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FOOD DISTRIBUTION RESEARCH AND SERVICE CAPABILITY LISTING

Firm names in bold type have more detailed capabilities listed.

CONSULTANT REFERRAL OR REFERENCE SOURCES:

The following organizations or publications provide listings of consulting firms or referral services for prospective clients. In addition, some major trade organizations can provide members advice on consulting services available.

AMERICAN MANAGEMENT ASSOCIATION, INC.

135 West 50th Street
New York, New York 10020

As a Referral Source

DIRECTORY OF MARKETING SERVICES AND MEMBERSHIP ROSTER

American Marketing Association
230 North Michigan Avenue
Chicago, Ill. USA 60601

Telephone 312 236-8306

Provides a listing of Marketing Research and Service Firms

ASSOCIATION OF CONSULTING MANAGEMENT ENGINEERS, INC.

347 Madison Avenue
New York, New York 10017

Have a Roster of Members for Referral

BRADFORD'S DIRECTORY OF MARKETING RESEARCH AGENCIES & MANAGEMENT CONSULTANTS IN THE U.S. AND THE WORLD

P.O. Box 276, Dept. R
Fairfax, Virginia 22030

Telephone 703 687-6377

Lists Consulting Companies World Wide

BRITISH CONSULTANTS BUREAU

55/58 Pall Mall
London S.W.1Y 5LH, England

Telephone 01-839-7687

Has a Referral List of Members

AMERICAN SOCIETY FOR INDUSTRIAL SECURITY

NADA Building
Washington, D. C. 20006

Source of security consultants

INTERNATIONAL SOCIETY OF FOOD SERVICE CONSULTANTS

P.O. Box 13559
Gainesville, Florida 32603

List of food service consultants

CONSULTANTS AND CONSULTING ORGANIZATIONS-

DIRECTORY (Edited by Paul Wasserman)

(Second Edition Ready Feb. 1973)

Gale Research Company

Book Tower, Detroit, Michigan 48276

Lists Companies - Indexed by Subjects

WHO'S WHO IN CONSULTING

Edited by Paul Wasserman

Gale Research Company

Book Tower, Detroit, Michigan 48276

(Second Edition Available

May 1973)

Biographical details on people who work full-time or part-time as consultants (including consulting company employees)

NEW CONSULTANTS

Gale Research Company

Book Tower, Detroit, Michigan 48276

Periodic updating service for above two publications

FOOD INDUSTRY, INC.

1107 Tower Building

Seattle, Washington 98101

Information on consultants in food retailing and food service

In addition, almost every State provides some information on Research and Development capability within the State. Some have publications with listings and firm capability. Most include universities and public agencies as well as private companies.

For Example:

1968 Directory Research and Development Facilities -

Part I - Industrial

State of Missouri - Division of Commerce and Industrial Development

Each State has a different title for this function. We suggest you write direct to the State Government - Commerce Department for information.

"FULL LINE" OR GENERAL MANAGEMENT CONSULTANTS:

There are a number of consulting companies who provide a wide variety of consulting services, often from offices in several cities. These companies generally provide management, financial, marketing, personnel, engineering, technical and other services and can provide a staff of employees with many skills or disciplinary backgrounds. Basically size, wide ranging abilities and multiple offices are the basis for including firms in this section. These firms can handle many different jobs for food distribution firms, however many of them are often best known for their services to the Food Industry in one or more particular areas of expertise. Where known, these are the areas included in the listing.

BATTELLE MEMORIAL INSTITUTE

505 King Avenue
Columbus, Ohio 43201

Telephone 614 299-3151

Other Locations

Process/ fabrication technology, food technology, pollution technology, systems research, transportation

BERTRAND FRANK ASSOCIATES, INC.

475 Fifth Avenue
New York, New York 10017

Telephone 212 685-4460

Also Canada, Switzerland

Materials handling; distribution systems; methods analysis; cost control systems; market research surveys; sales forecasting

BOOZ, ALLEN & HAMILTON, INC.

135 South LaSalle Street
Chicago, Illinois 60603

Telephone 312 346-1900

16 offices including international

Industrial engineering; cost reduction; facilities & other physical resources, location, utilization & layout, product design, development & analysis, applied research in quality control, R&O program planning

CASE AND COMPANY, INC.

600 Fifth Avenue
New York, New York 10020

Telephone 212 581-7730

12 offices including international

Test marketing of products; customer attitudes; warehousing & materials handling studies; traffic & transportation studies; inventory management & control

CRESAP, MCCORMICK AND PAGET, INC.

245 Park Avenue
New York, New York 10017

Telephone 212 661-4600

7 offices including international

Marketing strategy, facilities planning; physical distribution

DRAKE SHEAHAN/STEWART DOUGALL, INC.

330 Madison Avenue
New York, New York 10017

Telephone 212 697-0294

2 offices plus West Germany

Inventory management & production control systems. Transportation; systems for order handling, stockkeeping and billing; shipping, management controls over labor productivity & cost. Management planning & strategy; new product planning

EDWARD N. HAY & ASSOCIATES

1845 Walnut Street
Philadelphia, Pennsylvania 19103

Telephone 215 561-7000

12 offices including international

Job evaluation, communications, personnel, audio-visual

THE A.T. KEARNEY GROUP

A. T. Kearney & Company, Inc.
100 South Wacker Drive
Chicago, Illinois 60606

Telephone 312 782-2868

10 offices including international

Cost accounting; inventory management; transportation cost reduction; warehouse design & operation; work simplification

MCKINSEY & COMPANY, INC.

245 Park Avenue
New York, New York 10017

Telephone 212 687-3600

14 offices including international

Marketing studies, management analysis

ARTHUR D. LITTLE, INC.

Acorn Park
Cambridge, Massachusetts 02140

Telephone 617 864-5770

12 locations including overseas

Food science, food laboratory, food business management

STANFORD RESEARCH INSTITUTE

333 Ravenswood Avenue
Menlo Park, California 94025

Telephone 415 326-6200

site location

Urban & social systems, economics, management sciences, food development, formulation of new products, nutrition, microbiology, food processing equipment & procedures, sensory evaluation for clients in the food industry, domestic and foreign

HAY ASSOCIATES

Management Consultants

1845 Walnut Street • Philadelphia, Pennsylvania 19103

Hay Associates is a worldwide management consulting firm offering services of the highest professional quality since 1943. We are available to clients in both North and South America, Western Europe, the Far East, the Middle East, Africa and Australia.

Hay, a leader in the development and management of human resources, can help plan for—and bring about—change in a constructive, orderly fashion. Our consultants help clients help themselves by providing systematic methods—and innovative ideas—from the objective viewpoint of an outside authority.

- We help clients organize jobs, people and resources to increase efficiency and meet demands of technology and the marketplace.
- We establish compensation policies that are economically sound, internally equitable, externally competitive—and motivating.
- We introduce methods to analyze and measure both organization—and individual—performance.
- We help plan for the succession of qualified manpower and the development of individual capability.
- We transfer to clients the skills and know-how to make Hay processes a part of their management way of life.

Hay's approach to the art and science of management is experienced, creative—and action-oriented. We help our clients meet today's needs—and prepare for the challenges of tomorrow.

