

A Preliminary Market Study

of the

North Dakota

and

Minneapolis/St. Paul, Minnesota

Wholesale Food Markets

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Executive Summary

This Preliminary Market Study identifies potential wholesale buyers in the North Dakota and Minneapolis/St. Paul, Minnesota food markets

- **Primary Use.** The study may be used by readers in marketing and selling their own commodities, products or services. Readers may either perform these functions themselves as internal business processes or become familiar with the processes and terminology in order to effectively evaluate another individual or firm who performs the function for them.

North Dakota

(nine selected population centers with total population 354,227, Bismarck/Mandan, Dickinson, Fargo/Moorhead, Grand Forks/East Grand Forks, Jamestown, Minot, Valley City, Wahpeton/Breckenridge, Williston)

- 107 potential buyers were identified
- **By Category**
 - Food Brokers 18
 - Food Products 28
 - Food Service Distributors 4
 - Frozen Food-Wholesale 7
 - Fruits and Vegetables-Wholesale 7
 - Grocers-Wholesale 38
 - Frozen Food Processors 5
- **By Population Center**
 - Fargo/Moorhead 42
 - Grand Forks/East Grand Forks 23
 - Bismarck/Mandan 18
 - Wahpeton/Breckenridge 8
 - Minot 6
 - Dickinson 3
 - Jamestown 3
 - Valley City 3
 - Williston 1

Minneapolis/St. Paul, Minnesota (total population 2,182,960)

- 385 potential wholesale buyers were identified
- **By Category**
 - Food Brokers 68
 - Food Products 81
 - Food Service Distributors 23
 - Frozen Food-WWW 32
 - Fruits and Vegetables-Wholesale 32
 - Grocers-Wholesale 149
- There are seven steps to consider in the use of this information: 1) information gathering, 2) surveying the identified buyers, 3) organizing the results, 4) analyzing the information, 5) establishing and cultivating prospective client pool relationships, 6) making the sales transaction, and 7) monitoring and nurturing the working business relationship.
- Six possible market entry strategies were discussed: 1) enterprise development, 2) acquisition, 3) strategic alliances, 4) licensing proprietary information/technology from others, 5) venture capital, and 6) licensing information/technology to others.
- Alternative growth strategies were introduced to induce growth in existing markets, product development, market development, vertical integration and diversification. These strategy options could be used once entry into the market is gained.
- A glossary of marketing and sales terminology was presented defining frequently used terms.
- A sample marketing survey was exhibited to provide a prototype document for use in gathering market information.

Background

In the past few years, North Dakota farmers and ranchers have experienced shrinking profit margins at the farmgate marketing level. As this margin between prices received and costs incurred narrows and the food market is increasingly driven by consumer demand, producers are faced with a decision. Do we do more of the same? Do we differentiate our product at the farmgate? Do we get closer to the consumer? Or, do we do some of each? Any decision other than more of the same means the producer has selected a value-added marketing opportunity.

Value-added opportunities are one avenue available to producers for increasing profits and business solvency. It is a risk versus return decision. Some call it vertical integration. Some call it survival in a changing agricultural industry. In any case, it offers the chance for enhanced economic opportunity, more jobs, a larger tax revenue base, a higher quality of life and the hope for being a significant factor in North Dakota's global agricultural market presence (Hauck, Kraenzel, Rose 1997).

Purpose

Given this new emphasis on value-added agricultural products and services in North Dakota, this preliminary market study provides the first step in developing a food market information system that facilitates the collection and dissemination of timely and accurate market information for industry participants in the Red River Trade Corridor (RRTC)¹.

The primary purpose of this study was to identify current wholesale market outlets in North Dakota and the Minneapolis/St. Paul, Minnesota regions for use by readers in marketing and selling their own commodities, products or services. Readers may either perform these functions themselves as internal business processes or become familiar with the processes and terminology in order to effectively evaluate another individual or firm who performs the function for them.

