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Index of Food Distribution Articles

This list of papers is presented in subject classification form following the Super Market Institute Information Service classifications for their monthly index service.

The following additions have been made to the SMI classifications:

Air Conditioning, Heating and **Refrigeration**
Consumerism and **Providing Food for Poor People**
Groups-Retail Cooperatives, Voluntaries, Other Wholesalers, Franchises and **Brokers**
Top Management and **Research Management**
Training, **Education and Getting Research Adapted**

Warehousing, Transportation and **Physical Distribution Management**

The papers included are for proceedings issues of Food Distribution Research Conferences from 1962 and include all Food Distribution Journal Articles through 1972 including the October 1972 Proceedings Issue. Copies of all these issues are available through the Food Distribution Research Society, Inc.

A list of all of these publications is presented at the end of the Index.

Individual articles may be listed under more than one classification if the content is such as to concern two or more classifications. SMI classification titles for which no article appears were not included.

*Excess 7
Furnishings*

Categories Used:

Accounting and Controls
Advertising
Air Conditioning, Heating and Refrigeration
Bakery
Bantam, Convenience and Drive-In Markets
Brands
Buying, Ordering Procedures and Inventories
Checkout Operations
Consumerism and Providing Food for Poor People
Credit and Delivery
Customer Behavior Patterns and Characteristics
Customer Relations and Services
Dairy Products
Delicatessen
Dietetic Foods
Discount Stores and Discounting
Displays
Ecology
Electronic Data Processing
Financing
Fish and Other Seafood
Food Distribution - Foreign Countries Other Than Canada
Food Distribution - United States
Government Controls, Investigations and Legislation

Grocery Handling
Groups - Retail Cooperatives, Voluntaries, Other Wholesalers, Franchises and Brokers
Manufacturers and Manufacturer Supplier Relations
Meat
Merchandising
Mergers
Nutriments Other Than Standard Foods
Packaging
Personnel Administration
Prices and Price Spreads
Produce
Public Relations
Restaurants, Snack Bars, Etc.
Sales Promotions
Sanitation
Store Construction
Store Location
Store Management
Store Operations
Store Supervision
Top Management and Research Management
Training
Warehousing and Transportation

ACCOUNTING AND CONTROLS

- Controlling the Performance of Retail Food Store Managers** - Theodore W. Leed, University of Massachusetts and Kenneth G. Abrahams, Food Marts, Inc.
4th Food Distribution Research Conference
October 1963
- Developing a Management Information System**
Burt Hambleton, President, Associated Grocers of Seattle
13th Food Distribution Research Conference
October 1972, JFDR, Vol. IV, No. 2
- Distribution Strategy and Cost Analysis**
Arthur S. Graham, Jr., A.T. Kearney & Co.
12th Food Distribution Research Conference
October 1971, JFDR, Vol. III, No. 1

ADVERTISING

- The Effect of Retail Food Advertising on Consumer Decision Making** - Dr. Robert Welsh, Central Michigan University
13th Food Distribution Research Conference
October 1972, JFDR, Vol. IV, No. 2
- Evaluating Advertising and Promotional Programs**
Edward Dailey, Purdue University
6th Food Distribution Research Conference
October 1965
- Measuring the Effect of Different Levels of Expenditure for Advertising and Promotion on Sales of Fluid Milk and Other Dairy Products** - Wendell Clement, ERS, USDA
6th Food Distribution Research Conference
October 1965
- Research in Food Store Advertising in Ten Metropolitan Centers in the U.S.** - Jack Weber, University of Idaho
6th Food Distribution Research Conference
October 1965
- Some Problems and Future Needs for Advertising and Promotional Research** - Kent Christensen, National Association of Food Chains
6th Food Distribution Research Conference
October 1965

AIR CONDITIONING, HEATING AND REFRIGERATION

- Evaluation of Refrigeration Systems for the Retail Food Store** - Robert S. Welsh, University of Kentucky
7th Food Distribution Research Conference
September 1966

BAKERY

- Dillon's Central Bakery Operations**
Richard Dillon, J.S. Dillon & Sons
3rd Food Distribution Research Conference
June 1962

BANTAM, CONVENIENCE AND DRIVE-IN MARKETS

- Convenience Stores: Past and Present**
Reuben Guberman
Contributed Papers Issue, JFDR, Vol. II, No. 2
September 1971
- Fast Food Store Location Factors: A Comparison With Grocery Store Location Factors** - Harold G. Love, University of Kentucky
12th Food Distribution Research Conference
October 1971, JFDR, Vol. III, No. 1
- Profitability of Convenience Market - Dairy Departments**
Ulrich C. Toensmeyer and Charles L. Witt, University of Delaware & Del. Tech. Com. Coll.
Contributed Papers Issue, JFDR, Vol. III, No. 2
September 1972

BRANDS

- Factors Related to Consumer Loyalty for Private Food Brands** - Joseph D. Brown, Ball State University
Contributed Papers Issue, JFDR, Vol. III, No. 2
September 1972

BUYING, ORDERING PROCEDURES AND INVENTORIES

- The Super Valu Approach to Space Allocation**
Dennis Wuebker, Super Valu Stores
4th Food Distribution Research Conference
October 1963
- Display Allocation and Product Evaluation Routine: Frozen Foods in the Retail Store** - Charles Crossed, ERS, USDA
4th Food Distribution Research Conference
October 1963
- Direct Order Systems** - L.G. Buchanan, Kellogg Company
7th Food Distribution Research Conference
September 1966
- Emphasis on Demand Forecasting and Production Planning** - Aaron Glickstein, Wilson & Company
8th Food Distribution Research Conference
October 1967
- Overview of the Total Concept** - Gerald A. Fitzgerald, University of Massachusetts
8th Food Distribution Research Conference
October 1967
- Food Distribution - A Total Concept**
Kenneth U. Flood, University of Missouri
8th Food Distribution Research Conference
October 1967
- Optimization of Movement for Profit**
James E. Martin, VPI
9th Food Distribution Research Conference
October 1968
- The React Study** - Dan Barnes, National Cash Register
9th Food Distribution Research Conference
October 1968

