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## ABOUT FREE PINT

FreePint is an online community of information searchers. Members receive this free newsletter twice a month: it is packed with tips on finding quality and reliable business information on the Internet.

Joining is free at <<http://www.freepint.com/>> and provides access to a substantial archive of articles, reviews, jobs & events, with answers to research questions and networking at the FreePint Bar.

Please circulate this newsletter which is best read when printed out. To receive a fully formatted version as an attachment or a brief notification when it's online, visit <<http://www.freepint.com/member>>.

## EDITORIAL

You won't know if something is going to work unless you give it a go. This is probably one of the key things I've learned whilst working for myself over the last few years.

When things do work then you give them more of your attention and it's high time that FreePint had a bit of a make-over. If you've been to our Web site in the last few days then you'll have seen FreePint's new logo which has just been launched after a few months of design work. We hope you like the new look and I believe it gives us the right image to attract another 60,000-odd members to the FreePint network. We've had some great feedback at the Bar about the new logo and even a call to arms from one FreePinter who makes a totally voluntary contribution to the FreePint coffers without fail every year <<http://www.freepint.com/go/b24641>>.

Our 'Copyright Myths' report, which incorporates FreePint's new look, has been selling like hot-cakes since its launch two weeks ago <<http://www.freepint.com/shop/report/copyrightmyths/>>. It's surprised us to have sold so many copies around the world, across Europe and Scandinavia, from Canada to New Zealand, and in Dubai, Tasmania and Botswana!

The positive feedback we've received (including many customers purchasing a site license to put the report on their intranet) tells us that FreePinters really like this kind of concise and affordable advice. I guess this is why our afternoon Exchange workshops, like yesterday's on 'Freedom of Information', go down so well.

However, it's a tricky balance between 'virtual' and 'real' offerings when you have such an international audience. We've raised this important issue in our interview with SLA's new president, Cindy Hill, just published at <<http://www.freepint.com/portal/events/sla-2003>>. It certainly makes an interesting read.

We hope you enjoy today's cosmopolitan mix of articles and tips, wherever you are in the world. Do send us your feedback and help us give you what you want and tell us where to focus our attention.

All the best  
William

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FreePint Jobs -- a great place for information vacancies.

VACANCY SEARCHING -- free search and set up a weekly alert profile.

VACANCY RECRUITING -- Complete the form and advertise a vacancy for just GBP195

Find out more today at <http://www.freepint.com/jobs>

This week's selected listings are below. All new jobs are posted to the Bar and Bar Digest (circulation 11,000+) and matched against the 1000+ live job seeker profiles. This week's Bar 'new jobs' listing is at <http://www.freepint.com/go/b24810> and last week's at <http://www.freepint.com/go/b24688>.

Here are some of the latest featured jobs:

**Researcher**

<http://www.freepint.com/go/j2571>  
Join corporate info centre at City financial firm - suit recent post-grad or someone with 1-2 years research exp - good pay & bens.  
Recruiter: Sue Hill Recruitment

**Media Assistant**

<http://www.freepint.com/go/j2573>  
You'll support our acquisition activities as well as help with cataloguing, documentation, selection, disposal and technical work.  
Recruiter: BBC

**Careers Consultancy Researcher**

<http://www.freepint.com/go/j2575>  
Proactive and confident researcher with two years plus experience for exciting role with niche career consultants.  
Recruiter: Glen Recruitment

[The above jobs are paid listings]

Find out more today at <http://www.freepint.com/jobs>

**Plain ASCII Text Only Please**

If you don't send plain text in text mailings then your readers will see GoBbLeDyGoOk. Test them using Willco's free utility: <http://www.willco.com/support/sevenbit>

**Free Pint Forthcoming Articles**

\* Online Discussion Groups \* Bad Spelling \*  
\* Children and the Internet \* Competition Law \*  
\* Digital Preservation \* Commercial Real Estate \*  
\* Multikulti \* Registered Design Databases \*  
\* Visual Representation of Information \*  
\* Open University Resources \*  
\* Asylum Information \*  
\* Leadership Styles \* Property Real Estate \*  
\* Insurance Resources \* Re-entry to Work \*

If you have a suggestion for an article topic or would like to write for Free Pint then please contact [penny@freepint.com](mailto:penny@freepint.com) or sign up for the Author Update at <http://www.freepint.com/author.htm>.