The study focused on the nine major population centers in North Dakota, namely Bismarck/Mandan, Dickinson, Fargo/Moorhead, Grand Forks/East Grand Forks, Jamestown, Minot, Valley City, Wahpeton/Breckenridge, Williston, and the large metropolitan area of Minneapolis/St. Paul, Minnesota. These databases represent potential buyers of agricultural products in the processed or finished end form. The customer databases

provided by this study can be used to: teach survey/interview skills and conduct in-depth market surveys. A secondary purpose of this publication was to provide a beginning glossary of strategic marketing management terms and definitions.

Procedures

The resulting lists in this publication identify the wholesale market outlets (buyers) currently operating in North Dakota's major population centers and in Minneapolis/St. Paul and can be found as Appendices A and B, respectively, in this publication. The first step taken in conducting this study was to obtain current issues of *The Yellow Pages*² from each of the population centers. The Internet was used as an additional source for the Minneapolis/St. Paul food market. Category headings used in these sources for food wholesalers are utilized as submarket category headings. Those categories under the study's wholesale outlet heading include food brokers, food products, food service distributors, frozen foods-wholesale, fruits and vegetables-wholesale, grocers-wholesale, and frozen food processors.

¹ Red River Trade Corridor is a strategic grouping of U.S. states and Canadian Provinces which includes the North Dakota, South Dakota, Minnesota, and Manitoba agricultural production and marketing region. David G. Kraenzel is currently marketing chair of the RRTC's Regional Vegetable Industry Task Force.

² The Yellow Pages. Various issues (1992-1997), US West Communications.

North Dakota Wholesale Food Market

The wholesale food market consists of 107 identified potential buyers in the study area (Appendix A). Specific companies are listed by name, address, and phone number. This list is intended for reader use as a working list of potential market contacts. Table 1 presents a numerical summary of these identified buyers. These potential buyers are grouped into 7 submarket categories as follows:

food brokers, food products, food service distributors, frozen food-wholesale, fruits and vegetables-wholesale, grocers-wholesale, and frozen food processors. Definitions of each of these categories can be found in the glossary of this publication. The city with the largest number of wholesale buyers is Fargo/Moorhead with 42. Williston has one, and there is movement there to create at least one more

wholesale marketing business to initially address local production.³ The other cities in order of number are Grand Forks/East Grand Forks, 23⁴; Bismarck/Mandan, 18; Wahpeton/Breckenridge, eight; Minot, six; Dickinson, three; Jamestown, three; Valley City, three, and Williston, one.

³ Conversations with Jerry Engel, Tri-County Economic Development Association and Mary Schmidt, Northern Vegetable. April, 1997.

⁴ Serious flooding occurred in Grand Forks/East Grand Forks following the initiation of this project. We would expect a change in these figures.

Table 1. The Wholesale Food Market by Submarkets for Nine Selected North Dakota Population Centers.

Wholesale Category Population	Bis/Man 52,592/15,827	Dickinson 16,190	Fargo/Mhd* 93,486/35,056	GF/EGF 49,425/8,658	Jamestown 15,365	Minot 35,352	Valley City 7,068	Wahp/Breck 8,751/3,708	Williston 12,749	Total 354,227
Food brokers	2	—	14	—	—	—	1	1	—	18
Food products	3	—	7	12	—	2	—	3	1	28
Food service dist.	—	—	2	2	—	—	—	—	—	4
Frozen food - wholesale	2	1	2	—	—	—	2	—	—	7
Fruit & Veg. - wholesale	2	—	1	3	—	1	—	—	—	7
Grocers - wholesale	9	—	16	6	—	3	—	4	—	38
Frozen food processors	—	2	—	—	3	—	—	—	—	5
Total	18	3	42	23	3	6	3	8	1	107

Source: Various U.S. West Direct telephone books 1992/93-1996/97.

