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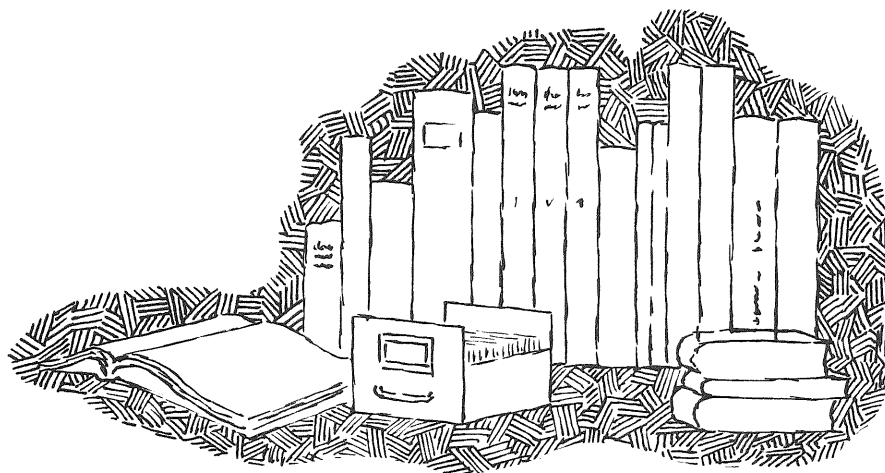
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June 1984

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# 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 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-

Z7164 (81 B975 + 1958-

MANN

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 &amp; S Index: United States

Predicasts F &amp; S Index: Europe

Predicasts F &amp; 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-

TX599 C22 1960-

MANN  
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 | 6) Economic Forecasts                 |
| 2) Diffusion indexes                     | 7) Selected International Comparisons |
| 3) Business executives' expectations     | 8) Money supply and Monetary Policy   |
| 4) Capital appropriations                | 9) Other relevant economic statistics |
| 5) Key determinants of Profit Margins    |                                       |

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

MANN

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-  
 HC101 A13+ 1956-

GSM  
 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+  
 HC57 A19a

MANN  
 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.

<b>Food Service Marketing</b> HD9999 R54 F6 1972-	HOTEL
<b>Food Trade Review</b> TP370 F69 1966-	MANN
<b>Foodservice Product News</b> TX912 F56 1983-	HOTEL
<b>Fruit Outlook and Situation</b> HD9241 A28 1981-	MANN Also at (G)
<b>Health Foods Business</b> HD9001 H44 1981-	HOTEL
<b>Journal of Food Distribution Research</b> HD9321.1 J86 1969, 1971-	MANN
<b>Livestock &amp; Meat Outlook and Situation</b> HD9414 A129 1981-	MANN
<b>Meat and Dairy Products</b> HD9000.4 C734 1978-	MANN
<b>Meat Industry</b> HD9411 W4 1982-	HOTEL
<b>Meat Price Report</b> TS1950 M4 1982-	HOTEL
<b>Meat Situation and Outlook</b> HD9428 A8 M48 1974-	MANN
<b>Modern Brewery Age Blue Book</b> HD9397 A2 M68 1971-	GSM
<b>National Food Review</b> HD9001 N275 1978-	MANN
<b>National Restaurant Association: Who's Who In Food Service</b> TX907 N35 1976/1977, 1979/1981-	HOTEL

<b>Natural Food and Farming</b> SG31 N21 1954/1955-1963/1964, 1965/1966-	MANN
<b>New England Fruit Meetings</b> SB359 M45 1897-	MANN Also at (G)
<b>Poultry and Egg Outlook and Situation</b> HD9437 1981-	MANN
<b>Poultry Digest</b> SF481 P89 1939-	MANN
<b>Poultry Market Report</b> HD928+ C4 C2	MANN
<b>Produce News</b> HD9001 P96 1959- Last volume in Reference	MANN
<b>Progressive Grocer</b> HD9320.1 D96 1953-1957, 1959-	MANN
See List of Largest companies (Food Related) for annotation.	
<b>Progressive Grocer: Grocery Industry Annual Report</b> HD9321.4 P96 F14+	GSM
<b>Quick Frozen Foods</b> TP493.5 Q6 1949/1950-	MANN Also at (H)
<b>Quick Frozen Foods International</b> TP493.5 Q52	MANN Also at (G)
<b>Rice Outlook and Situation</b> HD9066 U5 A3 1981-	MANN
<b>Snack Food</b> TX740 S66 1970-	HOTEL
<b>Sugar and Sweetener Outlook and Situation</b> HD9104 A241 1981-	MANN

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