Offices located in: PHILADELPHIA • SAN FRANCISCO • CHICAGO • BOSTON • DALLAS
CANADA • ENGLAND • AUSTRALIA • FRANCE • MEXICO • ITALY • GERMANY

CONSULTING FIRMS BEST KNOWN FOR MARKETING SERVICES:

There are a large number of consulting firms and service agencies that provide marketing services almost exclusively. Because food items are so significant in retail marketing, practically all such firms have some experience with food items and can be considered for this listing. The editors have listed only those firms reported to be significant in food marketing or who specialize in food items. These firms are specialists in new product evaluation, market testing and evaluation, evaluating special market segments, taste panel tests etc. Most Full line General Consultants are also experienced in Marketing.

THE AMERICAN INSTITUTE OF FOOD DISTRIBUTION

28-06 Broadway
Fair Lawn, New Jersey 07410
Economics & Marketing Research

ARTHUR ANDERSON & COMPANY

1345 Avenue of the Americas
New York, New York 10028
Telephone 212 OX7-1600
Management Consulting, Marketing

ALLIANCE ASSOCIATES

ALLIANCE FOODS, INC.

605 West Chicago Street
Coldwater, Michigan 49036
Lee Feller, Chairman
Telephone 517 278-2396

Private label broker, label design & procurement, merchandising, art, advertising

APPLIED MANAGEMENT SCIENCES, INC.

962 Wayne Avenue
Suite 222
Silver Spring, Maryland 20910
Telephone 301 587-0494

Marketing, economics, systems studies

BELDO & WILLMARTH, INC.

222 West Adams Street
Chicago, Illinois 60606
Telephone 312 236-5886
New product concept evaluation, product evaluation, container evaluation, psychological research

COLE BENDER ASSOCIATES, INC.

635 Madison Avenue
New York, New York 10022
Telephone 759-4637
Taste testing - advertising research

BRAND ACTION

110 Sutter Street
San Francisco, California 94104
Telephone 415 981-3593
Advertising reports on grocery chains

THE LEWIS BRUCKER COMPANY

3041 Aldrich Avenue
Minneapolis, Minnesota 55408
Telephone 823-5296
Special pack testing, total pilot market tests, national house to house sampling

BURGOYNE, INCORPORATED

Central Trust Building
Cincinnati, Ohio 45202
Telephone 513 621-8940
Consumer, retail sales, controlled distribution & observation studies

BUREAU OF BUSINESS RESEARCH

Indiana State University
Terre Haute, Indiana 47809
Dr. Harry Krueckeberg, Director
Food distribution research

BURGOYNE, INCORPORATED

Central Trust Building
Cincinnati, Ohio 45202
Telephone 513 621-8940
Consumer studies, retail sales studies, controlled studies, distribution and observation studies

BURKE DISTRIBUTION CONSULTANTS, INC.

2011 West Pershing Road
Chicago, Illinois 60609
Boles Burk, President
Telephone 312 847-6000
Distribution planning, operations analysis, mechanical handling systems

CHILTON RESEARCH SERVICES

56th and Chestnut Streets
Philadelphia, Pennsylvania 19139
Telephone 212 748-2000
Attitude research, consumer surveys, interviewing

TOM CLEVELAND AND ASSOCIATES

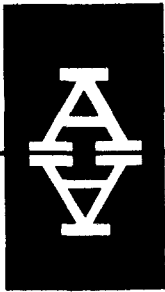
3119 Fenkell Avenue
Detroit, Michigan 48238
Telephone 313 345-6655
Marketing consultants - black consumer market

COGEM, INC.

1429 Sherbrooke W.
Montreal, Canada
Telephone 514 845-0251
Marketing research, site location, marketing strategy in food marketing

CONSUMER RESEARCH CONSORTIUM - "THE NEGRO INTERVIEWING SERVICE"

8914 S. East End Avenue
Chicago, Illinois 60617
Telephone 313 374-8270
Negro market



alliance associates
alliance foods, inc.

605 West Chicago Street
Coldwater, Michigan 49036
Phone: (517) 278-2396

Contact: E. Lee Feller, Chairman of the Board
Robert W. Berkey, President
Howard H. Hamilton, Sales Manager

**Alliance offers a highly skilled and experienced staff to handle
your complete private label program and assist you in seeing
that every aspect of it runs smoothly and economically.**

Services of Alliance Include:

- A) Total Line Private Label Broker**
- B) Label Design and Procurement**
- C) Complete Merchandising Program**
- D) Art Department**
- E) Creative Institutional Advertising**

CRUIKSHANK MARKETING RESEARCH, INC.

Box 75

Howells, New York 10932

Telephone 914 392-9381

Mini-test market measures

BOOZ-ALLEN APPLIED RESEARCH, INCORPORATED

4815 Rugby Avenue

Bethesda, Maryland 20014

Telephone 301 656-2200

Marketing, surveys, feasibility

ECONOMIC RESEARCH, INC.

114 North Carroll Street

Madison, Wisconsin 53703

Telephone 608 256-1979

Statewide market research & interviewing

EHRHART-BABIC ASSOCIATES, INC.

Metropolitan City

120 Route 9W

Englewood Cliffs, New Jersey 07632

Telephone 201 461-6700

*Store audits, controlled sales tests, national
retail tracking index, test marketing;*

national in-store research

ELLINGTON SURVEYS ASSOCIATES

30 Leighton Road

Hyde Park, Massachusetts 02136

Telephone 312 364-2238

*Setup group interviews, product testing, package
testing, copy testing*

CARL S. FULLER

169 W. Carriage Drive

Chagrin Falls, Ohio 44022

Telephone 216 247-6969

216 247-8869

100 Sands Point Road

Sarasota, Florida 33577

Telephone 813 388-1976

*Consultant - retail management and
merchandising*

FURST ANALYTIC CENTER, INCORPORATED

2 West 59th Street

New York, New York 10019

Telephone 212 759-1360

Psychological studies of consumer attitudes

THE LLOYD H. HALL CO., INCORPORATED

261 Madison Avenue

New York, New York 10016

Telephone 212 682-7064

Store audits, controlled store tests

SIDNEY HOLLANDER ASSOCIATES

2500 Maryland Avenue

Baltimore, Maryland 21218

Telephone 301 467-8565

Marketing & opinion research

DEAN JONES ENTERPRISES

5108 Brittany Drive S.

Suite 805

St. Petersburg, Florida 33715

Dean W. Jones, President

Telephone 813 867-0687

Marketing food products

HENRY J. KAUFMAN & ASSOCIATES

1050 31st Street, N. W.

Washington, D. C. 20007

Telephone 202 333-0700

Market research surveys

LEE RESEARCH, INCORPORATED

2117 Commonwealth Avenue

P.O. Box 12486

Charlotte, North Carolina 28205

Telephone 704 377-6565

*Site locations, public opinion surveys,
new product merchandising*

MARKET OPINION RESEARCH

327 John R.

Detroit, Michigan 48226

Telephone 313 963-2414

*Research design, interviewing, coding, tabulation
analysis, consumer panels,
TV or radio pre-test fac.*

MARKETING SERVICES COMPANY/DIVISION OF
DUN & BRADSTREET

99 Church Street

New York, New York 10007

Telephone 212 349-3300

Panel-store audits

MARKET FACTS, INCORPORATED

100 South Wacker Drive

Chicago, Illinois 60606

Telephone 312 332-2686

3 locations

Test marketing

MANAGEMENT HORIZONS, INC.