**Copyright & the Internet: Myth and Reality**

This report explores issues relating to copyright and the internet, and dispels some of the myths that have built up about how copyright applies to the internet.

"I have read part of the report and find it very informative - it certainly dispels some of the myths around the copyright issue."

[www.freepint.com/shop/report/copyrightmyths](http://www.freepint.com/shop/report/copyrightmyths)

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Strategy Starts Here

Over 50,000 business intelligence publications from 350 of the industry's most respected publishers make Marketresearch.com your comprehensive, global information source. Visit our Web site today by clicking: <http://www.marketresearch.com/redirect.asp?progid=2230>

**Subscribe to Factiva's InfoPro Alliance Newsletter**

As a member of the InfoPro Alliance, you will receive our monthly e-mail newsletter telling you about the latest enhancements to Factiva.com, product tips, TechTalk and links to our new online sessions for advanced searchers.

<http://www.factiva.com/infopro>

**Quality Dedicated Hosting Solutions**

<http://www.globalgold.co.uk/>

Global Gold offer competitively-priced dedicated server solutions for businesses. Prices start at GBP 100pm for the freedom to grow and protect your web presence. Call us NOW on 0870 004 4444 quoting Code DDS/FP09 to talk about your specific hosting needs or email: [sales@globalgold.co.uk](mailto:sales@globalgold.co.uk). We look forward to speaking with you!

**KeepingLegal**

Weblog covering legal issues affecting the information profession such as copyright, data protection, and freedom of information. The blog is accompanied by a fortnightly newsletter that people can register on the site to receive.

<http://www.keepinglegal.com>

## MY FAVOURITE TIPPLES from Rupert Lee

Rupert Lee is Information Expert (life sciences) in the British Library's Research Service. A former zoologist, he specialises mainly in scientific literature searching for fee-paying customers.

Tell us about your favourite Web sites.

Check out the guidelines at <http://www.freepint.com/author.htm>, then email [penny@freepint.com](mailto:penny@freepint.com).

- <http://www.royalmail.com> - for their Postcode Finder facility. Type in an address and it gives you the postcode straight away.
- <http://www.streetmap.com> - type in a postcode, and get a map showing its exact location - useful if you want to visit it without getting lost en route.
- <http://biome.ac.uk> - a hub for biological/medical websites. Sites are only linked after they have been through a system of quality control.
- <http://www.choirs.org.uk> - British Choirs On The Net - hub for the websites of all the choral societies (but why can't they keep their sites up to date?).
- <http://dSPACE.dial.pipex.com/town/square/ac940/weblibs.html> - the UK Public Libraries page - provides links to the websites of most major public libraries, including their online catalogues.

## EVENTS

<http://www.freepint.com/events>

In the UK, "Digital Resources for the Humanities" - welcomes developers and users of digital resources from, amongst others, universities, libraries, archives, museums, galleries, broadcasters, publishers and community groups.

<http://www.freepint.com/go/e190>  
Cheltenham, 31st August - 3rd September 2003.

"Electronic Document and Records Management for Financial Services" organised by the Ark Group will cover: information capture; content creation; indexing; retrieval; collaboration, etc. <http://www.freepint.com/go/e229> London, 24th - 25th September 2003.

"Successful Consulting in the Public Sector" is taking place in Henley's River and Rowing Museum with speakers Martin Sayer - IBM, Hilda Stearn - AVE Partnership, and Laura Lindell - APT Training. <http://www.freepint.com/go/e232> Henley-on-Thames, 25th September 2003.

