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**Globalization and the Sex Trafficking Industry: Examination of Effects
on Regional Value Chain Operations**

An Honors Thesis

In Partial Fulfillment of the Requirements for All College Honors and Distinction
In the Department of Global Business Leadership

April 28, 2015

College of Saint Benedict/Saint John's University

By
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Under the supervision of
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Chapter One: Introduction

“Enslave the liberty of but one human being and the liberties of the world are put in peril.” –William Lloyed Garrison

Case Study

Aye Aye was only 14 when a woman approached her family in Myanmar with an employment offer in Bangkok, Thailand. Desperate for an income, Aye Aye's parents allowed for her, and Aye Aye's older sister, to travel to Thailand to pursue the work opportunity. As the two girls arrived, they were immediately given to a group of men, who sold them to a brothel owner. Although they were promised the girls could write and send money home, Aye Aye's parents did not hear from either of their daughters again (Farr, 2005, p. 30).

Aye Aye was found three years later during a brothel raid. She was living on the fifth floor of the brothel, housing over 100 women. The women and girls explained to the police that they were required to work from noon to two in the morning. The women and girls within the brothel were forced to service between 12-20 men daily. Each girl was given a shirt with a number pinned to it, and would watch TV while waiting for their number to be called. A glass wall separated the women and girls from men until he paid the \$6.00 charge to spend a half hour with the girl of his choice, yet the women and girls only received one \$1 a day for their 'work' (Farr, 2005, p. 30).

Aye Aye's story is one example of millions told by sex trafficking survivors. The cruelty of international sex trafficking exists not only in developing nations, but also in developed countries. Victims and survivors of sexual exploitation have damaged psychological stamina, and their lives are altered by disease and death. The surrounding

society is left with the economic impact. Billions of dollars are spent annually on this underground economy specifically in both direct and indirect ways.

Purpose of Paper

The author is completing her senior honors thesis at College of Saint Benedict in Saint Joseph, Minnesota in the department of Global Business Leadership. The purpose of this paper is to examine sex trafficking as a profitable, international, and illegal industry. One goal of this paper is to explain what sex trafficking is and how it differs from other industries. Sex trafficking is an underground activity and its growth worldwide since the 1980s has had a destructive impact on global societies and economies. Beyond this, the study wants to show that, aside from moral and socio-cultural implications, that sex trafficking is indeed an industry, with a structure not so different from other industries. Understanding sex trafficking as an industry is critical to understanding how it operates, why it has the impact it has in the world, and what global strategies can be developed to effectively fight it. To do this, the paper shows how the value chain concept, so critical in analyzing other industries, is appropriate to understanding the mechanisms at work in sex trafficking. The study further shows that cultural and social differences play a major role in how the value chain operates within different countries and that these differences must be taken into account and dealt with when governments and public policy strategize ending –or at least easing—the grip of sex trafficking on society. This will be shown by examining the value chains of the United States and India respectively in order to show apparent differences in the regional functioning of sex trafficking.

This study touches on a number of interdisciplinary fields, including global business, gender studies, business ethics, business law and public policy. It is hoped that

this study and the case studies in them might be incorporated into these and other related courses.

Methodology and Organization

This paper uses both theoretical discussion and case study analysis in order to show how the sex trafficking industry operates in different countries, particularly the US and India. These case studies are essential to this research paper as they show real events and explain the steps from procurement to sale. From there, they show how these steps differ depending on what region of the world is being investigated. Further research is pulled from experiments and research projects to be compiled here. Finally, personal experiences from the author will be offered. The author spent a week working with Breaking Free, a non-profit organization based in Minneapolis, Minnesota. Breaking Free advocates for, and provides recovery therapy to women who are survivors of sex trafficking. This first-hand experience offered immense insight into the sex trafficking industry operating within America. From all of these resources this paper will look to prove the thesis that globalization has not created a universally identical supply chain process for the sex trafficking industry, but that regional characteristics still influence each step of the process from procurement to sale.

First, the phenomena of sex trafficking will be examined, and how the industry has changed through the era of globalization. Then, specific factors of globalization will be discussed in their role of aid to the growth and effective functioning of the international sex trafficking industry. After which the model supply value chain process from procurement to sale will be laid out to show the highly efficient and effective facets of the international sex trafficking industry today. The next two chapters will examine first the sex trafficking supply chain process within the United States of America and

second, India. Finally in a concluding chapter the differences and similarities between the two countries sex trafficking industries will be discussed. While the industry's value chain is the same in its very general characteristics from one country to another, it differs significantly in its particulars across countries. For example, religion and deeply rooted traditions play a larger role in the supply chain as it applies to India and they do in the US. While globalization has created a standard supply chain model in which the sex trafficking industry operates, the particular characteristics between specific countries' functioning differ based off of cultural, historical, religious, governmental, and social differences. Understanding these more subtle differences is absolutely essential if effective methods of fighting sex trafficking are to be found and successfully applied. In other words, one size does not fit all when dealing with something as socially and culturally specific as sex trafficking. Ultimately this paper will argue that although globalization has created this standard model, regulations need to recognize these characteristic differences in this enormous, exploitative industry in order to combat it.

What are Sex Trafficking and Some Generic and Commonly Believed Solutions?

Aye Aye's case study above shows the cruel reality of the sex trafficking industry, and the unimaginable lives of millions of women and girls in modern society. Sex trafficking is an industry with both a long history, and a fast growth rate. It is a coercive and global activity. Aye Aye's story shows the globalization of the sex trafficking industry, as she was taken from Myanmar and brought to Thailand. This is not uncommon today, for women and girls are exchanged across the globe in faster and cheaper methods than ever before. False employment opportunities, such as Aye Aye's situation, and romancing are two largely used recruiting methods to coerce women and

girls into this exploitative industry. The rates charged by the brothel owners in Aye Aye's story are an example of how profitable the industry is for traffickers. One woman in this particular case study earned the brothel owner between \$72-120 daily, while Aye Aye earned \$1 (Farr, 2005, p. 30). All of these tactics are methods of control to create dependency and entrap a woman into the world of enslavement.

The sex trafficking industry would not exist if not for the large profit margin and the extensive market demand and an organizational mechanism that is so adept at exploiting this demand. Aye Aye's story shows an example of the present day market demand. The 100 women enslaved in the brothel with Aye Aye existed to meet the demand of over 1,200-2,000 customers daily (Farr, 2005, p. 30). The exchange of money for sexual services that a woman or girl does not have the desire to freely perform is the root of sex trafficking. Sex trafficking has grown into an immensely successful and profitable industry, largely attributed to the era of globalization. Just as globalization is hard to regulate and monitor, the sex trafficking industry is difficult to police and shut down. Sex trafficking industries' thrive by integrating into the industry the cultural and social norms in order to be most profitable and efficient.

Sex trafficking is a topic that includes numerous controversial aspects that are important to address. Part of what makes this topic so debatable is the fact that there is not one answer to any of these features. Examples of these controversies include ideas such as increasing the amount of education in order to reduce vulnerability to sex trafficking. Similarly, legalizing prostitution has been proposed as a method to reduce sex trafficking rates. Regulating pornography—which is distinct from sex trafficking—more strictly, is suggested as pornography has been regarded as a gateway into sex trafficking.

But these so-called solution to sex trafficking cannot be applied uniformly across countries. What may work in one country—say, shutting down pornography—may not be effective in another. Success or failure depends on the social and cultural climate within which the industry’s value chain operates.

Definition of Sex Trafficking

Sex trafficking does not have a clear definition. The United States Government, the United Nations, International Labor Organization, and other countries’ governments all have slightly varying descriptions of sex trafficking. In the US, human trafficking is defined and criminalized under the U.S. Federal Law Trafficking Victims Protection Act (TVPA), which passed in 2000. This act defines the two main forms of human trafficking. The first form is labor trafficking, which is defined as, “the recruitment, harboring, transportation, provision, or obtaining of a person for labor or services, through the use of force, fraud, or coercion for the purpose of subjection to involuntary servitude, peonage, debt bondage, or slavery.” Sex trafficking is the second form, “in which a commercial sex act is induced by force, fraud, or coercion, or in which the person induced to perform such an act has not attained 18 years of age.” The definitions created by TVPA are the most commonly cited explanations of human trafficking across the globe (Human Smuggling and Trafficking Center, 2014).

For the purpose of this paper sex trafficking will be defined as, “Money, goods, or other services exchanged for sexual activity that is forced against a person’s will, including but not limited to prostitution, peep shows, and pornography, through either physical contact or via Internet pictures and videos.” Sex trafficking can occur either in one location, or across regions and countries. This definition specifically differs from rape in that rape does not necessarily include the exchange of money, goods, or services.

It also differs from sexual assault in that sexual activity is exchanged for money or other goods or services. Recently, a movement has started recognizing all forms of prostitution as acts of sex trafficking (Breaking Free Interview, 2015). Other laws still recognize prostitution as a form of sexual work the women or girl chooses herself, and where prostitution is illegalized, treats women as criminals. Ultimately, there is a definite grey line in what defines a sex worker as ‘willing.’

“Against a person’s will” in this definition specifically includes methods of coercion, manipulation, and deceit. However, it is important to note that the line between willing and unwilling prostitution remains blurry. Many children are born within the sex trafficking industry, growing up only knowing prostitution as an occupational option. This psychological dilemma is hard to categorize as willing prostitution, but is also not clearly against their will. Similarly, if a person chooses to enter into prostitution because she has no other way to earn an adequate living, it is difficult to clearly categorize this person as willingly entering into prostitution, but just as hard to pinpoint a culprit to blame. Other relevant definitions can be found in the Appendix of this paper.

Size and Scope of the Sex Trafficking Industry

Today, over 20 million people are estimated current victims of human trafficking, according to the International Labor Organization (United Nations Office on Drugs and Crime, 2012). This number probably underestimates the number of those involved in forms of both labor and sex trafficking. It is hard to estimate the number of those involved in human trafficking, as it is an illicit industry and is only beginning to be understood and recognized as an important social issue by large government entities. The United States Government estimates that between 60,000 and 80,000 people are trafficked across borders annually (Human Smuggling and Trafficking Center, 2008).

The wide-ranging estimate shows how little is understood about the actual operations of human traffickers.

The sex trafficking industry does not exclude victims due to age, economic status, or race. The only commonality shared between all victims is their vulnerability. This vulnerability can be psychological, economic, or social. Most sources estimate that over half of all human trafficking cases include some form of sexual exploitation or sex trafficking. It is estimated that about 2 million children are involved in the sex trafficking industry across the globe (U.S. Department of State, 2005). Saddharth Kara in his book, *Sex trafficking: Inside the business of modern slavery*, estimates that from 2006-2007 1,243,050 women were sex trafficked across the globe, with a 3.6% growth rate from the previous year. If this pattern is forecasted to today, with no increase in growth rate, there are 4.9 million women existing in the global sex trafficking industry. This is still underestimating the size and growth of the sex trafficking industry as the growth rate has presumably increased within the past ten years, as his growth rate increased from the two years that he analyzed between 2005-2007. The lack of understanding of the size and scope of the sex trafficking industry affects the actions being taken to combat this human rights violation.

Costs and Impacts of Sex Trafficking (Direct and Indirect)

Similar to the definition and size of the sex trafficking industry the economic and social costs of sex trafficking are only beginning to be understood (Goldhammer, 2006). Being an underground industry, networks of traffickers are trying to hide the impacts of their work in order to avoid being caught. This secrecy disallows valid research to be completed and published regarding the economic impacts of sex trafficking on society. It

is safe to assume that most of these numbers, regardless of source, are gross underestimates of the actual impact of sex trafficking, as the number of victims involved is underestimated as well (Goldhammer, 2006). One thing is clear, however, that definite direct and indirect impacts of this illicit industry exist on a large degree today.

Direct impacts of the sex trafficking industry can be seen on the individual, societal, and economic levels. In reality it is not easy to differentiate between these levels of impacts, as all effects overlap. However, on an individual level, physical and psychological harm are the two most direct impacts of sex trafficking. Physical harm can include starvation, dehydration, extreme malnutrition, illness and disease, substance abuse addictions, overwork, sexual abuse as well as physical abuse from pimps and Johns (Kara, 2009, p.15). Psychological harm includes overwhelming anxiety, fear, sadness, and hopelessness. Many survivors suffer from posttraumatic stress disorder and often contemplate or commit suicide. These psychological effects are multiplied when children are involved in sex trafficking (Kara, 2009, p.15).

The negative effects of sex trafficking for individuals result in many societal burdens. An example of this would be unwanted pregnancies as a result of sex trafficking. These unwanted children often end up relying on social services systems and programs, which are largely government-funded. Government-funded programs pay for medical costs inflicted by the sex trafficking industry as well, if women are not insured. Medical costs include treating sexually transmitted diseases and related diseases. Cities and regions with red-light districts are often over run with crime, and are areas that licit businesses avoid investing in. Many police officers and other law enforcement officials participate in the sex trafficking industry, by accepting bribes to overlook this criminal

activity. This corruption has a huge cost to society in terms of the direct cost lost to an illicit activity, more corrupt police officers, and to the victims involved. On a larger scale, economies suffer from human trafficking directly as money is spent on an un-taxed and unregulated forbidden industry. There is also a loss of human capital in the workforce as traffickers leave lawful jobs themselves and take women and children out of society, and the workforce, as well.

The indirect impacts of the sex trafficking industry are larger than the direct effects discussed above. Numerous other negative effects on society and economies can be attributed to the underground industry of sex trafficking. For example, the growth of other illicit industries are often associated and promoted through the growth of the sex trafficking industry. These other industry networks include migrant smuggling, drug trafficking, and labor trafficking. As one of these industries grows, others benefit from shared networks and people. Secondary victimization is also a very prominent indirect effect of the sex trafficking industry. This occurs when there is a lack of understanding about sex trafficking among law enforcement officials or criminal justice employees. Often judges and police officers are unaware of or uneducated about the harsh nature of sex trafficking, and might be impatient or irritated if a victim is not able to recount events that occurred. This can cause the survivor to be victimized a second time, for the psychological damage they are experiencing may not be addressed properly, and may be exacerbated by the pressure put on them to relive their past.

The impacts of the sex trafficking industry can clearly be seen on the individual, societal, and economic levels of a nation, and across the globe. As globalization has occurred, these impacts have multiplied.

Next Chapters

In the coming chapters, the history and growth of the sex trafficking industry will be discussed, and the factors influencing the growth of the industry explored. These factors will then be examined individually to show their specific contribution to the surge of sex trafficking during globalization. These issues will be considered in the evolution and existence of the sex trafficking industries within the United States of America and India today.

Chapter Two: Globalization and Sex Trafficking

“Slavery is a weed that grows in every soil.” –Edmund Burke during his speech on conciliation with America

What is Globalization?

Thomas Friedman has stated that today’s globalization trends are “farther, faster, cheaper, and deeper” than ever before. Today’s wave of globalization was instigated by factors including the end of the cold war, economic policies that have opened markets up domestically and internationally, and the rise of technology. Governments have focused on creating free-market economic systems in order to foster the growth of new international trade and investments. Levels of world trade have increased by over twenty times the volume since the 1950’s and foreign investment levels have more than doubled into the hundreds of billions of dollars. However, this switch of economic systems left numerous countries in a state of instability.

Developing nations formerly under the Soviet Union, such as Ukraine and the Baltic states, were left adrift after the cold war. This led to a huge surge in organized crime, for governments were not formally organized, nor were they able to successfully implement regulations (Farr, 2095, P.10). Policy and technological developments in this era increased cross-border trade, investment, and migration covering up the impacts of transnational organized crime growth with a blanket of publicized successful global economic development. This process is globalization, the integration and increased interaction among bodies of people, international trade, foreign investment, and technological advancement. It has driven governments, companies, and individuals to converge and share information, goods, and services across borders. Globalization has affected all aspects of life including the environment, culture, political systems, economic

systems, and human well-being (What is globalization?. 2015). This chapter will examine the history of sex trafficking prior to and during the era of globalization. Individual factors of globalization will then be examined to show their specific contribution to the growth of the global sex trafficking industry. Finally, we will hazard a prediction of how sex trafficking will continue to grow if dramatic changes are not made.

Globalization and Underground Economies

Underground economies or illicit industries are often referred to by law enforcement as “transnational organized crime” (TOC). A wave of such organized crime occurred after the Cold War ended in the 1990’s. The fall of communism left several nations dependent on the leadership of the former Soviet Union astray (Farr, 2005, p.10). Without direction, paired with small governments, crime rates rose in countries like Ukraine.

Despite these problems, transnational organized crime was not seriously considered by the global community until 2003 when the United Nations Convention against Transnational Organized Crime came into effect (United Nations Office of Drugs and Crime, 2011). Critical- criteria were identified as determining an organized criminal group, including: “a group of three or more persons that was not randomly formed; existing for a period of time; acting in concert with the aim of committing at least one crime punishable by at least four years incarceration; in order to obtain, directly or indirectly, a financial or other material benefit” (United Nations Office of Drugs and Crime, 2011). This definition encapsulated all profit-motivated criminal activities that have international associations.

