WHERE TO FIND INFORMATION ON THE FOOD INDUSTRY:

A RESEARCHER'S GUIDE

Compiled for Specific Use in the Cornell University Library System

By
Edward W. McLaughlin

Department of Agricultural Economics
New York State College of Agriculture and Life Sciences
A Statutory College of the State University
Cornell University, Ithaca, New York 14853
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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 
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  School of Management Library, and Bill Coons, Mann Library, both 
  provided helpful suggestions during the development of this guide.
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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

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<td>Africana - A</td>
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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

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

A guide to the vast and varied sources of business information.
Chapters 1-6: 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-)
Z7164 (81 B975 + 1958-)

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. 25771 0594+

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 E564 1983

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

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+

New York Times Index
AI21 N56++ 1960-

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

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
27164 (81 595M)

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+
Ref. Z7554 U5 W32

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

Standard & Poor's Register of Corporations, Directors, and Executives
HG4057 A38++ 1983
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
Ref. T12 T46++ 1962
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-
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-
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–

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 trafficing
8) Brand Names

Chain Store Guide
HD 9321.3 C43 1979–

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)

Directory of Chain Restaurant Operators
TX907 D58 1979–

1982 Directory of Food Service Distributors
HD9321.3 D53 Latest 2 editions

Directory of Food Service Distributors
HD 9321.3 D53 1980

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-

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-

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

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

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

Frozen Food Factbook and Directory
TP 493.5 F95 1965-

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
IV. CONSUMERS

Consumer Attitudes and Buying Plans
HC101 N27 C75+ 1968-  
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  
Analyzes, describes, and rates consumer products.

Directory, Federal, Local, State and Local Governmental
HC110 C63 A3 Latest Issue  
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-  
A quarterly report on the USDA's food inspection service.

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

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

Consumers Directory
TX335 A1 C752 (Last volume in reference)
Directory of consumer organizations and agencies by country.

Consumer's Research Magazine
TX335 A1 C75 1973-
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-
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
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-
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-
Lists top 500 private and foreign owned companies.
Europe's 10,000 (5,000 before 1981) Largest Companies
Ref. HD2844 E89+

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

Financial World
HG4501 F49+ 1953-

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

Forbes
HF5001 F69+

Jan. 1 Issue: Annual Report on American Industry
May 15 Issue: Annual Directory Issue.

Fortune
HF5001 F74++ Curr. Issues
HF5001 F7 1930

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

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.

See also the Library's "Lists of Largest Companies."
V. LIST OF LARGEST COMPANIES
   B) Food Industry Related

Agri-Marketing
HF5415 A2 A27 1963--

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--

July Issue: Annual census of Retail Operations:
   1) Top 100 chains
   2) Top 50 wholesalers

Food Processing
TP373 F68 1954--

December Issue: "Food Processing's Top 100"

Institutions
TX1 I59 F686

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

Progressive Grocer
HD9320.1 D96 1953-1957, 1959--

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--

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.

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

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

VI. BUSINESS SERVICES AND REPORTS

Corporation Files and Microtexts -- Annual Reports
Rm. 415
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
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
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

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

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

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, renumeration of directors, and financial statement schedules for each individual companies.

VII. STATISTICS ON THE FOOD INDUSTRY

Agricultural Statistics
Ref. HD1751 A27

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

Includes Financial Ratios in:
   Agricultural Fields
   Manufacturing
   Transportation
   Wholesalers
   Retailers
Troy, Leo. *Almanac of Business and Industrial Financial Ratios*
HF5681 R25T861+1

Almanac of the Canning, Freezing, Preserving Industries
TX599 C4 1916–
TX599 C22 1960–

American Statistics Index
Index 27554 U5 A51

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+

Lists retail trade statistics by subject and geographic area.

Census of Wholesale Trade
Ref. HF5421 U58+

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

Commodity Yearbook
Ref. HF1041 C73

Statistics and other information dealing with approximately 100 major commodities.

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

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-

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+

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-

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-

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-

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-

Frozen Food Pack Statistics
HD9004 F94 1949-

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-               GSM
HF5469 061 1955-                       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-

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

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

Also at (0)

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–
HC101 A13+ 1956–

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

HA125 U63+
HC57 A19a

United States Food and Drug Administration. Annual Report
HD9000.9 U5 A4 1923/1924–

Washington Agricultural Statistics
HD1775 W2 W3 1977–

VIII. COMPANIES OPERATING IN FOREIGN COUNTRIES

Directory of American Firms Operating in Foreign Countries
Ref. T12 D582+ 1984

Lists American corporations operating abroad in 3 volumes.

Jane's Major Companies in Europe
HC5421 B41 1965–1980

Foreign Direct Investors in the United States
HG4057 A5+ 1972–

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

See Lists of Largest Companies for further information.

Barron's National Business and Financial Weekly
HG1 B27++ 1949–
Black Enterprise
E185.8 B623+ 1970-

See Lists of Largest Companies for further information.

Business Week
HF5001 B97+ 1944-

Also at (U, H, I)

Dun's Business Monthly
HF1 D918 1981-

Also at (U, H, I)

INC
HD2346 U5 I36+ 1980-

Also at (I)

Financial World
HG4501 F49+ 1953-

Also at (H)

See list of Largest Companies for further information.

