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

The papers included are for proceedings issues of Food Distribution Research Conferences from 1962 and include all Food Distribution Journal

Articles through 1976 including the February 1976 Proceedings Issue. Copies of all these issues are available through the Food Distribution Research Society, Inc.

Individual articles may be listed under more than one classification if the content is such as to concern two or more classifications.

#### CATEGORIES USED:

Advertising and Promotion  
Air Conditioning, Heating and Refrigeration  
Bakery  
Bantam, Convenience and Drive-in Markets  
Brands  
Buying, Ordering Procedures and Inventories  
Checkout Operations  
Consumerism  
Credit and Delivery  
Customer Behavior Patterns and Characteristics  
Customer Relations and Services  
Dairy Products  
Delicatessen  
Dietetic Foods  
Discount Stores and Discounting  
Displays  
Ecology  
Education  
Electronic Data Processing  
Financial Management  
Fish and Other Seafood  
Food Distribution - Foreign Countries  
    Other than Canada  
Food Distribution - United States  
Food - Quality  
Futurism

Government Controls, Investigations and Legislation  
Grocery Handling  
Groups - Retail Cooperatives, Voluntaries, other Wholesalers, Franchises and Brokers  
Manufacturers and Manufacturer  
    Supplier Relations  
Meat  
Merchandising  
Mergers  
Nutriments other than Standard Foods  
Packaging  
Perishable Markets  
Personnel Administration  
Prices and Price Spreads  
Produce  
Public Relations  
Research Priorities  
Restaurants, Snack Bars, Etc.  
Sanitation  
Store Construction  
Store Location  
Store Management  
Store Operations  
Store Supervision  
Top Management and Research Management  
Training  
Warehousing and Transportation

## ADVERTISING AND PROMOTION

The Effect of Retail Food Advertising on Consumer Decision Making - Dr. Robert Welsh, Central Michigan University  
13th Food Distribution Research Conf.  
October 1972, Vol. IV, No. 2

Effect of Features on Sales in Retail Food Stores - Sidney Brown, ERS, USDA  
6th Food Distribution Research Conf.  
October 1965

Evaluating Advertising and Promotional Programs - Edward Dailey, Purdue University  
6th Food Distribution Research Conf.  
October 1965

Measuring the Effect of Different Levels of Expenditure for Advertising and Promotion on Sales of Fluid Milk and Other Dairy Products - Wendell Clement, ERS, USDA  
6th Food Distribution Research Conf.  
October 1965

Research in Food Store Advertising in Ten Metropolitan Centers in the U.S. - Jack Weber, University of Idaho  
6th Food Distribution Research Conf.  
October 1965

Some Problems and Future Needs for Advertising and Promotional Research - Kent Christensen, National Association of Food Chains  
6th Food Distribution Research Conf.  
October 1965

## AIR CONDITIONING, HEATING AND REFRIGERATION

Supermarket Energy Cost Analysis - Paul Adams, Hussmann Refrigeration Co.  
16th Food Distribution Research Conf.  
February 1976, Vol. VII, No. 1

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

Also see: Store Construction

## BAKERY

Profit and Loss in In-Store Bakeries - Bruce E. Chapman, Chapman Associates  
16th Food Distribution Research Conf.  
February 1976, Vol. VII, No. 1

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

## BANTAM, CONVENIENCE AND DRIVE-IN MARKETS

Convenience Store's Place in Serving the Consumer's Needs Today and in 1985 - Fred Hammert, Majik Market  
16th Food Distribution Research Conf.  
February 1976, Vol. VII, No. 1

Consumer Use of Convenience Type Stores: A Telephone Interview, Roanoke, Virginia - Don L. Long and Joseph M. Johnson  
Virginia Polytechnic Institute and State University  
15th Food Distribution Research Conf.  
February 1975, Vol. VI, No. 1

The Effects of Consolidated Deliveries on Convenience Store Supply: A Simulation Study - Wesley R. Kriebel, Pennsylvania State University  
14th Food Distribution Research Conf.  
February 1974, Vol. V, No. 1

Handling Solid Wastes in Supermarkets and Convenience Stores - Harold S. Ricker, Agricultural Marketing Research Institute  
13th Food Distribution Research Conf.  
February 1973, Vol. IV, No. 2

