INTERNATIONAL INFORMATION

OVERVIEW: The International Information module collects data pertaining to the use or production of alternatives in other parts of the world, the impact of international trade on the selection of alternatives, and the impacts of switching to an alternative on international trade. Primarily, the international trade issues are driven by the source and availability of alternatives, and possible indirect costs (e.g., taxes, tariffs, or prohibitions) imposed on alternatives.

GOALS:

■   Identify alternatives in use or attempted in other countries and the reasons for using or not using the alternatives.

■   Identify the alternative chemicals and technologies in use in the U.S. that are primarily supplied by international sources.

■   Identify possible trade implications concerning use of alternatives.

■   Understand how trade implications impact availability and the relative social benefits/costs of alternatives.

PEOPLE SKILLS: The following lists the types of skills or knowledge that are needed to complete this module.

■   Ability to search data bases, government agencies, trade association literature, government documents, international organizations, and trade agreements to identify alternative chemicals and technologies used in other countries and to determine the source of the alternatives.

■   Knowledge of international trade regulations, agreements and treaties, and ability to determine the international trade implications of selections of particular alternatives.

Within a business or a DfE project team, the people who might supply these skills include a purchasing agent, an economist, or an attorney.

DEFINITION OF TERMS: Not applicable.

APPROACH/METHODOLOGY: The following presents a summary of the approach for collecting international data and identifying international issues that could influence the selection of a substitute. Methodology details for Steps 1, 2, and 5 follow this section.

Step 1:   Identify the countries of interest that contain a large target industry sector.
               Service-oriented businesses such as the dry cleaning industry will most likely be
               present in almost all industrialized countries. Other industries, such as the printed
               wiring board industry, may be concentrated in certain regions of the world (i.e., in
               Asia, North America, etc.).

Step 2:   Identify the alternatives that are being used or have been tried in the countries
               identified in Step 1. If these alternatives differ from those of the U.S., identify the
               conditions driving the choice of alternatives, such as the presence or absence of
               regulations. This information may be useful for planning for the future and for
               spotting trends, including treatment by a national government of chemicals of
               concern. If new alternatives are identified in this step, the project team will need
               to decide whether they should be quantitatively evaluated in the CTSA.

Step 3:   Review the Market Information module to obtain data on the
               manufacturers/countries of origin of alternative chemicals, products, or
               technologies being evaluated in the CTSA.

Step 4:   Investigate potential international sources of alternatives with particular attention
               to the following:
               ■   Production capacity, the capability of producers of meeting market
                       demand, and the stability of pricing structures.
               ■   The price of chemicals and/or technologies supplied by foreign sources.
               ■   Potential problems arising from reliance on foreign suppliers, including
                       additional costs, such as taxes or tariffs, which may make imported
                       alternatives more expensive than domestic.

Step 5:   Investigate international trade regulations, agreements, and treaties for their impact
               on the chemicals or technologies. Examples of international trade agreements
               include the General Agreement on Tariffs and Trade (GATT) and the North
               American Free Trade Agreement (NAFTA).

Step 6:   Provide the price of chemicals and/or technologies primarily supplied by foreign
               sources to the Cost Analysis module. Market price information should reflect the
               suppliers price plus any additional costs, such as international taxes or tariffs or
               shipping costs.

Step 7:   Based on the information collected in Steps 1 through 5, assess the relative social
               benefits and costs, including the potential indirect costs of selecting an alternative.
               Indirect costs of alternatives only supplied by international sources might include
               taxes, tariffs, or prohibitions in addition to foreign relations conflicts or loss of
               U.S. jobs. International bans or prohibitions on chemicals or technologies could
               affect a company's ability to market products made with that technology.

Alternatives that have been discontinued in some countries may have less stable pricing structures.