There are many different forms of global underground economies or transnational organized crimes. Some of which include: drug trafficking, smuggling of migrants,

human trafficking, money laundering, trafficking of firearms, counterfeiting goods, trafficking of wildlife and cultural property, cybercrime (which includes identity theft), organ trafficking, trafficking of natural resources, sale of fraudulent medicines, and organized car theft (United Nations Office of Drugs and Crime, 2011). Each of these activities have deleterious impacts on society. Thousands of victims die each year due to drug related problems, illegal firearms, human trafficking, and migrant smuggling. Some of these offenses are categorized as ‘victimless’ because none of the participants or witnesses have any intention of making the police aware of the activity (United Nations Office of Drugs and Crime, 2011).

Several factors, many linked to globalization, have fostered the growth of transnational organized crime including: the connectedness of the world after the cold war, enhanced flow of goods, capital and services, the increase of outsourcing manufacturing, shipping container technology, global tourism, less strict visa regulations, cheaper airfare, the expansion of the Internet and telecommunication, the increase in urban lifestyles, increase in human migration, and the ungoverned sea (United Nations Office of Drugs and Crime, 2011). The United Nations Office on Drugs and Crime in their document *Estimating Illicit Financial Flows Resulting from Drug Trafficking and Other Transnational Organized Crimes: Research Report* stated that in 2009 transnational organized crime generated 870 billion dollars in revenue, which is about 1.5% of global GDP. More recent estimates from the United Nations Office on Drugs and Crime show estimates ranging up to \$2.1 trillion. This huge expenditure on underground economies can largely be related to the factors of globalization.

The focus on criminal groups rather than criminal markets is a common practice of law enforcement and governments. The belief is that if criminal groups are eliminated, the crime itself will decrease as well. However, the history of these industries proves that criminal groups come and go, but the market and demand remains and eventually attracts new groups to satisfy that demand. This misplaced focus allows for the continued existence of criminal activities. If a country's Government and law enforcement were to recognize the distinct features of these underground economies that are unique to its particular region, instead of the existence of particular criminal groups in a region, the battle against this illegal activity would be much more effective.

Globalization's Relation to Sex trafficking

The question whether globalization is creating one universal culture is an open one. Governments have utilized free-market economic systems and reduced barriers to promote international trade of goods, services, and investments. These processes have promoted the exchange of global goods and services, to what some would believe to be the beginning of a monolithic global culture (What is globalization?. 2015). However, there is evidence to the contrary. For example, although globalization allowed McDonalds to spread into numerous countries, these international countries adopted this form of globalization to fit their regional needs. Fast food operations were embraced by local restaurant operations, and resulted in McDonalds-like stores that serve popular local food. The sex trafficking industry has grown in size as a result of globalization. Similar to the McDonald's example, there is a structural standardization of the sex trafficking industry across the globe, but differences also exist based off of cultural, economical, and historical elements of a country.

Pre-Globalization Sex Trafficking

The birth and growth of both human and sex trafficking are often tied to the rise of globalization, which occurred started in the end of World War II and really took off at the end of the cold war, a period ranging between 1945 and early 1990's (Farr, 2005, p.10). However, it should be noted that there are several types of slavery that existed pre-globalization. The first being chattel slavery, in which slaves were legally owned as property. Owners were given the ability to buy, sell, or transfer slaves similar to any other good owned (Ōkubo & Shelley, 2011, p. 181). This was the method in which slavery was practiced in the United States of America during the period of early 1600's to its abolition in 1865. Indentured servitude is a second form of slavery in which a laborer agrees to work for a specific term in exchange for passage to a country believed to promise a better life (PBS, 2014). Chattel slavery was most common pre-globalization, however indentured servitude slowly grew in size as the cold war's end neared in the late 1990's.

There are numerous examples throughout history of chattel slavery for the purpose of sexual exploitation. For example, during Ancient China's domination over Vietnam, thousands of Vietnamese women were sold to Chinese men as 'brides.' Specifically during the Tang Dynasty (618-907) Vietnamese women served as fuel to the Chinese sex trade (Forbes & Henley, 2012). These women were later exploited and continuously exchanged across China. This exploitation of Vietnamese women in China continues today, as thousands of women have been trafficked to china in the globalized era (BBC News, 2014; Forbes, 2007). The Arab slave trade showed a preference for female slaves to be used for concubines and surrogate mothers. The trade spanned over fourteen centuries, beginning in 650 AD and continuing until the early 1900's. This trade

included 150 million non-Muslim slaves from Africa, and at least 50 million people from other areas of the world (The Muslim Issue, 2012). Two out of three people transported for slavery to America from Africa were males, but in comparison two women for every man were enslaved in the Arab slave trade. These women were traded as commodities and seen as property to the men purchasing them. They were used as concubines, sold to harems, and used to relieve military servicemen in the Muslim Middle East (African slaves in the Arab world, 2006).

Sex Trafficking Trends in Global World

In his article “Disposable People: New Slavery in a Global Economy” Bales (1999) speaks of a global change in slavery:

But unfree labour did not come to an end; instead, new forms of unfree labour evolved to take the place of chattel slavery...who posits a difference between ‘old’ slavery, wherein slaves were held as property and thus deemed valuable, and ‘new’ slavery, wherein slaves are no longer property but are seen as a disposable commodity.

Globalization created a new atmosphere across the world, where nations could relate to and interact with foreign countries much differently. With free trade agreements such as the North American Free Trade Agreement signed in 1992, and the World Trade Organization formed in 1995 by over 100 countries, foreign investment was spurred and economies were restructured to allow for foreign and private interests to enter countries (Polakoff, 2007). But globalization also has led to economic instability and many kinds of social problems that accelerated sex trafficking. The United Nations Children’s Fund estimates that the greater fluidity of commerce between countries has resulted in a rapid rise in the cases of children being exploited by sex trafficking. The UNCF estimates

that at least 1.2 million children are trafficked each year for the purpose of sexual exploitation (UNCIF, 2007). In Joseph Stiglitz's book "Globalization and its Discontents" the author notes that the number of people living in poverty increased by almost 100 million since the 1980s (Stiglitz, 2002).

Three Global Drivers of Sex Trafficking: War, Economic Instability and Technological Advance

There are a number of factors --or drivers—of sex trafficking in this increasingly global world. These are discussed as follows:

War

A Congolese soldier comments on the sexual activity occurring during the conflict in Congo in the mid-2000's, "Our combatants don't get paid. Therefore they can't use prostitutes. If we politely ask women to come with us, they are not going to accept. So, we have to make them obey us so we can get what we want," (Parrot & Cummings, 2008). War rape is not a new concept, for it has been admittedly found in war dating back to ancient times. However, more recently sex trafficking has become more prominent as it is found in all recent wars surrounding this most recent age of globalization. Examples where sex trafficking was present include WWII, the Vietnam War, the India and Pakistan conflict, the Bosnian war, and the war in Iraq (Parrot and Cummings, 2008). The desire for sexual activity and the demand for control and domination by soldiers has created dangerous environments for women and children living in war zones. The increased mobility of people and the instability of a country afflicted by war create the perfect environment for sex trafficking to flourish. A few examples illustrate this point.

During World War II Soviet soldiers were found to be holding German women ages 12 and older who were repeatedly raped for a one-month period in front of family

and neighbors. It was estimated that over 100,000 German women and girls were raped by the Soviet army. However, it was found that German soldiers forced more than 500,000 Soviet women into German military brothels during the same period of time (Parrot & Cummings, 2008, p. 36-37). Perhaps the most famous example of wartime sex trafficking is the Japanese Military's use of comfort women during World War II. The Japanese army hired local prostitutes at the beginning of the war to satisfy soldier's needs and desires, increase morale, and prevent soldiers from raping enemy women. However, many of these prostitutes quickly became ill or exhausted from servicing so many soldiers per day. The Japanese government advertised jobs for nurses and maids. After women came to Japan, they were forced into prostitution (Cacho & Boburg, 2010, p. 159). The Japanese government kidnapped between 20,000 and 50,000 Korean women to serve as sex slaves for Japanese troops (Parrot & Cummings, 2008). Called "comfort women," the females were held completely against their will for years, and forced to service up to 100 Japanese soldiers each day (Farr, 2005, p.189). The majority of these women migrated from Korea in search of a decent job, but others were from China, Indonesia, the Philippines, and Taiwan. Approximately 200,000 women fell into this plot, aged 14-18 years, and over one third died during the war (Parrot & Cummings, 2008, p.38). The Japanese government set up these brothels for its troops, but did not admit involvement until 1993, nor have they compensated families for the harm this caused (Farr, 2005, p. 189). 70%-80% of these women did not survive the violence they were subjected to by the Japanese military (Farr, 2005, p. 199).

In 1957, the beginning of the Vietnam War, it was estimated that between 18,000 and 20,000 prostitutes worked in Thailand. By 1964, after the seven U.S. military bases

were opened, 400,000 women were estimated to be working as prostitutes or being sexually exploited (Cacho & Boburg, 2010, p. 158-159). This huge increase in women available to be exploited was due to the United States spread to Thailand and the demand for women to release soldier's tension. The Thai government was known to post a green beret outside specific doors at the brothels that indicated the United States government had expensed the insurance of virginity and health for their soldiers. It was not uncommon for these girls to be as young as 12 or 13 (Cacho & Boburg, 2010, p. 158-159). A Vietnam War Veteran, Jim, describes this situation in its brutality, "No soldier questioned anything; we simply used them, and that was it...It didn't matter whether the girls wanted it or not, or if they had been kidnapped or not; the important thing was that we were enjoying our days of R&R" (Cacho & Boburg, 2010, p. 158-159). The Pentagon is given responsibility for creating "an American brothel in Asia" as described by Senator James William Fulbright. (Cacho & Boburg, 2010, p. 158-159).

More recently, during the conflict between India and Pakistan, women from both countries were raped and sold as sex slaves. Many of these women were branded with signs or tattoos to mark them as a certain side's 'property.' These women who were forced into prostitution were unable to return to their families. A woman who has been a victim of sex trafficking is seen as 'soiled' by her family and ousted from society for the rest of their lives (Cacho & Boburg, 2010, p.163). During the war in Bosnia, similar to the India and Pakistan conflict, many Muslim women were raped by Bosnian Serbs. These Muslim women were held in 'rape camps' and were repeatedly forced to have sex with Serb men. This tactic was used in order to 'taint' the Muslim population by impregnating Muslim women with Serb children (Parrot & Cummings, 2008, p. 39). This

form of sex trafficking had a much different purpose behind the action than during World War II and the Vietnam War. While Japanese comfort women and the brothels build in Thailand were used for methods of relaxation and comfort for soldiers, during the India and Pakistan conflict, as well as the Bosnia conflict, sex trafficking was used as a method to break the purity of a race. In these instances, once a woman was raped she could not go home to her family and was a societal outcast due to her “impurity”.

Sex trafficking during war continues to the present day. David Phinney, a journalist, found that United States funded Kuwaiti contractors hired laborers illegally from India and the Philippines to build the United States embassy in the Green Zone of Baghdad. Not only was this case of human labor trafficking terrifying enough, but he also found that women were being trafficked to this Green Zone to work as prostitutes. The contractors responsible for securing the Green Zone and the surrounding areas were found to be advertising via the Internet about the diverse offerings of women available. These women were found to be from Belarus, China, and Iran (Cacho & Boburg, 2010, p. 167). A soldier, Patrick Lackatt, was quoted in regards to the availability of females for sexual exploitation in Iraq, “For \$1 you can get a prostitute for one hour.” (Cacho & Boburg, 2010, p. 167). Trafficked women are often brought to war inflicted areas by their traffickers specifically due to soldiers’ high demand for sexual services.

Economic Instability

Economic instability is a root cause of numerous criminal activities. The growth of populations in poverty is directly linked to the increase of both labor and sex trafficking. The lucrative profits that can be made from both forms of human trafficking drive desperate persons to situations they would not otherwise enter into. The line between sex trafficking and willing prostitution becomes blurry when economic factors

are considered. Some consider a woman who enters into the sex industry solely because of her lack of resources as exercising a free choice. However, others consider her situation unwilling, for if she had not been in a state of poverty the woman would not have chosen such an exploitative occupation. This is often called constrained choice. The end to World War II and the fall of both the Iron Curtain and the Soviet Union resulted in both an increase in vulnerable populations and ease in travel across countries, two ingredients that accelerate and expand sex trafficking.

After the fall of the Soviet Union, the political instability of the region and the high unemployment rate generated large numbers of vulnerable women trafficked. However, there was a distinct gender difference in the unemployment rates following this era. 80% of people who lost jobs in NIS (former Soviet republics, also called Newly Independent States) countries were women, which were approximately 7.6 million jobs (Farr, 2009, p. 11). By the 1990's 70% of unemployed in Russia and surrounding countries were women, and 80% of those unemployed in Ukraine were women (Farr, 2009, p. 11). Many women resorted to taking foreign jobs as maids, nannies, dancers, and waitresses, only to find themselves in the hands of a pimp or brothel owner as they left the country (Farr, 2009, p. 11). As a foreigner, who may or may not speak the native language or have familiarity of the country they entered, they were solely dependent on their traffickers, which increased the vulnerability of the females.

Other external factors hurt the economic standings of regions of the world, such as natural disasters or other environmental influences. This could include droughts, heavy rainfall, or insect infestations. Especially in rural communities dependent on crops for

income, an event such as this creates a desperate situation for families. This vulnerability and lack of income is a situation that traffickers and recruiters prey upon.

Technological Advance

Advances in technology have also aided in the expansion and growth of sex trafficking. For example, cell phones have increased the ease of communication and information sharing to promote sex trafficking activity. From 1997 to 2007, the number of mobile phone users increased from 200 million to 3.3 billion (United Nations Office of Drugs and Crime, 2010a). The International Telecommunications Union estimates a 25% increase in mobile phone users each year. This ability to communicate whenever and wherever, has allowed for sex trafficking to function at any time of the day across the globe. Of great importance has been the rise of the Internet. In 1991, the Internet contained 10 websites. Today more than 240 million sites comprise the Worldwide Web (United Nations Office of Drugs and Crime, 2010). The Internet has led to an enormous boom in the pornography industry, including both adult and child forms. More recently, sex trafficking transactions have begun to take place online, through chat rooms or sites, such as Backpage.com. The Internet has provided an excellent method to recruit victims into the sex trafficking realm.

A subcategory of the sex industry has grown exponentially since the rise of the Internet: child pornography. Recruitment for children into the sex trafficking industry has been found on social media websites such as Myspace, Facebook, MacoSpace, and Xbox Live (Latonero, 2012). With the complexity and the lack of international regulation on the Internet, the pornography industry has boomed. For example, a group of ex-military men known as the Zetas currently are the head of both adult and child pornography in Mexico and Guatemala. It was discovered that one of the leaders of the groups was

sending porn videos via the internet to Singapore, while avoiding detection from the main servers, which were located in Holland and surrounding Nordic countries where pornography is legal (Cacho & Boburg, 2010, p. 211). While adult and child pornography itself is not necessarily a form of sex trafficking, it is commonly used as a form of blackmail against women and girls. The threat of releasing nude photos online where victim's friends and relatives may see them gives incentives for women to comply with a traffickers' order. Other traffickers use the Internet as a method of advertising, disguising their exploitative services under a different name. For example, a prostitution ring disguised as an advertising company, Somad Enterprises, paid Google to boost the prominence of their advertisements, and because of the cover company, Google did so (Latonero, 2012).

The rise of technology has allowed for sex trafficking to occur not only through multiple medias, but multiple countries as well, making the tracking and closing of the route much more difficult. The National Institute of Justice hired researchers to analyze a set of 140 closed human trafficking cases from across the United States of America, finding that 85% were sex trafficking cases and 27% of cases used the Internet as a trafficking tool (Latonero, 2012). The remainder of this report showed increasing trends over the last decade of cyber crimes including “child pornography, online enticement of children for sexual purposes, and commercial sexual exploitation of children, and child sex tourism” (Latonero, 2012). Finding clients through the Internet has also become an increasing regularity. In a study completed by Mitchell, Finkelhor, and Wolak in 2010, the researchers found that 20% of juveniles sexually exploited and trafficked found clients through the Internet.

Through new technologies and trends in globalization, it is not uncommon for trafficked women and children to be found half way around the world from their country of origin. The increase in mobility of people, deregulation of security, growth of other underground technological industries, corrupt officials, fake passports and other papers that can be bought and sold easily, allows the illegal transportation of people to go easily undetected. This is due to the fact that the number of passengers utilizing airplanes over the past thirty years has steadily increased by 5% each year. Both the invention of jumbo jets in the 1970's and the deregulation of airline play into this increase (United Nations Office of Drugs and Crime, 2011). Prices of flights decreased nearly 40% between 1980 and 2005, making airfare cheaper than ever before. For example, women from the former Soviet Union are often trafficked to Europe, the Middle East, Asia, Latin America, and North America. Italy is a common destination country for trafficked women from Nigeria. Women in Thailand are often found in Japanese organized crime groups, and Thailand is a destination country for many women from the Philippines, Russia, and Japan. Communication and information sharing has become constant and global due to the creation of the Internet and Wi-Fi. Technology has dramatically increased the efficiency and increased the total volume of sex trafficking globally.