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

Fast Food Store Location Factors: A Comparison With Grocery Store Location Factors - Harold G. Love, University of Kentucky 12th Food Distribution Research Conf. October 1971, Vol. III, No. 1

Convenience Stores: Past and Present - Reuben Guberman Contributed Papers Issue, JFDR September 1971, Vol. II, No. 2

#### BRANDS

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

#### BUYING, ORDERING PROCEDURES AND INVENTORIES

The Super Valu Approach to Space Allocation - Dennis Wuebker, Super Valu Stores 4th Food Distribution Research Conf. October 1963

Display Allocation and Product Evaluation Routine: Frozen Foods in the Retail Store - Charles Crossed, ERS, USDA 4th Food Distribution Research Conf. October 1963

Direct Order Systems - L. G. Buchanan, Kellogg Company 7th Food Distribution Research Conf. September 1966

Emphasis on Demand Forecasting and Production Planning - Aaron Glickstein, Wilson & Company 8th Food Distribution Research Conf. October 1967

Emphasis of Teladata Processing Systems Implications for the Food Firm - John A. Lever, The Pillsbury Corporation 8th Food Distribution Research Conf. October 1967

Food Distribution - A Total Concept - Kenneth U. Flood, University of Missouri 8th Food Distribution Research Conf. October 1967

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Optimization of Movement for Profit - James E. Martin, VPI 9th Food Distribution Research Conf. October 1968

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A Look at the Problems of the Front-End Operation in Supermarkets with the Automatic Checkout - Paul Shaffer, The Paul F. Shaffer Co. 15th Food Distribution Research Conf. February 1975, Vol. VI, No. 1

Simulation-Front End Scheduling -  
William S. Sekely, Wake Forest  
University  
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S. Ricker, Agricultural Research  
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Automatic Check-Out - John C. Bouma,  
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The Role of the Food Distribution  
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Development of Universal Codes - Wallace  
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John A. Esserian, Charecogn Systems  
11th Food Distribution Research Conf.  
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IMS Experience in Advanced Checkout -  
George Ensslin, Inventory Management

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Harold S. Ricker, ARS, USDA  
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The Optical Scanner - Friend or Foe?  
William S. Sekely and Richard W.  
Skinner, Kent State University  
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September 1972, Vol. III, No. 2

Also see: Electronic Data Processing

### CONSUMERISM

Colonial's Approach to Consumer Affairs  
Agnes Olmstead, Colonial Stores, Inc.  
16th Food Distribution Research Conf.  
February 1976, Vol. VII, No. 1

Government - Retailer - Consumer - A  
Changing Era - Milton Segal, First  
National Stores  
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Matching Store Types to Market Needs to  
Better Serve the Consumer - Stephen C.  
Goff, Nash Finch Company  
16th Food Distribution Research Conf.  
February 1976, Vol. VII, No. 1

Supermarkets' Place in Serving Con-  
sumers' Needs Today and 1985 - R. R.  
Frost, Piggly Wiggly Southern, Inc.  
16th Food Distribution Research Conf.  
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Consumer Food Cooperatives: From Here  
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Bisrat Aklilu, University of  
Massachusetts and Boston University  
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February 1975, Vol. VI, No. 1

- Consumer Use of Convenience Type Stores:  
A Telephone Interview, Roanoke, Virginia  
Don L. Long and Joseph M. Johnson  
Virginia Polytechnic Institute and  
State University  
15th Food Distribution Research Conf.  
February 1975, Vol. VI, No. 1
- Eliminating Roadblocks to Greater  
Productivity: Consumers - Josephine H.  
Lawyer, Extension Service, USDA  
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- Satisfied: Consumers Rate the Food  
Industry - Charles R. Handy, Economic  
Research Service, USDA  
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- The United States Food System of the  
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Massachusetts Consumers Council  
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- Consumer Acceptability of Frozen Meat -  
Farrell E. Jensen and Sykes E. Trieb,  
Rutgers University and University  
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Areas - Daniel J. McLaughlin, Jr.,  
St. Joseph's College  
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September 1974, Vol. V, No. 3
- The Food Industry, Labor, Government and  
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- An Approach to Monitoring the Changing  
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Wolgemuth, Super Market Institute  
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- Developing an Index of Consumer  
Satisfaction - Charles R. Handy, ERS, USDA  
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- What I Hear From Consumers: Implications  
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- An Index of Consumer Satisfaction -  
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September 1973, Vol. IV, No. 3
- Managerial Economics and Customer  
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- Project Consumer Concern - USDA - NARGUS  
Demonstrations - Lewis F. Norwood,  
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- Food Distribution in Low Income Areas  
Donald R. Marion, University of  
Massachusetts  
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- Consumerism: The Issue of Dual Pricing  
Paul G. Nelson, Greenbelt Consumer  
Service, Inc.  
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Dermot P. Shea  
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- The Role of Food Distribution in Serving  
the Needs of All of the People - Distri-  
bution Systems for the Poor - Progress &  
Prospects - Donald R. Marion, University  
of Massachusetts  
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The Role of Food Distribution in Serving the Needs of All of the People - Tackling Malnutrition - Challenge to the Food Industry - Richard S. Gordon, Monsanto Company  
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Operation Consumer Concern - USDA-NARGUS Demonstration - Lewis F. Norwood, Extension Service, USDA  
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#### CREDIT AND DELIVERY

