operating data (including balance sheets and income statements) as well as data on international trade, employment, composition of external financing, and distribution of sales or operating revenues for U.S. parents and their foreign affiliates for 1984. Data on the foreign affiliates are presented by country and industry of the affiliate and by industry of the U.S. parent. Data on U.S. parents are presented by industry of parent. The publication contains fifty-three tables of foreign affiliate data and five tables of U.S. reporter data.
- 0781 **U.S. Direct Investment Abroad: Balance of Payments and Direct Investment Position Estimates, 1977-1981.**
Bureau of Economic Analysis, Washington, D.C. Allan H. Young, et al. November 1986. 51pp.
This publication consists of tables showing detailed final estimates for 1977-1981 of balance of payments flows and of the direct investment position for U.S. direct investment abroad. As such, it presents the final historical record of these data items for the period. No final estimates for 1978 have been previously published at the detailed, standard table format level (seventy-five countries or areas by fifteen industries) used in this publication. Also, estimates of equity and intercompany debt flows for 1977 have been revised since they were last published. Finally, for the years 1979-1981, estimates of certain items—total fees and royalties, royalties and license fees, and total capital flows—are provided that have not previously been published at the standard table format level.
- 0832 **What Drives the Size Distribution of Firms in Developing Countries?**
Employment and Enterprise Policy Analysis Project, Harvard Institute for International Development, Cambridge, Massachusetts. T. Biggs and J. Oppenheim. November 1986. 94pp.
Using industrial census data from eighty-five developing countries, statistical evidence on the relationship between the distribution of manufacturing activity across different sized firms and shifts in sectoral composition of output and intra-industry structural change. This is an important first step in tracing the influence of economic policy on the role played by smaller firms in the economy. The paper concludes that in most industries, the composition of output is more important for the

prevailing size distribution of enterprise than intra-industry structural changes. The paper also concludes that in industry sectors where economies of scale do not foster large firm dominance, policy non-neutralities, as between enterprise size categories, can significantly influence intra-industry firm size distribution.

0926

State Laws Relating to the Ownership of U.S. Land by Aliens and Business Entities, October 31, 1986.

Natural Resource Economics Division, Economic Research Service, U.S. Department of Agriculture, Washington, D.C. Dale C. Schian and David A. Seid. December 1986. 77pp.

A significant number of states have laws directed at the ownership of U.S. land by aliens and business entities. These laws vary greatly from state to state in the degree of their severity. Twenty-nine states have some type of law restricting alien ownership of land. Nine states require aliens to report their landholdings within the state. Fifteen states restrict business entities from owning land or engaging in the business of farming. Eleven states have laws requiring business entities to report their landholdings within the state. An individual state may be included in more than one of the above categories.

1003

Appropriate Technology as a Development Strategy for Rural Areas in Developing Countries.

Appropriate Technology International, Washington, D.C. E. L. Hyman. December 1986. 42pp.

This paper discusses the issues of the rural and peri-urban poor as the intended beneficiaries of the application of technology. Part 1 tries to clarify the confusion surrounding the definition of "appropriate technology." Part 2 briefly describes a few of the ongoing projects supported by Appropriate Technology International (ATI) to implement this strategy of development. Part 3 examines the lessons learned from some case studies that ATI has commissioned of appropriate technology projects sponsored by other organizations. Finally, the paper summarizes the major findings of a set of studies ATI has commissioned on the effects of government macroeconomic policies on the adoption of appropriate technologies.

1045

Foreign Direct Investment in the U.S. Minerals Industry.

Bureau of Mines, U.S. Department of the Interior. Louis J. Sousa, et al. n.d. 28pp.

This report examines aggregate trends in foreign direct investment in the U.S. mining and mineral processing industries between 1977 and 1984, and provides an analysis of foreign investment in several major mineral commodity industries.