Predicting Warehouse Movement

J.M. Johnson, VPI

9th Food Distribution Research Conference

October 1968

Emphasis of Teladata Processing Systems Implications for the Food Firm - John A. Lever, The Pillsbury Corporation

Corporation

8th Food Distribution Research Conference

October 1967

CHECKOUT OPERATIONS

Some Criteria for Developing the Automatic Check-Out

John C. Bouma, ARS, USDA

9th Food Distribution Research Conference

October 1968

The Need for an Industry Product Identifying System

Kenneth Silvers, Selling Areas-Marketing, Inc.

9th Food Distribution Research Conference

October 1968

The Role of the Food Distribution Industry in Advanced Checkout Systems - Development of Universal Codes

Wallace N. Flint, National Association of Food Chains

11th Food Distribution Research Conference

October 1970, JFDR, Vol. II, No. 1

The Role of the Food Distribution Industry in Advanced Checkout Systems - Harry F. Krueckeberg, Indiana State University

11th Food Distribution Research Conference

October 1970, JFDR, Vol. II, No. 1

The Role of the Food Distribution Industry in Advanced Checkout Systems - An Approach to Automation and Checkout - John A. Esserian, Charecogn Systems, Inc.

11th Food Distribution Research Conference

October 1970, JFDR, Vol. II, No. 1

The Role of the Food Distribution Industry In Advanced Checkout Systems - IMS Experience in Advanced Checkout - George Ensslin, Inventory Management Systems, Inc.

11th Food Distribution Research Conference

October 1970, JFDR, Vol. II, No. 1

Computerized Checkout - An Update

Harold S. Ricker, ARS, USDA

12th Food Distribution Research Conference

October 1971, JFDR, Vol. III, No. 1

The Optical Scanner - Friend or Foe?

William S. Sekely and Richard W. Skinner, Kent State University

Contributed Papers Issue, JFDR, Vol. III, No. 2

September 1972

CONSUMERISM AND PROVIDING FOOD FOR POOR PEOPLE

Consumerism: The Issue of Dual Pricing

Paul G. Nelson, Greenbelt Consumer Service, Inc.

11th Food Distribution Research Conference

October 1970, JFDR, Vol. II, No. 1

Consumerism: The Issue of Dual Pricing

Dermot P. Shea

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October 1970, JFDR, Vol. II, No. 1

Food Distribution in Low Income Areas

Donald R. Marion, University of Massachusetts

10th Food Distribution Research Conference

October 1969, JFDR, Vol. I, No. 1

Operation Consumer Concern - USDA-NARGUS Demonstration - Lewis F. Norwood, Extension Service, USDA

13th Food Distribution Research Conference

October 1972, JFDR, Vol. IV, No. 2

The Role of Food Distribution in Serving the Needs of All of the People - Distribution Systems for the Poor - Progress & Prospects - Donald R. Marion, University of Massachusetts

11th Food Distribution Research Conference

October 1970, JFDR, Vol. II, No. 1

The Role of Food Distribution in Serving the Needs of All of the People - Tackling Malnutrition - Challenge to the Food Industry - Richard S. Gordon, Monsanto Company

11th Food Distribution Research Conference

October 1970, JFDR, Vol. II, No. 1

CUSTOMER BEHAVIOR PATTERNS AND CHARACTERISTICS

Consumer Attitude Toward Charge Cards in the Food Distribution Industry - Thomas L. Sporleder, Texas A & M University

12th Food Distribution Research Conference

October 1971, JFDR, Vol. III, No. 1

Consumer Attitudes Toward the Food Industry: Price, Ecology, Consumerism, Management, Slogans, Advertising and Store Image - Lanny Hernandez, University of Southern California

13th Food Distribution Research Conference

October 1972, JFDR, Vol. IV, No. 2

Consumer Behavior Trends in the 1970's

Robert S. Welsh, University of West Florida

12th Food Distribution Research Conference

October 1971, JFDR, Vol. III, No. 1

Consumer Decision Making - James F. Engel, Ohio State University

9th Food Distribution Research Conference

October 1968

Consumer Panel - Store Audit - Food Industry Statistics - William T. Scott, A.C. Nielsen Company

4th Food Distribution Research Conference

October 1963

Customer Traffic Flow Studies in Small Store

Thomas S. Stanely, University of Vermont

3rd Food Distribution Research Conference

June 1962

Food Preparation and Attitudes - Paul Kahn, American Can Company

12th Food Distribution Research Conference

October 1971, JFDR, Vol. III, No. 1

A Look at New Stores - A Customer Traffic Survey of Takoma Park Cooperative - Harold H. Hoecker, University of Maryland

3rd Food Distribution Research Conference

June 1962

Proposed Consumer Research Projects for the Food Industry - James M. Carman, Consumer Research Institute

9th Food Distribution Research Conference
October 1968

Store Layout and Product Location - Vital Factors Affecting Food Store Sales - Michael G. Van Dress, ERS, USDA

4th Food Distribution Research Conference
October 1963

The Use of Customer Traffic Studies in Store Design

Lowell Mohler, Kansas State Board of Agriculture
3rd Food Distribution Research Conference
June 1962

