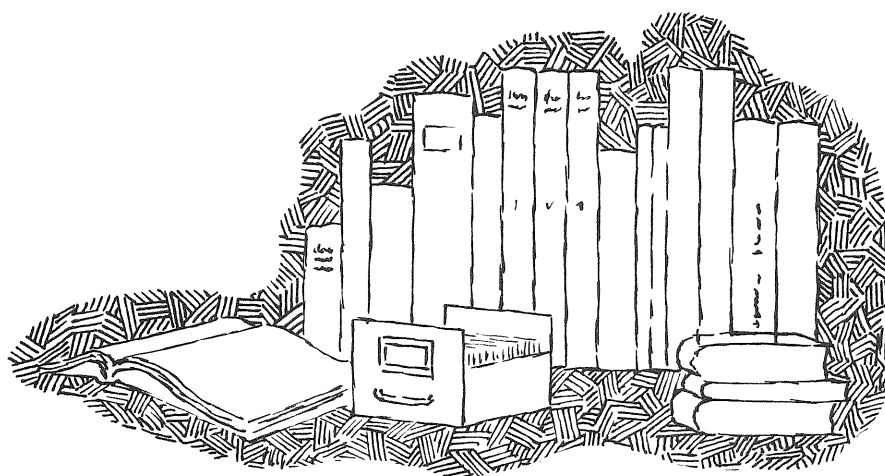


June 1984

A.E. Ext. 84-19

WHERE TO FIND INFORMATION ON THE FOOD INDUSTRY: A RESEARCHER'S GUIDE



Compiled for Specific Use in
the Cornell University Library System

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WHERE TO FIND INFORMATION ON THE FOOD INDUSTRY:
A RESEARCHER'S GUIDE*

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* Robert Silvershein compiled the call numbers and assisted with the majority of the annotations in this guide. Donald Schnedeker, Graduate School of Management Library, and Bill Coons, Mann Library, both provided helpful suggestions during the development of this guide.

I) Introduction: How to Use the Guide

The principal purpose of this guide is to assist researchers in locating information about the food industry. Certain basic references to general business information are also included. The food industry is often defined broadly to encompass operations from farm to table. In this guide, however, the focus is somewhat narrower: emphasis is given primarily to food industry activity at manufacturer-distributor-consumer levels.

The list of sources here is selective. It is designed as a guide to the most useful reference tools for locating information about the food industry. In many cases, the references here will lead to additional, more specific sources as dictated by the researcher's given topic. When assistance is required, reference librarians should be consulted.

Materials in this Guide are organized and cross-referenced, where appropriate, according to the broad subject headings in the Table of Contents. Each citation includes the Cornell library location, the call number (or library room) and, in most cases, an annotation.

Location Abbreviations

Africana	- A
Graduate School of Management	- GSM
Hotel	- H
ILR	- I
Mann	- Mann
Olin	- O
Uris	- U
Geneva	- G

II. INDEXES and GUIDES

Often the latest and best information about general business and the food industry can be found in journals and newspapers. The following indexes and abstracts are the main sources for locating this information. The arrangement is usually alphabetical by subject and in some cases, by author. Check the explanatory pages in the front of the volumes for further information about contents, access, and also, for a listing of journals indexed.

Business Index

Micro-Fiche Table

GSM

Arranged by subject, authors last names and products. It is the most up-to-date index and includes both periodicals, newspapers, reviews, and other related materials. Approximately 90,000 articles or books are covered by the index each year. See librarian for instruction on how to use the business index.

Business Information Sources

Ref. Z7164 C81 D182

GSM

A guide to the vast and varied sources of business information.

Chapters 1-8: Basic kinds of business reference sources

1) Bibliographies, Indexes, abstracts, directories, statistics

2) Financial sources and data on current trends

Chapters 9-20: Relates to Management Functions

Chapter 21: Indexes

Business Periodicals Index

Z7164 (81 B97 1958-

MANN

Z7164 (81 B975 + 1958-

GSM

Also at (I,H,U)

The main body of the index consists of subject entries to business periodicals arranged in alphabetical order. Articles describing a company are indexed under the company name. Under each heading there is a "see also" section which refers the user to companies which operate in the specific industry you are looking at.

Directory of Directories

Ref. Z5771 D59+

GSM

An annotated guide to Business and Industrial directories, professional and scientific rosters, and other lists and guides of all kinds.

Encyclopedia of Business Information Sources

Ref. HF 5353 E56+ 1983

GSM

Contains detailed listing of records of sourcebooks, periodicals, organizations, directories, handbooks, bibliographies, on-line data bases, and other sources of information on each category of business.

Guide to American Directories
Z577 G94+ Last Vol. in Reference

OLIN

Provides complete information on directories published in the United States, including some major foreign directories, which are categorized under some 300 industrial, technical, mercantile, scientific and professional headings. Also gives annotation, address and phone number of each directory publisher.

Index to International Statistics
Ref. Z7552 I38+

OLIN

New York Times Index
AI21 N56++ 1960-

ILR

also at (U)
also at (O)

Olin has from 1851

Provides a condensed, classified history of the world as it is recorded day-by-day in the New York Times. It consists of abstracts of news and editorial entries entered under appropriate headings. These headings are arranged alphabetically.

Predicasts Indexing Services

GSM

The Predicast Indexes are recommended as the first search source when the concern is a specific company, an industry, a commodity or there is a joint concern with any of these items as they relate to a U.S. government agency or to a foreign country.

Titles of indexes in the CGSM Library follow:

Predicasts F & S Index: United States
Predicasts F & S Index: Europe
Predicasts F & S Index: International
The Federal Index

Reference Point; Food Industry Abstracts--Indexes
Z7164 (81 595M)

MANN

A monthly abstract of the more comprehensive and timely articles on food retailing and related fields.

Classification of articles by subject or company.

Statistics Sources
Ref. Z7551 579+

GSM

Ref. Z7554 U5 W32

MANN

Lists sources of statistical information from both national and international sources.

Wall Street Journal Index
AI21 W18+ 1958-

GSM
Also at (I)

A compilation of brokerage house reports on companies and industries, with a cumulated index on each issue.