2041 Riverside Drive

Columbus, Ohio 43221

Telephone 614 486-9601

*Distribution studies, corporate strategy, seminars,
EDP consulting, computer services*

MSI INTERNATIONAL

3006 Wilshire Boulevard

Los Angeles, California 90005

Telephone 213 382-8341

Surveys, data processing

MURRAY, SCHEUER & PARTNERS LTD.

466 United Nations Plaza

New York, New York

Telephone 212 688-3163

*North America, Western Europe, Japan
& Pacific*

*New product marketing, international marketing,
consumer & industrial surveys covering
developed nations*

NIVEN-RUSSELL, INCORPORATED

614 West 39th Street

Kansas City, Missouri 64111

*Consumer product R&D, performance evaluations
& consumer testing of products*

NOBLE INTERVIEWING SERVICE

1017 Fordham Avenue

Pittsburgh, Pennsylvania 15226

Telephone 412 563-6041

412 531-1316

Taste test

OSBORN SURVEY SERVICE, INCORPORATED

19707 Puritas Avenue

Cleveland, Ohio 44135

Telephone 216 267-5888

Taste testing; research center in shopping centers

J. WALTER THOMPSON COMPANY

410 North Michigan Avenue

Chicago, Illinois 60611

Multi city.

Advertising, research & planning

PEAT, MARWICK, MITCHELL & CO.

345 Park Avenue

New York, New York 10022

Multi locations.

*Management consulting, construction,
technical products research*

PETERS MARKETING RESEARCH, INCORPORATED

9131 Watson Industrial Park

St. Louis, Missouri 63126

Telephone 314 962-9885

On-shelf testing; focus group interviews

PRODUCT OPINION LABORATORY

4905 Radford Avenue

Richmond, Virginia 23220

Telephone 703 355-4361

Product testing by potential consumers

RESEARCH, INCORPORATED

222 Rittenhouse Square West

Philadelphia, Pennsylvania 19103

Telephone 215 555-0811

Conduct mini-market, sales product tests

SAN FRANCISCO & BAY AREA FIELD SERVICES

25278 Calaroga Avenue

Haywood, California 94545

Telephone 415 357-0532

*Comparison sales studies &
store distribution checks*

SCHOLASTIC RESEARCH CENTER

50 West 44th Street

New York, New York 10036

Telephone 212 867-7700

Youth & educational market research

SCHRADER RESEARCH

Cranbury - So. River Road

Cranbury, New Jersey 08512

Telephone 609 395-1200

TV commercial testing, taste testing

SELLING AREAS MARKETING INC.

1290 Avenue of the Americas

Rockefeller Center

New York, New York 10020

Telephone 212 LL6-4205

Periodic computer operated product sales reports

T.A.P., INC.

P.O. Box 471

Bozeman, Montana 59715

Economic consultants

UNIVERSITY ASSOCIATES

704 Azalea Drive

Rockville, Maryland 20850

Telephone 202 296-1311

*Business-marketing-transportation management
development programs*

DANIEL YANKELOVICH, INCORPORATED

322 Main Street

Stamford, Connecticut 06901

Telephone 203 327-6990

6 locations including international

Attitude research, consumer surveys

AGRIBUSINESS RESEARCH

Companies specializing in agriculture or agribusiness research.

AGRI RESEARCH, INCORPORATED

200 Research Drive
Manhattan, Kansas 66502 66502
Agricultural economics

DOANE AGRICULTURAL SERVICE, INCORPORATED

8900 Manchester Road
St. Louis, Missouri 63144
Telephone 314 968-1000
Panel-commercial farm

MILLER PUBLISHING COMPANY - RESEARCH SERVICES

2501 Wayzata Boulevard
P.O. Box 67
Minneapolis, Minnesota 55440
Telephone 612 374-5200
Agriculture, agribusiness & related merchandising

ACCOUNTING OR DATA PROCESSING:

Financial management and accounting specialists and data processing software firms are included in this classification. In addition to the software companies, the computer hardware companies also provide many services to the food trade. A number of firms also offer "systems research" which usually refers to handling financial data as well as other forms of operating information.

DANIEL BANTZ & ASSOCIATES

Room 1041
324 E. Wisconsin Avenue
Milwaukee, Wisconsin 53202
Telephone 414 276-8181
*Management, accounting specialist
food wholesale & retail*

INVENTORY MANAGEMENT SYSTEMS, INC.

11661 San Vicente Boulevard
Los Angeles, California 90049
Telephone 213 826-4601
Management control systems

LESTER B. KNIGHT & ASSOCIATES, INC.

549 West Randolph Street
Chicago, Illinois 60606
Telephone 312 346-2100
Management information & control systems

LOGICON

6231 Leesburg Pike
Falls Church, Virginia 22044
Telephone 703 534-7087
Systems engineering & computer services

TOUCHE ROSS & COMPANY

1800 Ten Main Center
Kansas City, Missouri 64105
Telephone 816 474-6180
*Production & inventory control, accounting,
management planning, audits. economic
feasibility studies*

PERSONNEL SPECIALISTS:

Firms in this classification provide assistance in personnel selection, psychological testing, training and labor relations.

AMERICAN INSTITUTES FOR RESEARCH

8555 Sixteenth Street
Silver Spring, Maryland 20910
Telephone 301 587 8201
Specializing in behavioral & social sciences

C.O.P.E., INCORPORATED

520 Westfield Avenue
Elizabeth, New Jersey 07208
Harry N. Dubin, Ed.D., President
Telephone 201 351 6770
*Behavioral science consulting supermarket
industry training*

GROUP ATTITUDES COMPANY

201 E. 42nd Street
New York, New York 10017
Telephone 212 697 5600
Employee studies

EDWARD M. HARWELL & COMPANY

735 N. Mashta
Key Biscayne
Miami, Florida 33149
Telephone 305 361-5059
Personnel. training. checkout

IMPROVEMENT SYSTEMS, INCORPORATED

P.O. Box 670
Norwich, New York 13815
Telephone 607 334-8551
*Programmed learning, individualized instruction
systems for food distribution*

LEARNING SYSTEMS DEVELOPMENT CORPORATION

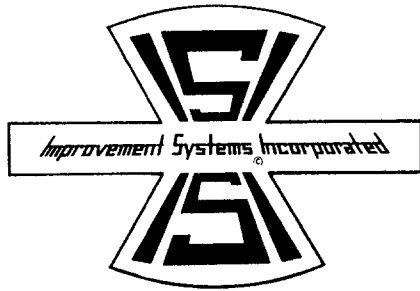
660 Northland Road
Cincinnati, Ohio 45240
Telephone 513 851-3600
Personnel training procedures

PLANNING DYNAMICS, INCORPORATED

Gateway Towers
Pittsburgh, Pennsylvania 15222
Telephone 412 261-6084
*Planning counselors, executive search,
management training*

PSYCHOLOGICAL CONSULTANTS, INCORPORATED

1804 Staples Mill Road
Richmond, Virginia 23230
Telephone 703 355-4329
Personnel, education



Improvement Systems, Inc. (I.S.I.)
P.O. Box 670
Norwich, New York 13815
607 334-8551

Contact: James F. Ritchey
President

or

George Nigolian
Manager, National Sales

Capability Summary: Programed learning, individualized instruction systems, customized programs in agricultural products, food manufacturing, retail and wholesale food distribution.

