

James J. Hill Reference Library Guide to Food Industry Resources

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This guide provides a listing of some of the more useful and standard food industry resources available at the Hill Library. For further information and other sources, call our reference line at 651-265-5500, or email us at info@jjhill.org.

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Directories

Adams Wine and Spirits Industry Marketing

Food HD9352.L56 2008

This directory includes corporate ownership, company executives, company highlights, and brands.

American Wholesalers and Distributors Directory

Reference Desk HF5419.A4

Covers alcoholic beverages, food, restaurant equipment, and soft drinks.

Chain Store Guide Online Product Access

Subscription database available at the Hill Library; includes:

CSG Single Unit Supermarket Operators Database

CSG Supermarket, Grocery & Convenience Stores Database

Chain Restaurant Operators Database

Foodservice Distributors Database

High Volume Independent Restaurants Database

The Chain Store Guides provide detailed information on retail chain operations in specific industry segments. The databases can be searched by a wide variety of criteria, including such specialized datasets as Product Line, Organic Products, growth, menu, and more, and results can be exported.

Directory of Wholesale Grocers

Food HD9321.3.D57 2010

This directory covers the U.S. and Canada is indexed by type of product.

Food and Beverage Marketplace

Food HD9321.3.T56 2010

Provides access information for thousands of companies within the food industry. Volume 1 covers manufacturers, distributors and services; Volume 2 covers

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equipment, supplies & services; Volume 3 focuses on brokers, importers/exporters, and other industry resources.

Marketing Guidebook: The Blue Book of Supermarket Distribution

Food HD9321.P7 2009

Lists approximately 1,000 US and Canadian supermarket chains, wholesale clubs, large independents, and small chains.

Midwest Food Processors Association Membership Directory

Food HD9320.3.M63 2009-2010

Local directory of food groups with index by business category.

Minnesota Grown Directory

www3.mda.state.mn.us/mngrown

The Minnesota Grown Directory lists over 700 Minnesota farmers' markets, pick-your-own berry farms, apple orchards, nurseries, Christmas tree farms, ranches, and other growers who sell direct.

Encyclopedias

Encyclopedia of Associations

Subscription database available at the Hill Library, also in print, Reference Desk A522.E5

The most comprehensive directory of U.S. associations in the United States provides contact information on thousands of industry and trade associations.

Encyclopedia of Emerging Industries, 5th edition

Available from Gale's Virtual Reference Library, subscription database available at the Hill Library, also in print, Reference HD2324.E5 2007

Food-related entries include: Specialty Coffee, New Food Products, Juice Bars, Nutritional Supplements, and Premium Bottled Beverages.

Encyclopedia of Restaurant Forms

Food TX911.3.M27 B7 2004

A comprehensive collection of ready-to-use checklists, worksheets, and training aids for a variety of food service operations. Subjects covered include food safety, kitchen management, menu management, employee training, inventory control, and financial management.

Industry Overviews

Beverage World

Food HD9348.U5 B5; also available at www.beverageworld.com

One of the key publications following the beverage industry, providing news, analysis, and statistical data on soft drinks, beer, water, coffee, and other beverages. The Beverage World website provides access to some statistics and reports under the "Reports and Analysis" link.

Foodsafety.gov

www.foodsafety.gov

Provides current news, safety alerts and industry assistance.

Grocery Manufacturers of America

www.gmabrands.com

The GMA provides a number of industry resources on their website. Click on “Publications” to access GMA reports, such as the 2008 GMA Logistics Study and the 2009 Retailer Direct Data Report.

National Restaurant Association

www.restaurant.org

Click on the tab for “Industry Research” to access statistics on the industry as a whole, state statistics, and an industry forecast. Other sections of the website cover restaurant startups and operations, and there is also a free newsletter.

Special Issues Index

www.jjhill.org/research_online/special_issues.cfm

The Hill Library subscribes to hundreds of business magazines, newspapers, and trade journals, and maintains a Special Issues Index to help access journal articles providing industry overviews, forecasts, trends, rankings, and statistics. Many food periodicals, such as *Beverage Industry*, *Convenience Store News*, and *Progressive Grocer*, have an annual “State of the Industry” report.” Check the *Special Issues Index* under the topics Food Industry, Restaurant Industry, Supermarkets, Beverage Industry, and Coffee Industry.