Where to Find Business Information
HF5353 B88+

GSM

Shows precisely and quickly where current business information is located and how to get it. Includes:

- 1) Current business, financial, and related information services.
- 2) Major Newsletters
- 3) Trade Periodicals
- 4) General Business Periodicals
- 5) Computerized Data Bases
- 6) Published books
- 7) Governmental Business information output

III. INDUSTRIAL DIRECTORIES
A) General Business

Moody's Industrial Manual
HG4961 M812+ 1983

GSM

Published in 2 volumes, covers companies listed on NYSE and AMEX as well as companies listed on Regional exchanges. Gives information on Corporate history, subsidiaries, business and products, property, and management. Also gives income statement and balance sheet for each company.

Million Dollar Directory
HF 5035 D89+

GSM

Data base of U.S. Businesses with a Net Worth of over \$500,000. Broken into 3 volumes, listing firms by net worth, alphabetically, and by industry.

New York State Industrial Directory--1983
Ref. T.12 N53+

GSM

Lists N.Y.S. Firms:

- A) Alphabetically
- B) Geographically by region, county, or city
- C) Alphabetically by product
- D) Numerically by SIC

Directory of Foreign Firms operating in the U.S.

Ref. HF54 U5 A63+

GSM

Contains information regarding activities of foreign firms operating in the U.S.

Standard & Poor's Register of Corporations, Directors, and Executives

HG4057 A38++ 1983

GSM

Three Volumes include:

Vol I: Corporate Listings

Vol II: Individual Listings (Directors and Executives)

Vol III: Indexes

Thomas Register of American Manufacturers

Ref. T12 T6 Latest edition

MANN

Ref. T12 T46++ 1962

GSM

11 Volumes Annual:

Vol. 1-6 -- Lists manufacturers by specific product

Vol. 7 -- Alphabetical list of companies (address, branch office, subsidiaries, products, estimated capitalization)

Vol. 8 -- Index to product categories and list of leading trade names

Vol. 9-11-- Catalog of Companies

Who Owns Whom? Continental Europe

Ref. HG4132 Z5 W62 1979-

GSM

The only published source of up-to-date information to show at a glance the ownership of subsidiary and associate companies and how they fit into their parent groups. Also includes many companies owned by official bodies such as governments.

Who Owns Whom? North America

Ref. HG4538 W62+ 1973-

GSM

Shows, at a glance, the ownership of subsidiary of and associate companies and how they fit into their parent groups.

III. INDUSTRIAL DIRECTORIES

B) Food Industry Related

Associated N.Y.S. Food Processors Directory

TX 600 N53 1958-

MANN

Includes Information Covering:

- 1) Name and location of each firm
- 2) Telephone Number
- 3) Products Packed
- 4) Factory Locations
- 5) Plant managers at each plant
- 6) Railroads serving each plant
- 7) Head of firm, sales, purchasing and trafficking
- 8) Brand Names

Chain Store Guide

HD 9321.3 C43 1979-

MANN

Lists supermarket and grocery chain stores operating in the U.S. and Canada arranged in geographic sequence. Included are the total number of stores operated by the chain, and the number of supermarkets included in the total number of stores operated.

Directory of Food Service Distributors

HD9321.3 D53 (Latest 2 editions)

HOTEL

Directory of Chain Restaurant Operators

TX907 D58 1979-

HOTEL

1982 Directory of Food Service Distributors

HD9321.3 D53 Latest 2 editions

HOTEL

Directory of Food Service Distributors

HD 9321.3 D53 1980

HOTEL

- 1) Kwik Index - Lists top 100 food service distributing companies by dollar volume.
- 2) Industry Profile - Graphically illustrates the number of food service distributing companies in the categories of food, equipment, and supplies distributors.
- 3) Food Service Distributor Listings - Lists all companies who distribute more than one line of food to service accounts and whose volume exceeds \$500,000 per year.

Directory of the Canning, Freezing, Preserving Industries
TX600 D59 1966/1967-

MANN
Also at (H)

Contains five sections:

Section 1 - Alphabetical list of Firms: including Address, zip code, telephone #, size of pack, names of key personnel, association affiliation, brands, container sizes, subs, diaries, factory offices, plant managers, lists of products by process (Canned, glass, frozen) for each fact.

Section 2 - Geographical list of Firms:

Section 3 - Product list: (Cans, Glass, Frozen)

Section 4 - Brand lists: Packer Brands

Section 5 - Association list: Full zip code, office address, telephone #, and management personnel of Associations.

Directory of The Institutional Food Market
HD9321.3 T51 1980-

HOTEL

**1980 Directory of Retailer Owned Cooperatives; Wholesaler Sponsored
Voluntaries; Wholesale Grocers**
HD 9321.3 D59 1980-

MANN

Alphabetical Index of: Wholesale Grocers
Service Merchandisers
Geographical Index of: Service Merchandisers

Also:

Top 100 companies
Profile of supermarket industry
Financial profile of leading wholesale grocers.

Directory of Supermarket, Grocery and Convenience Store Chains
Ref. Direct HD9321.3 C43

MANN

Provides industry and store financial profiles; addresses and general company information is also provided.

Frozen Food Factbook and Directory
TP 493.5 F95 1965-

MANN

Includes Directory of:

- 1) Regional Frozen Food Associations
- 2) Educational Affiliate Membership
- 3) Firms interested in Frozen Food Merchandising
- 4) Membership of the National Frozen Food Association
 - A) Distributor Members
 - B) Broker Members
 - C) Packer Members
- 5) Handy long distance telephone numbers

Sugar Industry's Who's Who and Directory
 HD9116 I4 S94 1976-

MANN

Thomas Grocery Register
 HD9321.3 T46 1977-

GSM

Also at (H)

Annual set of 3 books. Provides a directory to grocery chain stores, wholesalers, brokers, exporters, warehouses, products, services, brand names, and trademarks.

IV. CONSUMERS

Consumer Attitudes and Buying Plans
 HC101 N27 C75+ 1968-

GSM

A bi-monthly report from The Conference Board concerning consumer expectations and intentions. This report is based on a survey conducted by National Family Opinion, Inc.