SERVICES

Improvement Systems, Inc. (I.S.I.) designs, prepares, and distributes programed, individualized instruction systems. The instruction packages are designed to be used with multiple response audio and audio-visual delivery systems sold by I.S.I. in the food industry under an exclusive marketing agreement with Educating Systems of New York, N.Y.

Improvement Systems, Inc. has a staff of specialized programed instruction writers and consultants with a high level of expertise in all functional aspects of agricultural production, food manufacturing, retail and wholesale food distribution.

Individualized instruction systems can be used on all job functions. Examples would be retail outlet managers, clerks, cashiers, office employees, salesmen, and food service employees.

Affiliations: Improvement Systems, Inc. is a subsidiary of Victory Markets Inc., Norwich, N.Y.

C.O.P.E., INC.

PROFESSIONAL CENTER
520 WESTFIELD AVENUE
ELIZABETH, N. J. 07208
TEL. 201 • 351 • 6770

HARRY N. DUBIN ED. D.
PRESIDENT

Management performance and effective human relations in the 1970's are key elements for the supermarket industry as well as other business organizations coping with a tight money market, rapid technological expansion, and a cooling economy. The need is for alert, flexible managers and employees who are committed to their organization's goals and who are unfettered by traditions that may no longer be appropriate in today's market.

C.O.P.E. is a behavioral science consulting firm with extensive experience in the supermarket industry. Our services range from the identification of organizational problems, opportunities, and strategies, to the specialized assistance required to improve performance and effectiveness (i.e. Management Training, Organizational Development, Human Relations Laboratories, and Consulting services).

THE CENTER FOR ORGANIZATIONAL AND PERSONAL EFFECTIVENESS, INCORPORATED

SECURITY

A very few specialized companies were found in store and plant security, pilferage protection and fire protection.

AMERICAN SOCIETY FOR INDUSTRIAL SECURITY
NADA Building
Washington, D. C. 20006

ROLF JENSEN & ASSOCIATES, INC.
540 Frontage Road
Northfield, Illinois 60093
Fire safety & protection

FOOD WHOLESALING AND RETAILING

Firms that specialize in some aspects of wholesale or retail food operations, facilities engineering, layout or equipment.

THE BALLENGER COMPANY
1625 Race Street
Philadelphia, Pennsylvania 19103
Telephone 215 564-3181
Plant layout & materials handling, food handling facilities, architects & engineers, distribution centers, warehouses

C.G. BOWES, INCORPORATED
919 North Michigan Avenue
Chicago, Illinois 60611
Clifford G. Bowes, President
Retail meat departments training, layout demonstrations

BURKE DISTRIBUTION CONSULTANTS, INC.
2011 West Pershing Road
Chicago, Illinois 60609

Telephone 312 847-6000

*Distribution consultation services
to retail food industry*

BUTTERICK MANAGEMENT SERVICES
161 Sixth Avenue
New York, New York 10013
(Also Altoona, Pennsylvania)
John J. Strobel, General Manager
*Shipping & receiving, distribution &
warehouse methods, layout*

DR. GORDON F. BLOOM
Senior Lecturer
Sloan School of Management
Massachusetts Institute of Technology
Cambridge, Massachusetts 02139
Telephone 617 864-6900
Ext. 6618

food industry productivity

GERALD A. FITZGERALD
128 River Drive
Hadley, Massachusetts 01035
Retail food operations

FOOD BUSINESS ASSOCIATES
4801 Kenmore Avenue
Suite 118
Alexandria, Virginia 22304
Robert Bull, President
Telephone 703 751-8077
*Food wholesaling & retailing; institutional &
broker marketing; research & training*

IRVING M. FOOTLIK & ASSOCIATES
9116 Four Winds Way
Skokie, Illinois 60076
Warehousing

WALTER FREDERICK FRIEDMAN & COMPANY, INC.

280 Madison Avenue
New York, New York 10016

Telephone 212 679-8636

*Distribution, facility planning, materials handling,
inventory management, wholesaling, centralized
price marking*

P.K. HALSTEAD ASSOCIATES, INCORPORATED.

2005 Palmer Avenue
Larchmont, New York

Telephone TE4-0472

*Supermarket & department store consultants,
store design, engineering, merchandising,
personnel training, manuals*

Belgium - 38 Ave. des Arts Brussels

Telephone 11 14 44

Germany - Oberlaender, Ufer 90 Koeln

Telephone 38 51 84

WILBER S. HOYT

406 Beverly Drive
Lafayette, Louisiana 70501

Telephone 318 234-8860

318 234-1496

Convenience stores

A.A. "BUD" IRWIN & ASSOCIATES

4502 North 36th Street
Phoenix, Arizona 85018

Telephone 602 955-4713

*Perishable food advisory service,
wholesale & retail*

MARSHALL & PATRICK, INCORPORATED

505 Fifth Avenue
New York, New York 10017

Telephone 212 687-8240

*Mechanized warehousing, labor saving programs,
operations research, systems engineering, schedu-
ling, inventory, traffic, economic analyses*

MASTER MANUFACTURING COMPANY, INCORPORATED

1300 Avenue A., East
Hutchinson, Kansas 67501

Structural engineering

MCCORMICK & COMPANY

30 South Broadway, Park Building
Yonkers, New York 10701
Robert L. Staehle, President

Telephone 914 968-7600

*Food distribution analysis; work measurement
studies, consulting engineers*

MID-AMERICA RESEARCH ASSOCIATES

Randhurst Shopping Center
Mt. Prospect, Illinois 60056

Telephone 312 392-0800

312 467-0181

*Research principally conducted in fully
enclosed shopping centers*

WILLIAM APPLEBAUM

Graduate School of Business Administration
Harvard University
Soldiers Field
Boston, Massachusetts 02163

Telephone 617 547-9800

Home Phone: 617 484-7750

site location

VERNON PALMER COMPANY

7333 New Hampshire Avenue
Hyattsville, Maryland 20783

Warehouse operations

RAPISTAN, INCORPORATED

Technics Advisory Service
Grand Rapids, Michigan

Warehouse operations

RESEARCH MANAGEMENT CORPORATION

7315 Wisconsin Avenue
Bethesda, Maryland 20014

Warehouse operations

S.I. HANDLING SYSTEMS, INCORPORATED

Easton, Pennsylvania 18042

Telephone 215 252-7321

Automation in warehousing

PAUL F. SHAFFER

6920 S.W. 124th Street
Miami, Florida 33156

Telephone 305 235-4467

*Warehouse & retail store operations;
produce pre-packaging*

RICHARD W. SKINNER

Department of Marketing
Kent State University
Kent, Ohio 44240

Store location research

TOUCHE ROSS & COMPANY

1800 Ten Main Center
Kansas City, Missouri 64105

Telephone 816 474-6180

Food distribution & processing; wholesaling

WAREHOUSE SPECIALISTS COMPANY

125 N.W. 15th Street
Oklahoma City, Oklahoma 73103

Warehouse management & operations

HOWARD WAY

221 National Press Building
Washington, D. C. 20004

Telephone 202 628-8646

*Marketing facts, warehouse operations,
inventory control*

EMANUEL WEINTRAUB ASSOCIATES, INC.

350 Fifth Avenue
New York, New York 10001

Telephone 212 695-7830

*Inventory control, quality control; warehousing
& distribution center design;
productivity improvement*

WALTER FREDERICK FRIEDMAN AND COMPANY, INC.