"Thesauri and Taxonomies: An International Conference and Workshop" covers taxonomies, thesaurus construction, XML, MultiTes, MultiCGI, and standards. <http://www.freepint.com/go/e228> London, 29th - 30th September 2003.

In Greece, "Libraries Without Walls 5" is organised by Cerlim. Topics include, amongst others - digital library services, virtual learning environments, creation of digital resources. <http://www.freepint.com/go/e223> Lesvos, 19th - 23th September 2003.

Submit details of your event today for free promotion. Simply complete the form at <http://www.freepint.com/events>.

Penny [penny@freepint.com](mailto:penny@freepint.com)

## Copyright & the Internet: Myth and Reality

New FreePint report about copyright law in relation to the Web:

[www.freepint.com/shop/report/copyrightmyths](http://www.freepint.com/shop/report/copyrightmyths)

## FREE PINT BAR In Association with Factiva a Dow Jones & Reuters Company

Topics always seem to go in waves at the Bar. One minute you have lots of requests for help with Microsoft Excel formulas, and the next there are a raft of statistic requests about specific markets from automotive to telecoms to pharma; from property in Brussels to health in Mexico; from companies in Spain to Germany to Eastern Europe. Perhaps you can compare the company information products from OneSource and Hoovers?

<http://www.freepint.com/go/b24683>.

As usual, there's been lots of advice about moving into, or out of, the information profession. The thread about an engineer trying to choose between information work or plumbing provided some contrasting and amusing suggestions

<http://www.freepint.com/go/b24372>. There's been smashing interview advice for someone going for a job in an R&D library <http://www.freepint.com/go/b24769>. Whilst someone else wants to be a children's librarian <http://www.freepint.com/go/b24802>.

There's good advice on removing 'spyware' which hijacks your Web browser <http://www.freepint.com/go/b24673>. And if pop-ups are winding you up then look at <http://www.freepint.com/go/b23884>.

Finally, we've appreciated the nice postings about FreePint and its new logo <http://www.freepint.com/go/b24792>. Currently only one out of 61,000 members makes a voluntary financial contribution to FreePint, but she has put out a call from Austria for others to consider doing the same <http://www.freepint.com/go/b24641>.

The FreePint Bar is where you can get help with your tricky research questions, for free! [www.freepint.com/bar](http://www.freepint.com/bar)

Help with study for information-related courses is available at the FreePint Student Bar [www.freepint.com/student](http://www.freepint.com/student).

Twice-weekly email digests of the latest postings can be requested at [www.freepint.com/member](http://www.freepint.com/member).

**TIPS ARTICLE**

<<http://www.freepint.com/issues/240703.htm#tips>>

**"The Psychology of Corporations and Corporate Officers"**  
**By Sam Vaknin**



Sam Vaknin is the author of *Malignant Self Love: Narcissism Revisited* and the Webmaster of <<http://www.narcissistic-abuse.com>> and <[http://www.healthyplace.com/communities/personality\\_disorders/narcissism/](http://www.healthyplace.com/communities/personality_disorders/narcissism/)>.

He is also the editor of <<http://www.suite101.com/welcome.cfm/npd>> and the moderator of the Narcissistic Abuse List <<http://groups.yahoo.com/group/narcissisticabuse/>> and other mailing lists (c. 4000 members).

**The Remit of Corporate Psychology**

The psychological dimensions of the recent spate of corporate scandals, malfeasance and bad governance have often been understated or reduced to a caricature of greed and fear. But corporations, from the smallest mom-and-pop store to the multinational behemoth, are comprised of humans. They represent an intricate interplay between the psychological makeup of the actors: their personalities, emotions, hopes, fears, expectations, memories and drives.

Corporate psychology encompasses the veteran fields of industrial and organizational psychology. But it also includes the psychological aspects of the management of human resources - manifest in career counselling, executive coaching, employee testing and even ergonomics.