Chapter Three: Value Chain of Sex Trafficking

“All sex trafficking crimes have two components slave trading and slavery. Slave trading represents the supply side of the sex trafficking industry, slavery represents the demand side.” –Kara, 2009, p.5

Wherever sex trafficking takes place, it is within the context of a general “sex trafficking industry value chain,” this is the focus of the present chapter.

The Value Chain Process

The value chain process is often also called supply chain or supply chain operations. For the purpose of this paper, the terms value chain, supply chain, or supply chain operations will be used interchangeably. This process is the value added process of turning raw materials –including labor--into a finished product. The sex trafficking industry is no exception; it has its own value chain. Supportive activities of a value chain process ensure that the primary activities of the value chain process can operate effectively and efficiently. These activities include a general infrastructure, resource management, technology and procurement of raw materials (Institute for Management, 2015). Primary activities in the value chain process include the value added process of changing the raw material into a finished product (Institute for Management, 2015). The chart below is comparative in equating each step in the value chain process to a step in the sex trafficking process.

It is of utmost importance to pause here to remember that the value chain of sex trafficking is not the value added process of manufacturing a product. It is a human rights violation against women and girls across the globe. Immanuel Kant said, “Act in such a way that you always treat humanity, whether in your own person or in the person of any other, never simply as a means but always at the same time as an end.” By the words, “as

an end” Kant is referring to human dignity and autonomy, which every human deserves. In this situation women and girls being sexually exploited are stripped of both, their human dignity and autonomy to make choices for themselves. They are treated only as a means, objects or tools, for traffickers and Johns own pleasure.

The general industry value chain process below is a simplified operations flow chart, which any licit industry uses. The comparison between this general process and the global sex trafficking value chain process is to show that illicit, underground industries use a similar process. It by no means is this analysis equating the internal steps in worth. It is merely trying to show the similarities and differences in functioning, as well as what these conclusions mean in how anti-sex trafficking regulations should respond in order to be most effective.

General Industry Value Chain Process	Global Sex Trafficking Value Chain Process
<i>Supportive Activities</i>	<i>Supportive Activities</i>
Firm Infrastructure (general management, strategic planning)	Trafficker Hierarchy (infrastructure of network)
Resource Management (recruiting, training, development)	Approach/Method of Entry (recruitment or coercion)
Technology Development (product and process improvement)	Bribes, Fake Papers an Initial Transportation (technology development)
Procurement (purchasing of raw materials and supplies)	Sale to Brothel or Trafficker (movement/sale domestic and international)
<i>Primary Activities</i>	<i>Primary Activities</i>
Inbound Logistics (raw materials, handling and warehousing)	Breaking In (creation of dependency on trafficker)
Operations (machining, assembling, testing)	Control Methods (continued threats and coercion)
Outbound Logistics (warehousing & distribution of finished product)	Transportation (movement throughout network)
Marketing and Sales (advertising, promotion, channel relations)	Marketing and Technology (use of Internet)
Service	Exploitation and Sale to Johns and Customers

The following sections of this paper will first examine the global costs of sex trafficking. We then discuss the three major players that are involved in the sex trafficking value chain, as outlined in the above table. Next, the human capital involved in the value chain process including the traffickers, the victims and the Johns will be discussed. Following these three sections, the value chain process will be described step by step in the order of the chart above.

Global Costs and Statistics of Sex Trafficking

Costs

- Overall transnational criminal activity worth: 2.1 trillion (United Nations Office on Drugs and Crime, 2011)
- Overall Global Human Trafficking Worth: 150 Billion (International Labor Organization, 2014)
- Overall Global Sex Trafficking Industry Worth: 100 Billion (Luscombe, 2014; International Labor Organization, 2014)
- Global Profits of Human Trafficking Industry: 32 Billion (The World Bank, 2009)
- Profits of Industrialized Countries Sex Trafficking Industries: 15.5 Billion (The World Bank, 2009)
- Profits of Asia and Pacific Countries Sex Trafficking Industries: 9.7 Billion (The World Bank, 2009)
- Global Cost of Coercion of Human Trafficking Industry: 20 Billion (The World Bank, 2009)

Numbers

- Global Estimate of Individuals in Modern Day Slavery: 20 Million (Kara, 2009, p.18)
- U.S. Government Estimate of Individuals Trafficked Across Transnational Borders: 600,000-800,000 Annually (International Labor Organization, 2014)
- International Labor Organization Global Human Trafficking Estimate Between 1995 and 2004: 2.45 Million (The World Bank, 2009)
- Global Estimate of Children Involved in Sex Trafficking Industry: 2 Million (The World Bank, 2009)
- Global Estimate of Sex Trafficking Victims Today: 5 Million (U.S. Department of State, 2005)

Value Chain – 1st Participant: Pimps/Traffickers

There is a widespread involvement of individuals aiding in the process of trafficking. This portion of the paper will provide general information and recent trends seen in the recent developments of the sex trafficking world.

Demographics of Traffickers

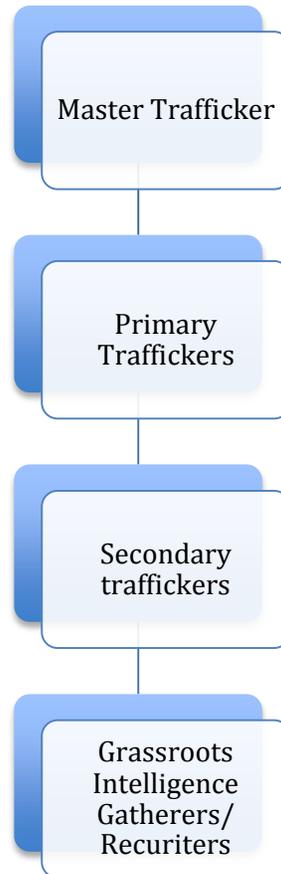
Most studies show that more males tend to be involved in the process of trafficking compared to women. A German study of 664 suspected traffickers showed that 78.1% were male, and 21.9% were female (with 1.8% sex unknown) (United Nations Global Initiative to Fight Human Trafficking, 2008). Although males generally tend to be the head of trafficking networks, recently more women have been found in positions of traffickers. For example, the trafficking of women from Nigeria to Italy appears to mainly be run by women. The most popular trafficking position for women to take as traffickers as recruiters. A study completed by the UNODC found female traffickers more trustworthy to vulnerable women and girls, therefore more effective (United Nations Global Initiative to Fight Human Trafficking, 2008). Many of these women are former victims themselves. An Indian study showed that of 160 traffickers, 37.5% said they had been sexually exploited in brothels previously, 35% said they had become brothel owners through close relations with other traffickers, and 22% said they had inherited the business from their parents. Only 5.6% said they had become a sex trafficker as a newcomer, with no association to the sex trafficking industry previously (Sen, 2003, p.155). This role as a recruiter is often a ‘promotion’ in the sex trafficking industry. While some women, who are previous victims, graduate into these roles through fear and intimidation by other traffickers, others are promoted because they have become too old to sell or because they are seen as trustworthy employees.

As is to be expected, the nationality of traffickers is largely centered in the country in which the trafficking take place. This occurs because the efficiency of sales and control of victims is facilitated more easily when the native language is used. However, finding traffickers with nationalities of surrounding countries is also common as international networks grow. The age of traffickers is also dependent on the situation, for there have been traffickers found as young as 19 up to 50 years old (United Nations Global Initiative to Fight Human Trafficking, 2008, p.8). The most common trend seen is that recruiters are usually older than those they recruit. However, this also is not definite for minors are often influenced or forced to recruit other minors into trafficking situations. Traffickers are sometimes found to have familial or marital relationships with their victims of trafficking. Some traffickers use relationships and even marriage to influence vulnerable women and girls into exploitative situations. For example, a study of 160 traffickers conducted in India found that over 1/3 of traffickers had other family members involved in their trafficking business. Of this 1/3, 43% said that their spouse was involved in the sex trafficking business, and 21.6% involved their children (Sen, 2003, p.155). Another Indian study found that 1/5 of traffickers confessed to trafficking their own relatives, with 30.3% admitting to trafficking a daughter, and 39.4% trafficking their sisters and cousins (Sen, 2003, p.155). This shows the depth in which sex trafficking embeds itself within the familial structure, just as any licit industry business could be embedded in a family.

Levels of Traffickers

There are varying levels of trafficking, and most sex trafficking networks include a hierarchy of power and roles. While sex trafficking networks range from individuals exploiting a few victims on their own, to highly organized international networks, a

simple example of a sex trafficking hierarchy can be seen below (United Nations Global Initiative to Fight Human Trafficking, 2008,p.11). This can be considered a “sub-value chain” focused on trafficking.



The head of trafficking activities is within the master trafficker. They are often the most anonymous and difficult to obtain information on. They manage the value chain of sex trafficking activities and collect the most profit from exploitation. Primary traffickers work more closely with completing the value chain activities, such as identifying and taking advantage of areas of source and demand. Secondary traffickers complete deliveries of sex trafficking victims to different locations. This level mainly includes the relatives of higher members or previous victims of sex trafficking. Grassroots intelligence gatherers are recruiters. They visit potential sourcing locations, and gather information

bout vulnerable populations to report to master or primary traffickers (United Nations Global Initiative to Fight Human Trafficking, 2008, p.12).

Motivation to Traffic

The motivation to traffic women and girls is not universal. Often there are multiple factors that may overlap in regions of the world, however distinct differences can be seen through cultural, historical and social differences. Lauren Copley, a professor at the University of Tennessee-Knoxville, completed a study (2013) focusing on techniques of ‘neutralization’ that traffickers use to justify their industry. The most common neutralizations included denial of responsibility, denial of injury, denial of victim, condemning the condemners, and defense of necessity.

<p>Denial of Responsibility</p>	<p>Traffickers minimize their responsibility for the role they play in the exploitation process of women and girls.</p> <p>Examples include traffickers saying parents want their daughters to enter into this job to bring in an income. Other traffickers who provide illegal paperwork or transportation across borders deny any responsibility for what happens to the women and girls after their job is complete.</p>
<p>Denial of Injury</p>	<p>Traffickers emphasize the responsibility of other facets bringing women and girls into the sex trafficking industry.</p> <p>Examples include traffickers blaming parents of victims sending or selling girls to bring a source of income to the house. Others emphasize that girls are treated better in the brothel than they would be in their own home.</p>
<p>Denial of Victim</p>	<p>Traffickers dehumanize women and girls in order to show that the exploitation occurring is not happening to anyone of value.</p> <p>Examples include traffickers referring to</p>

	women and girls as objects of use and ownership solely for sexual pleasure.
Condemning the Condemners	<p>Traffickers emphasize the role of Government and law enforcement officials in the promotion of the sex trafficking industry.</p> <p>Examples include brothel owners and traffickers complaining about bribes and pay-offs to government or law enforcement officials in order to look past illegal activity.</p>
Defense of Necessity	<p>Traffickers emphasize the necessity for sexual exploitation as a safety precaution for society.</p> <p>Examples include Japan during WWII when brothels were opened up for Japanese soldiers to use during R&R. These women were provided to keep the soldiers from raping more 'pure and clean' women of Japan's society.</p>

(Copley, 2013)

Value Chain – 2nd Participant The Victims: Initial Approach and Method of Entry

Introduction

Victims and survivors of sex trafficking are not an easily recognized body of people. Unlike diseases such as breast cancer or heart failure, no biological factors can be pre-screened to warn women and girls of their personal risk for becoming trafficking victims. Further, modern society has yet to create a precautionary warning system alerting women and girls who may be in jeopardy of being trafficked. Part of the difficulty of creating such as warning system is due to the large scope of factors effecting the trafficking of women and girls for sexual exploitation. The factors affecting the vulnerability of women and girls falling into sex trafficking in this paper include social conditions, religious beliefs, immigration status, war, political instability, and economic

instability. In addition to this, there are multiple methods in which victims are brought into the life of sex trafficking. The methods specifically discussed here will include sale by family, abduction, seduction or romance, recruitment by former slaves, deceit, and exploitation (Kara, 2009, p.7-10). The difficulty in prevention on the most basic level of at-risk persons shows the complexity of the sex trafficking industry.

Social Conditions

A study completed by Perry and Ewing (2013) from the Health and Human Rights Journal found that the top five facilitating social factors of sex trafficking included poverty, gender, lack of policy and enforcement, lack of formal education and age, in respective order of most influential. Further down the line were ignorance of trafficking, migration, culture, family dysfunction, and domestic violence (Perry & Ewing, 2013). For example, the one-child policy in China created a black market of young girls to be trafficked and sold as sex slaves (Parrot & Cummings, 2008, p. 14). This example plays into several factors listed above including policy and enforcement, age, ignorance of trafficking, culture, and family dysfunction.

Religious Beliefs

In some cultures, largely within African and Asian countries, women are forced into performing sexual favors based on religious beliefs. An example of this is the Trokosi traditions, which functions similarly to that of the Devadasi system within India. In the Trokosi tradition, young pre-pubescent girls are dedicated to shrines of the God Troxovi, who is the God of transformation. Girls are dedicated to this shrine in order to appease the God if a family member offended or upset Troxovi. These young girls are often raped by priests and forced to work within the shrine with little income. Although

these religious beliefs are rare, they still exist today largely affecting young girls (Parrot & Cummings, 2008, p.50).

Immigration Status

Although immigration laws are becoming stricter, many victims of trafficking are brought into a destination country via legal methods. If a desperate person is unable to obtain correct documentation to immigrate, they often turn to illegal methods to enter a country, thus opening the world of exploitation. An example of this is the Cadena Family, who used the promise of high paying jobs to traffic girls from Mexico into the United States. As the girls were brought across the border illegally, the young females were forced to work in brothels set up in trailers. Being told they were paying off smuggling debt, knowing little English, and being far from home, these girls were trapped (Kara, 2009, p.186). Immigration and the increased mobility of people today contributes to facilitates in the vulnerability of women and girls.

Presence of War

As previously discussed, war opens up the possibility for sex trafficking based off of unique intentions. While the military commonly calls a leave from service rest and relaxation, however many victims of sex trafficking consider it to be short for release and revenge. Examples of this are prevalent in numerous countries' histories. Thailand was an R&R site for thousands of United States soldiers during World War II. Today, tourism, including sex tourism, is one of Thailand's top GDP generators. Between 1992 and 1995 Bosnian Serbs, as a 'cleansing' act, repeatedly raped over 200,000 female Muslims in detention camps in Bosnia. The motive was to impregnate the enemy so that they could never return home, as their purity was lost (Parrot & Cummings, 2008, p. 18). Further, war creates political and economic instability. Middle class economics suffer during

wartime, creating a large vulnerable population and making already existing vulnerable populations even more vulnerable.

Political Instability

Political instability creates an environment where individual's and family's safety is in danger, and basic needs are threatened. In order to provide for children and other family members, women often enter into dangerous situations to obtain resources or ensure safety. For example, in 1999 when the Taliban set fire to several towns in Afghanistan women were forced to run out of their houses without having time to put on their burqas. The Taliban then selected the most beautiful women and sold them to brothels in Pakistan (Parrot & Cummings, 2008, p. 20). Closely related to war, political unrest has especially large effects on already existing vulnerable populations.

Economic Instability

Poverty, as described above, is very closely linked to the sex trafficking industry. Impoverished women and girls are especially vulnerable to being trafficked, however, the business of human trafficking is the second most lucrative crime network. Only behind drug trafficking in profits, human and sex trafficking provides high incentives for traffickers, as the payoffs are high and the retaliations by government and law enforcement are generally low (Parrot & Cummings, 2008, p.21). The issue of poverty drives many women into the world of prostitution if there are not other viable options seen, creating grey area in the world of sex trafficking.

Methods of Entry

Sale by Family	Inflicted by poverty and desperation. Job offers are used to buy a child, with the promise of licit employment.
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Abduction	Not a method frequently used by traffickers. Abduction usually accomplished with a group of traffickers.
Seduction or Romance	Promise of love or marriage, with the use of luxurious gifts. The phrase, “If you love me, you will do this for me” is often used to exploit women. Largely used on young girls.
Recruitment by Former Slaves	After years in sexual enslavement, a ‘promotion’ in the life is used to help recruit girls. This often saves girls from exploitation as their efforts are focused on recruitment.
Deceit	Promise of licit employment, education, love, or marriage. Also used largely in refugee camps where vulnerable populations are seeking a way out of the country.
Exploitation	Women or girls who have had previous experience in prostitution, but did not consent to certain levels of exploitation once they willingly entered the sex industry. For example, women who consented to be nude strippers but are later forced into prostitution would be considered exploited victims.

(Kara, 2009, p. 7-10)

Health and Consequences of Being A Victim

Victims of sex trafficking are subject to extensive health and psychological repercussions. A study completed by the World Bank in 2013 found that 11.8% of female sex workers from countries of low or medium income are infected with HIV. This is 13.5 times the rate of women with HIV among the general population. These rates affect all of society. The same study found that HIV prevention and community awareness costs between \$102-184 per sex worker. The savings per HIV infected person in Ukraine Kenya, Thailand, and Brazil amount to \$1,990, \$3,813, \$66,128, and \$32,773 respectively, over the course of the disease (Kerrigan, Wirtz, Semini, N’Jie, Stanciole,

Oelrichs & Beyrer, 2013). However, HIV is not the only risk sex workers take as Kara (2009) explains in his study, “Most were infected with HIV, suffered acute drug and alcohol addictions, had been shunned by families, and had little prospects for employment or any form of self-sufficiency upon departure from the shelters” (Kara, 2009, p. 15).