Consumer Reports
 TX335 A1 C75+ Last 3 years
 TX335 A1 C76

GSM

MANN

Also at (U, H)

Analyzes, describes, and rates consumer products.

Directory, Federal, Local, State and Local Governmental
 HC110 C63 A3 Latest Issue

MANN

- 1) Helps individual consumer find where he can direct a request for information.
- 2) Lists sources of consumer information.
- 3) Assists business community to secure information concerning local consumer laws and programs.

Food News for Consumers/USDA
 TX501 F685 1980-

MANN

A quarterly report on the USDA's food inspection service.

Journal of Consumer Affairs
 TX335 A1 J86 1967-
 TX335 A1 J86 1967-

GSM

MANN

An annual journal which deals with legal, research, and social issues specifically in the context of consumer affairs.

Journal of Consumer Research

HC79 C6 J857 1974/1975-
 HF5415.3 J86 1974/1975-

GSM
 MANN

A quarterly journal which contains research done by individuals concerning consumer attitudes, beliefs, and behaviors.

Consumers Directory

TX335 A1 C752 (Last volume in reference)

MANN

Directory of consumer organizations and agencies by country.

Consumer's Research Magazine

TX335 A1 C75 1973-

MANN
 Also at (H, U)

Test, reports, and rates consumer products by brand.

United States Food and Drug Administration. FDA Consumer

HD9000.9 U5 A178 1972/1973-

MANN
 Also at (L, G)

A magazine that explains some of the FDA's programs that help the consumer. Also tries to explain some of FDA's policies, and how this agency reaches its decisions.

V. LISTS OF LARGEST COMPANIES**A) General Business****Advertising Age**

HF5801 A237 1953-1974 plus curr. issues

GSM
 Also at (U)

Weekly Newspaper of International marketing.

August Issue : "100 leading National Advertisers"

February Issue : "Agencies Ranked by Billings"

March Issue : "The world's biggest Agencies"

Black Enterprise

E185.8 B623+ 1970-

GSM
 Also at (A)

June Issue: Top 100 Annual Black Enterprises.

EIS Directory of the Top 500 Private and Foreign Owned Companies

Ref. HG4057 A25+ 1978-

GSM

Lists top 500 private and foreign owned companies.

Europe's 10,000 (5,000 before 1981) Largest Companies

Ref. HD2844 E89+

GSM

A quick, accurate, reliable source of financial and statistical information for the 16 countries of western Europe and Scandinavia.

Financial World

HG4501 F49+ 1953-

GSM

Also at (H)

July 15 Issue: "Financial World's Top 500 - America's biggest money makers."

Forbes

HF5001 F69+

GSM

Also at (O, H, U)

Jan. 1 Issue: Annual Report on American Industry

May 15 Issue: Annual Directory Issue.

Fortune

HF5001 F74++ Curr. Issues

GSM

HF5001 F7 1930

MANN

Also at (O, A, H, I, U)

Directory of Largest Corporations, May-August issues.

Pt1: 500 Largest U.S. Industrial Corporations

Pt2: Second 500 Largest U.S. Industrial Corporations

Pt3: 50 Largest banks, life insurance, diversified - financial, retail, transportation, and utility companies.

Pt4: 500 Largest foreign industrial Corps.

500 Largest Industrial companies.

August: 50 Largest foreign Banks.

Times 1000: Leading Companies in Britain and Overseas

HD9505 G7 T58+ 1965

GSM

Lists:

- | | |
|----------------------------------|-----------------------------------|
| 1) Top 25 trade unions | 5) Leading 500 European Companies |
| 2) Top 25 employers | 6) Leading 100 American Companies |
| 3) Top 25 charitable donations | 7) Top 50 Japanese Companies |
| 4) Top 50 Leading UK advertisers | 8) Top 30 Canadian Companies |
| | 9) Top 20 Australian Companies |

(and more)

Ward's Directory of 55,000 Largest U.S. Corporations.

Financial Sources of Table, Main Reading Rm.

GSM

See also the Library's "Lists of Largest Companies."

V. LIST OF LARGEST COMPANIES
B) Food Industry Related

Agri-Marketing

HF5415 A2 A27 1963-

MANN

Covers wide range of articles on the marketing of Agribusiness products.
 Includes information (addresses, offices, and products) on top agribusiness firms.

July Issue : Marketing Services Guide

November Issue: The top 50 biggest Agricultural Advertising Agencies.

Chain Store Age -- Supermarkets

TX343 C432 1975-

MANN

July Issue: Annual census of Retail Operations:

1) Top 100 chains

2) Top 50 wholesalers

Food Processing

TP373 F68 1954-

MANN

December Issue: "Food Processing's Top 100"

Institutions

TX1 I59 F686

MANN

July 15: "Annual 400 Issue" of largest foodservice operations.

Progressive Grocer

HD9320.1 D96 1953-1957, 1959-

MANN

Covers news and trends in the grocery business.

March Issue: Outstanding Independents

April Issue: Annual Report of the Grocery Industry

May Issue : Census of Supermarkets

July Issue: Guide to Product Usage

Supermarket Business

TX341 F686 1979-

MANN

September Issue: Annual Consumer Expenditures Study

October Issue : List of 550 top publicly owned food chains.

V. LISTS OF LARGEST COMPANIES
C) Who Owns Whom

Billion Dollar Directory - America's Corporate Families
 Financial Services and Directory Table, Main Reading Rm. GSM

Directory of Corporate Affiliations
 Financial Services and Directory Table, Main Reading Rm. GSM

Who Owns Whom - North America
 Financial Services and Directory Table, Main Reading Rm. GSM

VI. BUSINESS SERVICES AND REPORTS

Corporation Files and Microtexts -- Annual Reports
 Rm. 415 GSM

Files include paper copies of annual reports for companies traded on the New York and American Stock Exchange with more extensive files on microfiche and a selection of foreign corporate reports.

The current (1981+) microfiche Corporate Reports are kept on Reserve. Please request at the Circulation/Reserve desk.