Step 8:   Provide information on source, availability, and possible indirect costs of the alternatives to the Risk, Competitiveness & Conservation Data Summary module.
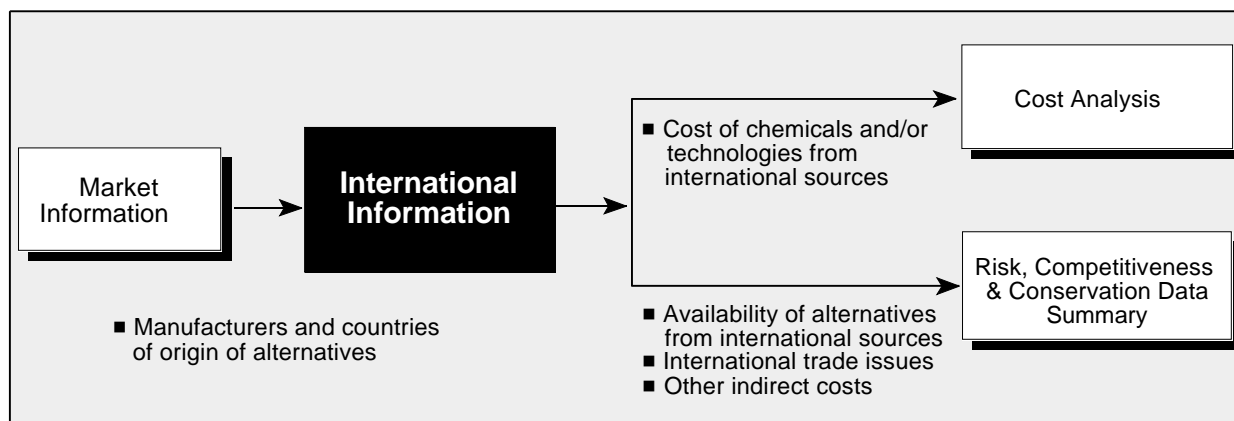
METHODOLOGY DETAILS: This section presents methodology details for completing Steps 1, 2, and 5.

Details: Steps 1, 2, and 5, Identifying Countries of Interest, Alternatives in Use, and International Trade Regulations, Treaties, or Agreements

Trade associations and chemical and equipment suppliers may be good resources for international manufacturing or market share data. Federal agencies and programs that may be able to provide information include the U.S. Department of Commerce, the U.S. Agency for International Development, the U.S. Trade and Development Program, and the U.S. Trade Representative. International organizations include the Organization of Economic Co-operation and Development, the United Nations Conference on Trade and Development, the United Nations Development Program, the United Nations Environment Program, the World Trade Organization, and the World Bank.

FLOW OF INFORMATION: The International Information module receives data from the Market Information module and transfers data to the Cost Analysis and Risk, Competitiveness & Conservation Data Summary modules. Example information flows are shown in Figure 5-11. If new alternatives are identified, the project team must decide whether to include them in the detailed analyses of the CTSA. If so, these alternatives must be returned to the beginning of the CTSA process.

**FIGURE 5-11: INTERNATIONAL INFORMATION MODULE:
EXAMPLE INFORMATION FLOWS**

ANALYTICAL MODELS: None cited.

PUBLISHED GUIDANCE: None cited.

DATA SOURCES: Table 5-22 presents references for data bases, published literature, and government contacts.

TABLE 5-22: SOURCES OF INTERNATIONAL INFORMATION	
Reference	**Type of Data**
Brownson, Ann L., Ed. 1994. *Federal Staff Directory/1*.	Directory of federal programs, services and data bases such as the U.S. Department of Commerce Trade Data Services; U.S. Department of Commerce International Data Base, Census Information; and contacts within the U.S. International Trade Commission. Federal trade services and databases are useful for collecting international information, and for identifying addresses and telephone numbers of international organizations.
Russell, John J., Ed. 1994. *National Trade and Professional Associations of the United States*.	Directory of U.S. Trade Associations representing various industry sectors, including associations aimed at expanding international trade. (For example, the U.S. - ASEAN Council for Business and Technology strives to expand trade between the U.S. and Southeast Asia.)
U.S. Congress. 1992. *Trade and Environment: Conflict and Opportunities*.	Background paper describing the potential for conflict between trade and the environment, as reflected in disputes about the trade impacts of environmental laws and about the environmental impacts arising from efforts to liberalize trade and investment.

Note: References are listed in shortened format, with complete references given in the reference list following Chapter 10.