FORBES
HF5001 F69+ 1931-

Also at (O, H, U)

See Lists of Largest companies for further information.

FORTUNE
HF5001 F74++ Current Issues
HF5001 F7 1930-

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

See Lists of Largest Companies for further information.

Harvard Business Review
HF5001 H33+ 1922-

Also at (H, I, L, U)

Journal of Business Research
HF5001 J86345 1973-

Journal of Business Strategy
HD8 J853+ 1980-
Journal of Market Research
HF5415 A2 J861+ 1964-
HF5415 A2 J861 1964

Journal of Marketing
HF5415 A2 J86 1936/1937-
HF5415 A2 J86 1936/1937-

Management Review
T58 A2 M26

Marketing and Media Decisions
HF5801 M485+ 1975-

Marketing Information
HF5415.1 M36+ 1982-

Mergers and Acquisitions
HG4028 M4 M56+ 1965/1966-
HG4028 M4 M56 1982-

Monthly Retail Trade; Sales and Inventory
HF5429 A46+ 1981-
See statistics Section for Annotation.

Nielsen Researcher
HF5438 A358 1959-
See Statistics Section for Annotation.

Outlook
HF5001 094+ 1980-

Sloan Management Review
T58 A2 I425+ 1960/1961-

Survey of Current Business
HC101 A13+ 1940-
HC101 A13+ 1956-
See Statistics Section for Annotation.
IX. PERIODICALS
B) Food Industry Related

American Journal of Agricultural Economics
S561 J8 1919–

Beverage Industry
HD9348 U5 B6 1980–

Beverage World
TD659 A1 N3 1978–

Chain Store Age: Executive
HF5468 C43 1975–
HF5468 A1 C43+ 1975–

Chain Store Age: Supermarkets
TX343 C432 1975–

See List of Largest Companies for Annotation.

Chipper/Snacker
TX803 P8 P84 1976/1977–

Commodities
HG6046 A1 C73 1972–

Convenience Store Industry Report
HD9321.2 C76+ 1978–

Dairy Outlook and Situation
HD9275 U41 U5 1981–

Food and Beverages
TP368 P66 1980–

Food and Nutrition
HV696 F6 F68 1971–

Discusses developments in international food policies and nutrition.
Food and Nutrition News
TX373 F68 1931/1932-

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

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

Food Engineering International
TP368 F681 1972-


Food Management
TX901 F68 1974-
Also at (H)

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

Food Manufacture
TX341 F69 1947-

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

Food Policy
HD9000.6 F683 1975/1976-
Also at (N)

Food Production/Management
TX603 C2 T7 1971/1972-
Also at (G)

Food Research Institute Studies
G64 N82 1967-

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-

Food Trade Review
TP370 F69 1966-

Foodservice Product News
TX912 F56 1983-

Fruit Outlook and Situation
HD9241 A28 1981-

Health Foods Business
HD9001 H44 1981-

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

Livestock & Meat Outlook and Situation
HD9414 A129 1981-

Meat and Dairy Products
HD9000.4 C734 1978-

Meat Industry
HD9411 W4 1982-

Meat Price Report
TS1950 M4 1982-

Meat Situation and Outlook
HD9428 A8 M48 1974-

Modern Brewery Age Blue Book
HD9397 A2 M68 1971-

National Food Review
HD9001 N275 1973-

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

New England Fruit Meetings
SB359 M45 1897-

Poultry and Egg Outlook and Situation
HD9437 1981-

Poultry Digest
SF481 P89 1939-

Poultry Market Report
HD928+ C4 C2

Produce News
HD9001 P96 1959- Last volume in Reference

Progressive Grocer
HD9320.1 D96 1953-1957, 1959-

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

Progressive Grocer: Grocery Industry Annual Report
HD9321.4 P96 F14+

Quick Frozen Foods
TP493.5 Q6 1949/1950-

Quick Frozen Foods International
TP493.5 Q52

Rice Outlook and Situation
HD9066 U5 A3 1981-

Snack Food
TX740 S66 1970-

Sugar and Sweetener Outlook and Situation
HD9104 A241 1981-
Supermarket Institute: Facts about New Supermarkets Opened
HD9321.1 S95 F14+

Supermarket Business
TX341 F686 1979-

Supermarket News

Supermarket News. Distribution of Food Store Sales in Cities
HF5469 S95 1976-

Vegetable Growers News
SB320 U43 1946-

Vegetable Outlook and Situation
HD9220 U5 A24 1981-
353.81 U5 1981-

Vegetables Annual Summary
HD9004 T8

Weekly Insider's Poultry Report
HD9437 U5 W391 1972-

Wine and Spirits Wholesalers of America
HD9361.3 W76

Wine Industry Status Report
HD9374 W76+ 1959/1960-

Wine Institute Economic Research
G34.8 W73 1967-

Wines and Vines
HD9370 W76 1951-
G34.8 W72 1936-

World Food Trade and U.S. Agriculture
HD9000.4 W92 1980-
## IX. PERIODICALS
### C) Miscellaneous

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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+ publicly held U.S. corporations. Gives background, income account and balance sheet figures, stock and bond data. Late-breaking business and financial information in n 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

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+

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

National Trade and Professional Associations of the U.S.
HD2425 D53 1982-

United Food and Commercial Workers International Union. UFCW Action
HD6515 F7 U58 1979-

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
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