Financial Services and Directory Table
 Main Reading Room GSM

Moody's Industrial, O.T.C. Industrial, Bank and Finance, International, Public Utility, and Transportation Manuals are published annually with semi-weekly updates filed in looseleaf notebooks.

Moody's Municipal and Government Manual covers Federal, State and Municipal Agency financial information:

Standard and Poor's Stock Reports
 Standard and Poor's Industry Surveys
 Valueline Investment Survey
 Fairchild's Financial Manual of Retail Stores

Moody's Handbook of Common Stocks
 Fin. Serv. HG4905 M808+ 1983 GSM

Also at (H)

Moody's Handbook of Common Stocks provides quick and easy access to basic financial and business information on over 900 stocks with high investor information.

Moody's Transportation Manual
HG4971 M81+ 1983

GSM

Covers transportation industry with statistical data not otherwise available in one volume. Includes railroads, airlines, steamship companies, electric railway, bus and truck lines, oil pipe lines, bridge companies, and auto and truck leasing and rental companies.

Predicasts Forecasts
Index Table

GSM

Projections of national economic conditions as well as covering forecasts for specific industries, commodities, and businesses.

Indexes for:

Europe
United States
International

10-K's
Room 415

GSM

Arranged alphabetically by company. Located in the filing cabinets of room 415 of GSM library and are on microfiche.

10-K's: identifies principal products and services, properties, legal proceedings, security holders, security holder matters, selected financial data, an analysis of the financial condition, financial statements, and supplementary data, directors, remuneration of directors, and financial statement schedules for each individual companies.

VII. STATISTICS ON THE FOOD INDUSTRY

Agricultural Statistics
Ref. HD1751 A27

GSM

Published annually. Reference book covering annual production, supplies, consumption, facilities, costs, and returns. Its tables of annual data cover a wide variety of facts in forms suited to the most common use.

Almanac of Business and Financial Ratios
HF5681 R25 T861+ 1983

GSM

Includes Financial Ratios in:

Agricultural Fields
Manufacturing
Transportation
Wholesalers
Retailers

Troy, Leo. Almanac of Business and Industrial Financial Ratios

HF5681 R25T861+1

HOTEL

Also at (O)

Almanac of the Canning, Freezing, Preserving Industries

TX599 C4 1916-

MANN

TX599 C22 1960-

GSM

American Statistics Index

Index Z7554 U5 A51

MANN

Also at ILR & OLIN

Categories under: food and food industry

food consumption

food inspection

food prices

food stores

food supply

as well as individual industries

(coffee, nuts, vegetables, etc.)

Census of Retail Trade

Ref. 5429.3 U585+

GSM

Lists retail trade statistics by subject and geographic area.

Census of Wholesale Trade

Ref. HF5421 U58+

GSM

Also at Mann

Wholesale trade statistics listed by subject, area, and geographical location.

Commodity Yearbook

Ref. HF1041 C73

GSM

Statistics and other information dealing with approximately 100 major commodities.

Conference Board Publications: Statistical Bulletin

HC106.5 N2742+ 1968-

GSM

Also at (I)

Covers:1) Status of leading
economic indicators

2) Diffusion indexes

3) Business executives' expectations

4) Capital appropriations

5) Key determinants of Profit Margins

6) Economic Forecasts

7) Selected International
Comparisons

8) Money supply and Monetary Policy

9) Other relevant economic
statistics

Cost of Doing Business-Corporations
 HG4050 C83+ 1972-

GSM

Operating ratios for 190 lines of business derived to provide guides to the average amount spent by corporations.

Dun and Bradstreet, Inc. Industry Studies Department.
Key Business Ratios in 125 Lines
 HF5681 R25 D89+

GSM

14 types of financial ratios are used to analyze 125 industries. The industries include retailing, wholesaling, manufacturing, and construction.

European Marketing Data and Statistics
 HA1107 E89 1967-

GSM

Offers vital statistics on Eastern and Western Europe, including data on population, employment, trade, food and energy consumption, prices, and taxation.

Food and Agriculture Organization of the United Nations (FAO) Trade Yearbook
 HD1421 F584 1976-
 HD1421 Y32+ 1963-

MANN
GSM

Provides statistical information on international trade in major world agricultural products. Freight rate tables and summaries of trade in agricultural supplies.

Food and Agriculture Organization of the United Nations (FAO) Production Yearbook
 HD1421 F585 1958-

MANN

Annual presents data on international food and agriculture, including material on population, wages, and freight rates.

Food and Agriculture Organization of The United Nations
FAO Monthly Bulletin of Statistics
 HD1421 F681F 1978-

MANN

Frozen Food Pack Statistics
 HD9004 F94 1949-

MANN

Shows calendar year production of industry commodities by region and container size.

Monthly Retail Trade, Sales and Inventories
 HF5429 A46+ 1981-

GSM

Estimated Monthly Retail Sales by kind of business for:

- A) Regions
- B) Geographic Divisions
- C) Specified large states

Estimated Department store sales for areas and cities.

Estimated End of Month A/R

(And more)

Nielsen Researcher
 HF5438 A358 1959-

GSM

Researches new trends in marketing. Uses census statistics to project future trends.

Nielsen Review of Retail Grocery Store Trends
 HD9321.4 N66+ 1971-

GSM

Researches trends in the grocery store industry.

Operating Results of Food Chains
 Ref. HD9320.2 H33+ 1955-
 HF5469 061 1955-

GSM
 MANN

Provides an historical perspective of the financial status and operational performance of the food chain industry:

- Part I - Trends in strategic figures
- Part II - Identical firm analysis (5 or more consecutive years of participation)
 - (Sales below \$350 million)
 - (Sales above \$350 million)
- Part III - An analysis of all firms
 - (Sales below \$150 million)
 - (Sales between \$150 and \$500 million)
 - (Sales above \$500 million)
 - (By geographic location)

Poultry Market Statistics
 HD9437 U5 A35 1965-

MANN

Annual summary of market statistics collected and compiled by the Poultry Market News Branch.

