

# 7 REFERENCES



The following are the resources used for developing this manual, and the numbers correspond with the citations.

1. Are Food Brokers Right for You?. Jim Brooks, Robert M. Kerr Food & Agricultural Products Center, Oklahoma Cooperative Extension Service. <http://pods.dasnr.okstate.edu/docushare/dsweb/Get/Document-986/FAPC-130web.pdf>
2. Canadian Grocery Retail Guide. Saskatchewan Grocery Retail & Foodservice Value Chain Initiative. 2010. <http://www.saskvaluechain.ca/retailguides.htm>
3. Fidyk, Jeff, Business Development Specialist - Consumer Trends. Food Commercialization and Marketing; Manitoba Agriculture, Food and Rural Initiatives; [jeff.fidyk@gov.mb.ca](mailto:jeff.fidyk@gov.mb.ca). Email interview. 2011.
4. From Kitchen to Market: Selling Your Gourmet Food Specialty. 2010. Stephen F. Hall, Kaplan Publishing, eBook Collection (EBSCOhost), EBSCOhost. <http://SpecialtyFoodResource.com>
5. Grocery Retailers in the Northwest. Jill A. Beaman, faculty research assistant, and Aaron J. Johnson, food business strategy specialist; both of the Food Innovation Center, Oregon State University, 2006. <http://library.state.or.us/repository/2007/200701021509082/index.pdf>. Used with permission.
6. How to get Value-Added Products into Local Grocery Stores. Rob Holland, The University of Tennessee Agricultural Extension Service's Center for Profitable Agriculture & Tennessee Department of Agriculture, 2003. <http://utextension.tennessee.edu/publications/Documents/PB1719.pdf>
7. Laroque, Kurtis. Associated Food Stores, Helena, MT. Personal interview. September 15, 2011.
8. Starting a Specialty Food Business in Utah. [Salt Lake City]: Utah Department of Agriculture and Food, Division of Marketing & Development, 2009. <http://utahsown.utah.gov/business/documents/SpecialtyFoodsManual2008Corrected.pdf>
9. The Basics: The Business of Specialty Foods. [New York]: National Association for the Specialty Food Trade, 2009. Print. <http://specialtyfood.com/knowledge-center/store/product/the-basics-the-business-of-specialty-foods>
10. The Per-mile Costs of Operating Automobiles and Trucks. Gary Barnes, Peter Langworthy, Minnesota Department of Transportation. June 2003. <http://www.lrrb.org/pdf/200319.pdf>
11. Van der Jagt, Paula, Manager; Joel Franjevic, Assistant Manager; Mitch Opsta, Grocery Manager. Van's Thriftway, Helena, MT. Personal interview. October 12, 2011.
12. Western Montana Independent Grocer Survey. Lake County Community Development Corporation's Mission Mountain Food Enterprise Center located in Ronan, Montana. 2010.