Consumer Attitude Toward Charge Cards in the Food Distribution Industry - Thomas L. Sporleder, Texas A & M University  
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Customer Analysis and Market Strategy - Supermarkets vs. Convenience Stores - Ed Watkins, Ohio State University  
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February 1976, Vol. VII, No. 1

A Retail Store Classification Technique Based on Customer Buying Behavior - Wilber S. Wayman, Jr., Georgia State University  
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February 1974, Vol. V, No. 1

Evaluating Economic Performance in Food Retailing - Thomas T. Stout and Robert C. Doehler, Ohio State University  
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Western Consumers' Attitude Toward the Food Industry - Lanny Hernandez, University of Southern California  
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Consumer Attitudes Toward the Food Industry: Price, Ecology, Consumerism, Management, Slogans, Advertising and Store Image - Lanny Hernandez, University of Southern California  
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What is Quality? - Marie Ferree, University of California  
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October 1971, Vol. III, No. 1

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Food Preparation and Attitudes - Paul Kahn, American Can Company  
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Michael G. VanDress, ERS, USDA  
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Another Look at Customer Image Studies - Theodore W. Leed, University of Massachusetts  
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An Approach to Monitoring the Changing Attitudes of Today's Consumer - Diane Wolgemuth, Super Market Institute  
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Tomorrow is Today - Glen R. Johnson, Jr.  
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Distribution - United States; Training

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Our Approach at Piggly Wiggly Southern  
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Southern, Inc.  
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Improving Ice Cream Deliveries to  
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Robert C. Mongelli, Agricultural  
Marketing Research Institute  
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Dairy Departments - Ulrich C. Toensmeyer  
Charles L. Witt, University of  
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### DELICATESSEN

Safe Handling of Delicatessen Foods -  
Don C. Rishoi, National Sanitation  
Foundation  
13th Food Distribution Research Conf.  
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### DIETETIC FOODS

Health Foods - A Supplier's Viewpoint  
Heinrich N. Schmidt, Loma Linda  
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### DISCOUNT STORES AND DISCOUNTING

Discount Strategy in Food Retailing -  
Kahandas Nandola, Ohio State  
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Ulrich C. Toensmeyer, University  
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The Future of Discounting - Nathaniel  
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### DISPLAYS

Trends in Display: Refrigeration: In-  
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C. V. Hill Refrigeration Company  
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Jarvis L. Cain, University of  
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James A. Davis, ASCS  
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James R. Evans, Coca Cola U.S.A.  
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Behre, Consumer Affairs Market  
Place Ministries  
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D. Hubbard, USDA  
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You and We and This Business of Ecology  
Clyde H. Vadner, Philadelphia Coca-  
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G. Lacy, California State  
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University of Maryland  
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tivity in the Food Industry - Don  
Paarlberg, Agricultural Economics  
USDA  
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Our Experience with Computerized Food  
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Estimating Financial Statements of the  
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Eugene E. Gerke, Super Market  
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Arthur S. Graham, Jr., A.T. Kearney  
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Financing Food Distribution in the 1970's - Consumers Cooperative - Robert Morrow, Greenbelt Consumer Services  
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Profit Building Analysis of Seafood Marketing Firms - Don L. Long and Charles W. Coale, Jr., Virginia Polytechnic Institute and State University  
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