What is Quality? - Marie Ferree, University of California

13th Food Distribution Research Conference
October 1972, JFDR, Vol. IV, No. 2

CREDIT AND DELIVERY

Consumer Attitude Toward Charge Cards in the Food Distribution Industry - Thomas L. Sporleder, Texas A & M University

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CUSTOMER RELATIONS AND SERVICES

Managerial Economics and Customer Satisfaction

Edgar P. Watkins, Ohio State University
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Managerial Economics and Consumer Satisfaction

Edgar P. Watkins, Ohio State University
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October 1972, JFDR, Vol. IV, No. 2

Operation Consumer Concern - USDA-NARGUS Demonstration - Lewis F. Norwood, Extension Service, USDA

13th Food Distribution Research Conference
October 1972, JFDR, Vol. IV, No. 2

Performance: From the Consumer Viewpoint

Edgar P. Watkins, Ohio State University
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October 1971, JFDR, Vol. III, No. 1

Store Image - A Management Tool

Edgar P. Watkins, Ohio State University
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The Supermarket - Friend or Foe of the Community

Joseph K. Tanaka, Hussman Refrigeration Co.
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Tomorrow is Today - Glen R. Johnson, Jr.

Clark Equipment Company
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DAIRY PRODUCTS

Alternative Systems of Handling Milk in Supermarkets

Dr. Eric Oesterle, Purdue University
13th Food Distribution Research Conference
October 1972, JFDR, Vol. IV, No. 2

Profitability of Convenience Market - Dairy

Departments - Ulrich C. Toensmeyer and Charles L. Witt, University of Delaware & Del. Tech. Com. Coll.
Contributed Papers Issue, JFDR, Vol. III, No. 2
September 1972

DELICATESSEN

Safe Handling of Delicatessen Foods

Don Rishoi, National Sanitation Foundation
13th Food Distribution Research Conference
October 1972, JFDR, Vol. IV, No. 2

DIETETIC FOODS

Health Foods - A Suppliers Viewpoint

Heinrich N. Schmidt, Loma Linda Corporation
13th Food Distribution Research Conference
October 1972, JFDR, Vol. IV, No. 2

DISCOUNT STORES AND DISCOUNTING

Discount Strategy in Food Retailing

Kahandas Nandola, The Ohio University, Athens
13th Food Distribution Research Conference
October 1972, JFDR, Vol. IV, No. 2

The Future of Discounting - Nathaniel Schwartz,

Super Market Merchandising & Discount Merchandiser
5th Food Distribution Research Conference
October 1964

DISPLAYS

Trends in Display: Refrigeration: In-Store Environment

Donald H. Jones, C.V. Hill Refrigeration Company
11th Food Distribution Research Conference
October 1970, JFDR, Vol. II, No. 1

ECOLOGY

Ecology: Consumer Viewpoint

Doris Behre, Acting Director Consumer Affairs Market
Place Ministries
12th Food Distribution Research Conference
October 1971, JFDR, Vol. III, No. 1

Ecology and the USDA Program - Dixon D. Hubbard, USDA

12th Food Distribution Research Conference
October 1971, JFDR, Vol. III, No. 1

Solid Waste Management in Wholesale Food Distribution

Centers - Robert S. Stearns, SCS Engineers
12th Food Distribution Research Conference
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You and We and This Business of Ecology
Clyde H. Vadner, Philadelphia Coca-Cola Company
12th Food Distribution Research Conference
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ELECTRONIC DATA PROCESSING

Computer Applications: Off-Line Order Entry
Doug Richardson, Elm Farm Foods
12th Food Distribution Research Conference
October 1971, JFDR, Vol. III, No. 1

Current Limitations of EDP - Howard L. Green, Howard L. Green & Associates, Inc.
10th Food Distribution Research Conference
October 1969, JFDR, Vol. I, No. 1

Emphasis of Teladata Processing Systems Implications For the Food Firm - John A. Lever, The Pillsbury Corporation
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October 1967

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Capital Planning Strategy - Leonard W. Arentsen, Arthur Anderson & Company
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October 1971, JFDR, Vol. III, No. 1

Financing Food Distribution in the 1970's - Consumers Cooperative - Robert Morrow, Greenbelt Consumer Services, Inc.
10th Food Distribution Research Conference
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Financing Food Distribution in the 1970's - Financial Institution Views - Charles J. Morss, Jr., New England Mutual Life Insurance Company
10th Food Distribution Research Conference
October 1969, JFDR, Vol. I, No. 1

Financing Food Distribution in the 1970's - Wholesaler and Retailer Relations - Daniel Bartz, Dan Bartz & Associates
10th Food Distribution Research Conference
October 1969, JFDR, Vol. I, No. 1

A System for Evaluating the Profit and Investment Performance in Food Stores - Eric C. Oesterle, Purdue University
5th Food Distribution Research Conference
October 1964

FISH AND OTHER SEAFOOD

An Experiment in Retail Fresh Seafood Merchandising
Samuel M. Gillespie and Steve M. Loomis, Texas A & M University
Contributed Papers Issue, JFDR, Vol. III, No. 2
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Fresh Seafood Distribution - Don Long and Charles W. Coale, Virginia Polytechnic Institute
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October 1972, JFDR, Vol. IV, No. 2