All of these risks affect the life expectancy of victims of sex trafficking. Although experiences are situational, Manju Vyas a researcher of Mumbai’s red-light districts explains that most victims of sex trafficking do not live past their thirties (Kara, 2009, p. 15). Escaping from brothels and traffickers is an unlikely and dangerous risk for victims of sex trafficking. However, if women and girls are able to escape, the likelihood of re-trafficking is high. Kara explains from his encounters, “Because most victims who escape are forced to return to the same conditions of poverty, domestic violence, social bias, or lack of economic opportunity that precipitated their initial trafficking, may return to the slave traders who originally deceived them in search of a better deal the second time around” (Kara, 2009, p. 16).

Value Chain – 3rd Participants - The Johns

The International Labor Organization (2014) estimates that 20 million individuals are trapped in modern day slavery. Roughly, half of the reported cases include some form of sexual exploitation. Sex trafficking victims report that the average woman services five men per day, however some serve up to twenty per day. The number of Johns responsible for fueling the sex trafficking industry roughly estimates out to include fifty million men, and growing. Southeast Asia has the highest percentage of men who have solicited sex from a woman, tallying to 70% of the male population (Malarek, 2009, p. 12). Among the highest countries in Southeast Asia are Thailand, Cambodia, and Japan.

Spain leads the rest of Europe, with 39% of the male population purchasing sex. Germany, Italy, and Switzerland hold 18%, 17%, and 19% of their male populations paying for sexual services respectively. The United States currently sits at 16% (Malarek, 2009, p.12). However, these statistics may be grossly underestimated as the number of methods by which Johns can purchase sex from women from have multiplied with the creation of the Internet.

The women who are servicing men hold the most accurate information surrounding 'the typical John.' Most women report that men wear a wedding ring or admit to being in a committed relationship. Many men speak of their children, jobs, and other aspects of their lives, proclaiming love for their wives, girlfriends, or children. There are many reasons why men seek the services of a prostitute or sex worker. Some men crave intimacy from women (seeking a girlfriend experience), while others feel inadequate to other men and need to purchase sex in order to gain confidence. Some men feel pressured to perform by other male figures in their life, and others seek sex with virgins or religious prostitutes for sexual healing. Men seek the services of sex workers in order to experience or fulfill a desire for a different kind of sex they would not feel comfortable asking for from their wives or girlfriends. Others look for sex with an exotic or different kind of woman. While some men purchase sex as a sort of mob mentality during 'boys night out,' the most dangerous form of John is the one that seeks sex from prostitutes because sex workers turn them on. The thought of a 'whore' brings pleasure to these men because it is the ultimate form of degradation towards women. They use women as objects, and see the female they purchase sex from as an item to be used and disposed of (Malarek, 2009).

Johns often support one another through chat rooms and other online websites. On the Internet, with the secrecy of a screen name, Johns tell their tales of sexual encounters with prostitutes. The men share tips and locations to fulfill each other's desires. Further, they comfort one another. They sympathize with similar situations of unhappy marriages and lack of fulfillment with their sex lives. In Victor Malarek's book *The Johns* he describes this environment, "But they also rally around one another, offering comfort, validating each other's feelings and fears, and valiantly defending their lifestyle against attack by outsiders or creeping feelings of guilt. In the process, this community of Johns has created a brotherhood like no other" (P. 9). These environments fuel the sex trafficking industry. Malarek (2009) goes on to say "And in demand there are three key letters: m-a-n. Without men, there would be no demand. There would be no supply, either; it would not be profitable for pimps and criminals to stay in this business if platoons of men weren't prowling side streets in search of purchased sex" (p. XV). Understanding and working with Johns will work to end the demand side of sex trafficking.

The Global Value Chain Process of the Sex Trafficking Industry

Now that we have discussed the three major actors in the sex trafficking value chain, we will consider now, in more detail, the actual processes that make up the global sex trafficking value chain.

Introduction

Although sex trafficking is a heinous and exploitative business, it functions just as any other licit industry would. The value-chain process of an industry begins with the raw material from suppliers, and undergoes a series of activities to add value, and ends with distributing the final product to the ultimate customer. Again, remembering the difference in motive, morality, and legality between the value chain operations of a licit industry and

illicit industry, such as sex trafficking. Women and girls cannot be compared to raw material processed to manufacture a product, but what makes the sex trafficking industry so atrocious is that traffickers and Johns use women and girls purely as a means for their benefit. Sex trafficking is a social harm to the greater society, and to the individual. The study of the value chain process of sex trafficking here is to aid in the determination of regulatory conclusions, questioning the effectiveness of globalized solutions as opposed to regional solutions.

There are sources to recruit women, and a process, which the women go through to be ultimately distributed to customers. Primary activities of sex trafficking include the initial “breaking in” of women and girls, transportation to site, marketing, and finally, exploitation or sale to Johns. Secondary activities include initial recruitment, technology development, initial transport, and sale to a brothel or trafficker. This section will recognize and describe in further detail the steps in the value chain process of the sex trafficking industry.

Traffickers (Firm Infrastructure)

The trafficker hierarchy provides infrastructure to the sex trafficking industry, as it is the main channel of communication throughout the network. Recruiters work to find vulnerable women and girls to coerce and sell them to brothel owners to bring them to a higher level of trafficker. This can range from a family run operation to an international network. The work of the primary trafficker and secondary trafficker are more hands on, getting shelter, food, drugs, clothes, and other necessities for the women and girls (United Nations Global Initiative to Fight Human Trafficking, 2008). The master trafficker, or ringleader, may never be actually known by everyone within the network, or it could be the father of a family. Either way the operations of sex trafficking rely heavily on this

communication infrastructure in order to maintain control and distribute women and girls effectively (United Nations Global Initiative to Fight Human Trafficking, 2008).

Initial Approach/Recruitment (Resource Management)

Initial approaches and recruitment of women and girls was described in detail in an earlier section (The Victims). These methods include sale by family, abduction, seduction or romance, recruitment by former slaves, false promises (deceit), and pressure from pimps as an existing worker in the sex industry (exploited victims). The most common form of recruitment is using a form of deceit. Whether that deceit is a false promise of love, marriage, education, or employment, vulnerable and uneducated women and families do not recognize the danger in the situation (Kara, 2009, p. 7).

Technology Development (Bribes, Fake Papers and Initial Transport)

Technology has played a big role in the efficiency of sex trafficking. Development of technology has allowed for official documents, immigration documents and passports to be falsely produced for foreigners to enter the country. Although it is impossible to determine how many false documents are produced and used for purposes of sexual exploitation, it can be reasonably assumed that traffickers are becoming more technologically savvy. Technology has allowed for methods of recruitment as well. Through Facebook, MySpace, Xbox Live, and online chat rooms, traffickers lure usually children, to meet in person or send pictures (Latonero, 2012).

The number of individuals involved in the trafficking process of women and children increase as the distance between recruitment and destination increases. Once initial contact is made with a victim the trafficker will set up methods for initial transportation. Transportation can be across borders or within a country. Often, there is

more than one victim being transported at a time. Survivors of sex trafficking often comment that they were unaware of their location at the time of escape (Parrot & Cummings, 2008, p. 23). This type of isolation is a tactic used by traffickers to maintain control over their victims.

Sale to Brothel or Trafficker (Procurement)

The global sex trafficking industry is a well-organized network of exploiters. Some networks have their own recruiters that gather women and girls to bring to brothels and trafficking sites. Other networks have outside sources; recruiters bring women and girls to brothels and traffickers and sell them to the owners. Brothel owners often have to pay off police or other law enforcement officials to look past the entry of minors or other recruited women to work in the sex industry (Sen, 2003, p.133). Often women and girls spend time in more than one location during the time in the sex industry.

“Breaking In” (Inbound Logistics)

After initial sale, the woman or girl will realize her current situation. She may resist or try to escape. Traffickers and pimps commonly engage in a practice termed ‘breaking in.’ During this period a woman may be gang raped, beaten, starved, or tortured. This method of control is to ‘break’ a woman’s spirit and establish dominance. In many cultures, if a woman loses her virginity to a man that is not her husband, she becomes ‘unclean’ and is shunned from society. Without money, contact to family or friends, and possibly without knowing the native language, a woman becomes trapped into the life of slavery (Farr, 2005, p. 39).

Transportation and Distribution (Operations and Outbound Logistics)

Women and girls have reported being transported across countries or within countries through various methods. Kara (2009) explains the methods described by victims and survivors of sex trafficking have lived through,

I met victims who were transported by car, bus, train, plane, speedboat, ferry, and raft. Some spend days marching by foot over mountainous border regions. Some are moved from a village to a nearby urban center, or across distances as far as Thailand to the United States or Peru to Japan (p. 10).

Women and girls are not in one location for a long period of time. Some victims report being sold amongst different traffickers and brothels as many as 20 times during their sexual servitude (Goldhammer, 2006).

Marketing and the Rise of Technology (Marketing and Sales)

Technology has allowed for the increase of efficiency in the process of sex trafficking. The Internet evolved much faster than government regulation of it. The Internet provides a safe means of communication for traffickers and Johns to connect. It also provides a space for Johns to share experiences and tips with each other about where to receive certain services. Traffickers can connect as well to establish networking relationships and updates. Traffickers can also post deceitful ads online for vulnerable or desperate women and girls to fall into. Social media sites have given traffickers easier access to minors, who fall victim to false promises and traps set up by traffickers.

Exploitation and Sale (Service)

Sex workers report servicing an average of five men per day, however some women serve upwards of twenty men daily (Malarek, 2009, p. xiii). The abuse physically,

sexually, and verbally that sex trafficking victims and survivors encounter create profound psychological scars. Farr (2005) shares in her book, *Sex Trafficking The Global Market for Women and Children*, “Such conditions include unsanitary and crowded living and working quarters, long working hours, work overloads, physical and social isolation, excessive controls, and physical and psychological abuse” (p. 33). One of the reasons why the sex trafficking industry is so lucrative is because it is extremely, and immorally, efficient.

Pimps and brothel owners have been found to work women as high as twenty hours per day, with very few days off. In addition to their sex work, sex trafficking victims have reported that in the time they are not servicing men, they must complete other household chores. Servicing as many as 20-30 men per day, women often never see any of the profits made, nor understand the stipulations of the debt bondage they are told to be trapped by. Control methods further psychologically damage women, as they feel degraded and isolated from the rest of society (Farr, 2005, p.36-39).

Government Regulators

Government regulators obviously play a large role in either the growth of or the efforts to combat sex trafficking. The United States has set a primary example combatting sex trafficking by recognizing the social and economic impacts, and working towards creating policy to aid in the protection of victims. The United Nations has worked towards recognizing the global impact of sex trafficking transnationally by devoting committees and conferences specifically to the topic of sex trafficking. However, the most important factor to recognize with Government regulators is that in fact they could be, and in some cases are, a part of the demand for sex trafficking. India is a prime example of this, in which law enforcement officials accept bribes to look past sex

trafficking activity. The following two chapters of this paper will examine two different countries' supply chain process for the sex trafficking industry. The United States of America will first be investigated, followed by India. These two countries were chosen due to dramatic differences in their development, size, and culture. The Government influences are dramatically different as well, and this influence on the fascinating nature of sex trafficking will be recognized in those sections.

United States of America vs. India

Having outlined the basic structure of the value chain for sex trafficking, we now begin to compare and contrast how this structure operates within the US and India

There are significant differences that can be seen when comparing the United States and India. These differences still promote the growth of the sex trafficking industry in both regions. Some of these differences first and foremost include the population size difference. The United States is just over 300 million people whereas in India the population is nearing 1.2 billion (Hart, 2011). Secondly, by 2015 rates the United States has a Gross Domestic Product of \$179 billion annually, with an average of \$45,863 of GDP per capita. India's Gross Domestic Product averages \$1.87 trillion, with a GDP per capita of \$1,165. India has a larger population and a huge percentage of people living in poverty; this means there is a larger vulnerable population to be exploited (Hart, 2011).

Another large promoter of the sex trafficking industry is the social stratification of each country. The caste system, which is still largely intertwined into the social system of India, although outlawed, pre-determines an individuals' social and economic status.

Those in lower castes are more likely to be exploited because of this predetermination to a less worthy and impure caste (Hart, 2011). The United States promotes the American dream, the idea of hard work; entrepreneurship determines social and economic status.

The hope of a family could be started with a comfortable income, and the possibility of education for all individuals are all a part of the American dream. It is a common perception in the United States that impoverished individuals working exploitative jobs, such as prostitution, are doing so because they want to, because they are lazy and did not work hard enough to make a licit living for themselves, or because they are making the choice to and therefore deserving of whatever happens as a result of that choice. These social differences create a different perception for those involved in sex trafficking, where in India victims are seen as social outcasts and impure, where in the United States they are seen as lazy or attracted to crime.

Both the United States and India are ‘destination countries.’ A destination country is the final stop that a trafficked woman or girl makes when ultimately being sold. However, where each country draws its victims from is very different. The majority of women entering the United States for sex trafficking are mainly from Thailand, Mexico, Philippines, Haiti, India, Guatemala, and the Dominican Republic. In contrast, 10% of India’s sex trafficking comes from Nepal (Hart, 2011). These show the different predilections of Johns in each country: Whereas American men prefer women who look eastern or central European, Indian men prefer pale-skinned Nepali women.

The following chapters examine the cultural, historical, religious, and social factors that continue to shape and mold globalized sex trafficking within each country. In doing so we can see how each country’s distinctive socio-cultural environment colors and modifies the basic sex trafficking value chain in a way that is uniquely American and uniquely Indian. We begin with the US and a case study that highlights some of the important characteristics of sex trafficking that reflects American culture and society.

Chapter Four: The United States

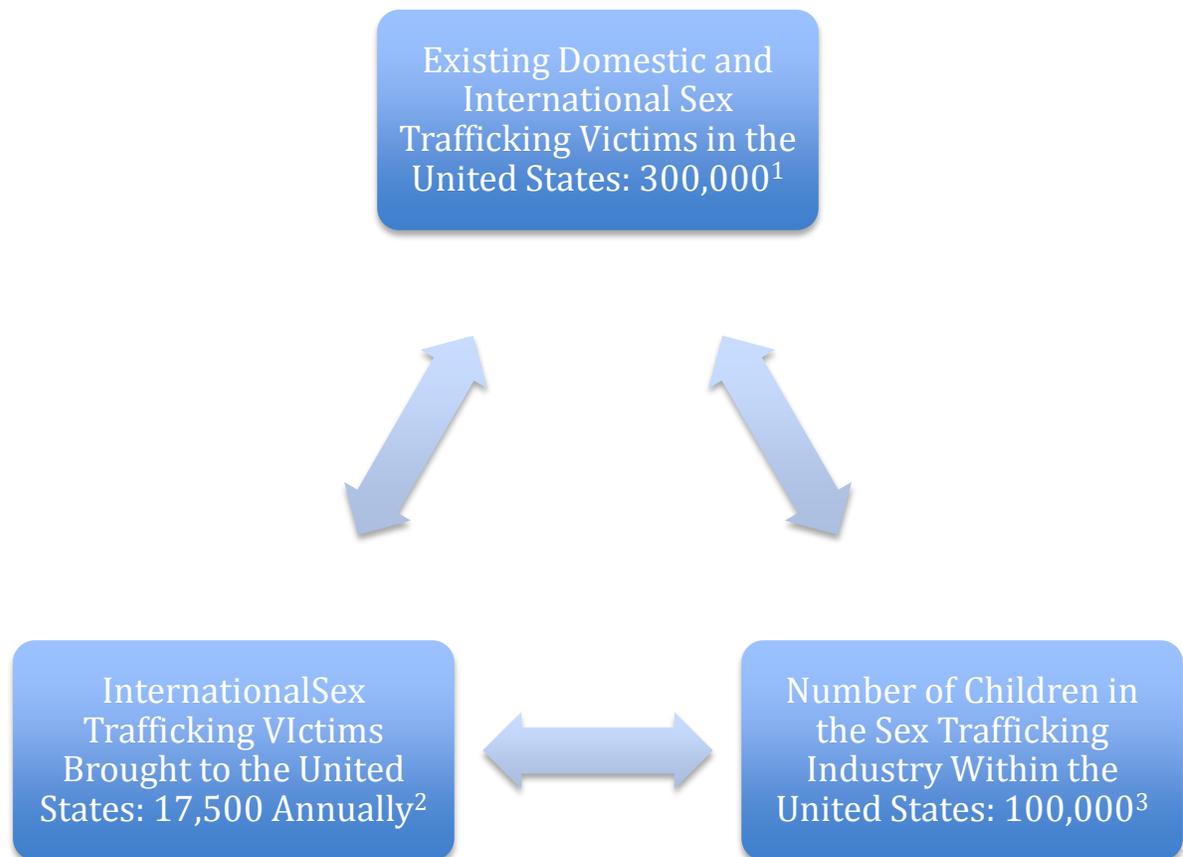
“The abuse of women and girls is the most pervasive and unaddressed human rights violation on earth.” –Former U.S. President Jimmy Carter

Case Study

Debbie was fifteen years old, living in southern Phoenix with her family of five. She was walking out to the driveway to greet a friend, Bianca, who asked to stop by Debbie’s house that night. As Bianca and Debbie spoke, Bianca said they were going to leave. As Debbie reached out to give Bianca a hug, Bianca pushed Debbie into the car. There started a 40-day story of hell, as Debbie was bound up and carted 25 miles away from home. Not realizing that Debbie was missing until the next morning, Debbie’s parents and police had little to go on. Debbie was held in a rundown apartment, and was trapped in the worst conditions. “‘They were asking me if I was hungry,’ she said. ‘I told them no. That’s when they put a dog biscuit in my mouth, trying to make me eat it’” (ABC News, 2006).

