

## Business of Chemistry Overview

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## Don't get writer's cramp

- My presentation will be on both the SLA conference web site and on the Chemistry Division web site
- Time at end to tell me what we missed and give your own hot tips

## Best Resources

- Make friends with a good business librarian.
- Don't underestimate your local public library staff & resources.

## General Business DB's – Multi-platform - 1

- PROMT (Dialog, Ebsco, InfoTrac, STN)
  - Rich product/events code
  - Exceptional chemical industry coverage
  - Covers short news items very well
- Business & Industry (Dialog, Ebsco, L-N, OCLC)
  - Also richly indexed/coded (company, marketing, concept & industry terms).
  - More than 60% articles are full-text

## General Business DB's – Multi-platform - 2

- ABI/Inform (Dialog, Infotrac, L-N, OCLC, OVID, STN)
  - Classic, but pricey
  - Wonderful indexing, some unique sources
  - My institution could no longer afford both ABI & Business Source Complete
  - We picked Business Source Complete
- Newsletter Database [Gale] (STN, Dialog)

## General Business Platforms

- Business Source Complete/Premier (Ebscohost)
- Factiva (the Beilstein of business)
- Lexis/Nexis – rich news, broad resources
- Business & Company Resource Center (Gale)
- Hoovers – worth a subscription
- S&P Netadvantage – company & industry analysis

## General Market Research 1

- Freedonia, BCC Research, etc.
- Investext (Dialog, Thomson Research)
- Marketresearch.com
- IBISWorld (700 industries, 8000 co.)
  - Hard-to-find data like market size, major players market share, geographic spread, keys to success.

## General Market Research 2

- Euromonitor International Passport
- Mintel Global New Products Database
  - Both of the above very valuable and quite expensive (as most MR is)
  - Understand markets where one's products go
  - Brand owners that can influence product purchase.

## Market Research - Comments

- Can go broke buying these reports.
- Quality can be variable.
- Sometimes information and data not as in-depth as needed.
- Still, the right report with the right data can save hours of fruitless searching & prevent expensive product development mistakes

## SEC Filings

- Don't forget the obvious.
- Not just sales & revenues.
- Production facilities
- Intellectual property
- Licensing information
- Restructuring

## Chemistry-specific Resources

- Chemical Industry Notes [CAS] (STN, Dialog, Datastar)
- Chemical Business NewsBase (STN, **EI Village**, Dialog, Datastar)
- Materials Business File (**CSA**, STN, Dialog)
- IMS Databases (Pharmaceuticals)
- RAPRA – business & technology of polymers.

## Chemical Trade Journals

- Special issues/columns esp. valuable.
- *Chemical Week* (Product Focus, Profiles)
- Chemical Engineering
  - Plant & Equipment Cost Indices
- Chemical & Engineering News
  - Good industry overviews & news
- ICIS Chemical Business
  - Chemical Profiles – 1-page overview of commodity chemicals.

## Directories

- Directory of Chemical Producers (SRIC)
  - Manufacturers, not cluttered with suppliers.
  - Products listed by plant site!
- Directory of World Chemical Producers [www.chemicalinfo.com/](http://www.chemicalinfo.com/)
  - Set of interesting databases
  - Crosschecks SRIC Info.
- Chem Sources USA/International
  - Covers manufacturers & suppliers.
- Chemcats (STN, SciFinder)

## Classic Encyclopedias

- Kirk-Othmer – More U.S. focused.
- Ullmann's – More international focus.
- See these as complementary.
- Any given topic may be covered better or provide the exact detail one needs in one or the other.
- Have both!

## Chemical Industry-specific Market Research (MR) - 1

- Industry-specific MR – detailed & sometimes a better value than general MR firms.
- Access Innovations/SRI Consulting
  - Chemical Economics Handbook
  - Specialty Chemicals Update Program
  - Process Economic Program (PEP)
  - China Report, Safe & Sustainable Chemicals, & more.

## Chemical Industry-specific Market Research (MR) - 2

- Nexant ChemSystems
  - Process Evaluation & Review Program (PERP)
- KNG [www.kusumgar-nerlfi-growney.com/](http://www.kusumgar-nerlfi-growney.com/)
  - Principals formerly of Skeist & Kline
  - Quality reports

## Pricing resources

- Chemical Industry Notes
- Chemical Data, Inc. [www.chemicaldata.com/](http://www.chemicaldata.com/)
- CMAI [www.cmaiglobal.com](http://www.cmaiglobal.com)
- ICIS [www.icispricing.com/il\\_home.asp](http://www.icispricing.com/il_home.asp)
- Tecnon Orbichem [www.tecnon.co.uk/gen/](http://www.tecnon.co.uk/gen/)
- PCI Consulting Group <http://www.thepcigroup.com/>
- JJ&A [www.jordan-associates.com/](http://www.jordan-associates.com/)
- DeWitt [www.dewittworld.com/](http://www.dewittworld.com/)

## Import/Export Statistics

- Increasingly important in the global economy.
- Global Trade Information Services (GTIS)
  - One of the best at aggregating official statistics from many governments
- PIERS Imports/Exports (Water-borne)
  - Premier source - US shipment-level detail
  - Other countries (Latin America, China) - reseller & aggregator
- Zepol, Datamyne, ImportGenius – less robust search than PIERS.

## Government/Trade Organizations

- U.S. Census Bureau
- U.S. Bureau of Labor Statistics.
- STAT-USA.gov - Federated search
- Industry Canada
- Canada's Chemical Producers  
[www.ccpa.ca/index\\_e.html](http://www.ccpa.ca/index_e.html)
  - Revenue, investments, product and exports.

## Tech resources often do business - 1

- Patents
  - Drill down reports – by class, assignee, geographic origin
  - [www.uspto.gov/web/offices/ac/ido/oeip/taf/tafp.html](http://www.uspto.gov/web/offices/ac/ido/oeip/taf/tafp.html)
  - Background of the Invention section may contain market information.

### Interactive Video Distribution Systems (Class 725) – USPTO Drill Down

Assignee	2003	2004
Sony	10	14
Individuals	11	11
United Video Prop.	10	12
Matsushita Electric	9	9
Scientific-Atlanta	6	10
Intel	6	4

## Tech resources often do business - 2

- Technical Reports
  - Factors Contributing to the Recent Increase in U.S. Fertilizer Prices, 2002-08. Huang, W. (Economic Research Service, Washington, DC.), 22p, Feb 2009. (NTIS)
- Technical Product Literature
  - Published stats – no. of acres treated by a pesticide.
  - Product Lit gives treatment levels/acre.

## Tech resources often do business - 3

- Regulatory-required reports
  - Toxic Release Inventory (TRI)
- Conference Proceedings
  - Tech conferences often have business-oriented sessions.
- “Early warning” systems
  - Preprints/Repositories
  - Theses & Dissertations

## Mining Technical Resources for Business Information

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