Stagnito Communications

www.stagnito.com

Publishers of *Beverage Industry*, *Brand Packaging*, *Candy Industry*, *Dairy Field*, and other industry publications, Stagnito’s online *Food & Beverage Report* provides access to many of these publications’ special reports and industry rankings.

Standard and Poor's Industry Surveys

Available from Standard and Poor’s Net Advantage, subscription database available at the Hill Library Standard and Poor’s provides industry surveys covering Agribusiness, Alcoholic Beverages & Tobacco, Foods and Non-Alcoholic Beverages, Restaurants, and Supermarkets & Drugstores. Each survey includes current trends and outlook for the industry, composite industry data and comparative company analysis.

United States Department of Agriculture

www.usda.gov/wps/portal/!ut/p/_s.7_0_A/7_0_1OB?navtype=MA&navid=AGENCIES_OFFICES

The USDA is the prime source for agricultural statistics and information. This website will provide you with links to the Agricultural Marketing Service, the Center for Nutrition Policy and Promotion, the Foreign Agricultural Service, the Economic Research Service, and the National Agricultural Statistics Service, as well as many other links to government sources of information.

University of Minnesota Food Industry Center

foodindustrycenter.umn.edu

The Food Industry Center is a community of scholars that develops and disseminates knowledge and analysis about how food reaches consumers. The Center focuses on how food retailers (grocers, restaurants, and take-out) serve consumers and how they interact with various suppliers in the food distribution channel (wholesalers, manufacturers, producers).

Marketing & Demographics

Beverage Marketing Directory

Food HD9348.U5 N3 2008

This directory of companies involved in the beverage industry also provides statistics on all aspects of the U.S. beverage market including beer, wine, spirits, coffee, tea, bottled water, and more.

Demographics of Consumer Food Spending

Food HD9004.D4 2008

A comprehensive analysis of the Bureau of Labor Statistics (BLS) *Consumer Expenditure Survey*. This report covers household food expenditures by age, income, gender, education, and race. It also includes spending by region and selected metropolitan areas.

Food Marketing Institute

www.fmi.org

Key facts in food retailing and the supermarket industry (including industry overview statistics), with links to many food associations, and a useful listing of new titles of food books. Click on the Facts & Figures link to get background information on the industry as well as executive summaries of the FMI's latest publications.

Household Spending: Who Spends How Much on What

Reference HC110.C6 035 2009

This publication includes a detailed section on food and alcoholic beverage spending as well as good statistics on consumers.

Market Research.com Academic

Subscription database available at Hill

Find extensive, detailed reports from leading market research firms. Industry coverage includes consumer products, demographics, food, beverage, healthcare, pharmaceuticals, and many more. Full text reports are available on *MarketResearch.com Academic* within twelve months of their release on the MarketResearch.com main site. Summary presentations of newer reports are available as well; look for "MarketLooks."

Market Scope: The Desktop Guide to Supermarket Share

Food HD9321.7.A35 M3 2008

Provides demographics by city, covering number of supermarkets, convenience stores, and wholesale clubs with market share by store chains.

Market Share Reporter

Available from Gale's Business and Company Resource Center, subscription database available at the Hill Library, also in print at Reference Desk HF6415.2.M3

A broad collection of market share statistics gleaned from trade journals with sections devoted to food and beverages.

Who's Buying Alcoholic Beverages

Food HD9354.W4 2009

Who's Buying Groceries

Food HD9321.4.W4 2009

This series by New Strategist breaks out spending on food and alcohol by demographics like age, income, household type, region of residence, education, occupation, and more. These reports also present a "Best Customer" analysis of the data, showing at a glance the demographics of household spending on a product by product basis.

Statistical Sources

Adams Liquor Handbook

Reference Desk HD9352.L5 2008

Contains an industry overview plus statistics on leading brands, market share, advertising expenditures, retail spending, and consumption by state.