She spent her nights sleeping in a dog kennel, with her body cramping and turning numb after the long hours in such a small space. Her traffickers put an advertisement on Craig’s List, and forced her to have sex with over 50 men during her captivity, not including the men holding her in servitude who would often gang rape her. With threats upon her family, Debbie continued to do as the traffickers told her. It was only when the men thought she was completely broken, that they fell asleep early one night with the door unlocked and Debbie took her chance to run and find a payphone. Not knowing where the men had moved her to during these 40 days, she had to ask a stranger which state she was in. After phoning her mom and the police, Debbie was finally returned to her family after a nightmare (ABC News, 2006).

Numbers



¹(Authors own calculations)

²(U.S. Department of Justice, 2004)

³(Polaris Project, 2014)

THE AMERICAN SEX TRAFFICKING VALUE CHAIN – ACTORS AND PROCESSES

Pimps/Traffickers

Debbie's abduction case is not as uncommon as one would imagine in America. Coercion through a trusted friend in order to get an individual captured is often used for domestic sex trafficking. Such coercion involves the use of control and dominance over exploited victims to gain a profit.

The industry could not function without the efficiency of the traffickers. There are two main reasons why such a high number of traffickers exist in the United States, the first being a social factor and the latter a financial factor. In the United States being a

Pimp has a socially cool connotation to it. The term ‘Pimp’ or ‘Pimping’ is often used as slang for cool, stylish, wealthy, and impressive. Other social factors reinforce this. For example, the 2005 Academy Award for Best Original Song went to “It’s Hard Out Here for a Pimp,” from the movie *Hustle & Flow* (Hart, 2011). The “Players’ Ball” is another excellent example of the United States glorifying pimping. This Ball is an annual gathering of pimps showing off their expensive cars, clothes and jewelry. The event gets national media attention, and even the occasional endorsement of the city’s mayor (Hart, 2011).

Secondly, a trafficker or pimp in the United States is a lucrative job. It is estimated that an average annual earning of a trafficker is upwards of \$250,000 (Hart, 2011). While women do the work, men are able to cut the operating costs as low as possible by forcing women to live in horrible conditions. On average, women who are victims of sex trafficking work 360 days a year, and in the United States, service an average of five Johns per day. By charging between \$100-500 per sex act, a trafficker can be making between \$180,000- 900,000 per victim, annually (Hart, 2011).

Actual acts of sex are not the only form of profit that traffickers earn, however. Pornography is an entryway to sex trafficking, often used as blackmail against a woman, all the while a source of profit for the trafficker. With the threat of exposure or harm to family members and friends, women are forced into submission. Traffickers use many different methods of control in order to maintain dominance over their victims. Lack of freedom, differential treatment based on race, stealing dignity, control of money, violence, and addiction to drugs or alcohol are all methods used against women and girls in order to hold them in servitude (Farr, 2005, p, 36-39).

The Victims

The United States of America is a destination country, meaning that many women are brought to America for the sole purpose of sex trafficking. An estimated 300,000 women and children are trafficked into the America annually (U.S. Department of Justice, 2004). Although there are more American women found in the sex trafficking industry in the United States, than international women, there is still a high demand for 'exotic' women.

The overall average age of entry into the sex trafficking industry is between the ages of 12-16, as seen in Debbie's case (U.S. Department of Justice, 2004). Consistently it is seen that international women found in situations of sex trafficking in America tend to be younger than domestically trafficked women and girls. Overall, it is commonly found that women and girls who are victims of sex trafficking were sexually abused earlier in their lifetime prior to entry. Traffickers coerce women within, and into, the United States that are 'alone,' that is without social ties. Runaways, troubled youth, self-conscious women, impoverished women, unloved and undervalued women are targets for these criminals.

Foreign Women Entry Methods

Most foreign women trafficked into the United States are from Thailand, Mexico, the Philippines, Haiti, India, Guatemala, and the Dominican Republic. Many women who are the victims of sex trafficking enter the United States of America through legal means.

Poverty, oppression, and sexism are three pushing factors that promote women to engage in risky choices to find a source of income (Parrot & Cummings, 2008, p. 14-22). In Eastern culture women and girls are often seen as burdens or liabilities to the family. This leads to many women agreeing to shady job offers, in order to be able to send

money back to their families in their home country. Many women also see America as a great opportunity, so with promises of employment in America the thought of coercion does not concern them.

After women and girls are brought to America, they are often completely dependent on their trafficker. Without a source of income, communication, and often without knowing anything other than their native language, foreign women are extremely vulnerable. Thus the vicious cycle is fed. The demand is continuous, and the women are without any means to escape.

Domestic (American) Women Entry Methods

Youth, such as Debbie, are extremely vulnerable to sex traffickers' coercion or abduction. 1.68 million youth run away from home each year, many being approached and lured into the prostitution or pornography industry (Shared Hope International, 2015). Coercion in the sense of friendship or romantic love often influences a youth to submit to the trafficker's requests, which continually become more exploitative as the relationship grows. The Mall of America is one of the largest trafficking exchange sites, and a target site for young girls who hang out at the mall on weekends (Raymond & Hughes, 2001). However, other areas such as Duluth, Minnesota, or Houston, Texas, which include international ports, are popular areas for traffickers. Further, the highly organized and accessible highway and freeway systems of America allow for easy transportation from one hub to another (Raymond & Hughes, 2001). Online methods such as Facebook, Xbox Live, and MySpace are another method that traffickers utilize to lure vulnerable young girls to meet with them (Latonero, 2012).

Another population that is largely targeted for their vulnerability and their ethnic beauty are First Nation women. The average age of entry into sex trafficking for these

young women is between 18-21, however almost all these women and girls have been sexually exploited prior to their trafficking (Skinner, 2014). In addition to this, almost 50% of trafficked First Nation women had family members who introduced them into the world of prostitution.

The Johns

Hart (2011) describes the average American John as thirty years old, married, fully employed, and has no previous criminal record. 16% of men in the United States have purchased a sex act. At the other end of the spectrum, the same study found that 22% of Johns purchased sexual services up to four times, and 11% had purchased sex over 100 times. Globally, there is a preference among Johns for Eastern and Central European women, who now make up about 25% of the global sex trade victims (Hart, 2011). Likewise, virgins, who are seen as clean and pure, are in high demand among Johns, as they think there is less risk of sexually transmitted diseases.

One study polling over 1300 American men who have been arrested for soliciting prostitutes found that most Johns thought that “prostitution is not harmful and that prostitutes enjoy and choose their work.” A study of women sexually trafficked in the United States revealed that over half of the Johns they encountered expected sex without a condom, and would pay more for sex without a condom. The demands of American men result in the deaths of many women annually and the continued sourcing of women within the sex trafficking industry.

The United States of America Value Chain Process of the Sex Trafficking Industry

Traffickers (Firm Infrastructure)

Traffickers within the United States of America are highly organized. There are traffickers who operate on their own, exploiting only two or three girls at a time, and there are highly organized networks that traffic women from international locations into the United States. An example of these highly organized networks is the Cadena Family. This family trafficked Mexican females as young as fourteen across the United States-Mexico border in the 1990's. The recruiters attracted economically desperate women with false employment opportunities and moved the girls illegally into the United States. Then the girls would stay with the family and were forced to service up to 30 men a day (Kara, 2009, p.186). This familial sex trafficking ring was highly profitable and efficient until they were arrested.

Non-familial sex trafficking networks utilize a structure that forces a woman to take the fall for any possibility of arrest. Pimps use the term "Bottom Bitch" to describe their most trusted victim. This woman helps with recruiting new girls, as women are more likely to trust another woman. She will also take the fall for any minor arrests such as drug possession or distributing, as she is also provides drugs, food, shelter, clothes, and any further necessities to the other victims. The trafficker is completely protected by this woman, who is often experiencing some form of Stockholm syndrome. All of this is in exchange for less sex work, as the Bottom Bitch is busier working to provide necessities to the women (Breaking Free Interview, 2015). This infrastructural hierarchy

is necessary in order to protect the main trafficker from any arrest or visibility to law enforcement.

Initial Approach/recruitment (Resource Management)

Most Americans believe that sex trafficking only occurs abroad. This lack of knowledge severely hinders the social understanding of how sex trafficking occurs, leaving many women and children vulnerable to recruitment or exploitation (Breaking Free Interview, 2015).

The initial approach by traffickers to these vulnerable women and girls often starts with creating a relationship where necessary. For example, a youth who has run away from home might be seeking a better father or parental figure. Soon this friendship turns into a relationship with acts of love, numerous expensive gifts, and even the promise of marriage. Complete dominance is established over her as she leans on her trafficker more and more for financial support. The turning point in the relationship is when the trafficker asks for sexual favors for himself and his friends. If the victim refuses she will experience her first subjection to violence and abuse (Breaking Free Interview, 2015).

Technology Development

Technology development has been key to the success of the sex trafficking industry in the United States. From 2005 to 2010 the number of global Internet users doubled, surpassing 2 billion users. Specifically in the United States, 79% of the population uses the Internet and at least one social networking site. Further, 53% of the American population uses online classified websites, such as Craigslist (Latonero, 2012). There is growing evidence that social networking sites and online classified ads are used for human trafficking activities. For example, the creation of Craigslist's "Adult

Services” page boosted the number of trafficking cases across the United States. The closure of this section of Craigslist was thought to be a solution, however when the page did close traffickers moved to different sites such as Backpage, Myspace and other online chat rooms (Latonero, 2012).

It is clear that the sex trafficking industry and the rise of the Internet have grown to be closely intertwined, especially in the United States. A Shared Hope International (2015) report states, “As one of the most technologically advanced countries in the world, the U.S. faces the challenge of combating facilitation of sex tourism and sex trafficking markets by technology.” Further, the report found over 5,000 websites that were suspected to directly or indirectly facilitate sex trafficking and sex tourism (Latonero, 2012). Specifically in the recruitment of sex trafficking of minors, personal websites, Myspace and Facebook accounts are commonly used to reach out to vulnerable youth (Latonero, 2012).

Initial Transport

Initial transport of a sex trafficking victim in the United States can vary. For example, some women follow an advertisement to work as a waitress or dancer in a neighboring city. Others may be transported by their trafficker during the romancing stage, with an underlying motive to separate the victim from any person they know, to isolate them.

Foreign women coming into the United States have similar stories of following a job advertisements or being romanced by an American man. The most common method for international women to enter into the United States is by plane. Most women and girls enter the country legally through work or tourist visas. Often, large international airports are used, as tight security is more difficult to (Raymond & Hughes, 2001). These airports

include Bradley International in Connecticut, and JFK in New York. However, often times women from Europe, East, and Southeast Asia will fly to Mexico, where they will remain for several months before entering into the United States. However many women have reported being brought into the United States through the Mexican border by boat, car, on foot, or hidden within a vehicle (Raymond & Hughes, 2001).

Sale to Brothel or Trafficker (Procurement)

More often than not, a trafficker or a Bottom Bitch initially approaches women and girls within the United States. This means that there are fewer recruiters that are operating on their own to sell women to traffickers, but instead those directly involved in the trafficking business are involved in the recruiting process. While women and girls do report being victim to more than one trafficker in their time, there are not many cases of sale from one trafficker to another (Breaking Free Interview, 2015). Usually a change in traffickers occurs when a woman is arrested and serves time for prostitution, drug trafficking, or both. In rare cases where women are able to keep a portion of their earnings, they may be able to pay their trafficker to leave, and pay to join the ‘family’ of a different trafficker. Women and girls may choose to do this as they become accustomed to the life of sex trafficking and hear that one trafficker may not abuse his victims as harshly as others (Breaking Free Interview, 2015).

“Breaking In” (Inbound Logistics)

Victims and survivors of sex trafficking in the United States talk about a period of ‘breaking in’ where traffickers strip women and girls of their dignity. Often this phase occurs after the romancing stage, when a victim refuses to perform sexual activity with her trafficker or his friends. This refusal is seen as a claim for dominance in the trafficker’s eyes, and he quickly intimidates her into submission, by raping a woman,

gang rape, physical abuse, or other extraordinary forms of sexual violation (Raymond & Hughes, 2001). Further, part of the breaking in process is hooking a victim on to a chemical addiction. Most survivors of sex trafficking are also recovering cocaine addicts, for their traffickers introduced them to cocaine in order to keep them awake and not hungry for days on end. Through verbal and physical abuse, women and girls are broken down quickly. Many women experience daily beatings, often with the use of a weapon. Most pimps in the United States carry guns, proclaiming the ever-existing threat of violence (Raymond & Hughes, 2001). This violence is only continued through the ever lasting threat of blackmail and harm to a victims family. Through the violence experienced from traffickers, Johns, and occasionally other females, women are psychologically and physically broken as a result of the sex trafficking industry.

Transportation and Distribution (Operations and Outbound Logistics)

Although the movement of women and girls for the purpose of sexual exploitation is illegal in all forms in the United States, traffickers have created well-established “underground” networks of transport. Within the United States, women and girls are moved both regionally and nationally, from east to west, north to south, rural to urban and vice versa (Raymond & Hughes, 2001). The average time span for a women or girl to stay in one location within the United States is three months for three main reasons. First, to satisfy male customers. Second, to prevent women from creating contacts that could aid them in escape, and to avoid detection from law enforcement (Raymond & Hughes, 2001).

There is an important distinction to be made between smuggling immigrants into the United States and trafficking individuals. An individual who is choosing to cross a national border illegally either alone, or with the aid of an expert, is immigrant

smuggling. An individual is trafficked into a country if fraud or coercion is used to induce a person to cross a border, with the intention of exploitation. Often times immigrants who are smuggled into the United States become victims of trafficking because they are left on their own, and very vulnerable, once they enter the country. This is often the case for Mexican natives who are trying to smuggle their way into the United States.

Once women and girls are in the United States as victims of sex trafficking, highly organized networks are utilized to circulate them across the country. Examples include New York, where girls are circulated within the state. Metro New York, also is an excellent transit city for women to be moved to other large metro areas such as New Jersey, Pennsylvania, Florida, California, Washington, and Washington D.C. Within the Midwest, Minneapolis, Minnesota is another example of a transit city where women and girls are then moved to Memphis, Chicago, St. Louis, and Las Vegas. In the southeast, Atlanta, Georgia is a base city for many women and girls to be moved north to New York and Massachusetts as well as westward to California. One of the most important regions for transit of sex trafficking victims is the west coast where many East and Southeast Asian women originally enter into the United States, as well as where many other victims are brought across the border through Baja California and then moved from western cities such as San Francisco or Las Angeles to New York City, Atlanta and Washington D.C (Raymond & Hughes, 2001). Traffickers move women and girls so often it is difficult for women and girls to know where in the United States they are, as well as for law enforcement to track their whereabouts.

Exploitation and Sale (Service)

In the United States all forms of sex trafficking take place. There are highly organized systems, as well as individual traffickers. While some traffickers have a network of rotating victims, some traffickers exploit one to three women at a time. When women are trafficked across the globe they are often held in isolation, cut off from the world. They are not given any rights or freedoms, always needing the permission of their trafficker. In the United States the debt bondage system is largely used for international women who have been trafficked from abroad. Traffickers use travel expenses, room and board, food, and clothes as means to put women in debt to them. In the United States the average amount of debt of such exploited women amounted to the upwards of \$24,000 (Farr, 2005, p.27). These expenses are highly inflated, but international women are unaware of correct prices and of the expenses they are accumulating, as well as how much they are paying off per trick. International women trafficked in the United States speak of racial discrimination. Especially among Asian women, it is found that Chinese women are paid the most, second is Vietnamese, and below is Korean women. Latina/Mexican women have consistently been reported as the bottom of the hierarchy, being paid less per trick, and treated worst (Farr, 2005, p. 27).

Further dominance is created by the acts women are forced to perform. Victims and survivors speak of the obscure fetishes, and extreme violence, of American men. From breast-feeding, to extreme fantasies, to anal and oral sex, these demeaning acts take away women's dignity and hope for the future (Breaking Free Interview, 2015).

The next chapter focuses in on sex trafficking in India. While the same general outline of the sex trafficking value chain also applies to this country, we will also observe a very different pattern of activity –one conditioned by that country's unique social,

cultural and religious make up. As we did for the US, we will introduce India's sex trafficking experience with a case study.