280 Madison Avenue, New York,
New York 10016 - 212-679-8636
Walter F. Friedman, CMC, President
Richard A. Brown, Vice President



Planning and engineering of distribution systems
and facilities for dry and perishable food products.

● DISTRIBUTION NETWORK SYSTEMS

Plant & Warehouse Location Studies

Traffic and Transportation

Backhaul Systems

● FACILITY PLANNING

Relocations

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Flow, Layout

● MATERIALS HANDLING

Advanced Mechanization for storage
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● INVENTORY MANAGEMENT

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Planning and Control of Inventories,
Production and Purchasing

● CENTRALIZED PRICE MARKING

R.M. WINSLOW

5901 Wayzata Boulevard

Minneapolis, Minnesota 55416

*Management consultant, food wholesaling,
management, warehousing*

FOOD INDUSTRY, INCORPORATED

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Seattle, Washington 98101

*Information consultants in food retailing
& food service*

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Consulting companies or engineers with special skills in the food service industry.

BUSINESS RESEARCH, INCORPORATED

P.O. Box 60572

Oklahoma City, Oklahoma

Food service

ARTHUR W. DANA

Food Operations Consultant

41 East 42nd Street

New York, New York 10017

Telephone 212 682-3356

Food service

FOOD RESEARCH CONSULTANTS, INCORPORATED

10225 East Kellogg

Wichita, Kansas 67207

M. Hal Tayler Ph.D., President

*Food research & development, quality control
for fast food restaurant operations*

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8720 Georgia Avenue

Silver Spring, Maryland 20910

Telephone 301 585-8200

Food service & accounting

H.B. MAYNARD & COMPANY, INCORPORATED

The Maynard Building

2040 Ardmore Boulevard

Pittsburgh, Pennsylvania 15221

Telephone 412 351-4100

Food service; industrial engineering

LOUIS SZATHMARY ASSOCIATES

2218 N. Lincoln Avenue

Chicago, Illinois 60614

Telephone 312 525-1597

*Product development, research & planning
services, bakery - restaurant*

**INTERNATIONAL SOCIETY OF FOOD SERVICE
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P.O. Box 13559

Gainesville, Florida 32603

List of food service consultants

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FOOD SYSTEM DESIGNERS AND MANAGEMENT CONSULTANTS

2218 N. Lincoln Avenue

Chicago, Illinois 60614

**RESEARCH AND PLANNING SERVICES
TO THE FOOD INDUSTRY**

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PHYSICAL DISTRIBUTION

Firms known for providing engineering cost analysis, systems studies, and general overall engineering cost evaluations.

ASSOCIATED FOOD INDUSTRY SERVICES (AFIS)

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James A. Mixon, Director

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Economic, engineering, marketing & purchasing services - production, processing, distribution

BRELSFORD & ASSOCIATES

P.O. Box 1252
Bozeman, Montana 59715

Industrial & engineering consultants

BUSINESS RESEARCH, INCORPORATED

P.O. Box 60572
Oklahoma City, Oklahoma 73106

Economic feasibility studies, site locations, predictive (EDP) mathematical models

CANADIAN ASSOCIATED FOOD INDUSTRIES SERVICES (CAFIS)

Suite 2314
401 Bay Street
Toronto 1, Canada

Telephone 416 863-1050

Economic, engineering, marketing, purchasing services

CH2M

1600 S.W. Western Boulevard
Corvallis, Oregon 97330

Telephone 503 752-4271

Engineers, planners, economists - packing houses, processing plant layout, feasibility studies, waste disposal

DARLEY/GOBAR ASSOCIATES, INCORPORATED

4680 Alvarado Canyon Road - Main Office
San Diego, California 92120

Telephone 714 835-2052

Site evaluation & land use models

FMC MACHINERY/SYSTEMS GROUP

Western Operations
1185 Coleman Avenue
Santa Clara, California 95052
(Also New York & Chicago)

Telephone 408 289-2164

Machinery, facility layout, inventory management, distribution planning, industrial engineering, operations research

FOOD INDUSTRIES RESEARCH & ENGINEERING

33 South Second Avenue
Yakima, Washington 98902

Branches in U.S. & Europe

Telephone 509 GL3-4733

Industrial engineering, facilities, consulting specialists for the perishable foods industry

I.T.T. RESEARCH INSTITUTE

10 West 35th Street
Chicago, Illinois 60616

Telephone 312 225-9630

Manufacturing & personnel research, operations research, industrial engineering

LOGICON

6231 Leesburg Pike
Falls Church, Virginia

Systems engineering & computer services

NAREMCO SERVICES, INCORPORATED

555 Fifth Avenue
New York, New York 10017

Telephone 212 697-0290

Work simplification & clerical work measurement

RAY NELSON ASSOCIATES

P.O. Box 803
Stamford, Connecticut 06904

Telephone 203 324-4591

Advanced systems engineering

THE PACE COMPANY

8150 La Porte Freeway
Houston, Texas 77017

Telephone 713 644-3311

Engineering consultants

RATH & STRONG, INCORPORATED

140 Federal Street
Boston, Massachusetts 02110

Telephone 617 542-2646

Management counseling - industrial engineering

RESEARCH TRIANGLE INSTITUTE

P.O. Box 12194
Research Triangle Park
Durham, North Carolina 27709

Telephone 919 929-1144

919 549-8161

Cost-effectiveness, economic analyses, management systems, marketing, packaging, transportation; economic & industrial research; measurement & controls lab., chemistry & life sciences lab.

RESOURCE MANAGEMENT CORPORATION

7315 Wisconsin Avenue
Bethesda, Maryland 20014

Telephone 301 657-1810

Systems analysis

RICHARD SILVERMAN & ASSOCIATES

347 North Avenue
Weston, Massachusetts 02193

Physical distribution



ASSOCIATED FOOD INDUSTRY SERVICES (AFIS)

11600 Nebel Street
Rockville, Maryland 20852
(301) 881-9292

James A. Mixon, Managing Director

Range of Services: AFIS provides economic, engineering, marketing and purchasing services to the food industry particularly with respect to the evaluation, planning and implementation of effective and efficient programs. Services relate to agricultural production, food processing and distribution, including imports and exports, and financial planning and analysis.

Economic services are expressed principally in feasibility studies and assessment reports which pertain to evaluations of expansions and diversifications of product lines, facilities or programs. **Engineering** services pertain to the planning of facilities and systems and sometimes involve efficiency studies. **Marketing** services are directed toward planning and implementing programs for launching new or improved products to the food service industry and for private brand contracts to retail food companies. **Purchasing** services are designed to assist food service operators and distributors in developing economical and reliable contract sources of supply of raw material or finished product.

Who Can Use Services: Growers, processors, distributors, investors, research groups, governments and organizations can use AFIS services to evaluate, plan and implement programs. Distributors and processors would include food wholesalers, retail chain store companies and food service chain operators.

Capabilities: Although AFIS in-house capabilities lie primarily in economics, facility planning and market evaluation, the group has on-call an extensive network of specialists in various product and commodity fields. Consulting specialists are readily available for guidance in projects related to meats, seafoods, poultry, dairy and bakery products, fruits and vegetables, and prepared food.

Since beginning operations in 1953 the principals of AFIS have participated in over 200 projects, large and small, domestic and foreign for numerous types and sizes of clients.