Consumer USA

Reference HF5415.33.U6 C66 2008

This Euromonitor publication has a large section providing market data on many types of food and beverage products, including brand shares and sales data.

FAO Statistical Database

faostat.fao.org

International statistics on agriculture, nutrition, forestry, and more provided by the Food and Agriculture Organization of the United Nations.

Food Industry Review

Food HD9004.F6 2008

The *Food Industry Review* provides detailed analysis and statistics on food expenditure, shopper demographics, retail sales, online shopping, restaurant and takeout trends, vending industry, and mergers and acquisitions of food companies.

Restaurant Industry Operations Report

Food TX909.A1.R47 2010

This annual NRA publication provides financial data and performance measurements for full service and limited service restaurants.

Trends

Fresh Trends

Food HD9001.F63 2009

Provides a marketing overview for fruit and produce.

The National Organic Program

www.ams.usda.gov/nop/indexIE.htm

U.S. Department of Agriculture site providing resources and information about organically grown food. The site provides detailed information on standards and regulations.

The Packer: Fresh Trends

thepacker.com/FreshTrends.aspx

The Packer publishes industry trade journals and has sponsored over 20 consumer studies on fresh produce consumption. This portion of the web site provides data charts on consumer preferences and buying habits on produce, from apples to watermelons.

Research Alert Yearbook

Reference Desk HF5415.33.U6 R47 2009

Food and beverage section contains information “factoids” from associations and other data sources.

Restaurant Industry Forecast

Food TX945 .R478 2010

This National Restaurant Association publication provides statistics, sales projections, and market outlook for the nation and local regions.

What's Hot & What's Not: Chef Survey 2010

www.restaurant.org/pdfs/research/whats_hot_2010.pdf

A National Restaurant Association survey of 1800 members of the American Culinary Federation.

What's in Store: A Trend and Consumer Behavior Report on Supermarket Dairy, Deli Foodservice, Bakery and Cheese Departments

Food HD9321.1.W53 2010

Discusses consumer lifestyles and food category trends with tables of statistics.

Franchising / Start-up Guides

Bond's Franchise Guide

Small Business Resources HF5429.235.U5 B6 2009

Industry background and profiles of all aspects of food and restaurant franchises (cookies, coffee, ice cream, take-out, specialty foods, etc.). Gives contact information, web addresses, number of establishments, year founded, and investment required.

Food and Beverage Cost Control

Food TX911.3.C65 M55 2005

This book presents the theoretical and practical aspects of cost control for the hospitality industry.

The Restaurant Manager's Handbook

Food TX911.3.M27 B76

This comprehensive manual describes how to set up, operate, and manage a financially successful food service operation. Included are charts and useful forms, like wine food & labor analysis, daily sales reports, spreadsheet examples, and more. There is also an extensive food service resource guide.

Small Business Sourcebook: The Entrepreneur's Resource

Small Business Resources HD2346.U5 S67 2009

The Sourcebook directs the reader to various sources of start up information, including associations, articles, statistical sources, etc. on a number of food-related businesses such as ice cream shop, candy/chocolate shop, specialty foods (wine & cheese) shop, concession stand, catering service, gourmet coffee/tea house, butcher shop, bar/cocktail lounge, brewery, etc.

Starting a Food Business in Minnesota

www.mda.state.mn.us/news/publications/food/business&marketing/startingfoodbiz.pdf

This publication of the Minnesota Department of Agriculture helps new food business owners produce and distribute safe, quality products to their customers by identifying various state agencies and units of local government responsible for regulation, providing helpful checklists covering regulations, skills assessment, and business plans, and addressing specific license and permit requirements, inspections, local regulation, tax considerations and issues for employers.

Start-Up Guides

The Hill print collection contains books that address location, equipment, inventory, keeping records, etc. Here are a few which deal with the food industry: *How to Open a Financially Successful Coffee, Espresso, and Tea Shop*, Food TX911.M3 G6 2004; *How to Start a Home-Based Catering Business*, Food TX911.2 .V5; *How to Open a Financially Successful Bakery*, Food HD9057.U59 F85 2004.

Questions? Consult with a Business Information Specialist

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