Chapter Five: India

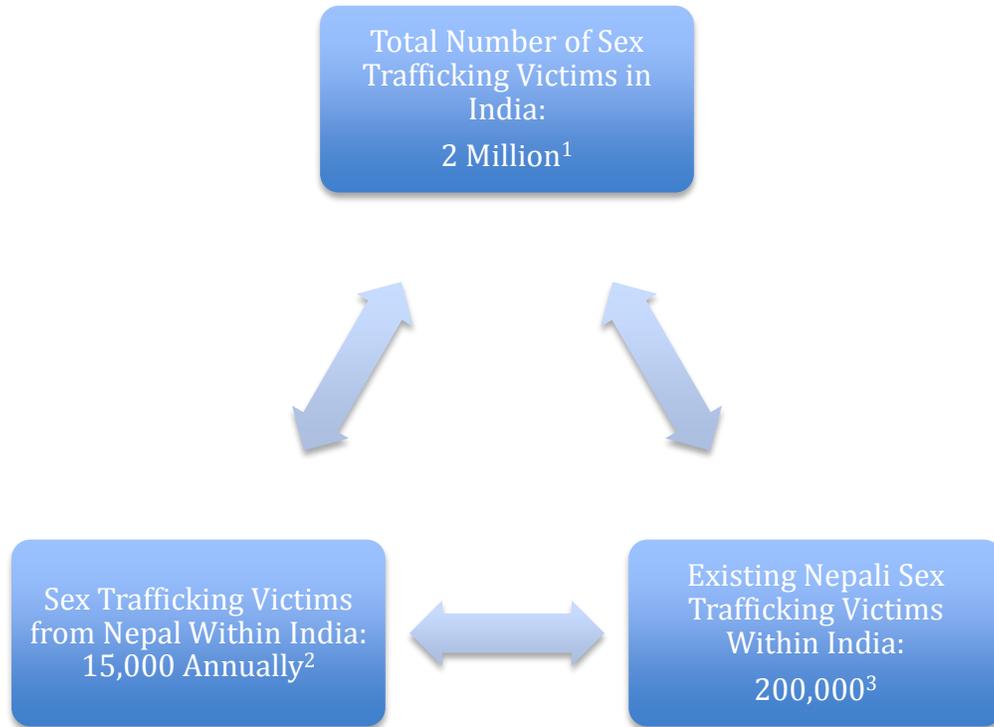
“I met dozens of sex slaves from Nepal, Bangladesh, the Indian states of Kerala, Uttar Pradesh, Bihar, Punjab, Andhara Pradesh, Maharashtra, and Karnataka. The enormity of suffering was unbearable. Every day, thousands of slaves were violated ten or twenty times each. They were starved, beaten, and treated like animals. In almost every brothel I visited, I heard at least one scream resonate down a dingy brothel corridor.”

–Siddharth Kara, Author of “Sex Trafficking Inside the Business of Modern Slavery,” p.48

Case Study

Neela was fourteen when she left her rural Nepali village to move to Kathmandu to work for her stepfather’s friend in a carpet factory. After a few months of working in the factory, a man working in the factory claiming to be her cousin approached Neela with a more lucrative job offer if she was willing to cross the Indian border. Her stepfather accepted, and Neela was brought to Mumbai (not a bordering village) and left her at a house with two women. En route Neela witnessed many bribes or pay-offs taking place with border control and law enforcement officials to cross borders into India. Neela was told that she was sold to a brothel owner for \$500 and would work as a prostitute to pay off this fee. All the money that Neela made was directly given to the brothel owner, and she was never informed of how much of her debt she had paid off. Neela was forced to have sex with over twenty men every day, and her average rate was 100 rupees. She experienced severe levels of malnutrition and violence during her time of enslavement. Neela was enslaved for a year, forced to have sex with men day after day, until she was found on a police raid. She was taken to a recovery shelter for children, in which she tested positive for HIV (Farr, 2005, p. 26).

Numbers



¹(Authors own calculations)

²(India South Asia regional conference, 2007)

³(India South Asia regional conference, 2007)

THE INDIAN SEX TRAFFICKING VALUE CHAIN – ACTORS AND PROCESSES

Pimps/Traffickers/Brothel Owners

Two significant types of trafficker identified in the process of sex trafficking are primary and secondary traffickers. Secondary traffickers are those involved in the sex trafficking industry, but may not take part in the sexual exploitation of women; they merely work behind the scenes. These traffickers include corrupt law enforcement officials, transportation officials and recruiters (Sen, 2003, p. 139-140). Primary traffickers are those involved in setting up the network of sex trafficking, as well as the

actual exploitation of women and girls. As brothels are extremely prevalent in India, the difference between a trafficker and a brothel owner is often misunderstood. While a trafficker goes through the process of gathering, transporting, and exploiting women, a brothel owner just houses and exploits women. The crossovers between the two are apparent, but one does not necessarily have to be engaged in all trafficking activities (Sen, 2003, P. 139-140).

Traffickers in India are most commonly found to be young men or middle-aged women (Sen, 2003, p. 141). Many of these women were involved in sex trafficking earlier in their life and gained rank in the network of trafficking by gaining the trust of their trafficker, or starting their own brothel after they were seen to be too old for men’s demand. There are agents involved who travel to poor regions of the country, often having personal links to the region, in order to attract and coerce victims to travel with them. It is not uncommon for these traffickers to speak more than one language. These traffickers are often involved in more than just sex trafficking, for they might also smuggle migrants, as well as illegal drugs into the country. Traffickers seek women and girls who are vulnerable, and they try to fill the hole that is missing in the victim’s life. The most common method for traffickers to utilize in recruiting their victims is an economic opportunity, such as in Neela’s story, which is very different from the most common method used in the United States—seduction, befriending, or romance. The table below describes the relationship 160 women surveyed in Mumbai had with their trafficker prior to their sexual exploitation.

Relationship of trafficker	Percentage (160 women surveyed)
Stranger	43.2%

Friend or acquaintance	40.3%
Intimate partner	7.9%
Relative (other than husband)	8.6%

(Silverman, Decker, Gupta, Maheshwari, Patel, Willis, &, Raj, 2007)

The Victims

Introduction

About 30% of India's population lives in poverty, roughly 360 million people, which is an enormous number of vulnerable people (Chandy & Gertz, 2011). For this reason, the number one luring method utilized by traffickers is the promise of economic opportunities. While 90% of India's sex trafficking victims are reportedly domestically trafficked, a large number of women from Nepal and Bangladesh are trafficking within India's borders (India South Asia regional conference, 2007). Over 2 million Indian and Nepalese women are generally enslaved in sex trafficking exploitation, and still this number does not take into account women that are trafficked into India from Bangladesh and other areas of the world.

Some of the main causes of entry into the sex trafficking industry within India relate to global issues, predominantly poverty and economic instability. Other major factors relate to cultural and social trends, largely gender imbalance and bias, lack of education or awareness, religious traditions, and caste discrimination. Almost 50% of women and girls found in sexually exploitative situations are from the lower castes (largely the Untouchable caste), and 12-27% from other Backward Classes (term used by the Government to recognize classes of educationally and socially disadvantaged persons) (Sen, 2003, p.18). Davis, Brown, Maddox, Meeks, Banerji, Littlejohn & George (2012) explain in their documentary *It's a Girl* that daughters are seen as a burden in the

family. Girls aged between 1-5 have a 40% higher mortality rate than that of boys because of female feticide, female infanticide, abuse and neglect. This is due to social factors such as the Indian tradition of dowry. A dowry is an expensive tradition for the daughter's family to gift the future husband's family for taking in their daughter (Acharya, 2011). A phenomenon termed 'feminization of poverty' has recently been identified. This refers to the increasing numbers of women involved in human trafficking because they are unemployable. These women, stuck in poverty, have little education, have little or no healthcare, and own very few possessions (Hameed, Hlatschwayo, Tanner, Turker & Yang, 2010). In these lower castes, daughters are seen as a burden to impoverished families. Therefore, an offer for employment—even if it involves sexual exploitation—is widely accepted by families, for they do not understand the risk in sending their daughters away with strangers. Other situations involve using the daughter to pay off family debt to a trafficker; selling daughters also can be a religious duty, to pay homage or debt to, a God or deity. This is the basis of many religious prostitution traditions such as the Devadasi tradition, the Jogin system, and the Bhavins system (Acharya, 2011). In all three of these systems a young girl from a poor family is dedicated to a village temple, and sexually exploited by higher caste men and priests. Many families rely on the income these young, often prepubescent girls, make from this form of sexual exploitation (Acharya, 2011).

Methods of Entry: Domestic and International

In a study completed in Mumbai, statistics from 160 sex trafficking victims was collected. The number one recruitment tactic used to obtain victims was the false promise of an economic opportunity, as seen in Neela's story. Other predominant recruitment methods are as seen below:

Recruitment Method	Percentage (out of 160 women surveyed)
Economic opportunity	55%
Drugged and kidnapped	16.9%
Tricked into activity	20.6%
Kidnapped without drugging	9.4%
False Marriage	8.1%

(Silverman, Decker, Gupta, Maheshwari, Patel, Willis, &, Raj, 2007)

False employment is the number one recruiting method of India. Denisova and Hughes (2004) found in their survey of sex trafficking victims that 80% were unemployed before being sold into the sex trafficking industry. Further, Gramenga & Laczko (2003) estimate in their journal article that 75%-80% of all victims sold into the sex trafficking industry had the prospect of a good job dangled in front of them. Kidnapping, second only to false opportunities for employment, is a prominent method of entry into the sex trafficking industry. This is a very violent mechanism, which creates immediate control over victims, especially when drugs are involved (Silverman, Decker, Gupta, Maheshwari, Patel, Willis, &, Raj, 2007). With the enormous population in India, it is a daunting task to try to locate a missing person. Other particularly controlling methods are false marriage proposals. While seduction is the number one recruitment method in the United States and Europe, false promise of employment and arranged marriage proposals in India are a prominent form of entry into sex trafficking

There is also very active trafficking of women across India's borders. International movement of women is far easier in India than it is in the US. India is a massive country, sharing a border with six countries including China, Burma, Nepal,

Bhutan, Bangladesh and Pakistan. Lacking in infrastructure, many of these borders are unregulated and checkpoints are dispersed far and few between. On the border of Bangladesh, a border of 3,323 kilometers, there are 20 official checkpoints with Border Security Force. Crossing this border illegally can cost as little as 50 Rupees per person (Hart, 2011). Many trafficking victims originally from Bangladesh end up in brothels in Kolkata. The Indo-Nepal border has even fewer official checkpoints, with only 14 legal entry points for 1,751 kilometers (Hart, 2011). To create more difficulty in regulation, in Nepal's 1950 Treaty with India, both countries' citizens are promised equal treatment and privileges no matter their residence. This means that there is no immigration control for Nepalese persons traveling or migrating to India, and no records maintained between the two countries. This border is a highly used tactic for traffickers, and a main entry point for victims to be sourced to India. The lack of border control largely contributes to India remaining to be a sourcing country for victims of sex trafficking.

Johns/ Customers

Indian men are far more experienced in dealing with prostitutes –many of whom are trafficked women-- at a young age than in the US. In a study completed across several states in India, interviewing 582 Johns, 45.5% admitted they were married. In one-third of the interviews it was revealed that a Johns first sexual experience occurred before the age of 18, and over half before 20 years or age (Sen, 2003, p. 114). Over one third of these men confessed to visiting a brothels for their first sexual experience, and half of those interviewed base started visiting brothel between the age of 19 and 25. The rest of the men visited brothels earlier in their life, showing how young the customer base is (Sen, 2003, p. 114). The normalcy of prostitution and female objectification is engrained

in young boy's minds due to this early exposure.

The preferences of Indian Johns are largely directed towards younger girls. Many men will pay high prices for a sexual experience with a virgin for two prominent reasons. First, men believe that sexual experiences with younger girls and virgins' decreases the risk of acquiring a sexually transmitted disease. Second, and very different than we find in the US and Europe, Indian men see sex with a virgin as a religious and spiritually cleansing experience (Acharya, 2011).

Accordingly, compared to the US and Europe, there is a much higher rate of trafficking in minors and involvement of young men as Johns within India. Indian men grow up with this experience; it is tradition and considered part of a boy's development into a man. Men will often will purchase a woman who is from the same background as him. Indian men largely prefer submissive women, where they can express their machismo, again an illustration of how important sexual trafficking and exploitation is with Indian male society (Sen, 2003, p. 118).

Indian men on average are willing to pay between 100-500 Rupees for a sexual encounter with a sex trafficking victim within India. By 2015 rates, this is equivalent to between \$1.60 and \$8.00 (Sen, 2003, p. 119). Men within the United States have an average price range between \$100-\$300. The difference in cost of living is a part of the difference in these prices, but also shows the lack of value women have within the Indian society, as well as how economically desperate some are. A very small portion of men purchase more expensive forms of sexual services from sex trafficking victims in preferred brothels, or higher class clubs, with brothels attached to the service. Few men are found to leave women tips, but those that do so leave them in order to convince her to

submit to more dramatic or demeaning methods of sexual exploitation. Other customers leave women tips if he is a regular customer, and developed a regular 'relationship' with her (Sen, 2003, p. 119).

The young exposure to sexual exploitation in an Indian man's life leads to early socialization of objectifying women. India is a patriarchal country, meaning that the family money and business will be passed down through the sons, creating a social stigma that women are of little or no worth, and that sons are the strength of the family (Davis, Brown, Maddox, Meeks, Banerji, Littlejohn & George, 2012). The male dominated culture of India results in many submissive sexual encounters for sex trafficking victims, often creating a dangerous and abusive situation for women and girls. The lower prices paid for sexual services from customers and Johns reduces the drama surrounding purchasing sex, making it no big deal to visit a brothel. The desire for younger girls to exploit in India dramatically increases the trafficking of minors within the country, who are vulnerable and easy to coerce into trafficking situations. In short, sex trafficking is much more deeply rooted in the everyday socio-cultural environment of India

The Indian Value Chain Process of the Sex Trafficking Industry

Traffickers (Firm Infrastructure)

Traffickers within India rely heavily upon the recruitment methods used to attract vulnerable women and girls into accepting a false employment offer. Traffickers then either brings the victim to a brothel in which they work or sell her to a brothel owner they are associated with. Traffickers within the sex trafficking industry in India also depend on corrupt law enforcement and Government officials. Without this relationship, sex trafficking would be very difficult to carry out within India. Red light districts are very

well known throughout India, and the biggest reason these brothels are not raided and shut down is because of the acceptance of bribes from traffickers to law enforcement. As seen in Neela's story, border control officials were bribed in order for her to enter into India (Farr, 2005, p. 26).

Initial Approach/Recruitment (Resource Management)

Traffickers and recruiters have become very efficient in their work within India. There is not one specific location in which women and girls are mainly targeted, for women have reported being recruited in cinemas, bus stops, railway stations, streets, restaurants, construction sites, and quarries (Silverman, Decker, Gupta, Maheshwari, Patel, Willis, &, Raj, 2007). More importantly is the type of person targeted for sex trafficking, as discussed earlier. These victims come mainly from impoverished families often residing in small rural areas, more so than in the US, for recruitment by traffickers within India also is a seasonal activity. For example, recruitment increases in the period before and after harvesting, during a drought, or around a festival celebration time, when families are searching for another source of income (Silverman, Decker, Gupta, Maheshwari, Patel, Willis, &, Raj, 2007). These recruiters are sometimes traffickers themselves and exploit women and girls as they recruit them. In other cases, brothel owners pay a recruiter, called Chogot/Arkathi in West Bengal's native language—Bangla, to travel, hold documents, and move women and girls across borders or a country, to receive payment from the brothel owner once the victims arrive at their door.

Technology Development

Technology has had much less of an impact on the sex trafficking industry within India, as opposed to the west. Much more of the sex trafficking industry within India functions without assistance from the Internet. Walk-in brothel experiences are much

more common as red-light districts within India are large and very well known. However, the Internet has given rise to an increase in child pornography, as seen similarly across the globe. In India, less high tech methods are used to facilitate illegal entry into countries. For example, false paperwork, and hidden compartments within trucks and busses, have been seen in extreme forms of smuggling persons across borders. While technology might not play an enormous role in a developing country's sex trafficking industry, it is still present and aids to some degree in trafficking.

Initial Transport

Trafficking routes within India are often highly complex, as infrastructure is not as highly developed as in the West. In general, the trafficking of women goes from poor rural areas to urban areas where economic opportunity is available. Most of these areas, especially for those trafficked from Nepal or other international sites, end up in Mumbai or Delhi. In a study conducted of 160 females trafficked in Mumbai, half reported being initially trafficked and transported in a public place, except for those who were Nepalese, who were generally trafficked from their own home or the home of a friend. The most common place was a public transit station with transportation taking the place of public transportation. The most common method of transportation used to move women and girls is through trains and busses. A smaller number of girls reported using taxis, and even a smaller number reported using personal cars (Silverman, Decker, Gupta, Maheshwari, Patel, Willis, &, Raj, 2007).