Associated with:

Canadian Associated Food Industry Services (CAFIS)

Suite 2314

401 Bay Street

Toronto 1, Canada

(416) 863-1050

(Mrs.) Barbara J. Moses, Manager

ROGERS, SLADE & HILL, INCORPORATED
30 East 42nd Street
New York, New York 10017
Telephone 212 682-2550

Physical distribution; operational cost improvement

KURT SALMON ASSOCIATES, INC.
4301 Connecticut Avenue, N.W.
Washington, D. C. 20008
Telephone 202 363-1281

Marketing & distribution cost analysis

SNITZLER-NAGAN, INC.
603 National Press Building
Washington, D. C. 20004
Telephone 202 NA8-1600

*Consulting economists, marketing, cost analysis,
traffic engineering, operations research,
developing countries*

TRANSPORTATION

A limited number of firms provide service in transportation. Expertise is available for managing, routing and rate work. In addition, many firms list physical distribution research which may include transport. The editors found few services available in delivery operations or urban goods movement at this time.

CORNELL AERONAUTICAL LABORATORY, INC.
OF CORNELL UNIVERSITY
P.O. Box 235
Buffalo, New York 14221
716 632-7500

*Transportation systems, government,
operations research*

THOMAS U. COULSON
ACF Industries
Clark & Main Streets
St. Charles, Missouri 63301
Telephone 314 724-7850
Transport engineering

GULF SPECIMEN COMPANY, INC.
P.O. Box 237
Panacea, Florida 32346
Telephone 904 984-2041
*Shipping marine animals, enabling assistance to
food industry & specialized gourmet markets*

N.D. LEA & ASSOCIATES LTD.
345 Lakeshore Road, East
Oakville, Ontario, Canada
Telephone 849-7233
Transportation engineers

E. GROSVENOR PLOWMAN
Transportation Research Foundation
48 Partridge Circle
Portland, Maine 04102
Transportation

WILBUR SMITH & ASSOCIATES
495 Orange Street
New Haven, Connecticut 06504
Research on transportation-traffic

TOTAL TRANSPORTATION
1091 California Road
Eastchester, New York 10709
Phillip J. Maddox

Telephone 914 633-7025

*Transportation management/
engineering consulting*

TRANSPORTATION & MARKETING RESEARCH
P.O. Box 6264
Salt Lake City, Utah 84406
Forest Baker

Telephone 801 485-9705

*Transportation & marketing economics,
operational*

LEO DUANE WELLER
9918 Indian Queen Point Road
Oxon Hill, Maryland 20022
Telephone 301 CH8-4125

*Railroad transportation research,
financial, perishable, operational*

PACKAGING

Packaging research may include shipping containers or consumer packages. Some firms provide assistance to retail firms in installing or operating prepackaging plants and in handling prepackaged goods. Others provide services to manufacturers in their consumer package or shipping container design and testing. Several packaging laboratories are available.

E.T. BUCKLEY & COMPANY

Associated Marketing
20 North Wacker Drive
Chicago, Illinois 60606

Packaging

E.I. DU PONT DE NEMOURS & COMPANY

Engineering Development Laboratories
Chestnut Run Laboratory (Packaging)
Haskell Laboratory
Maryland Avenue & Beach Street
Wilmington, Delaware 19898

Packaging

FRANK W. GREEN COMPANY

Point O'View
East Longmeadow, Massachusetts 01028
Telephone 413 525-7400

Packaging & distribution consultants

LANSMONT CORPORATION

P.O. Box 1390
Monterey, California 93940
Telephone 408 373-4791
1324 Suite E., Commerce Center Building
Lansing, Michigan 48933
Telephone 517 372-5022

Packaging & shipping container testing

LAPIDUS ADVISORY SERVICE

2339 N. Quantico Street
Arlington, Virginia 22205
Herbert M. Lapidus, Packaging Consultant
Telephone 703 534-4738

MAHONEY ASSOCIATES

7325 Westerly Lane
Mc Lean, Virginia 22101
Telephone 703 534-1178

Industrial packaging- packaging materials

MIDWEST RESEARCH INSTITUTE

425 Volker Boulevard
Kansas City, Missouri 64110

Packaging research

PACKAGE RESEARCH LABORATORY

P.O. Box 127
Rockaway, New Jersey 07866
Telephone 201 627-4400
Packaging & containers research

REFRIGERATION

Companies with engineering or services dealing with refrigeration for displays or storage in food wholesale, retail or processing plants.

GEORGE F. SAINSBURY

1206 Summit Avenue
Seattle, Washington 98101
Telephone EA5-0221
Refrigeration consultant - storage

TOM KENNEDY, DEVEL. & TEST SUPV.

Clark Equipment Company
Tyler Refrigeration Division
Development Lab
Lake Street
Niles, Michigan 49120
Telephone 616 683-2000
Development & testing food preservation in general & hardware involved for processing, transport, storage, supermarket display

ST. ONGE, RUFF & ASSOCIATES

30 East King Street
York, Pennsylvania 17405
Telephone 717 854-3861
Refrigeration systems, rooms & buildings, coolers & freezers; food processing lines; refrigerated warehouses

TYLER REFRIGERATION DIVISION

Clark Equipment Company
1329 Lake Street
Niles, Michigan 49120
Telephone 616 683-2000
Equipment design & development; planning services for retail stores

VICTOR PRODUCTS CORPORATION

901 Pope Avenue
P.O. Box 150
Hagerstown, Maryland 21740
Telephone 301 733-3020
Commercial refrigeration equipment, refrigeration products

YORK CORPORATION

York, Pennsylvania 17405
Refrigeration, engineering & facilities

FOOD PROCESSING

Engineers and processes specialists who do plant design and layout, equipment selection and systems, operational methods and food technology research and services for processing and packing plants.

BECHTEL CORPORATION

4550 Seville Avenue
Vernon, California 90058

Engineering services, including economic analysis; preliminary engineering, process design plant layouts, & preparation of plans & specifications

CLARK EQUIPMENT COMPANY

Industrial Truck Division
525 N. 24th Street
Battle Creek, Michigan 49016

Telephone 616 964-5356

Consultation services new equipment development

INTERNATIONAL FOOD ENGINEERING COMPANY

520 N. Michigan Avenue
Chicago, Illinois 60611
Lewis L. Crawford

Telephone 312 321-9714

DAVID N. CYBUL

23 West 70 Street
New York, New York 10023

Telephone 362-5252

Food facilities concepts. conception analysis, design of planning & construction - wholesale food centers; wholesale processing plants

ARTHUR WILLIAM DANA

11 East 44th Street
New York, New York 10017

Food facilities analysis & design, improved food quality

DEPARTMENT OF NUTRITION AND FOOD SCIENCE

Utah State University
Logan, Utah 84321

Research and planning service for food industry

FOOD FACILITIES CONCEPTS, INCORPORATED

2000 Huntington Avenue
Alexandria, Virginia 22030

Telephone 703 768-2421

Food distribution facilities planning for meat packing plants

FOOD INDUSTRIES RESEARCH & ENGINEERING

33 South Second Avenue
Yakima, Washington 98902

Telephone 509 453-4733

Packing plant layout & design, cold storage, refrigerated system, freezer, distribution center

FOOD PROCESSING CONSULTANTS COMPANY

P.O. Box 1203
Greenwich, Connecticut 06830

Telephone 203 869-6065

Agriculture, plant design, food technology, quality control, new product development, marketing & management

MARLEN RESEARCH CORPORATION

10901 Mission Road
Overland Park, Kansas 66211

Industrial processes

MCCORMACK ENGINEERING COMPANY, INC.