**Professional Associations**

As might be expected, there are numerous professional associations and organizations, on both sides of the pond, which deal with industrial, corporate, business and management psychology. They all publish research, books and journals, schedule meetings, and maintain Web sites and mailing or discussion groups.

Among the more prominent:

- Academy of Management <<http://www.aom.pace.edu/>>
- Association for Training and Development (ASTD) <<http://www.astd.org/>>
- International Association of Applied Psychology <<http://www.iaapsy.org/>>
- Society for Industrial and Organizational Psychology <<http://www.siop.org/>>
- Chicago Industrial and Organizational Psychologists (CIOP) <<http://www.iit.edu/~ciop/>>
- European Association of Work and Organizational Psychology (E.A.W.O.P.) <<http://www.tuta.hut.fi/eawop/>>
- European Network of Occupational Psychologists (E.N.O.P.) <<http://www.ucm.es/OTROS/Psyap/enop/index.html>>.

**Professional Publications**

The Open Directory Project offers a comprehensive and up to date list of relevant professional publications <[http://dmoz.org/Science/Social\\_Sciences/Psychology/Industrial\\_and\\_Organizational/Publications/](http://dmoz.org/Science/Social_Sciences/Psychology/Industrial_and_Organizational/Publications/)>.

**Specific fields - Organizational Development and Science**

This is a vast field with thousands of online resources. I will therefore confine myself to one Web site per category probably doing injustice to hundreds of others in the process.

Organizational Science includes:

- Inter alia, business transformation <<http://www.bettermanagement.com/>>
- Communications management <<http://www.prestonconsulting.com/>>
- Emotional Intelligence <<http://www.eiconsortium.org/>>
- Employee relations <<http://www.nbrii.com/>>
- Conflict resolution <<http://www.cpradr.org/>>
- Motivation theory <<http://www.incentivemag.com/>>
- The psychology of recruiting and retention <<http://www.employeeRetentionStrategies.com/>>
- Knowledge management <<http://www.insead.fr/CALT/Encyclopedia/ComputerSciences/Groupware/Workflow/>>
- Leadership studies (more about this in a forthcoming issue of FreePint but in the meantime): <<http://www.ceoleadership.com/>>
- Organizational learning and institutional memory <<http://www-bus.colorado.edu/faculty/larsen/learnorg.html>>
- Game theory <<http://www.economics.harvard.edu/~aroth/alroth.html>>
- Strategic planning with a view to organizational change and transformation <<http://www.changemgmtcenter.com/>>.

**Specific fields - Career Counselling and Career Tests**

Career planning and career change are now recognized to be intimately linked with one's life goals and personality. Charting a realistic career path is inextricably linked with one's talents, emotional and cognitive background and potential or actual mental health problems and conflicts.

The Five O'clock Club <<http://www.fiveoclockclub.com/>> is a good starting point. It offers both resources and forums to discuss career issues.

There are numerous professional tests available online for a fee ... <<http://directory.google.com/Top/Science/Social>>

**Related Free Pint links:** [\\_Sciences/Psychology/Industrial\\_and\\_Organizational/Career\\_Tests/](#) ... but this page offers free tests  
<<http://www.queendom.com/tests/career/index.html>>.

- 'Employment/Recruitment/HR' articles in the FreePint Portal  
<<http://www.freepint.com/go/p43>>
- Post a message to the author, Sam Vaknin, or suggest further resources at the FreePint Bar  
<<http://www.freepint.com/bar>>
- Read this article online, with activated hyperlinks  
<<http://www.freepint.com/issues/240703.htm#feature>>
- Access the entire archive of FreePint content  
<http://www.freepint.com/portal/content/>

#### Specific fields - Employee Testing

The testing and evaluation of human resources, employees and executives alike, were among the first fields to develop within industrial and business psychology. Inevitably, there are numerous online service bureaux such as Brainbench <<http://www.brainbench.com/>> and Management and Personnel Systems <<http://www.mps-corp.com/>>.