Sale to Brothel or Trafficker (Procurement)

As discussed earlier, sex trafficking victims within India are initially approached by a trafficker themselves, or by a third party recruiter. There are also organized networks of sex trafficking, which involve law enforcement officials, visa and passport officials,

transportation officials (bus, railway, taxi, auto, and rickshaw drivers). All of these members play an important role in the continued existence of sex trafficking within India, and all receive a cut of the profits from the exploitation of women. There are several roles played by persons in this network—spotters, recruiters, and travelers. All of these persons work together to coerce or kidnap a victim, transport them, and receive them at the destination. Some in the network provide fake documents to traffic international women and girls across borders (Sen, 2003, p.139). Corrupt law enforcement officials take bribes in order to look past a new batch of women imported into a brothel, and take an additional fee so as not to conduct raids on brothels (Kara, 2009, p. 50). Families needing money often exploit this network by selling their daughters. Women have been reported being sold by their families for as little as 300 Rupees (equivalent to about 5 U.S. dollars) (Farr, 2005, p.28).

“Breaking In” (Inbound Logistics)

With the variety of mechanisms women and girls within India enter the sex trafficking industry, the period of breaking in is situational. For women and girls who have entered forms of sex trafficking by means of religious practice, who tend to be pre-pubescent, do not go through extravagant forms of breaking in. Familial pressure and debt are influential enough for a young child to do as they are told, despite how scared they may be. Further, most children succumb to this psychological pressure within 7 to 10 days after their initial trafficking (Sinka, 2014). However, others who are coerced through forms of false economic opportunities often go through a period of breaking in once they realize the situation they are in. Women and girls may be starved, locked in a room, physically beaten, or stabbed, for refusing to service men. Threats against families occur often and need to be taken seriously, such as if a woman is being held to force a

family to pay its debts. Drugs and alcohol are used to create dependency on the trafficker as well, and the cost of these substances is added on to a woman's debt bondage (Sen, 2003, p.114).

Transportation and Distribution (Operations and Outbound Logistics)

While not all trafficking needs to cross borders, within India, trafficking across long distance is very common. Trafficking includes interdistrict, interstate and transborder movement. During their periods of movement, women and girls often spend nights in small brothels, or in traffickers homes. Most women from India recall an average of five transit stays, each lasting a short period of time. Most women were moved to different destinations through a train, bus, or truck. Less commonly used were auto rickshaws or cars. Using public transport helps avoid suspicion, as public transportation is most commonly used within India as opposed to private cars (Silverman, Decker, Gupta, Maheshwari, Patel, Willis, &, Raj, 2007). More often than not, the trafficker or a close associate will travel with the woman to the final destination.

Generally, it has been found that these networks of sex trafficking closely follow popular tourist routes. For example, one predominant exploitation route is the famous Pink Triangle of India, between Agra, Jaipur and Delhi. Other predominant states for sex trafficking include Madhya Pradesh, Rajasthan, West Bengal, Uttar Pradesh and Maharashtra. Large cities such as Mumbai and Karnataka are large interstate sites for movement of victims (Silverman, Decker, Gupta, Maheshwari, Patel, Willis, &, Raj, 2007).

Marketing and the Rise of Technology (Marketing and Sales)

While, as mentioned, technology is not as important for trafficking in India as in the west, its role is slowly increasing. By 2018 there will be 550 million Internet users

within India. This opens up huge doors for sex trafficking to move online as it has in other areas of the world. Today, sex trafficking within India relies more heavily upon large, well-known, red-light districts. As compared to the United States, red light districts do not exist in every industrialized or urbanized city. Therefore, in order to feed the demand, the Internet has provided an option for Johns to seek services from women wherever they are in the country. However, as India continues to develop and is more widely used the Internet could have the possibility of increasing the size and efficiency of the sex trafficking industry.

Exploitation, Submission and Sale (Service)

The mental state of victims within the sex trafficking industry allow for continued exploitation and sale of women. As the culture in India already perceives women as submissive, there are fewer resources available to show women that they are worth more, and deserve a different life than the exploitative one they were forced into. Survivors sharing their stories of exploitation often speak of the fear they experienced, but also the self-contempt, hopelessness, frustration, and self-loathing. These attitudes only exacerbated their vulnerability and feeling of worthlessness.

In developed areas of the world, such as the United States, survivors speak of servicing 5-7 men daily. Within India, women speak of servicing upwards of 20 men daily (Hart, 2011). This is in part due to the immense population size of India, but also the lack of social education about the exploitation of women. From these experiences, women speak of physical and sexual abuse, as well as verbal abuse, threats to kill, deprivation of basic necessities and forced drugging. Many of these mechanisms are used by Johns to fulfill their sexual desire, but are also used by brothel owners and traffickers to maintain control over their victims. Physical confinement, monetary control, violence,

and threats are used specifically by traffickers to create the atmosphere of slavery (Farr, 2005, pg.28). Through debt bondage, women are trapped and dependent on their trafficker to supply them with basic needs such as clothing, water, food and shelter. Survivors share that they never knew how much debt they had to pay off, while traffickers left women in the dark adding on interest, rent, and fines for misbehavior. Debt turns into a bottomless pit for women and girls, and impossible for women to get out of.

Other women are sexually exploited according to the dictates of religious tradition. Sexual exploitation is not unique to the Hindu religion, as there are numerous examples and cases of sexual assault and molestation found in other religions as well. However India proves to be unique in the motivation for prostitution in order to provide status, purity, and income, all covered by a religious practice (Sinha, 2014). For example, The Devadasi tradition requires pre-pubescent girls to be dedicated to the Goddess Yellamma. These girls are usually from a lower caste, whose family is poverty stricken, and dependent on the money high caste men pay for sex. Other girls become Devadasi because there are too many daughters in the family, or there is no son. While this tradition was outlawed in India, it remains alive and commonly practiced in southern India (Sinha, 2014). Similarly, the Jogin system is another form of religious prostitution that is commonly practiced in Andhra Pradesh. Pre-pubescent girls are married to the village deity in order to improve the financial position of her family. A higher caste member of the village, who pays for the ceremony, selects her, and after she reaches puberty takes her virginity. After this tradition, the girl lives in the temple, working as a

prostitute to help bolster her family's income. These are just two examples of sexual exploitation carried out within India under religious traditions (Sinha, 2014).

Government Regulators

Because sex trafficking and sexual exploitation is so deeply embedded within the economic, social and cultural fabric of India, government laws against trafficking and prostitution have proved particularly ineffective. In fact, when enforced, these laws tend to fall much more often upon the women victims than the men who operate the network that exploited and enslaved them in the first place. In any case, rampant corruption renders such laws not only virtually meaningless. But in fact act to perpetuate and even expand the system of trafficking.

The Indian passed The Immoral Traffic Prevention Act (ITPA) in 1956. This is one of India's greatest efforts to combat sex trafficking within its borders. The act criminalizes keeping a brothel, living on earnings of sex work, 'procuring, inducing or detaining for prostitution', prostitution, and soliciting (India & India, 1966). It also further heightens the criminal standards for any such action listed above involving a minor. The most pertinent areas of this act that relate to trafficking are in Sections 5 & 6 where forcing a person into the act of prostitution against their will is recognized as a criminal act (India & India, 1966). There is, however, a lack of protection for women despite the institutional rehabilitation offered for survivors. Open prostitution and solicitation in public is illegal, and women can be charged for these actions. The National Crime Records Bureau collects data regarding the arrests made under the ITPA. In a 5-year period between 1997 and 2001, 87% of arrests made under ITPA were women. Of the 65,602 arrests made, 57,150 were women, and the remaining 8,452 were males (Sen, 2003, p. 46). This shows the difference between the Indian government

action and United States action, which recently passed a federal Safe Harbor law. State laws criminalize adults who engage in sexual acts with minors, however the laws did not address cases where the adult *purchased* sexual services from a minor. This resulted in the arrest and prosecution of minors who were victims of sex trafficking. Today, under United States federal law, a child under the age of eighteen, who is trafficked for the purpose of sex, will be treated as a victim (Polaris Project, 2015). Recognizing the importance of protecting young girls by providing safety and appropriate treatment instead of punishment has yet to be addressed by the Indian government.

India's corruption in law enforcement plays a big role in the promotion of the sex trafficking industry. Siddharth Kara explains his first hand account of police discrimination in the sex trafficking industry, "Ms. Gaur informed me that during police raids in Varanasi, the brothel owners and customers were never arrested, only the prostitutes. After a few bribes, most prostitutes were returned to their owners" (Kara, 2009, p. 59). Further, police and border control personnel accept bribes to look past trafficking activity. Brothel owners speak of police bribes making up their most expensive cost of operation. There are monthly dues paid to police officers to allow a brothel to function, and bribes for warning of a raid. Bribes when new girls enter into brothels are paid as well, higher rates for minors, in order to allow the activity to occur. These bribes are welcome, as the rates paid are often higher than the salaries of public officials (Kara, 2009, p. 59). This system makes it more difficult to provide a solution to the sex trafficking industry within India.

Chapter Six: Conclusion

“As long as a woman has one reason why prostitution is not so bad, as long as she has one benefit to cling to, she is able to continue sex work.”

–Taylor Lee’s Memoir Essay published in Not for Sale: Feminists Resisting Prostitution and Pornography

This paper has hypothesized that in comparing two different countries, the United States and India, the value chain process will have similarities, but also significant differences. By first examining the phenomenon of sex trafficking and its relation to globalization, the historical advancement of the industry can be clearly seen in recent years.. In highlighting each step of the value chain within the United States, and then India, differences can be seen in the nature of the actors involved and in the steps of the process from procurement to sale. This final chapter will investigate these differences further and conclude with final remarks regarding globalization and what all this means to the future actions that should be taken against sex trafficking.

Similarities Between The United States of America and India’s Sex Trafficking Industries

Obvious similarities can be seen in the value chain process between the United States and India. For example, the bodies of people involved are the same. Traffickers, within both countries have a range of network size. From small groups to international chains, traffickers look to create total dominance over their victims. By use of debt bondage, isolation, verbal and physical abuse, the emotional status of victims is destroyed. The victims, who in this paper have been limited to women and girls only, all have the same sense of vulnerability surrounding them. These women are desperate for something in their lives, and have been coerced by a trafficker to believe that the answer

is with them. Both the United States and India are destination countries, meaning that they import women for the use and sale of citizens within their countries' borders. The Johns, in both countries have a desire to purchase sexual services from a stranger, and seem to have a preference for young women and girls. They often are violent, as seen in an international study of 475 prostituted women from south Asia, North America, South Africa, and Eastern Europe. The results showed that 55-82% reported being physically assaulted and 75% raped by a customer (Malark, 2009, p. 87). Customers generally demonstrate a disregard for the human dignity of the woman from whom they are purchasing services (Hynes & Raymond, 2012). Lastly, the government in both the United States and India have made effort towards combatting sex trafficking and recognizing it as an important social issue. However, both governments have yet to address the issue of demand in their countries. Recently, Nordic countries have adopted a model that switches the focus of sex trafficking within these countries from the supply to the demand. This model provides therapy and rehabilitation for women who are working as prostitutes, and men are punished for purchasing sex. The recognition of both the recovery for women and criminalization of purchasing sex are important, as society will begin to recognize these women and victims rather than criminals. Adopting a model such as this in both the United States and India might well prove to be very effective.

The structure of the sex trafficking industry's value chain can be generally applied across the globe. Traffickers keep the infrastructure of the sex trafficking industry intact and as efficient as possible. Trafficking recruiters gather and coerce vulnerable women and girls into slavery. The use of technology in moving women and girls across countries or between multiple countries has aided in the effectiveness of the sex trafficking

industry. The sale of women and girls to another trafficker or brothel owner creates a profit. A trafficker can make up to twenty times the amount they bought victims for in less than a month (Levchenko, 1999). Various ‘breaking in’ methods are used by traffickers hoping to create complete dependency among victims. Flores (2010) describes her personal journey through sex trafficking and control from her traffickers, “Traffickers gain complete control over a person’s identity or individuality through mental, physical, or emotional abuse. Sometimes all three” (p. 150). Traffickers try to move women and girls around in order to feed the demand of Johns’ preferences. Most commonly, victims of sex trafficking experience cruel exploitation from Johns, traffickers, and other victims during their period of enslavement. The forced prostitution of women damages their human dignity and severely harms their emotional and physical well-being. However, distinct differences are apparent within each step of the sex trafficking industry depending on the economic and socio-cultural make-up of different countries, such as between the US and India.

Differences Between the United States of America and India’s Sex Trafficking Industries

Trafficker Differences

Traffickers within the US can work individually or as part of a large international network. Since the United States traffickers draw from multiple countries including Thailand, Mexico, the Philippines, Haiti, India, Guatemala, and the Dominican Republic, the network among traffickers needs to be widespread and efficient. Further, because border control in the United States is strict and government officials are much less likely to accept bribes, legal methods of entry are more commonly used to get victims within the United States borders. Women and girls are more likely to overstay their visas and

work in an illicit industry than be illegally brought into the United States (Hughes & Raymond, 2002). The most common method for traffickers to attract women and girls into the sex trafficking industry is the false promise of love or friendship.

Within India, traffickers are often seen as different from brothel owners. While their operations may differ a bit, they are one and the same in that they facilitate the forced sale of sexual services from women and girls. While the United States traffickers are predominantly male, traffickers within India are seen to be evenly male and female. Women are commonly found to be brothel owners, or recruiters in order to maintain trust among vulnerable and desperate women (Sen, 2003, p. 91). The most common method within India to attract women and girls into the sex trafficking industry is a false employment opportunity. While seduction and love could be, and is used within India, most women are looking for a source of income, and are more willing to comply with a trafficker's requests if she has the prospect of sending money home to her family as opposed to following love or a romantic fantasy.

Victim Differences

The United States imports a variety of women in order to feed the desires and demands of American Johns. For international women entering into the United States, traffickers use the play of opportunity within the United States to lure women into a false employment opportunity or to secure a financed marriage/romantic relationship. For domestic women and girls, the high number of runaways (1.68 million annually) and quick recruitment turnaround (48 hours) a young girl is very likely to fall into the sex trafficking industry soon after her decision to leave home (Shared Hope International, 2015). Traffickers usually look to fill the role of a missing relationship within a young woman or girl's life. This can range from a friend, to boyfriend, to even marriage

proposals. The multiple ways traffickers can reach vulnerable women and girls within the United States intensifies the risk that women are at to fall into this exploitative situation. The use of the Internet –which is an extremely important tool in the US—offers ways for traffickers to meet vulnerable women and ways for traffickers to blackmail women into submission.

Within India, most trafficking takes place with domestic victims, as 90% of trafficking is internal. The most commonly imported women into India are Nepalese, who make up fewer than 10% of trafficked women within India. Women from Bangladesh and Pakistan make up an even smaller portion of those trafficked within India. Despite these small percentages, the absolute numbers are still immense. The 10% of trafficked women within India who are Nepalese still make up over 200,000 individual women and girls (India South Asia regional conference, 2007). The motivations for women to enter the sex trafficking industry vary widely. While women in the United States seem to fall into the sex trafficking industry through false romancing or blackmail, women in India have multiple methods in which they enter into the sex trafficking industry. The first being religious or familial. Many young girls are dedicated to religious temples on behalf of their family in order to gain family honor or income (Sinha, 2014). These girls are often prepubescent and do not understand that this decision is dedicating themselves to a life of sexual exploitation by priests or higher caste males of society (Sinha, 2014). Families who are in debt may also sell their daughter in hopes that she will be able to send home her income from her sexual services. The largest method in which women and girls within India enter the sex trafficking industry is an employment opportunity. Young women or girls living in rural areas of Nepal or India are quick to accept offers of a high

paying employment opportunity, commonly in a factory or as a maid in order to support themselves and their families. After traveling to a large city, these girls quickly find out that they accepted a position as a prostitute instead of what was initially offered.

These differences in victims show the level of society's acceptance each country has towards women in 2015. While in the United States sexism is still very prominent, it is not at all the same as the sexism present within India. It can be clearly seen that Indian families are faster to accept the idea of selling their daughter for the well being of the family, where in the United States this idea would be incomprehensible. Further, while there are sexually exploitative aspects present in other religious traditions, the acceptance of religious prostitution within India is unique (Sinha, 2014). Other Indian social traditions such as that of a dowry or failing to educate their daughters indicates the lower value Indian society continues to place on women in India's society compared to the US..

John Differences

Most Johns within the United States are married. In looking at their demands from women, ranging from violent submission to a girlfriend experience, American Johns are missing a social element as well in their lives. Johns may have been subjected to some form of sexual violence in their childhood, or been socially raised to see women in a submissive light. Further, the technological advancement within the United States allows for sexual content to become commonplace and sexual violence to seem normal. Sexual content on TV, the Internet, and within advertisements produces a sex life that is unrealistic for women to fulfill. This is what drives many men to solicit prostitutes as Malarek (2009) shows in one interview recorded in his book *The Johns: Sex for sale and the men who buy it*, "My wife is not adventurous. She hates giving oral. She hates taking it from behind. She hates being on top. She likes the traditional way: me on top. So when

I go out to see a hooker, it's non-traditional all the way," (p. 40). The influence of non-traditional sex on American men has given them reason to seek out these forms of sex that girlfriends and wives may not be willing to perform, from sex trafficking victims.