FOOD DISTRIBUTION - FOREIGN COUNTRIES OTHER THAN CANADA

Food Distribution Research for Developing Countries
Martin Kriesberg, FEDS, USDA
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Food Distribution Research for Developing Countries - Discussant - Milo G. Lacy, California State Polytechnic College
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Food Distribution Research for Developing Countries - Discussant - Donald L. Long, VPI
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Food Distribution Research for Developing Countries - Discussant - Robert S. Welsh, University of West Florida
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Recent Changes in Food Distribution in Japan and Current Research Projects - Shoji Nakamura, President, Store Engineering Inc., Tokyo
13th Food Distribution Research Conference
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FOOD DISTRIBUTION - UNITED STATES

The Changing Market Structure of Grocery Retailing
Leon Garoian, Oregon State University
3rd Food Distribution Research Conference
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✓ **The Food Industry - 2000 A.D. Revisited**
Jarvis L. Cain, University of Maryland
Contributed Papers Issue, JFDR, Vol. II, No. 2
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Food Retailing Beyond the Supermarket
Daniel I. Padberg, Cornell University
10th Food Distribution Research Conference
October 1969, JFDR, Vol. I, No. 1

Happenings in United States Food Distribution
William Applebaum, Harvard University
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Highlights of the Eighth Annual Report of Food Chain Operating Results 1962-63 - Professor Wendell Earle, Cornell University
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The National Agricultural Library Serves the Food Industry - Abraham I. Lebowitz, USDA
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Panel on Food Industry Statistics - Their Development and Use - Curt Kornblau, Super Market Institute, Inc.
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A Projection of Changes in Food Distribution
William Applebaum, Harvard University
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Research Sources Available Through Private Firms
John E. Lewis, Marketing Factors, Inc.
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The Role of the Distributor, Economic Studies in Grocery Retailing Today - Andrall E. Pearson, McKinsey & Company
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Trends in Food Distribution - Terry L. Crawford and Leland W. Southard ERS, USDA
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The Government's Role in Labels and Labeling
Dr. R.D. Knutson, Agricultural Marketing Service, USDA
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The Political Climate for Food Distribution in the 1970's
Clarence G. Adamy, National Association of Food Chains
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Breakage and Damage in Retail Food Stores and Grocery Warehouses - James J. Karitas, USDA
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The Changing Organization of Wholesale Fruit and Vegetable Markets - Aiden C. Manchester, ERS, USDA
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Robert S. Glover University of Georgia
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New Concepts in Warehousing - A Retail Owned Cooperative - Lou Fox, Associated Wholesale Grocers

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New Concepts in Warehousing in the 1970's - Voluntary Wholesaler - O. Dean Hubbard, Kimball Grocery Company

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New Research Guidelines on Brokerage Firm Management - Robert L. Bull, Dennis Hawkes and Harry Krueckeberg, University of Delaware
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Progress in the Wholesale Field - O. Dean Hubbard, Oklahoma State University
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What is Ahead in Wholesale Food Distribution
Louis Fox, Associated Wholesale Grocers, Inc.
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Classification Scheme for Market Strategy

Dr. Thomas Sporleder, Texas A & M University
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Emphasis on Manufacturing - Ellis M. Saums, General Foods Corporation
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An Analysis of Central Processing of Fresh Meat
Marvin D. Volz, USDA
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October 1963

Consumer Acceptance: Frozen Meat Research Design
Paul Kahn, American Can Company
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Controlling the Quality of Meats
Egbert deVries, Liberal Markets
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Economic Costs and Problems for Alternative Meat Packaging Locations - Hugh Leach, University of Missouri
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Extending Shelf-Life of Meats in Retail Stores
William C. Stringer, University of Missouri
6th Food Distribution Research Conference
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Frozen Lamb: Consumer Product Characteristic Ratings and Repeat Purchase Behavior - Thomas L. Sporleder, Texas A & M University

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Frozen Meat Technology - Harold J. Tuma, Kansas State University

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How to Upgrade Your Retail Meat Operation

Lowell Mohler, Kansas State Board of Agriculture
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October 1965

Just Three Days Case Life - Fresh Meats

H.D. Naumann, University of Missouri
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October 1963

Meat Processing Layout - New Construction and Remodeling - Ernest W. Wilson, University of Georgia

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Meat Programs for Wholesale Food Distributors

John C. Bouma, ARS, USDA
6th Food Distribution Research Conference
October 1965

Technical Problems of Frozen Meats and Frozen Foods:

Retail Case Management - Art Perez, Tyler Refrigeration Company

12th Food Distribution Research Conference
October 1971, JFDR, Vol. III, No. 1

Using Commodity Labor Data to Improve Managerial Effectiveness in Retail Meat Departments

Leland E. Ott, ERS, and Bruce W. Marion, Ohio State University
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Classification Scheme for Market Strategy

Dr. Thomas Sporleder, Texas A & M University
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Economics in Store Layout and Design

Gordon R. Peterson, Super Valu Stores
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October 1970, JFDR, Vol. II, No. 1

Merchandising Research - Its Values to the Food Industry - Robert W. Mueller, Progressive Grocer

5th Food Distribution Research Conference
October 1964

The Personality of Turnover - Michael M. Pearson, Bowling Green State University

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Space Utilization and Produce Profitability Research

R.W. Hoecker, ARS, USDA
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Antitrust Implications of Contemporary Food Production and Marketing Issues - Ronald D. Knutson, AMS, USDA

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Implications of Conglomerate Mergers to Food Distribution in the 1970's - Discussant - Agricultural Economist - Paul E. Nelson, Jr. ERS, USDA

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Implications of Conglomerate Mergers to Food Distribution in the 1970's - Discussant - Retail Management

Vincent Checchi, Checchi & Company
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Implications of Conglomerate Mergers to Food Distribution in the 1970's - Position Paper

Thomas T. Stout, The Ohio State University
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NUTRIMENTS OTHER THAN STANDARD FOODS

✓ **Some Psychological Aspects of Synthetic Foods**

Dr. Jarvis Cain, University of Maryland
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Synthetics and Substitutes: The Challenge to the Food Industry - Richard W. Skinner, Kent State University

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October 1970, JFDR, Vol. II, No. 1

Synthetics and Substitutes: The Challenge to the Food Industry - Oilseed Proteins - Present Utilization

Patterns - M. Dean Wilding, Swift and Company
11th Food Distribution Research Conference
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PACKAGING

Dimensional Standardization of Shipping Containers, Pallets, and Transport Equipment - Donald R. Stokes, ARS, USDA

11th Food Distribution Research Conference
October 1970, JFDR, Vol. II, No. 1

The Expanding Role of the Food Distribution Industry Into Greater Standardization of Package, Product, Container - Virgil Ronsberg, General Mills, Inc.