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- 1073 **Profiles of Foreign Direct Investment In U.S. Energy, 1985.**
Office of Energy Markets and End Use, Department of Energy, Washington, D.C. Arthur T. Andersen, et al. January 8, 1987. 49pp.
This annual report summarizes the activation in the United States by foreign-affiliated companies that own or control U.S. energy sources and supplies. Presented are profiles of foreign direct investment in U.S. petroleum (including natural gas production); foreign affiliated companies' energy production, processing, distribution, and reserves; and foreign-affiliated energy companies' financial performance and investment activity in 1985. Additionally, profiles of U.S. companies' energy operations abroad and comparisons of foreign-affiliated companies to U.S. energy companies are presented. The information is intended for use by the Congress, government agencies, energy industry analysts, international trade and finance analysts, and the public.

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- 0001 **Performance Profiles of Major Energy Producers, 1985.**
Office of Energy Markets and End Use, Department of Energy, Washington, D.C. Arthur T. Andersen, et al. January 15, 1987. 149pp.
The purpose of this publication is to examine year-to-year developments in the operations of the twenty-two major U.S. energy-producing companies on a corporate level, by major line of energy business, and by major functions within each line of business. Although the focus is on developments in 1985, important trends over the 1974 through 1985 period are also featured. Economic performance, in financial and physical dimensions, continues to serve as a significant factor in evaluating past decisions and guiding future options in the development and supply of energy resources. The information contained in this report is intended to promote an understanding and a critical review of the possible motivations and apparent consequences of investment decisions by some of the largest corporations in the energy industry. The information is intended for use by the Congress, government agencies, industry analysts, and the public.

- 0150 **Improving Army-Industry Cooperation In Defense Sales Abroad.**
Logistics Management Institute, Alexandria, Virginia. Robert A. Gessert, et al. April 1987. 64pp.
The U.S. Army and U.S. industry are partners in furthering U.S. security objectives through sales of defense equipment and services to friendly foreign nations. These sales have major military and economic impacts on both the United States and the foreign countries involved and are also an important component in the U.S. balance of trade. Improving cooperation between the army and industry in making these sales is becoming increasingly important, particularly in an era when the international arms market is becoming more competitive. At a recent conference, industry representatives made twenty-one recommendations for improving army-industry cooperation in defense sales abroad. Logistics Management Institute (LMI) evaluated these recommendations and made recommendations to the commanding general of the army material command, which are discussed in detail in this report.
- 0214 **Foreign Transactions, Methodology Papers: U.S. National Income and Product Accounts.**
Bureau of Economic Analysis, Washington, D.C. Allan H. Young, et al. May 1987. 50pp.
This paper describes the preparation of the National Income and Product Accounts (NIPA) estimates of net exports (both current- and constant-dollar), transfer payments to foreigners, capital grants received by the United States, interest paid by government to foreigners, and net foreign investment. It includes a treatment of the relation between NIPA foreign transactions and the balance of payments accounts (their statistical basis) and of the deflation of the net exports component of the gross national product (GNP). It shows location of foreign transactions measures in NIPA tables, sources of the balance of payments estimates, NIPA adjustments to balance of payments data, and the sources and procedures for preparing the constant-dollar estimates of net exports. Appendices summarize the characteristics of major bodies.
- 0264 **Industrial Patent Activity in the United States. Part 2—Alphabetical Listing by Company, 1969–1986.**
Office of Documentation/Technology Assessment and Forecast, Patent and Trademark Office, U.S. Department of Commerce, Washington, D.C. [Author unknown.] May 1987. 458pp.
This report is an alphabetical listing of U.S. and foreign organizations that received three or more U.S. patents during the period 1969–