#### Specific fields - Executive Coaching

Psychologists and even therapists and clinical psychologists participate in the coaching and training of executives on all levels. The process now includes the acquisition of leadership skills, mentoring, peer group facilitation, networking capabilities, team building, entrepreneurship, public speaking, and wealth and lifestyle planning.

This emphasis on inner potentials and limitations, rather than on external parameters, is reflected in the self-description of many of the members of the Association of Independent Business Trainers <<http://www.aibt.org.uk/>>.

#### Specific fields - Corporate Pathology

My own work is in another emerging field: the psychopathology of organizations and collectives <<http://malignantselflove.tripod.com/14.html>>. It is now thought that corporate culture affects the behaviour of employees and bosses - and the other way around  
<<http://samvak.tripod.com/corporatenarcissism.html>> and  
<<http://www.nypress.com/16/7/news&columns/feature.cfm>>.

Some scholars, such as Michael Maccoby <<http://www.maccoby.com/>> and Roy Baumeister <<http://baumeister.socialpsychology.org/>>, believe that the milder forms of pathologies, such as narcissism, can actually be beneficial and conducive to corporate vision and success. Dattner Consulting has an excellent overview of the issue here:  
<<http://www.dattnerconsulting.com/presentation/narcissism/index.html>>.

## FreePint Interviews SLA President, Cindy Hill

<http://www.freepint.com/portal/events/sla-2003>

### GOLD

This time last year, Sam Vaknin also wrote for FreePint, with his feature looking at news agencies on the Web.

- FreePint No.117 25th July 2002. "News Agencies on the Web"  
<http://www.freepint.com/issues/250702.htm>

Two years ago, Hal P Kirkwood's focus was on "organizing information, improving navigation, creating user-centered and user-designed Web sites". Also, Zena Woodley discussed her hobby of Campanology.

- FreePint No.92, 19th July 2001. "Information Architecture and Web Usability Resources" and "Summoned by Bells"  
<http://www.freepint.com/issues/190701.htm>

In July 2000, Puppetry was the topic for our tips article and Personal Digital Assistants was covered by Ian Tilsed.

- FreePint No.67, 20th July 2000. "Puppetry and Animation Sources on the Web" and "Web resources for handheld computers"  
<http://www.freepint.com/issues/200700.htm>

Take a "whirlwind look at some groups of online versions of print journals" in our tips article from 1999. If you are involved in managing intranets in any way, our feature article may be of interest to you.

- FreePint No.43, 22nd July 1999. "Full Text Online?" and "Intranet 'Toolkits' for Integrating Online Services - a world of possibilities"  
<http://www.freepint.com/issues/220799.htm>

In FreePint No.19, Matt Moore looked at holiday resources online and Ed Burt explained how to get your Website a top listing in a search engines or directories.

- FreePint No.19, 23rd July 1998. "Wish You Were Here ... Travel and Tourism Resources on the Web" and "First Amongst Equals"  
<http://www.freepint.com/issues/230798.htm>

Penny <[penny@freepint.com](mailto:penny@freepint.com)>



Terry Kendrick is Director of Information Now Limited, an information and marketing consultancy set up in 1990. Originally trained as a librarian (ten years working in reference libraries) Terry left libraries in 1987 to develop approaches to information and marketing. Since this date he has worked on marketing projects for over 50 organisations in 17 different countries. Although most of his clients are private sector organisations Terry still teaches workshops for library and information professionals through the auspices of CILIP and others. He is CILIP's national trainer for the NOF funded net navigator and information consultant modules.

#### Related links:

- Read customer comments and buy this book at Amazon.co.uk <<http://www.amazon.co.uk/exec/obidos/ASIN/0910965633/freepint0c>> or Amazon.com <<http://www.amazon.com/exec/obidos/ASIN/0910965633/freepint00>>
- "Super Searchers on Madison Avenue" ISBN 0910965633, published by CyberAge Books, written by Grace Avellana Villamora.