10th Food Distribution Research Conference
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The Role of the Department of Commerce Under the Fair Packaging and Labeling Act - Eric A. Vadelund, U.S. Bureau of Standards
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A Study of Containers Used for Fresh Meat
George James and B. Hunt Ashby, ARS, USDA
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PERSONNEL ADMINISTRATION

Analysis of the Factors Affecting Turnover Among Manufacturers' Salesmen - John A. Ridley, Scott Paper Company
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An Analysis of Supermarket Managers' Knowledge of Human Relations - Ernest Barbella, Daitch-Shopwell, Inc.
5th Food Distribution Research Conference
October 1964

Controlling the Performance of Retail Food Store Managers - Theodore W. Leed, University of Massachusetts, and Kenneth G. Abrahams, Food Marts, Inc.
4th Food Distribution Research Conference
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Determining Management Potential
Vincent J. Veninata, Michigan State University
4th Food Distribution Research Conference
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Using Commodity Labor Data to Improve Managerial Effectiveness in Retail Meat Departments
Leland E. Ott, ERS, and Bruce W. Marion, Ohio State University
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Consumerism: The Issue of Dual Pricing
Paul G. Nelson, Greenbelt Consumer Service, Inc.
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Consumerism: The Issue of Dual Pricing
Dermot P. Shea
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Food Prices in Low-Income Areas - A Second Look
Donald R. Marion, University of Massachusetts
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Pricing and the Food Retailer - Paul E. Nelson, Jr., ERS, USDA
9th Food Distribution Research Conference
October 1968

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Central Packaging of Produce
Paul Shaffer, AMS, USDA
3rd Food Distribution Research Conference
June 1962

Central Packaging of Produce
Paul F. Shaffer, Ned Harwell & Associates
6th Food Distribution Research Conference
October 1965

A Company Approach - Pete Purcell, Bruce Church, Inc.
10th Food Distribution Research Conference
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The Economic Feasibility of Marketing Mechanically - Harvested Asparagus in the Fresh Market
Richard W. Stammer, Rutgers University
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Perishables Distribution in the 1970's - Refrigeration Requirements for Perishables - Robert E. Hardenburg, ARS, USDA
10th Food Distribution Research Conference
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What We Know About Objective Tests of Quality
Dr. Alley E. Watada, Agricultural Marketing Research Institute, USDA
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The Supermarket - Friend or Foe of the Community
Joseph K. Tanaka, Hussman Refrigeration Co.
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October 1970, JFDR, Vol. II, No. 1

RESTAURANTS, SNACK BARS, ETC.

Centralized Deli Kitchens - Ray Rose, J.S. Dillon & Sons Stores, Inc.
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Fast Food Franchising - Fool's Gold or Fortune?
Robert S. Glover
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September 1971

Future of Convenience Foods - A Drug Chain
Robert A. Reed, Peoples Drug Store
10th Food Distribution Research Conference
October 1969, JFDR, Vol. I, No. 1

Future of Convenience Foods - A University
Milo C. Knight, University of Maryland
10th Food Distribution Research Conference
October 1969, JFDR, Vol. I, No. 1

Future of Convenience Foods - Supplier
John D. Oxley, McCormick & Company
10th Food Distribution Research Conference
October 1969, JFDR, Vol. I, No. 1

Institutional Food Distribution Research

John C. Bouma, USDA

4th Food Distribution Research Conference

October 1963

The Role of the Food Distribution Industry in Institutional and Service Foods - James T. Gow, Jr.,

Supermarkets General Corporation

11th Food Distribution Research Conference

October 1970, JFDR, Vol. II, No. 1

The Role of the Food Distribution Industry in Institutional and Service Foods - Chester G. Hall,

National Restaurant Association

11th Food Distribution Research Conference

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The Role of the Food Distribution Industry in Institutional and Service Foods - Bert C. McCamman, Jr.,

Management Horizons, Inc.

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SALES PROMOTIONS

Effect of Features on Sales in Retail Food Stores

Sidney Brown, ERS, USDA

6th Food Distribution Research Conference

October 1965

Evaluating Advertising and Promotional Programs

Edward Dailey, Purdue University

6th Food Distribution Research Conference

October 1965

Measuring the Effect of Different Levels of Expenditure for Advertising and Promotion on Sales of Fluid Milk and Other Dairy Products

Wendell Clement, ERS, USDA

6th Food Distribution Research Conference

October 1965

SANITATION

Extending Shelf-Life of Meats in Retail Stores

William C. Stringer, University of Missouri

6th Food Distribution Research Conference

October 1965

How to Organize and Operate a Quality Assurance Program - Harold J. Rafsen, Pres., QUAD Corp.