6333 S.W. Lakeview Boulevard
P.O. Box 231

Lake Oswego, Oregon 97034

Telephone 503 639 2137

Design manufacture & test equipment & machinery for food processing industry, frozen foods, a specialty

PRECISION CONTOURS, INCORPORATED

320 Central Building
Wichita, Kansas 67202

Industrial processes

RESEARCH DEVELOPMENT GROUP

Box 592
Topeka, Kansas 66601

Industrial processes

TROY & STALDER COMPANY

Swanson Building, Suite 111
8401 W. Dodge Road
Omaha, Nebraska 68114

Telephone 402 393-2373

Architects & engineers, meat packing plants & the food industry

MILTON G. WALDBAUM

Wakefield, Nebraska 68784

Telephone 402 287-2211

Food processing, analysis, design, product development, research, testing, evaluation

LABORATORIES

Several different types of laboratory services are offered. Research and development for food products is provided by many food technology companies. Many labs provide laboratory testing for food items for quality assurance and a number of microbiological or sanitary testing firms are available usually in local areas. Quality assurance assistance is provided including management of quality assurance. Laboratories are also available to agribusiness firms for feed and supplies used in food production or processing.

ACADEMY LABORATORIES

Box 1494 LR
Miami, Florida 33138
H. Tuthill

Telephone 305 757-5594

Routine analysis & development research

AMERICAN BIO-CHEMICAL LABORATORY, INC.

1113 North Rolling Road
Baltimore, Maryland 21228

Telephone 301 747-4928

Food laboratory

AMERICAN RESEARCH & TESTING LABORATORIES

5454 W. Higgins
Chicago, Illinois 60630

Telephone 312 282-4094

Food & beverage testing

ARTCO RESEARCH & DEVELOPMENT LABORATORIES, INC.

434 S. Wabash
Chicago, Illinois 60605

Telephone 312 427-6490

Food & beverage consulting

CHARLTON LABORATORIES, INC.

2340 S.W. Canyon Road
Box 1048
Portland, Oregon 97207

Telephone 503 228-9663

*Sanitary bacteriology as applied to food industry;
testing and analyses in broad field of materials,
ecology & industrial products & processes.*

COMMONWEALTH LABORATORY, INC.

Chemists Building
2209 E. Broad Street
Richmond, Virginia 23223

Research & development, agricultural products

ENGLAND LABORATORIES

424 East Patrick Street
Frederick, Maryland 21701

Telephone 301 663-3220

Bacteriological & chemical analysis of foods

FOOD CHEMICAL & RESEARCH LABORATORIES, INC.

4900 9th Avenue, N. W.
Seattle, Washington 98107

Telephone 206 783-4700

*Food chemistry, biochemical testing,
foods pollution*

FOOD RESEARCH CONSULTANTS, INC.

10225 East Kellogg
Wichita, Kansas 67207

*Food R&D; quality control programs for fast food
restaurants operations, microbiological testing,
organoleptic taste evaluation on food products.*

FOOD SCIENCE ASSOCIATES, INC.

145 Palisade Street
Dobbs Ferry, New York 10522
Dr. G.E. Livingston, Director

Telephone 914 693-2660

*Food testing, food service outlet layout
and planning*

FOOD TECHNOLOGY, INC.

5903 Northwest Highway
Chicago, Illinois 60631

Telephone 312 631-4545

*Research & development laboratory servicing
food industry*

FOODS RESEARCH LABORATORY, INC.

130 Newmarket Square
Roxbury, Massachusetts 02118

Telephone 453 442 3322

Quality control; bacteriologists

FROEHLING & ROBERTSON, INC.

P.O. Box 27524
814 West Cary Street
Richmond, Virginia 23261

Telephone 703 644 3025

*In-plant inspection of food plants, chemical &
bacteriological laboratories for analyses & tests
of various materials food & food ingredients*

HARRIS LABORATORIES

P.O. Box 427
624 Peach Street
Lincoln, Nebraska 68501

Telephone 402 432-2811

Research & development of new products

HIBBS LABORATORIES

21 N. Allumbaugh
Boise, Idaho 83704

Telephone 208 343-7830

Food chemistry & bacteriology

HUNTINGTON RESEARCH CENTER, INC.

Falls Road & Coppermine Terrace
Box 6857
Baltimore, Maryland 21204

Telephone 301 825-3484

Food technology, agriculture

LANCASTER LABORATORIES, INC.

2425 New Holland Pike
Lancaster, Pennsylvania 17601

Telephone 717 656-9043

(Affiliated Huth Engineers, Inc.)

*Agricultural products research, development,
testing foods, chemicals, feeds*

ACADEMY LABORATORIES

mail to: Box 1494LR
Miami, FL 33138
non-mail to: 130 NW 79 Street
Miami, FL

ROUTINE ANALYSIS DEVELOPMENT RESEARCH

according to
A.O.A.C., FEDERAL, & LOCAL REQUIREMENTS
tele: 305-757-5594, H. Tuthill

LAUCKS TESTING LABORATORIES, INC.

1008 Western Avenue
Seattle, Washington 98104
Telephone 206 622-0727
Bacteriological testing, most food products

MCCORMICK & COMPANY, INC.

McCormick Building
Baltimore, Maryland 21202
Telephone 301 539-6460
New product & process development, food flavors

NATIONAL SANITATION FOUNDATION

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N.S.F. Building
Ann Arbor, Michigan 48106
Telephone 313 663-8581
*Water/ air quality, solid & liquid waste disposal
education, research, service or food
sanitation equipment*

NORTH AMERICAN LABORATORY CO., INC.

725 Gardner Lane
Indianapolis, Indiana 46206
Telephone 317 635-9500
*Consulting & laboratory services for new food
products, chemical & bacteriological
evaluation of foods*

NORTHWEST RESEARCH LABORATORY

National Canners Association
1600 South Jackson Street
Seattle, Washington 98144
Telephone 206 323-3540
Food testing & development

C. J. PATTERSON COMPANY

3947 Broadway
Kansas City, Missouri 64111
*Product & process development of foods, food
chemicals, principally oriented towards
baking industry*

PET INCORPORATED RESEARCH CENTER

Louis Latzer Drive
Greenville, Illinois 62246
Food product & process R&D for Pet, Inc.

PHENIX LABORATORIES

870 North Cypress
Orange, California 92666
Telephone 714 639-1771
Product development services

PRODUCERS CREAMERY COMPANY

800 West Tampa
P.O. Box 1837 S.S.S.
Springfield, Missouri 65805
Food product development

QUALITY ASSURANCE AND DEVELOPMENT

QUAD Corporation
1852 Dale Avenue
Highland Park, Illinois 60035
Telephone 312 432-3210
*Installation & management of quality assurance
programs, processed & fresh, fresh meats, frozen food*

QUALITY SYSTEMS

P.O. Box 786
Adelphi, Maryland 20783
George Kalish, Ph.D.
Telephone 202 737-9357
*Design sample plans, sanitation inspections, lab
tests in bacteriology, chemistry &
extraneous analysis*

REY INDUSTRIES, INC.

3030 Nebraska Avenue
Santa Monica, California 90404
Telephone 213 828-4495
*Chemical research & product development from
concept to market; consulting chemists*

SCHILLER LABORATORIES, INC.