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1986. It includes some twenty-four thousand corporations, government agencies, and universities. For each organization the report shows the total patent count for the eighteen-year range.
- 0722 **U.S. Direct Investment Abroad: Operations of U.S. Parent Companies and Their Foreign Affiliates. Revised 1984 Estimates.**
Bureau of Economic Analysis, Washington, D.C. Allan H. Young, et al. June 1987. 74pp.
This publication presents revised financial and operating data (including balance sheets and income statements) as well as data on international trade, employment, composition of external financing, and distribution of sales or operating revenues for U.S. parents and their foreign affiliates for 1984. Data on the foreign affiliates are presented by country and industry of the affiliate and by industry of the U.S. parent. Data on U.S. parents are presented by industry of parent. The publication contains fifty-three tables of foreign affiliate data and five tables of U.S. reporter data.
- 0796 **U.S. Direct Investment Abroad: Operations of U.S. Parent Companies and Their Foreign Affiliates. Preliminary 1985 Estimates.**
Bureau of Economic Analysis, Washington, D.C. Allan H. Young, et al. June 1987. 73pp.
This publication presents financial and operating data (including balance sheets and income statements) as well as data on international trade, employment, composition of external financing, and distribution of sales or operating revenues for U.S. parents and their foreign affiliates for 1985. Data on the foreign affiliates are presented by country and industry of the affiliate and by industry of the U.S. parent. Data on U.S. parents are presented by industry of parent. The publication contains fifty-three tables of foreign affiliate data and five tables of U.S. reporter data.
- 0869 **Foreign Direct Investment In the United States: Operations of U.S. Affiliates of Foreign Companies. Revised 1984 Estimates.**
Bureau of Economic Analysis, Washington, D.C. Allan H. Young, et al. June 1987. 55pp.
This publication presents revised 1984 estimates covering the operations of U.S. affiliates of foreign companies. It contains forty-five tables on the financial structure and the operations of U.S. affiliates, including balance sheets; income statements; external financial position; property, plant, and equipment; employment and employee compensation; U.S. merchandise trade; research and development expenditures; and U.S. land owned and leased. The estimates are disaggregated by industry of affiliate, country and industry of ultimate beneficial owner, and, for selected items, by state.

- 0924 **Foreign Direct Investment In the United States: Operations of U.S. Affiliates of Foreign Companies. Preliminary 1985 Estimates.**

Bureau of Economic Analysis, Washington, D.C. Allan H. Young, et al. June 1987. 55pp.

This publication presents preliminary 1985 estimates covering the operations of U.S. affiliates of foreign companies. A description of the contents can be found above at frame 0869.

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- 0001 **International Competition In Services: Banking Building Software Know-how.**

Office of Technology Assessment, Washington, D.C. Lionel S. Johns, et al. July 1987. 405pp.

The international infrastructure for services has become critical for the long-term competitiveness of U.S. firms in many industries. More than 70 percent of all Americans work in the service sector of the economy. Also in nations otherwise different than the United States, Japan and the United Kingdom, more people find jobs in service industries than in manufacturing, and services account for more than half of gross domestic product. Many governments have instituted policies, often including trade protection, to encourage growth in the intermediate or business services that form a primary subject of this assessment. The assessment, requested by the Senate Committees on Government Affairs and Foreign Relations, and by the House Committee on Small Business, looks with particular care at four services: (1) banking; (2) engineering and construction; (3) information technology (IT) services, including most services related to data processing and communications but not equipment; and (4) technical licensing, which is a source of revenues for manufacturing firms almost exclusively.

- 0406 **The Role of Technology Transfer for China's Economic Future. Volume II: Working Papers, Part I.**

Office of Technology Assessment, U.S. Congress, Washington, D.C. Albert Keidel, et al. November 1987. 484pp.

Contents: (1) The role of technology transfer for China's economic future, Rock Creek Research, Inc.; (2) China's evolving computer

industry: The role of foreign technology transfers, Denis Fred Simon; (3) Satellite telecommunications technology transfer to China, China Business Development Group; and (4) Railroads of the People's Republic of China, The American Society of Mechanical Engineers. Part 2 of this volume can be found at frame 0001 of Reel 10.