Produce Marketing Almanac

HD9220 A1 D96 1976-

MANN

Includes:

- 1) Per Capita consumption of fresh fruits and vegetable
- 2) Supermarket sales performances
- 3) Foreign trade in fresh produce
- 4) Buyers guide - equip., services, and supplies
- 5) Advertisers index
- 6) Fresh Produce Commodity Group Directory

Producer Prices and Price Indexes

HB235 V6 A451 1978- (Last vol. in Reference)

MANN

HB235 V5 A47+ 1978- (Last vol. in Reference)

GSM

Also at (O)

Monthly report on producer price movements including text, tables, and technical notes. An annual supplement contains monthly data for the calendar year, annual averages, and information on weight and changes in the sample.

Retail Trade, Annual Sales, Year End Inventory, and A/R of Retail Stores, by Kind of Business

HF5429 A45+ 1964-1968, 1970-1972, 1974-

GSM

Also at (O)

Standard & Poor's Corporation. Standard & Poor's Statistical Service

HC101 S74

HOTEL

Robert Morris Associates. Statement Studies

HF5681 B2 R63+

Covers financial ratios in manufacturing, wholesaling, and retailing firms. Also contains additional profit and loss data.

Statistical Abstract of the United States

Ref. HA202 C73

GSM

Major statistical compendium of the U.S. It also contains selected international data.

Statistical Reference Index

Reference

OLIN

Statistical Summary: Federal Meat and Poultry Inspection

TS1975 S79

MANN

Survey of Current Business

HC101 A13+ 1940-

GSM

HC101 A13+ 1956-

MANN

Covers general business statistics, industry statistics, and statistics by particular subjects. The subject index is in blue in the middle of the report.

United Nations Statistical Office. Statistical Yearbook

HA125 U63+

MANN

HC57 A19a

GSM

United States Food and Drug Administration. Annual Report

HD9000.9 U5 A4 1923/1924-

MANN

Washington Agricultural Statistics

HD1775 W2 W3 1977-

OLIN

VIII. COMPANIES OPERATING IN FOREIGN COUNTRIES**Directory of American Firms Operating in Foreign Countries**

Ref. T12 D582+ 1984

GSM

Lists American corporations operating abroad in 3 volumes.

Jane's Major Companies in Europe

HG5421 B41 1965-1980

GSM

Foreign Direct Investors in the United States

HG4057 A5+ 1972-

GSM

Lists foreign firms with some interest or control in American manufacturing and petroleum companies in the U.S.

IX. PERIODICALS**A) General Business****Advertising Age**

HF5801 A237 1953-1974 plus current issues

GSM

Also at (U)

See Lists of Largest Companies for further information.

Barron's National Business and Financial Weekly

HG1 B27++ 1949-

GSM

Black Enterprise

E185.8 B623+ 1970-

GSM

See Lists of Largest Companies for further information.

Business Week

HF5001 B97+ 1944-

GSM

Also at (U, H, I)

Dun's Business Monthly

HF1 D918 1981-

GSM

Also at (U, H, I)

INC

HD2346 U5 I36+ 1980-

GSM

Also at (I)

Financial World

HG4501 F49+ 1953-

GSM

Also at (H)

See list of Largest Companies for further information.

FORBES

HF5001 F69+ 1931-

GSM

Also at (O, H, U)

See Lists of Largest companies for further information.

FORTUNE

HF5001 F74++ Current Issues

GSM

HF5001 F7 1930-

MANN

Also at (O, A, H, I, L, U)

See Lists of Largest Companies for further information.

Harvard Business Review

HF5001 H33+ 1922-

GSM

Also at (H, I, L, U)

Journal of Business Research

HF5001 J86345 1973-

GSM

Journal of Business Strategy

HD8 J853+ 1980-

GSM

Journal of Market Research

HF5415 A2 J861+ 1964-
 HF5415 A2 J861 1964

GSM
 MANN

Also at (E)

Journal of Marketing

HF5415 A2 J86 1936/1937-
 HF5415 A2 J86 1936/1937-

GSM
 MANN

Also at (H)

Management Review

T58 A2 M26

GSM

Also at (H, I)

Marketing and Media Decisions

HF5801 M485+ 1975-

GSM

Marketing Information

HF5415.1 M36+ 1982-

GSM

Mergers and Acquisitions

HG4028 M4 M56+ 1965/1966-
 HG4028 M4 M56 1982-

GSM
 MANN

Monthly Retail Trade; Sales and Inventory

HF5429 A46+ 1981-

GSM

See statistics Section for Annotation.

Nielsen Researcher

HF5438 A358 1959-

GSM

See Statistics Section for Annotation.

Outlook

HF5001 094+ 1980-

GSM

Sloan Management Review

T58 A2 I425+ 1960/1961-

GSM

Also at (H)

Survey of Current Business

HC101 A13+ 1940-
 HC101 A13+ 1956-

GSM
 MANN

See Statistics Section for Annotation.

Wall Street Journal

Current Issues and Film 1958-
Current Issues

GSM
MANN

IX. PERIODICALS
B) Food Industry Related

American Journal of Agricultural Economics
S561 J8 1919-

MANN

Beverage Industry

HD9348 U5 B6 1980-

HOTEL

Beverage World

TD659 A1 N3 1978-

HOTEL

Chain Store Age: Executive

HF5468 C43 1975-

HF5468 A1 C43+ 1975-

MANN
GSM

Also at (H)

Chain Store Age: Supermarkets

TX343 C432 1975-

MANN

See List of Largest Companies for Annotation.

Chipper/Snacker

TX803 P8 P84 1976/1977-

MANN

Commodities

HG6046 A1 C73 1972-

MANN

Convenience Store Industry Report

HD9321.2 C76+ 1978-

GSM

Dairy Outlook and Situation

HD9275 U41 U5 1981-

MANN

Food and Beverages

TP368 F66 1980-

HOTEL

Food and Nutrition

HV696 F6 F68 1971-

MANN

Discusses developments in international food policies and nutrition.

Food and Nutrition News
TX373 F68 1931/1932-

MANN

Food, Drug, Cosmetic Law Journal
HD9000.9 U5 F68 1946-

MANN

Also at (L)

Provides a forum for exchange of professional views on food, drug, and cosmetic laws.