## FREE PINT BOOKSHELF

<<http://www.freepint.com/bookshelf>>

**"Super Searchers on Madison Avenue"**  
**Written by Grace Avellana Villamora**  
**Reviewed by Terry Kendrick**

Business has its "airport" books and now the information profession has a version - the Super Searchers series. Like business "airport" books which give an inspiring look at a subject area without really providing a great deal of information, "Super Searchers on Madison Avenue" is a very readable and inspiring overview of the work lives of thirteen advertising and marketing information professionals without ever really revealing the nuggets you might hope for.

The subtitle of the book suggests that "top advertising and marketing professionals share their online research strategies" but this is really a misnomer. There is a significant commitment to discussing print resources as well as online research strategies. Online search strategies are covered but not in any systematic way. Each interview ends with what should be a very useful section - "power tips". Unfortunately they are not always that powerful. Occasionally they are more a statement of the obvious than a tip - "an important part of my team's job is to select the best resources and tools and make them accessible to the people who need them so that they can do their best possible work in the most efficient manner". Some "power tip"!

In its favour this is clearly a book for the beginner who wants to get up to a reasonable level quickly. There is a good listing of advertising-related websites (232 sites), books, annuals, newsletters, magazines and articles (almost 100) and a few quick tips. It is particularly good at giving the flavour of information search in an advertising agency but

## Free Access to Complete FreePint Archive

There are many ways to access FreePint's extensive archive of information research articles. By year, by topic, by issue.

Whilst you're there, check out FreePint's new look logo:

<<http://www.freepint.com/issues/issues.htm>>

not quite so impressive for those who are interested in the broader aspects of marketing.

Key factors you may be interested in if you are considering purchasing this book: it's entirely American in outlook; there is more about the day to day working lives of the interviewees and their organisations than their online search strategies; it's not very well edited (e.g. [www.excite.com](http://www.excite.com) but no WWW in [epinions.com](http://www.epinions.com)).

On the positive side, this is an excellent light book for potential entrants to this area of the information profession. It is also good to see the idea of "super searchers", adding a bit of glamour to the all too often mundane world of information work.

But the title of the book still worries me. I was expecting a lot more detail on online search strategies than is presented here and indeed one suspects that in some cases the primary online researchers for the agency are not those being interviewed - interviewees tend to be the service heads.

Nevertheless, an enjoyable, if frustrating, read. Read it on your way to the next conference.

## FREE PINT

### Contributors to this issue:

William Hann (FreePint Managing Editor), Penny (FreePint Administrator), Annabel Colley (FreePint Relations), Sam Vaknin, Rupert Lee, Terry Kendrick, Penny Leidtke, Plain Text <<http://www.plain-text.co.uk/>> (proof reading).

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## FEATURE ARTICLE

**"Automotive Industry Sources: What Forest? All I See Are Trees!"**

By Penny Leidtke



Penny Leidtke, principal of On-Target Information Services, has over 18 years experience analyzing, researching, and reporting on companies, industries, economic conditions, and financing strategies. On-Target helps the corporate, financial, and legal communities meet their information needs in connection with valuations, product development, competitive analysis, mergers and acquisitions, securities analysis, strategic planning, and market, industry or economic trend analysis. Recent projects related to various segments of the automotive industry, educational institutions, publishing, organic chemicals, and healthcare. She has also given presentations on starting an information services business and market research methods. Penny can be reached at <mon-targetinfo@erols.com>.

Anyone that has had to prepare industry overviews or provide industry-related information is familiar with the sinking realization that the industry in question is too small, too obscure, or too fragmented for there to be any substantial coverage by the media, trade associations, or government entities. More often than not, however, there is enough readily available and publicly accessible information to provide the client with the information they need.

On the other hand, there are some industries for which information abounds. These industries are so much a part of the everyday fabric of the economy that it is easy to lose sight of your objective as you gather detail after detail about the industry's inner workings. Essentially, you're so surrounded by trees (the details) that you can no longer see the forest.