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- 0001 **Technology Transfer to China. Volume II: Working Papers, Part 2.**
Office of Technology Assessment, U.S. Congress, Washington, D.C. William A. Fischer, et al. November 1987. 399pp.
Contents: (1) The transfer of Western managerial knowledge to China, William A. Fischer; (2) National security risks of dual-use transfers to China, Science Applications International Corporation; (3) Politics, policy, and China's future course, Thomas Fingar; (4) China's foreign policy, Beijing's military modernization, and American policy alternatives, Thomas W. Robinson; (5) American firms and the transfer of technology to China: How business people view the process, Midwest China Center. Part 1 of this volume begins at frame 0406 of Reel 9.
- 0400 **Foreign Investment: Country Differences in Accounting for Takeover Costs.**
National Security and International Affairs Division, General Accounting Office, Washington, D.C. Allan I. Mendelowitz. December 1987. 23pp.
This report reviews the ability of foreign firms to gain competitive advantages over U.S. firms in bidding to acquire U.S. firms, as a result of national differences in practices in accounting for acquisition costs. Data related to foreign direct investment in the United States are also provided.

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- 0423 **International Energy Agency: Plan to Provide Legal Defenses to Participating U.S. Oil Companies.**
National Security and International Affairs Division, General Accounting Office, Washington, D.C. Allan I. Mendelowitz. February 1988. 34pp.
This report contains a status report on efforts made during the drafting of a second plan of action to expand the antitrust and breach of

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contract defenses for oil company supply transactions during an oil emergency, and to resolve the problem of foreign blockage of information critical to U.S. antitrust review of oil transactions involving foreign affiliates of U.S. companies.

- 0457 **International Finance: Market Access Concerns of U.S. Financial Institutions In Japan.**

National Security and International Affairs Division, General Accounting Office, Washington, D.C. Allan I. Mendelowitz. March 1988. 21pp. The competitive environment of the financial markets in Japan and barriers affecting the operations of foreign firms in these markets are assessed. Because of the high level of congressional interest in Japanese market developments, the report focuses on the primary concerns of major U.S. financial institutions operating in the Japanese financial markets.

- 0478 **Foreign Ownership of U.S. Agricultural Land through December 31, 1987.**

Resources and Technology Division, Economic Research Service, U.S. Department of Agriculture, Washington, D.C. J. Peter DeBraal. April 1988. 51pp.

Foreigners owned 12.5 million acres of U.S. agricultural land as of December 31, 1987. This is slightly less than 1 percent of all privately held agricultural land and 0.5 percent of all land in the United States. These and other findings are based on an analysis of reports submitted in compliance with the Agricultural Foreign Investment Disclosure Act of 1978. A report through December 1985 can be found on Reel 5, frame 0756.

- 0529 **Foreign Ownership of U.S. Agricultural Land through December 31, 1987: County-Level Data.**

Resources and Technology Division, Economic Research Service, U.S. Department of Agriculture, Washington, D.C. J. Peter DeBraal and Gertrude S. Butler. April 1988. 121pp.

Foreign investment in U.S. agricultural land has been reported for 12.5 million acres in 1,839 of the 3,041 counties in the United States. Data are presented for each county to show the number of acres and parcels, value, country of origin, and use of foreign-owned agricultural land. Aggregation of the data at the county level supplements *Foreign Ownership of U.S. Agricultural Land through December 31, 1987*, ERS Staff Report AGES880314 found above at frame 0478.

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- 0650 Industrial Patent Activity in the United States, Part 1—Time Series Profile by Company and Country of Origin, 1969–1987.**
- Documentation Organization, Technology Assessment and Forecast Program, Patent and Trademark Office, U.S. Department of Commerce, Washington, D.C. [Author unknown.] April 1988. 436pp.*
- This report is a ranked listing of the thirty-five countries and nearly six thousand organizations that received the most patents during the period 1969–1987. For each country and organization, yearly patent counts are shown.

SUBJECT INDEX

The following index is a guide to the major subjects of this collection. The first Arabic number refers to the reel, and the Arabic number after the colon refers to the frame number at which a particular file containing the subject begins. Therefore, 7: 1045 directs the researcher to the file that begins at Frame 1045 of Reel 7. By referring to the Reel Index located in the initial part of this guide, the researcher can find the main entry for the subject.

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