Box 368
Ingomar, Pennsylvania 15127
Food laboratories service

NORTH AMERICAN LABORATORY CO., INC.



725 Gardner Lane, Indianapolis, Indiana - 46206 - 635-9500

Product Research and Development
and consulting for the Food Industry

Hormoz Broumand, Ph. D., President

Manufacturers and Blenders of:

- 1 *Spice and spice extractive blends, flavors, extenders, cures, etc for all types of fresh and smoked meat items*
- 2 *Breadings, batters, marinates and related items for chicken fish and meat products*
- 3 *Prepared sauces including Meat (Steak) Sauce, BBQ Sauces All Purpose Sauce with cooked bacon bits, Golden Luau Sauce with bacon bits, Kitchen Gourmet (brown gravy), etc for institutional and retail markets*
- 4 *Prepared dry and liquid base mixes, sauces and gravies including pizza, spaghetti, chili, cheese and beef chicken, ham and mushroom gravies for institutional and retail markets*

Developers and Manufacturers of:

- 5 *Specialty items patented or registered, for the meat industry including Stockinet Release Agent Boar Mutton and Soy Cover Flavors, Full of Bloom and Zippy Blend*
- 6 *Nu Vigor, human conditioner, Nu-Vigor II, horse conditioner and Nu Vigor S dog, cat and other small animals conditioner*
- 7 *High nutrition food and food products some of which have been approved for the School Lunch and School Breakfast programs*

Consulting and Laboratory Services for:

- 8 *Development of new products and procedures*
- 9 *Improvement of present products and procedures*
- 10 *Chemical and bacteriological evaluation of food and food products*
- 11 *Water and sewage analysis*

SHARPLEY LABORATORIES, INC.

Box 846

Fredericksburg, Virginia 22401

*Contract laboratory work & consultation
for food industry*

HERBERT V. SHUSTER, INC.

54 Clayton Street

Boston, Massachusetts 02122

Telephone 617 825-1812

*Services to food & chemical specialty industries,
food technology, chemistry, microbiology
& engineering*

STRASBURGER & SIEGEL, INC.

1403 Eutaw Place

Baltimore, Maryland 21217

Telephone 301 523-5518 or 19

*Food technologists, sanitary plant surveys, food
spoilage investigations, bacteriological surveys*

SWANSON AND ASSOCIATES, INCORPORATED

1710 N. Douglas Drive

Minneapolis, Minnesota 55422

Telephone 612 545-0485

New product development, consumer testing

TECHNICAL CONSULTING SERVICE

6405 Steilacoom Boulevard

Tacoma, Washington 98499

Telephone 206 588-5757

*Product development & processing procedures for foods,
quality control & sanitation programs, chemical
analyses for food industry*

THERACON, INCORPORATED

4000 Meriden Road, N. E.

Topeka, Kansas 66617

*Agricultural chemistry, agricultural economics,
agricultural engineering, animal husbandry,
biology, food, pharmacology*

U.S. PROFESSIONAL LABORATORIES

Division of Sterling Drug, Inc.

225 Summit Avenue

Montvale, New Jersey 07645

Telephone 201 391-8500

Food sanitation programs for distributors

U.S. TESTING COMPANY

214-215 Cotton Exchange Building

65 Union Avenue

Memphis, Tennessee 38103

*Testing of vegetable food products; machinery &
vehicles; water & waste; chemical & allied products*

WAYNE LABORATORIES

17 East Main Street

Waynesboro, Pennsylvania 17268

Food laboratory service consulting

W-W LABORATORIES

1101 Idylwood Road

Baltimore, Maryland 21208

Telephone 301 486-8714

Bacteriological examination of foods

QUALITY SYSTEMS

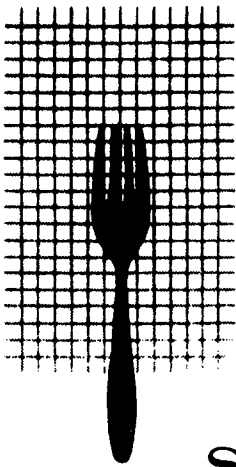
George Kalish, Ph.d.

P.O. Box 786, Adelphi, Md. USA 20783

AC 202 737-9357

Capability Summary: QUALITY SYSTEMS offers a unique combination of services: Design of Sampling Plans, Sanitation Inspections, Performance of Laboratory Tests in Bacteriology, Chemistry, and Extraneous Analysis. You get quick accurate (and confidential) reports interpreted so you can use them in your management decisions.

We are familiar with the latest Government standards and may help you avoid problems with regulatory agencies and even penalties.



SWANSON & ASSOCIATES, INC.

FOOD DEVELOPMENT AND MARKETING

1710 N. DOUGLAS DRIVE, MINNEAPOLIS, MINNESOTA 55422 PHONE 612 545-0485

Swanson & Associates provides food and beverage corporations with innovative new product development from initial product concepts and product prototypes, through consumer testing of a finished product. S&A's seasoned professional staff will aid your firm in determining what new product opportunities complement your resources and product mix, will develop and consumer test these new product concepts, and will carry out the product research and development which leads to a product or a line of products.

The TASTEST Division of S&A is engaged in consumer research through the medium of focused group interviews and carefully controlled booth testing. Their skilled personnel run studies on product and marketing concepts, on products in various stages of development, and on the effectiveness of marketing campaigns. TASTEST's efforts result in pragmatic guidance to the firm wishing to avoid costly marketing errors and improve their market-place performance.

Both S&A, and its TASTEST Division have an impressive list of blue chip clients. Why don't you join up with success?

Please call or write to: Richard A. Johnson, President, 612/545-0485.

IDEATION CENTER FOR TOMORROW'S PRODUCTS

WASTE DISPOSAL

Firms with special skills in solid or liquid waste disposal or salvage of solid packaging materials waste.

COMMONWEALTH LABORATORY, INCORPORATED
P.O. Box 8025
Richmond, Virginia 23223

Telephone 703 648-8358

Air & water sampling, analysis

HUTH ENGINEERS, INCORPORATED
37 North Duke Street
Lancaster, Pennsylvania 17602

Telephone 717 393-5821

(Affiliated Lancaster Laboratories, Inc.)

Sanitary & waste disposal engineering

RALPH STONE AND COMPANY, INCORPORATED
10954 Santa Monica Boulevard
Los Angeles, California 90025

Telephone 213 478-1501

879-1115

*Systems engineering - solid waste disposal,
sanitary engineering*

S C S ENGINEERS

4014 Long Beach Boulevard
Long Beach, California 90807

Robert P. Stearns, Vice President

Telephone 213 427-7437

*Solid & liquid waste disposal for
food processing & distribution*

URS RESEARCH COMPANY

155 Bovet Road

San Mateo, California 94402

*Sanitary engineering, solid & liquid waste,
institutional food business, economic
development, transportation, marketing*



SCS ENGINEERS

4014 Long Beach Boulevard
Long Beach, California 90807
(213) 427-7437

Contact: Robert P. Stearns, Vice President

The firm provides complete professional environmental engineering services for solid and liquid waste disposal problems of the food processing and distribution industries. Services include: preliminary investigations and feasibility studies to define waste quantity/quality relationships and problems; definition and economic analysis of alternative feasible solutions; and preparation of detailed engineering plans and specifications for solid and liquid waste management systems.