The automotive industry is just such an industry. While the automotive industry didn't really start to take shape until the late 1800s, it is now such an integral part of society and the economy that government agencies, trade associations, consulting firms, and publications are dedicated to tabulating data and reporting on the state of the industry in the U.S. and abroad.

It's not possible to list every source available on every aspect of the industry here. Therefore, what appears below is a small sampling of resources that might help you get started. Given the global nature of the automotive industry, most sites include domestic and international information. Many also provide links to other industry-related resources.

**Government**

Government agencies frequently provide a wealth of information, much of it statistical in nature, and most of it free or for a modest charge. Specific industry information may only be a small part of a larger report on the economy in general or it may be the primary focus of the information. Regardless, pay attention to the dates as some do not have current data available.

In the U.S., the Bureau of Economic Analysis <<http://www.bea.doc.gov/>> provides national and international economic data, forecasts, and analysis. Automotive data is included, but the site covers every aspect of the U.S. economy. The Bureau of Transportation Statistics <<http://www.bts.gov/>> covers all forms of transportation. For more targeted information, the International Trade Association's Office of Automotive Affairs at <<http://www.ita.doc.gov/td/auto>> provides information on both domestic and international markets. Statistical data, special reports, and industry links are provided. They also produce an annual industry report entitled The Road Ahead, which is available on their site. The U.S. government also maintains <<http://www.export.gov/>> an export portal that includes links to country and industry market reports from the U.S. Commercial Service, plus country information and trade statistics.

Other governments besides the U.S. provide information on the automotive industry. In the U.K., The National Statistics Website at <<http://www.statistics.gov.uk/>> is the source for official UK statistics on all aspects of the U.K.'s economy. The Department for Transport's Transport Statistics site at <<http://www.transtat.dft.gov.uk>> provides information on all forms of transport. However, the Auto Industry site from the Department of Trade & Industry's Automotive Unit and The Society of Motor Manufacturers and Traders at <<http://www.autoindustry.co.uk/index.asp>> might be more relevant, depending on your needs. It provides directories, word and acronym dictionaries, statistics, and articles.

The governments of other European countries also maintain sites that may prove useful, e.g. the National Institute for Statistics and Economic Studies <[http://www.insee.fr/en/home/home\\_page.asp](http://www.insee.fr/en/home/home_page.asp)> which provides some general information on the French economy. Some other governments, however, do not have an English version. For harmonized European statistical information, Eurostat at <<http://europa.eu.int/en/comm/eurostat/eurostat.html>> provides various data compiled from reports from member countries. Vehicle prices within the European Union are also available at <[http://europa.eu.int/comm/competition/car\\_sector/](http://europa.eu.int/comm/competition/car_sector/)>.

For general information on the Canadian economy, including some automotive data, go to the Department of Finance Canada's site at <<http://www.fin.gc.ca>>. Depending on your needs, Statistics Canada <<http://www.statcan.ca>>, Industry Canada <<http://www.ic.gc.ca>>, or Strategis <<http://strategis.ic.gc.ca>> may provide more relevant information. Check out the Guides to Canadian Industry on the Strategis site for links to other resources including directories, contacts, statistics, international trade, journals, and regulations. Much of the information is outdated but it may be useful for an historical perspective or as a starting point for further research.

**Trade Associations**

Trade associations exist for almost every segment of the automotive industry. Again, only a small sample is provided here. Don't forget, many associations provide a links page for additional information. You can also call them directly and ask if they have what you need or if they can point you in the right direction if they don't.

In the U.S., manufacturers are represented by the Alliance of Automobile Manufacturers <<http://www.autoalliance.org>>, which is composed of 10 car and light truck manufacturers that account for over 90% of U.S. auto sales. The aftermarket segment of the auto industry is represented by the Automotive Aftermarket Industry Association <<http://www.aftermarket.org/home.asp>>. The association's reports are available to non-members for a fee. The Motor & Equipment

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Manufacturers Association <<http://www.mema.org>>, which represents manufacturers of auto components, equipment, and supplies, also sells its reports to non-members. If you need information on the dealership segment of the industry, the National Automobile Dealers Association site at <<http://www.nada.org>> provides, among other things, a yearly review of the dealership industry in the U.S. free of charge.