Food Engineering
TP370 F68 1950-
G41.1 F68 1951-

MANN

GENEVA

Monthly magazine. Notes developments in major food and beverage industries.

Food Engineering International
TP368 F681 1972-

MANN

Monthly magazine. Covers the overseas food manufacturing industry. Offers a special North American edition.

Food Management
TX901 F68 1974-

MANN

Also at (H)

Monthly magazine. Reports on the institutional food service industry, including educational and health care institutions.

Food Manufacture
TX341 F69 1947-

MANN

Monthly magazine. Serves the food production industries with reports on raw materials, manufacturing processes, packaging, and distribution.

Food Policy
HD9000.6 F683 1975/1976-

MANN

Also at (N)

Food Production/Management
TX603 C2 T7 1971/1972-

MANN

Also at (G)

Food Research Institute Studies
G64 N82 1967-

GENEVA

Magazine published three times per year. Presents articles on food and agricultural research and related world economic condition. Price \$12.50.

Food Service Marketing
HD9999 R54 F6 1972-

HOTEL

Food Trade Review
TP370 F69 1966-

MANN

Foodservice Product News
TX912 F56 1983-

HOTEL

Fruit Outlook and Situation
HD9241 A28 1981-

MANN
Also at (G)

Health Foods Business
HD9001 H44 1981-

HOTEL

Journal of Food Distribution Research
HD9321.1 J86 1969, 1971-

MANN

Livestock & Meat Outlook and Situation
HD9414 A129 1981-

MANN

Meat and Dairy Products
HD9000.4 C734 1978-

MANN

Meat Industry
HD9411 W4 1982-

HOTEL

Meat Price Report
TS1950 M4 1982-

HOTEL

Meat Situation and Outlook
HD9428 A8 M48 1974-

MANN

Modern Brewery Age Blue Book
HD9397 A2 M68 1971-

GSM

National Food Review
HD9001 N275 1978-

MANN

National Restaurant Association: Who's Who In Food Service
TX907 N35 1976/1977, 1979/1981-

HOTEL

Natural Food and Farming

SG31 N21 1954/1955-1963/1964, 1965/1966-

MANN

New England Fruit Meetings

SB359 M45 1897-

MANN

Also at (G)

Poultry and Egg Outlook and Situation

HD9437 1981-

MANN

Poultry Digest

SF481 P89 1939-

MANN

Poultry Market Report

HD928+ C4 C2

MANN

Produce News

HD9001 P96 1959- Last volume in Reference

MANN

Progressive Grocer

HD9320.1 D96 1953-1957, 1959-

MANN

See List of Largest companies (Food Related) for annotation.

Progressive Grocer: Grocery Industry Annual Report

HD9321.4 P96 F14+

GSM

Quick Frozen Foods

TP493.5 Q6 1949/1950-

MANN

Also at (H)

Quick Frozen Foods International

TP493.5 Q52

MANN

Also at (G)

Rice Outlook and Situation

HD9066 U5 A3 1981-

MANN

Snack Food

TX740 S66 1970-

HOTEL

Sugar and Sweetener Outlook and Situation

HD9104 A241 1981-

MANN

Supermarket Institute: Facts about New Supermarkets Opened HD9321.1 S95 F14+	GSM
Supermarket Business TX341 F686 1979-	MANN
Supermarket News HF5469 S95 1962-1967, 1970-1975, 1976-	MANN
Supermarket News. Distribution of Food Store Sales in Cities HF5469 S95 1976-	MANN
Vegetable Growers News SB320 U43 1946-	MANN
Vegetable Outlook and Situation HD9220 U5 A24 1981- 353.81 U5 1981-	MANN GENEVA
Vegetables Annual Summary HD9004 T8	MANN
Weekly Insider's Poultry Report HD9437 U5 W391 1972-	MANN
Wine and Spirits Wholesalers of America HD9361.3 W76	GSM
Wine Industry Status Report HD9374 W76+ 1959/1960-	GSM
Wine Institute Economic Research G34.8 W73 1967-	GENEVA
Wines and Vines HD9370 W76 1951- G34.8 W72 1936-	MANN GENEVA
World Food Trade and U.S. Agriculture HD9000.4 W92 1980-	MANN

IX. PERIODICALS
C) Miscellaneous

Agricultural Economics Research
 HD1761 A27 1949-

MANN
 Also at (O)

Agricultural Research
 521A 1751 1953-

MANN
 Also at (G)

American Demographics
 HB3505 A66 1979-

HOTEL
 Also at (O, I)

Business Periodicals Index
 Z7164 C81 B975+ 1958-

GSM
 MANN
 Also at (I, H, U)

Also see Index section for Annotation.

CERES
 S401 06 C41 1968-

MANN

College Home Study Program Notes
 HF5469 A1 C81 1973/1974-

MANN

Compflash
 HD4975 C74 1977-

ILR

Conference Board Publications: Announcements of Foreign Investment
 HG4538 C74+ 19714-

GSM

Conference Board Publications: Announcements of Mergers and Acquisitions
 HD2741 N27+ 1966-

GSM

Conference Board Publications: Statistical Bulletin
 HC106.5 N2742+ 1968-

GSM
 Also at (I)

Consumer Reports
 TX335 C75+ Last 3 years
 TX335 C76 Last 3 years

GSM
 MANN
 Also at (U, H, E)

Economic Outlook U.S.A.
 HC106.6 E194+ 1945-

GSM
 Also at (I)

Economic Perspectives
 HB E16 1979-

OLIN

Economic Review
 HC107 A18 A2+ 1975-

GSM

ERS Abstracts
 HD1751 A94

MANN

Feedstuffs
 HD9030. F29 1938-1939; 1940-1970, 1974-

MANN

Foreign Agriculture
 HD1401 F71 1963-

MANN

Home Economics Research Journal
 TX1 H763 1972/1973-

MANN

Journal of Advertising Research
 HF5811 J86+ 1960/1961-

GSM
 Also at (H)