13th Food Distribution Research Conference

October 1972, JFDR, Vol. IV, No. 2

Just Three Days Case Life - Fresh Meats

H.D. Naumann, University of Missouri

4th Food Distribution Research Conference

October 1963

Operation Consumer Concern - USDA-NARGUS Demonstration - Lewis F. Norwood, Extension Service, USDA

13th Food Distribution Research Conference

October 1972, JFDR, Vol. IV, No. 2

Protecting Meat, Poultry, and Eggs During Processing

Dr. A.W. Brandt, University of California

13th Food Distribution Research Conference

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Safe Handling of Delicatessen Foods

Don Rishoi, National Sanitation Foundation

13th Food Distribution Research Conference

October 1972, JFDR, Vol. IV, No. 2

Sanitation and the Food and Drug Administration

Philip Decamp, Food and Drug Administration

12th Food Distribution Research Conference

October 1971, JFDR, Vol. III, No. 1

STORE CONSTRUCTION

Economics in Store Layout and Design

Gordon R. Peterson, Super Valu Stores

11th Food Distribution Research Conference

October 1970, JFDR, Vol. II, No. 1

A Look at the New Stores - Bruce W. Marion, Ohio State University

3rd Food Distribution Research Conference

June 1962

A Look at the New Stores - James F. Ritchey, Cornell University

3rd Food Distribution Research Conference

June 1962

A Look at New Stores - A Customer Traffic Survey of Takoma Park Cooperative - Harold H. Hoecker,

University of Maryland

3rd Food Distribution Research Conference

June 1962

Store Design and Layout for Management Decisions

Clyde Cunningham, University of Missouri

13th Food Distribution Research Conference

October 1972, JFDR, Vol. IV, No. 2

The Use of Customer Traffic Studies in Store Design

Lowell Mohler, Kansas State Board of Agriculture

3rd Food Distribution Research Conference

June 1962

STORE LOCATION

Fast Food Store Location Factors: A Comparison With Grocery Store Location Factors

Harold G. Love, University of Kentucky

12th Food Distribution Research Conference

October 1971, JFDR, Vol. III, No. 1

Frontiers for Store Location Research

William Applebaum, Harvard University

4th Food Distribution Research Conference

October 1963

STORE MANAGEMENT

Managerial Economics and Customer Satisfaction

Edgar P. Watkins, Ohio State University

13th Food Distribution Research Conference

October 1972, JFDR, Vol. IV, No. 2

STORE OPERATIONS

- The Application and Use of Work Sampling in Agricultural Marketing** - Leland E. Ott, USDA
3rd Food Distribution Research Conference
June 1962
- Better Control of Labor Expense Rates by Budgeting Man Hours** - Don J. O'Neill, The Grand Union Co.
3rd Food Distribution Research Conference
June 1962
- Budgeting for Profits** - Earl H. Brown, Michigan State University
3rd Food Distribution Research Conference
June 1962
- Efficiency in Store Operations With Emphasis on Low Income Areas** - Don R. Grimes, Don R. Grimes, Inc.
9th Food Distribution Research Conference
October 1968
- Emphasis on Retailing** - Milton W. Segel, Viking Foods, Inc.
8th Food Distribution Research Conference
October 1967
- Equipment and Research Needs for the Retail Food Industry** - Robert L. Cottrell, The Kroger Co.
13th Food Distribution Research Conference
October 1972, JFDR, Vol. IV, No. 2
- Handling Solid Wastes in Supermarkets and Convenience Stores** - Dr. Harold S. Ricker, Agricultural Marketing Research Institute, USDA
13th Food Distribution Research Conference
October 1972, JFDR, Vol. IV, No. 2
- The Implications of Size and Space in "Low Cost" Retail Food Distribution** - Harry F. Krueckeberg, University of Delaware
9th Food Distribution Research Conference
October 1968
- Improved Methods of Receiving at Retail Stores**
M. Zulebackaer, Lucky Stores
13th Food Distribution Research Conference
October 1972, JFDR, Vol. IV, No. 2
- The Low Cost Store - A Profile** - Eric C. Oesterle and Galen G. Blomster, Purdue University
9th Food Distribution Research Conference
October 1968
- A Systems Analysis and Scheduling Procedure for Retail Food Firms** - Theodore W. Leed and Leslie G. Young, University of Massachusetts
5th Food Distribution Research Conference
October 1964
- Using Commodity Labor Data to Improve Managerial Effectiveness in Retail Meat Departments**
Leland E. Ott, ERS, and Bruce W. Marion, Ohio State University
4th Food Distribution Research Conference
October 1963
- Work Load and Time Study in Retailing**
Ben B. Seligman
3rd Food Distribution Research Conference
June 1962

STORE SUPERVISION

- Performance Objectives for Food Retailing**
Dr. Ted Leed, University of Massachusetts
13th Food Distribution Research Conference
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TOP MANAGEMENT & RESEARCH MANAGEMENT