Similarly, most Indian Johns are married as well. However, their first sexual experience with a sex trafficking victims is much younger than that of a man from the United States. While American men often visit strip clubs when they are 18 years of age, it was found in a study surveying 582 Indian Johns that over 1/3 had their first sexual experience in a brothel by the time they were 18. Nearly half of the participants had visited a brothel by the age range of 19-25 (Sen, 2003, p. 116). Indian Johns also prefer younger women. While men from the United States prefer younger women in order to avoid contracting a STD, within India, having sex with a virgin is seen as a religious and spiritual experience (Sinha, 2014). Further, high caste men see it as their right to have sex with lower caste women, who have been dedicated to a temple and without a condom for no extra pay if they desire. Finally, while American Johns average price range for sexual services ranges between \$100-\$300, the average price Johns are willing to pay in India is between 10-500 Rupees (between \$1.60-\$8.00). While the cost of living plays into this difference, it also shows the lack of regard sex acts and women have within India.

Value Chain Differences

Value Chain Step	United States of America	India
Traffickers	<ul style="list-style-type: none"> • Predominantly male • Use of a Bottom Bitch 	<ul style="list-style-type: none"> • Reliance on bribes and pay offs to law enforcement • Higher number of female traffickers • Use of brothels
Initial Approach/ Recruitment	<ul style="list-style-type: none"> • Seduction and romance as 	<ul style="list-style-type: none"> • False employment opportunity as

	<ul style="list-style-type: none"> recruitment method • Vulnerable youth 	<ul style="list-style-type: none"> recruitment method • Vulnerable rural areas • Religious incentives
Technology Development	<ul style="list-style-type: none"> • Use of the Internet 	<ul style="list-style-type: none"> • Use of false paperwork • Less use of Internet
Initial Transport	<ul style="list-style-type: none"> • Legal entry methods used for international women • Car use from most domestic travel 	<ul style="list-style-type: none"> • Movement from rural to urban areas • Public transportation use
Sale to Brothel or Trafficker	<ul style="list-style-type: none"> • Few sales between traffickers • Change in location causes change in trafficker 	<ul style="list-style-type: none"> • Recruiters are traffickers or • Recruiters sell to brothels or traffickers
Breaking In	<ul style="list-style-type: none"> • Blackmail pressure 	<ul style="list-style-type: none"> • Familial pressure • Economic pressure
Transportation and Distribution	<ul style="list-style-type: none"> • Fewer than 2 months • Feed desires for change in demand of Johns • Infrastructure allows for easy movement 	<ul style="list-style-type: none"> • Longer distances • Longer stays at one locations
Marketing and the Rise of Technology	<ul style="list-style-type: none"> • Chat rooms for tips and support • Internet use for connecting with prostitutes 	<ul style="list-style-type: none"> • Internet has not given rise yet • Well-known red-light districts
Exploitation and Sale	<ul style="list-style-type: none"> • Obscure fetishes • Dominance 	<ul style="list-style-type: none"> • Immense number of men to service daily

In the chart above the most dramatic differences between the value chain process of sex trafficking within the United States and India are given. Starting with the trafficker infrastructure, the use of a Bottom Bitch is unique to America. While traffickers remain hidden, the Bottom Bitch will take the fall for any legal ramification, as there is less likely of a chance to pay off law enforcement officials in the United States. Within India,

the use of a brothel is commonly used to house large numbers of women, whereas in the United States the use of a brothel is less likely, because outcalls (where the woman goes to the man) are more common or an incall (where than man comes to the woman) takes place in a public location such as a hotel or truck stop.

Women and girls within each separate country are vulnerable to different recruitment methods. While seduction and romance are largely used in the United States, false employment opportunities are common within India. This leads to vulnerable youth populations within the United States and vulnerable rural communities within India. While technology has advanced to allow for easier travel and communication, the use of the Internet has been more widely used in the United States value chain of sex trafficking. India, which still is a developing country, cannot rely on the Internet to communicate as it goes out of service commonly and not everyone has access to it. Therefore the use of falsified paperwork given to traffickers by border control or law enforcement is more common in the initial transport of women and girls to their exploitation destinations.

While some women do report being sold from trafficker to trafficker, most women within the United States report being exploited by a small number of traffickers. Within India, traffickers sell girls multiple times, each increasing a victim's debt bondage. Whereas recruiters of vulnerable women and girls in the United States are most commonly traffickers, recruiters or spotters within India may be a third party and sell women and girls to brothels as they arrive on the steps.

The 'breaking in' of women and girls is similar in both countries since it involves a large amount of abuse and rape to emotionally break down a woman. In the United States breaking in a woman or girl often includes the threat of blackmail (Flores, 2010).

This could range from exposing nude photos or videos online, to threats of harm to family members. The pressure an Indian family might put on a daughter is much different, in which the daughter has incentives to pay off a family debt, or to appease a particular God, making the breaking in period much shorter, as it is seen as her duty to her family (Sinha, 2014).

Transportation once inside the United States is very easy. The well-established infrastructure creates easy means for traffickers to move from one large city to another. Most victims of sex trafficking who are involved in a large network within the United States do not stay in the same location for more than two months. Traffickers look to fulfill Johns' desires and do not want trafficked women to make outside contact, as traffickers want to be the only person a victim can look towards for survival. Within India, traffickers and brothel owners keep girls in one location until there is reason to move them, such as a brothel raid. This means that women and girls are more likely to stay within one location for a longer period, sometimes up to years at a time. This is also because the movement between locations is much longer within India, sometimes requiring overnight stays. Public transportation is utilized in order to avoid suspicion (Silverman, Decker, Maheshwari, Patel, Willis, & Raj, 2007).

The rise of the Internet has largely facilitated not only the efficiency of the sex trafficking industry, but also spurred an increased demand for sexual services within the United States. Johns can connect online to a prostitute, as well as receive tips from other Johns on places to visit. The Internet also provides a means for communication for Johns to connect with victims. Within the United States there are not large brothel-concentrated areas as there are in India, meaning that men do not know where to purchase sex. The

Internet solves this problem. With sites such as Backpage.com, services can be bought in any city in the world (Latonero, 2012). Marketing in India has not moved online as quickly as it has within the United States. This is largely due to the fact that not everyone has access to the Internet in India, and with large red-light districts in large cities, men know exactly where to purchase sex.

Exploitation and sale often take the same format within both countries, however there are slight differences. For example women within the United States speak of the weird fetishes men have. This can range from breast-feeding, to fantasies, to anal sex. The main factor is that the men want women to comply with their every need, and for women to submit to their every desire (Breaking Free Interview, 2015). This dominance is seen in India as well, but the exploitation within India is seen to be more demanding. While in the US the average amount of men that trafficked women are forced to have sex with on a daily basis ranged from 5-7 men daily, women within India average 20 or more men a day (Malarek, 2009, p.xiii).

Government Influence Differences

The largest and most important difference between government regulators within the United States and India is the level of corruption. Within the United States, border control is much tighter and traffickers usually gain legal access to bring women and girls within the United States. Within India, pay offs and bribes are a common method used to gain access into India's borders. Further, between cities, law enforcement officials are bribed in order to look past the entry of new women and girls into a brothel, and require payment to avoid raids or give warning before a raid.. Although the both countries have made effort in creating laws regarding the illegalization of sex trafficking, differences still remain.

Within the US, legal action is seen as a model for other countries to follow. In the TVPA (Trafficking Victims Protection Act of 2000) there are tiers in which the United States ranks other countries in their effort to combat sex trafficking using methods similar to the US. The TVPA and the recently adopted Safe Harbor Law, which protects minors who have been arrested on terms of prostitution to be treated as victims rather than criminals is a large step toward recognizing prostitutes as victims of sex trafficking. India has yet to recognize women and girls involved in sex trafficking as victims. Further, India is recognized to be Tier 2 in the TVPA tier placements. This means that India does not yet satisfactorily comply with the TVPA standards (U.S. Department of State, 2014). While the United States Government is a role model for other countries in combatting sex trafficking, focusing on ending the demand for sex services is still to be addressed in the US.

Concluding Remarks

This paper has looked to prove the regional differences that exist within the value chain process of sex trafficking. Globalization has connected the world and established many necessary united entities to support the abolition of human rights violations, such as the United Nations Children's Fund, United Nations Office on Drugs and Crime, and the United Nations Global Initiative to Fight Human Trafficking. Yet it is clear that globalizing issues, such as sex trafficking, is not the answer. Distinct differences between the United States and India exist, enough so that different policies and regulations are necessary in order to combat the industry more effectively. Sex trafficking is only one of many underground economies that exist in the world today. While some argue that the world is melding into one universal culture, this paper argues that cultural, social, political, and economic factors still influence business practices between countries,

including illicit industries. If the hypothesis in this paper were extended to other underground economies today, meaning that all underground economies function effectively and efficiently due to regional differences, it could be proposed that all policy existing to combat underground industries must be regional. In the case of sex trafficking, as we have shown, the same policies that could work in the US would not be effective in countries such as India. In the United States, for example, psychological counseling of troubled women, increased prosecution of Johns, and economic leverage against countries trafficking women in the United States might be key. This could include policy to protect adult sex trafficking victims in similar ways that the Safe Harbor Law protects minor sex trafficking victims. For India, where sexual exploitation and trafficking is so deeply embedded in society, different solutions suggest themselves. The rise of a growing middle class due to globalization is a hopeful sign that changed attitudes toward women may begin to break through. Educating a new generation of this rising middle class as to the destructive nature of the caste system and of the more brutal nature of local religions is essential. And of course reducing poverty in those parts of the population that are not benefitting from the globalization movement will go far to help alleviate the trafficking problem.

More generally, Globalization has impacted the world in many positive ways. The world has become much more interconnected, fostered the growth of foreign investment, created open markets, and increased the global appreciation for different cultures. The migration of people has increased since the 1970's, whether it be for business, leisure, or refuge (United Nations Office of Drugs and Crime, 2011). Countries are appreciated for their unique contributions to the global structure of the world. Exploitation of human

beings is a contributing factor to the success of many businesses and countries. Certainly, China has grown economically on the shoulders of outsourcing (or more precisely offshoring), but too often in global sourcing, such negative factors such as sweatshops, child labor, and sex tourism bring in revenue. How exploitation can be taken away without ruining the global structure of the world needs to be addressed. Today the world functions with the well-known knowledge that products and services are available because other, less affluent populations, are being exploited to make them affordable. A restructuring of the globalized economy may be needed in order to put an end to human rights violations, such as sex trafficking. To this end, regional local factors –historic, cultural, and economic—must be carefully taken into account.

There is an argument among economist on the benefit of globalization. Anti-globalizationists say that globalization is increasing the gap between the rich and the poor. Pro-globalizationists say that globalization is converging the world, and making all countries wealthier. Further, while this convergence and wealth are occurring, social conscientiousness occurs as well. In response to the demand of the growing middle class, social conditions relating to environmental regulations increases, as seen in Figure 1.1 (Hill, 2005). It would be argued that other similar graphs could be seen in other social issues such as worker conditions or child labor. This thesis, however, shows that social issues, such as sex trafficking, are present despite development or wealth of a country. Historical, social and cultural roots cause social issues to remain present, and immorally efficient, in countries despite the effects globalization have had on a particular country. This is how the sex trafficking industry has continued to grow and remain effective within all developed and developing countries in the world, despite all the positive

aspects globalization is thought to bring. This understanding is necessary in considering how to further move forward in abolishing all social, exploitative issues, such as sex trafficking, in the future.

Appendix

Relevant Definitions:

Aboveground Economy-

Any licit industry that uses business practices that fall within the legal standards of a country, and produce a product or service that is legal and allowed within a country.

Arms Trafficking-

The transportation and distribution of illegal or unregistered guns and ammunition across borders or within a countries borders.

Brothel-

A physical location where sex is sold. An owner supervises and provides basic necessities to the women and girls living there. The location can be within an apartment, house, trailer, or facility, and is often guarded heavily.

Commercial sex work-

When materials such as money, food, drugs, alcohol, or other physical items are exchanged for sexual services or sexual activity.

Debt Bondage-

Prices inflicted onto a victim by her trafficker. Includes price of travel, clothes, food, rent, condoms, and any other necessities. These prices are often largely inflated and the trafficker may not tell their victim how much debt they have yet to pay off, if ever.

Destination country-

A country in which victims of sex or labor trafficking are brought to in order to satisfy demand.

Domestic sex trafficking-

The trafficking of persons within a country internally, for the purpose of involuntary prostitution.

Drug Trafficking-

The illegal production, transportation and distribution of illegal drugs either within a country's borders or internationally.

Factors of Globalization-

Refers to trends that increased dramatically during the era of globalization, including opening of international markets, rise of technology, mobility of persons, and ease of communication and information sharing. Also led to a surge of negative factors such as poverty, political instability, and transnational criminal activity.

Girlfriend Experience-

Experience that Johns purchase from a prostitute, sex worker, or sex trafficking victim, in which the John wants an experience that a girlfriend or mistress would give. Includes kissing, listening, and cuddling.

Globalization-

The period directly following the end of the cold war. A period of integration and increased interaction among bodies of people. Increased levels of international trade, foreign investment, and technological advancements. Convergence of information, goods, and services across borders.

John-

An individual who pays or trades something of value for sex or sexual activity.

International sex trafficking-

The trafficking of persons across one or more countries borders for the purpose of involuntary prostitution.

Migrant Smuggling-

The transportation and illegal entry of one or more persons across an international border. This form of smuggling does not always include coercion. Immigrants may be paying smugglers for facilitation across international borders due to economic or safety concerns in their home countries. This facilitation often includes fraudulent documents and/or transportation across an unsupervised border area. Often times migrant smuggling can lead to exploitation in the forms of labor or sex, however does not necessarily require it to be considered migrant smuggling.

Pimp-

A person who is in control of one or more women, and sells for sex for profit. Controls money, costs of living, and profits made by the women performing the sex acts. Synonym for trafficker.

Prostitute-

A person who offers sexual activity in exchange for something of value. Often used as a synonym for sex worker or sex trafficking victim. Prostitution can refer to willing or unwilling selling of sex.

Red Light District-

A (usually) urban located area where prostitution and sex-oriented businesses are in high concentration.

Sexual abuse-

The actual or threatened sexual action forced or coerced onto a person.

Sexual exploitation-

The use or attempted use of individuals for the purpose of sexual activity that does not have an individuals consent.

Sex Industry-

The industry where the service being purchased is sex or sexual activity. This includes pornography, child pornography, strip clubs, and sex workers.

Sex Work-

Prostitution, stripping, live sex shows, peep shows, street work, escort agencies, brothels, exotic dance clubs, paid domination, phone sex, and sexual massages. Sex worker synonym for prostitute or sex trafficking victim. Can refer to willing or unwilling situations of sexual services.

Source country-

A country in which individuals are recruited and taken from for the purpose of sex or labor trafficking.

Trafficker-

A person who exploits another human being in the form of labor or sexual exploitation for profit.

Trick (Turning a Trick or With a Trick)-

Used as either the verb form of an act of prostitution or a slang name for the person buying sexual activity.

Underground Economy-

An illicit industry in which the activities used to produce a good or service violates one or more legal regulations within a country. This can range from paying an illegal immigrant in cash for a day's work, to the selling of illegal chemical products, to the trafficking of human beings.

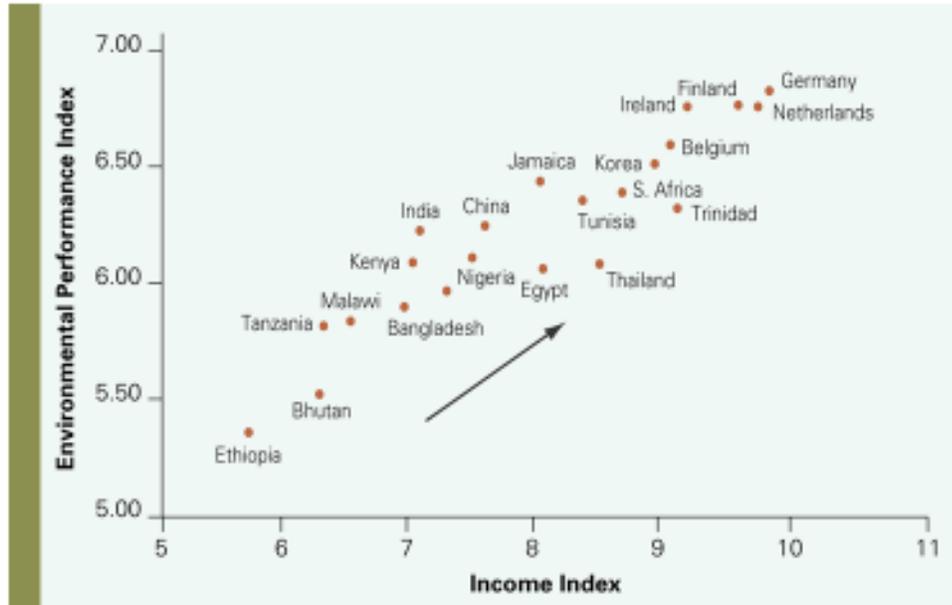
Value Chain/Operations-

The set of activities that create value for a final product or service. Starting with raw materials from suppliers, moving through a procedural process that adds value to produce a final product or service, which is then distributed to the final customer or consumer.

Figure 1.1

Environmental performance and income

Fig 1.6



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International Business, 5/e

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(Hill, 2005)

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