Journal of Retailing
 HF5001 J87 1941-
 HF5001 J86 1957/1958-

GSM
 MANN

Kiplinger Washington Letter
 HF5001 K57+ 1980-

GSM

Livestock International
 SF1276 1977-

MANN

National Farmer's Union Washington Newsletter
 HD1761 N274 1973-

MANN

National Productivity Review
 HD56 N28+ 1982/1983-

GSM
 Also at (I)

National Provisioner

TS1950 N27 1950-

MANN
Also at (H)**Packaging**

TS195 A1 P12+ 1967-

GSM

Packer

HD9004 N56 1951-

MANN

Planning Review

HD28 P71+ 1975-

GSM

Producer Price Current

HD9004 P96 1950-

MANN

Quality Circles Journal

HD66 Q18 1982-

ILR

Regulation

K18 E6+ 1977-

GSM
Also at (I)**Restaurant Business**

TX901 S7 1974-

HOTEL

Restaurant Buyers Guide

HD9000.1 R43 1982-

HOTEL

Stores

HD9951 S88+ 1948-

GSM

Telemarketing

HF5438.3 T26+ 1982-

HOTEL

Western Grower and Shipper

HD9000.1 A1 W52 1929/1930-

MANN

X. ON LINE COMPUTER DATA SOURCES

Many of the indexes listed in Section II can be accessed through the Cornell University Library system's computer-assisted research service (COMPASS). These online databases are more flexible to search than the hardcopy indexes - they allow the user to manipulate the information to eliminate nonessential or generalized titles. Also, some of these databases have no print equivalent. See a reference librarian for information on the policies and associated fees for using COMPASS. Several key online sources are:

Electronic Yellow Pages

File 504-509. Has yellow page type information for retailers, wholesalers and services.

American Statistics Index

File 102 DIALOG. Provides abstracts for all industry and market research reports, studies and surveys.

Standard & Poor's Corporate Descriptions

File 133 of DIALOG. Corresponds to S & P's Corporation Records; offers in-depth descriptions of 7800⁺ publically held U.S. corporations. Gives background, income account and balance sheet figures, stock and bond data. Late-breaking business and financial information in a file 32.

Trade and Industry Index

File 148 DIALOG. This file is supplemented by Trade and Industry ASAP, a complete text database to 70 trade and business publications. (the entire article in on line)

For additional online indexes, consult the DIALOG Database catalogue or the BRS Directory and Database Catalog (available at most campus libraries' compass offices).

XI. TRADE ASSOCIATIONS**A) General****Encyclopedia of Associations**

AG521 E56 1956-

HA61 G15+ Latest Edition

MANN

GSM

Also at (O, E, I, L. U)

Lists organizations

- 1) Trade, Business and commercial
 - 2) Agricultural
 - 3) Legal Governmental
 - 4) Scientific
 - 5) Health and Medical
 - 6) Public Affairs
 - 7) Labor Unions
- Alphabetically and by regions.

Marketing Research Associations

HF5415.2 M35+

GSM

Directory of Research Services Provided by members of the Marketing Research Associations.

National Trade and Professional Associations of the U.S.

HD2425 D53 1982-

ILR

United Food and Commercial Workers International Union. UFCW Action

HD6515 F7 U58 1979-

ILR

XI. TRADE ASSOCIATIONS**B) Directory of Food Industry Trade Associations**

Although the following are not listed as such in the Cornell Library system, they are included in this Guide since they are often valuable sources of information on their respective industries.

American Bakers Association

2020 "K" Street, N.W., Suite 850

Washington, D.C. 20006 (202)296-5800

American Dairy Association, Inc.

6300 N. River Road

Rosemont, IL 60018 (312)696-1880

American Frozen Food Institute

1700 Old Meadow Road

McLean, VA 22102 (703)821-0770

American Meat Institute
 1700 North Moore Street
 Arlington, VA 22209 (703)841-2400

American Poultry Association
 Route 4, Box 351
 Troy, NY 12180 (518)286-1818

American School Food Service Association
 4101 East Iliff Avenue
 Denver, CO 80222 (800)525-8575

American Shrimp Cannery and Processors Association
 Box 50774
 New Orleans, LA 70150 (504)368-1571

American Spice Trade Association
 P.O. Box 1267
 Englewood Cliffs, NJ 07632 (201)568-2163

The Association for Dressings & Sauces
 5775 Peachtree-Dunwoody Rd., Suite 500D
 Atlanta, GA 30342 (404)252-3663

Association of Food Distributors
 115 Broadway
 New York, NY 10006 (212)267-4244

Association of Food Distributors
 115 Broadway
 New York, NY 10006 (212)267-4244

Biscuit and Cracker Distributors Association
 111 E. Wacker Drive
 Chicago, IL 60601 (312)644-6610

California Dried Fruit Export Association
 P.O. Box 270A, 303 Brokaw Road
 Santa Clara, CA 95052 (408)727-9302

Canned and Cooked Meat Importers Association
 1000 Connecticut Avenue, N.W., #707
 Washington, DC 20036 (202)659-2334

Cheese Importers Association of America

460 Park Avenue
New York, NY 10022 (212)753-7500

Coffee, Sugar and Cocoa Exchange, Inc.