There are also numerous trade associations in other parts of the world. In the U.K., The Society of Motor Manufacturers and Traders <<http://www.smmt.co.uk>> works to promote the interest of the motor industry and provides some basic U.K. industry data. They also publish the U.K. Motor Industry Directory. The U.K.'s retail motor industry is represented by the Retail Motor Industry Federation <<http://www.rmif.co.uk>> which provides facts and figures on the retail segment of the industry. The European Automobile Manufacturers Association (ACEA) at <<http://www.acea.be>> represents 13 European car, truck and bus manufacturers and provides key figures, economic outlooks, vehicle registrations, production, trade, and accident data. The Japan Automobile Manufacturers Association <<http://www.japanauto.com>> provides information on the Japanese automotive industry with statistics on production and sales. The German Automobile Industry Association provides various facts and figures on the industry as well. The English version of their site is at <[http://www.vda.de/index\\_en.html](http://www.vda.de/index_en.html)>. The Canadian Vehicle Manufacturers Association <<http://www.cvma.ca>> and the Automotive Parts Manufacturers' Association (APMA) <<http://www.apma.ca>> provide general information on the industry. APMA also has publications that are available to the public for a fee. Finally, the International Organization of Motor Vehicle Manufacturers (OICA) <<http://www.oica.net>>, composed of 42 trade associations from around the world, provides statistics by country and by manufacturer.

**Publications**

As you would expect, there are a substantial number of publications dedicated to the automotive industry. Given the importance of the industry to the world's economies, it's also not surprising that key information is regularly featured in major newspapers such as the Wall Street Journal and The Financial Times. Industry-specific publications include Automotive News <<http://www.autonews.com>>, Automotive News Europe <<http://europe.autonews.com>>, and Ward's Auto <<http://www.wardsauto.com>>. These Websites provide access to basic industry information free of charge. Other information is available for purchase or by subscription. For example, Ward's publishes newsletters, magazines, annual reference works, and provides data through its AutoInfoBank service. Automotive World, through its AWKnowledge.com site <<http://www.awknowledge.com>>, provides global automotive news, analysis, reference data, and third party reports via subscription or purchase only.

**Other Sources**

There are countless other resources, both hardcopy and online, that could be useful

depending upon your needs. Services as Dialog, Factiva, Lexis-Nexis, Hoovers, and others can provide access to a wide range of industry information. Market research reports or analysts' reports can also be helpful but expensive. There is also a possibility that some may be biased. Portals, like Just-Auto.com <<http://www.just-auto.com>> offer access to industry news, articles, research, discussion forums, trade events and links to industry resources.

Finally, there are consulting firms that track the automotive industry and produce various reports, some of which are made available to the public but which can be extremely expensive. J.D. Power & Associates <<http://www.jdpower.com>> produces three subscriber-based automotive publications that cover the global automotive industry. Individual issues are searchable and available for purchase. Two other well known sources are PriceWaterhouseCoopers' AutoFacts service <<http://www.autofacts.com>> which covers the global automotive industry, and Harbour & Associates <<http://www.harbourinc.com>> which publishes the Harbour Report each year covering North American automotive manufacturers. Selected summary data is available to the public free of charge. Automotive Industry Data <<http://www.eagleaid.com>> also covers the auto industry through newsletters and special reports.

The information available through these sources usually comes with a higher price tag than those listed here in previous sections. But, if the budget permits, they are often excellent resources that can save you a substantial amount of time. Otherwise, you'll need to gather the relevant information from free or lower-cost services. The data is there, it just takes longer to pull everything together and not get bogged down with all the interesting, but not always relevant, details. Remember to keep your eyes on the forest

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