- Challenges for Research in the Future of Food Distribution** - Ed Schnuck, Schnucks Supermarkets
6th Food Distribution Research Conference
October 1965
- Challenges in Food Distribution**
Malcolm J. Reid, Reid Stores, Inc.
9th Food Distribution Research Conference
October 1968
- Challenges to Food Distribution Research in the 1970's**
William Applebaum, Harvard University
10th Food Distribution Research Conference
October 1969, JFDR, Vol. I, No. 1
- Change - Farm Marketing's Secret Armor**
Kermit Bird, ERS, USDA
6th Food Distribution Research Conference
October 1965
- Current Supermarket Institute Research**
Willard R. Bishop, Super Market Institute
13th Food Distribution Research Conference
October 1972, JFDR, Vol. IV, No. 2
- Economic Efficiency and Social Responsibility**
Paul Cifrino, Supreme Markets
5th Food Distribution Research Conference
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- Entrepreneurship in the Food Industry 1972-2000 A.D.**
Jarvis L. Cain, University of Maryland
Contributed Papers Issue, JFDR, Vol. III, No. 2
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- Equipment and Research Needs for the Retail Food Industry** - Robert L. Cottrell, The Kroger Co.
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October 1972, JFDR, Vol. IV, No. 2
- External Forces Affecting Market Behavior and the Theory Related to Them** - Winn Finner, ERS, USDA
3rd Food Distribution Research Conference
June 1962
- Funding the Research for the Expanding Role of the Food Distribution Industry** - R.W. Hoecker, ARS, USDA
11th Food Distribution Research Conference
October 1970, JFDR, Vol. II, No. 1
- Improving the Performance of the Food Distribution Industry** - Gordon F. Bloom, Massachusetts Institute of Technology
12th Food Distribution Research Conference
October 1971, JFDR, Vol. III, No. 1
- Leadership-Followership Patterns in Retail Food Prices** - Paul E. Nelson, Jr., USDA
7th Food Distribution Research Conference
September 1966

Planning the Future for a Family Business

William J. Vastine, Texas A & M University
Contributed Papers Issue, JFDR, Vol. III, No. 2
September 1972

Prognostications for the Future - Clem Kreckler, Tom Boy, Inc.

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Progress and Profits Through Research

Ned Fleming, The Fleming Company, Inc.
3rd Food Distribution Research Conference
June 1962

Research by the Trade Press - George Kline, Progressive Grocer

7th Food Distribution Research Conference
September 1966

Research in Food Distribution - Donald P. Lloyd, Associated Food Stores

4th Food Distribution Research Conference
October 1963

Research in Food Distribution: Public Agencies

Robert L. Bull, University of Delaware
7th Food Distribution Research Conference
September 1966

Research Management - Harry F. Krueckeberg, Univer- sity of Delaware

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October 1964

The Role of a Chain Retailer in Today's Changing Urban Society - Paul Scott Forbes, Giant Food, Inc.

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Some Thoughts on Selecting a Consultant

Dr. Harry F. Krueckeberg, Indiana State University
Research and Service Capability Listing
JFDR, Vol. III, No. 3, November 1972

True Efficiency in Retail Food Distribution: A Case Study in Preparing for Long Range Growth

Walter F. Friedman, Walter Frederick Friedman
and Company
12th Food Distribution Research Conference
October 1971, JFDR, Vol. III, No. 1

What is in the Future for Food Distribution Research and Extension Activities - Panel - Harrison Huls, Ned Fleming, George Baker, Ray Hoecker, Milo G. Lacy

6th Food Distribution Research Conference
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What Price Quality - Dale Peterson, Manager, Cali- fornia Division Associated Food Stores

13th Food Distribution Research Conference
October 1972, JFDR, Vol. IV, No. 2

TRAINING, EDUCATION & GETTING RESEARCH ADOPTED

Communicating Research Facts to Line Personnel

Harvey L. Weisberg, Chatham Super Markets, Inc.
7th Food Distribution Research Conference
September 1966

Extension - 2000 A.D. - Position Paper

Jarvis Cain, University of Maryland
13th Food Distribution Research Conference
October 1972, JFDR, Vol. IV, No. 2

Comments on - Extension - 2000 A.D.

William W. Wood, Jr., University of California,
Riverside

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Getting Food Distribution Research Applied in the 1970's - An Industry Research Approach

Egbert DeVries, Liberal Markets
10th Food Distribution Research Conference
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Getting Food Distribution Research Applied in the 1970's - The Trade Association Role

Dr. Vernon W. Pherson, Supermarket Institute
10th Food Distribution Research Conference
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Getting Food Distribution Research Applied in the 1970's - The University Role

Sykes E. Trieb, Kansas State University
10th Food Distribution Research Conference
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The In-Store Training Concept - Sykes Trieb, University of Georgia

13th Food Distribution Research Conference
October 1972, JFDR, Vol. IV, No. 2

Personnel Training in the 1970's - The Educational Organization Approach - J. Neil Raudabaugh, FES, USDA

10th Food Distribution Research Conference
October 1969, JFDR, Vol. I, No. 1

The Real Problem of Food Distribution Research

Edward M. Harwell, Edward M. Harwell Company
3rd Food Distribution Research Conference
June 1962

Personnel Training in the 1970's - The Business Viewpoint - Van D. Spurgeon, Wetterau Foods Institute

10th Food Distribution Research Conference
October 1969, JFDR, Vol. I, No. 1

WAREHOUSING AND TRANSPORTATION

Are Backhauls Profitable - James M. Catel,

Daniel J. Barty and Associates
7th Food Distribution Research Conference
September 1966

Basic Transportation Economics - Wesley R. Kriebel, Pennsylvania State University

7th Food Distribution Research Conference
September 1966

A Case Study in Transportation for a Wholesale Food

Firm - David E. Moser, University of Missouri
6th Food Distribution Research Conference
October 1965