4 World Trade Center, S.E.
New York, NY 10048 (212)938-2800

Council of Food Processors Association**Executives**

1133 20th Street, N.W.
Washington, DC 20036 (202)331-5942

Food Marketing Institute

1750 "K" Street, N.W., Suite 700
Washington, DC 20006 (202)452-8444

Food Merchandisers of America

Box 958
Lumberton, NC 28358 (919)738-3791

Frozen Potato Products Institute

1700 Old Meadow Road, Suite 100
McLean, VA 22101 (703)821-0770

General Merchandise Distributors Council

1275 Lake Plaza Drive
Colorado Springs, CO 80906 (303)576-4260

Grocery Manufacturers of America

1010 Wisconsin Avenue, N.W., Suite 800
Washington, DC 20007 (202)337-9400

International Apple Institute

6707 Old Dominion Dr., Suite 210
Box 1137
McLean, VA 22101 (703)442-8850

International Association of Ice Cream**Manufacturers**

910 17th Street, N.W.
Washington, DC 20006 (202)296-4250

**International Jelly and Preserve
Association**

5775 Peachtree-Dunwoody Road, Suite 500D
Atlanta, GA 30342 (404)252-3663

**National American Wholesale Grocers'
Association**

201 Park Washington Court
Falls Church, VA 22046 (703)532-9400

**National Association for the Specialty
Food Trade, Inc.**

1270 Avenue of the Americas
New York, NY 10020 (212)586-7313

National Association of Concessionaires

35 E. Wacker Drive
Chicago, IL 60601 (312)236-3858

**National Association of Convenience
Stores**

5201 Leesburg Pike, Sta. 809
Falls Church, VA 22041 (703)578-1800

**National Association of Greenhouse
Vegetable Growers**

430 West Bagley Road
Berea, OH 44017 (216)243-5600

**National Association of Margarine
Manufacturers**

1625 Eye Street, N.W., Suite 1024A
Washington, DC 20006 (202)785-3232

National Association of Meat Purveyors

8365-B Greensboro Drive
McLean, VA 22102 (703)827-5754

**National Association of Service
Merchandising**

805 Merchandise Mart Plaza
Chicago, IL 60654 (312)467-0046

**National Association of Specialty Food
and Confection Brokers**

2030 Condolea Drive

Leawood, KS 66209

(913)648-7715

**National Association of Tobacco
Distributors**

630 Third Avenue, 17th Floor

New York, NY 10017

(212)599-3344

National Broiler Council

1155 15th Street, N.W.

Washington, DC 20005

(202)296-2622

National Candy Wholesalers Association

1430 "K" Street, N.W.

Washington, DC 20005

(202)393-6733

National Cheese Institute

110 North Franklin Street, Room 620

Chicago, IL 60606

(312)263-2733

National Coffee Association of the U.S.A.

120 Wall Street

New York, NY 10005

(212)344-5596

**National Confectioners' Association
of the U.S.**

7900 Westpark Drive, Suite 514

McLean, VA 22102

(703)790-5750

National Fisheries Institute

1101 Connecticut Avenue, N.W., Suite 700

Washington, DC 20036

(202)857-1110

National Food Brokers Association

1916 "M" Street, N.W.

Washington, DC 20036

(202)331-9120

National Food Distributors Association

111 East Wacker Drive

Chicago, IL 60601

(312)644-6610

National Food Processors Association

1133 20th Street, N.W.

Washington, DC 20036

(202)331-5900

National Frozen Foods Association

P.O. Box 398

Hershey, PA 17033

(717)534-1601

National Frozen Pizza Institute

Suite 100, 1700 Old Meadow Road

McLean, VA 22102

(703)821-0770

National Grocers Association

1825 Samuel Morse Drive, Suite 820

Reston, VA 22090

(703)437-5300

**National Honey Packers and Dealers
Association**

Box B

Edgewater, FL 32032

(904)428-9027

National Live Stock & Meat Board

444 N. Michigan Avenue

Chicago, IL 60611

(312)467-5520

National Onion Association

5701 East Evans Ave., Suite 26

Denver, CO 80222

(303)756-1518

National Pasta Association

19 South Bothwell Street

Box 336

Palatine, IL 60067

(312)358-1022

National Peanut Council

1000 16th Street, N.W., Suite 700

Washington, DC 20036

(202)775-0450

National Potato Council

12075 East 45th Ave., Suite 301

Denver, CO 80239

(303)373-5639

**National Prepared Frozen Food Processors
Association**

99 W. Hawthorne Avenue

Valley Stream, NY 11580

(516)825-3000

National Red Cherry Institute
678 Front Street, N.W., Suite 140
Grand Rapids, MI (616)454-6196

National Soft Drink Association
1101 16th Street, N.W.
Washington, DC 20036 (202)463-6732

National Sugar Brokers Association, Inc.
Suite 5011, One World Trade Center
New York, NY 10048 (212)938-0990

National Turkey Federation
11800 Sunrise Valley Drive
Reston, VA 22091 (703)860-0120

Packaging Institute U.S.A.
20 East 46th Street
New York, NY 10017 (212)687-8874

**Peanut Butter and Nut Processors
Association**
5101 Wisconsin Avenue, Suite 504
Washington, DC 20016 (202)966-7888

Pet Food Institute
1101 Connecticut Avenue, N.W.
Suite 700
Washington, DC 20036 (202)857-1120

Pickle Packers International, Inc.
P.O. Box 31
St. Charles, IL 60174 (312)584-8950

The Popcorn Institute
111 East Wacker Drive
Chicago, IL 60601 (312)644-6610

Potato Chip/Snack Food Association
1735 Jeff Davis Highway #903
Arlington, VA 22202 (703)920-4805

Poultry & Egg Institute of America
1815 N. Lynn Street, Suite 801
Arlington, VA 22209 (703)522-1363

Processed Apple Institute, Inc.
5775 Peachtree-Dunwoody Road, Suite 500D
Atlanta, GA 30342 (404)252-3663

Produce Marketing Association
700 Barksdale Road, Suite 6
Newark, DE 19711 (303)738-7100

Shellfish Institute of North America
1625 "K" Street, N.W., Suite 501
Washington, DC 20006 (202)659-5914

The Sugar Association, Inc.
1511 "K" Street, N.W.
Washington, DC 20005 (202)628-0189

Tuna Research Foundation
Suite 603, 1101 17th Street, N.W.
Washington, DC 20036 (202)296-4630

**United Food and Commercial Workers
International**
1775 "K" Street, N.W.
Washington, DC 20006 (202)223-3111

United Fresh Fruit and Vegetable Association
North Washington and Madison
Alexandria, VA 22314 (703)836-3410

United States National Fruit Export Council
1133 20th Street, N.W.
Washington, DC 20036 (202)331-5900

Vanilla Bean Association of America
47-22 Pearson Place
Long Island City, NY 11101 (212)392-7800

The Vinegar Institute
5775 Peachtree-Dunwoody Road, Suite 500D
Atlanta, GA 30342 (404)252-3663

Wheat Industry Council

6000 Executive Blvd. Suite 203
Rockville, MD 20852

(301)984-1300

The Wine Institute

165 Post Street
San Francisco, CA 94100

(414)986-0878