- Consolidated Ordering and Delivery Systems for Small Retail Food Stores** - Dr. Harold R. Ricker, Agricultural Marketing Research Institute, USDA
13th Food Distribution Research Conference
October 1972, JFDR, Vol. IV, No. 2
- Costs for Servicing Wholesale Grocery Orders of Different Sizes** - John C. Bouma and James J. Karitas, ARS, USDA
5th Food Distribution Research Conference
October 1964
- Emphasis on Manufacturing** - Ellis M. Saums, General Foods Corporation
8th Food Distribution Research Conference
October 1967
- Emphasis on the Origin to Consumer Path**
E. Grosvenor Plowman, University of Maine
8th Food Distribution Research Conference
October 1967
- Emphasis on Wholesaling** - John C. Bouma, ARS, USDA
8th Food Distribution Research Conference
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- An Introduction to the General Foods Market-Centered Distribution System** - R.F. Pite, General Foods Corp.
6th Food Distribution Research Conference
October 1965
- Logistics Subsystems - A Practical Experience**
Donald E. Nordlund, A.E. Staley Manufacturing Co.
8th Food Distribution Research Conference
October 1967
- Management of Routing and Scheduling Company Trucks** - Wesley R. Kriebel, Pennsylvania State University
12th Food Distribution Research Conference
October 1971, JFDR, Vol. III, No. 1
- New Concepts in Food Warehouses**
Irving M. Footlik
3rd Food Distribution Research Conference
June 1962
- New Concepts in Warehousing - A Retail Owned Cooperative** - Lou Fox, Associated Wholesale Grocers
10th Food Distribution Research Conference
October 1969, JFDR, Vol. I, No. 1
- New Concepts in Warehousing in the 1970's - Voluntary Wholesaler** - O. Dean Hubbard, Kimball Grocery Company
10th Food Distribution Research Conference
October 1969, JFDR, Vol. I, No. 1
- A New Emphasis** - Robert Bell, Oshawa Wholesale Ltd.
7th Food Distribution Research Conference
September 1966
- Perishables Distribution in the 1970's - Containerized Handling in Future Delivery of Perishables**
F.S. Macomber, A.T. Kearney & Co., Inc.
10th Food Distribution Research Conference
October 1969, JFDR, Vol. I, No. 1
- Perishables Distribution in the 1970's - Engineering Improved Refrigerated Delivery Vehicles**
William Goddard, ARS, USDA
10th Food Distribution Research Conference
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- Perishables Distribution in the 1970's - The Future of Cryogenics in Refrigeration of Delivery Vehicles**
G.F. Hagenbach, Union Carbide Corporation
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- Perishables Distribution in the 1970's - Mechanical Refrigeration for Delivery Vehicles**
Clinton W. Phillips, National Bureau of Standards
10th Food Distribution Research Conference
October 1969, JFDR, Vol. I, No. 1
- Perishables Shipping** - Robert F. Guilfooy, USDA
7th Food Distribution Research Conference
September 1966
- Planning for Profits in Grocery Warehousing**
Ransom A. Blakely, Cornell University
3rd Food Distribution Research Conference
June 1962
- Problems in Delivering Food to Low Income Urban Areas** - Dale L. Anderson, Agricultural Research Service, USDA
12th Food Distribution Research Conference
October 1971, JFDR, Vol. III, No. 1
- Reduction of Distribution Costs Through Automatic Order Filling** - H.C. Blake, Admos, Inc.
3rd Food Distribution Research Conference
June 1962
- A Report on the International Institute of Refrigeration Meeting in Karlsruhe, West Germany**
Marvin D. Volz, ARS, USDA
6th Food Distribution Research Conference
October 1965
- Store Deliveries** - George Schrade, The Fleming Co., Inc.
7th Food Distribution Research Conference
September 1966
- Systems Analysis in the Food Industries**
Alden C. Manchester, ERS, USDA
10th Food Distribution Research Conference
October 1969, JFDR, Vol. I, No. 1
- Systems Concepts for Moving Food Products From Manufacturer to Retail Shelf**
David P. Herron, FMC Corporation
5th Food Distribution Research Conference
October 1964
- The Total Distribution Concept** - Arthur S. Graham, General Foods
6th Food Distribution Research Conference
October 1965
- The Total Distribution Concept for the Wholesale Warehouse** - Dick Jones, J.M. Jones Company
6th Food Distribution Research Conference
October 1965
- Transportation Logistics - Inner City**
Dale L. Anderson, ARS, USDA
12th Food Distribution Research Conference
October 1971, JFDR, Vol. III, No. 1
- The Unit Load Explosion** - John J. Strobel, Better Management Services
7th Food Distribution Research Conference
September 1966

Unit Load Handling From Warehouse to Retail Stores

S. Robert Silverman, Stop & Shop, Inc.
5th Food Distribution Research Conference
October 1964

Unit Load Handling Into Grocery Warehouses

Herbert T. Thornton, Colonial Stores
5th Food Distribution Research Conference
October 1964

What is Ahead in Wholesale Food Distribution

Louis Fox, Associated Wholesale Grocers, Inc.
6th Food Distribution Research Conference
October 1965

**The Role of Food Distribution in Serving the Needs of
All of the People - Distribution Systems for the Poor -
Progress and Prospects** - Donald R. Marion, Univer-
sity of Massachusetts

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**The Role of Food Distribution in Serving the Needs of
All of the People - Tackling Malnutrition - Challenge
to the Food Industry** - Richard S. Gordon, Monsanto
Company

11th Food Distribution Research Conference
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Food Distribution in Low Income Areas

Donald R. Marion, University of Massachusetts
10th Food Distribution Research Conference
October 1969, JFDR, Vol. I, No. 1

**Efficiency in Store Operations With Emphasis on Low
Income Areas** - Don R. Grimes, Don R. Grimes, Inc.
9th Food Distribution Research Conference
October 1968

**True Efficiency in Retail Food Distribution: A Case
Study in Preparing for Long Range Growth**

Walter F. Friedman, Walter Frederick Friedman & Co.
12th Food Distribution Research Conference
October 1971, JFDR, Vol. III, No. 1

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3rd Food Distribution Research Conference
June 1962