Population Figures URL: <http://www.sdc.ag.ndsu.nodak.edu/est1.htm> "1994 North Dakota Intercensal Estimates," July 1, 1994.
<http://www.census.gov/U.S. Census Bureau>

*The Fargo figure includes Fargo (79,715) and West Fargo (13,771).

Minneapolis/St. Paul Wholesale Food Market

This report identifies 385 potential wholesale buyers in the study area. Appendix B lists these specific companies by name, address, and phone number. This list is intended for reader use as a working list of potential market contacts. Table 2 presents a numerical summary of these identified buyers. The population for the greater Min-

neapolis/St. Paul area based on the 1990 census figure is 2,182,960⁵. These potential wholesale product buyers were grouped into 6 submarket categories as follows: food brokers, food products, food service distributors, frozen foods, fruits and vegetables-wholesale and grocers-wholesale. Categories are based on information extracted

Table 2. The wholesale food market by submarkets for the Minneapolis/St. Paul population center.

Wholesale Category Population	Minneapolis/St. Paul 2,182,960
Food brokers	68
Food products	81
Food service dist.	23
Frozen foods - wholesale	32
Fruits & veg. - wholesale	32
Grocers - wholesale	149
Total	385

Source: Various U.S. West Direct telephone books 1992/93-1996/97.

Population Figures URL: <http://www.sdc.ag.ndsu.nodak.edu/est1.htm> "1994 North Dakota Intercensal Estimates," July 1, 1994.
<http://www.census.gov/U.S. Census Bureau>

from the Internet and the Yellow Pages. There are 68 food brokers listed. There are 81 buyers in the food products submarket category listed in the Yellow Pages and on the web. There are 23 food service distributors listed. For the Frozen Foods submarket category, there are 32 listings. There are 32 fruits and vegetables-wholesale buyers listed. There are 149 grocers-wholesale listed in the Yellow Pages and on the web. Each of these sources are documented in Appendix B.

⁵ URL: <http://www.census.gov> U.S. Census Bureau

Overview - Uses of Market Information

These two databases are intended to be foundation documents for immediate reader use as a working list of potential buyer contacts and for long term information development. The data is presented in both summary and detailed form. Short term uses include properly conducted market surveys and in-depth segment studies to include: a customer analysis, a competitor analysis, a market analysis, and an environmental analysis that address factors affecting this food market such as technology, government's role, economic influences, cultural

preferences, and demographics. These components are the basis of a strategic marketing management approach to food manufacturing. Long term uses are to identify strategic opportunities, threats, trends and questions as well as facilitate market strategy development. One very important aspect of the process is to discover in which population centers and in which submarket categories (market segments) *growth* is occurring. It is in growth markets or growth submarkets that a new firm entering the market will want to concentrate its efforts.

Step by Step Use of this Market Information

We now embark on the process of market information gathering, analysis and use. This is an overview of the process and is intended to provide the reader a general introduction to the process. There are seven steps involved.

1. Information gathering.

Gather as much information as possible about the potential market in a given time period. The gathering process is ongoing and moves to higher levels of honing and refinement. Sources include primary data (directly from industry or original sources) and secondary data, which originates from documented sources

such as the Agricultural Census, Dunn and Bradstreet Reports, libraries, newspapers, radio, periodicals, television, the internet and other public and private information sources.

In the early stages of enterprise development, secondary sources provide a low profile information source. Identifying potential customers is the first critical piece of information. In this paper the potential wholesale buyers in the North Dakota and Minneapolis/St. Paul food markets have been identified for reader use. We have chosen the wholesale market in this initial market study

Market Information Use

1. Information gathering.
2. Survey the identified buyers.
3. Organize the results.
4. Analyzing the information.
5. Establish and cultivate prospective client pool relationships.
6. Making the sales transaction.
7. Monitoring and nurturing the working business relationship.

because of the high volume of potential new business development that can be generated. These lists are available through the North Dakota State University Extension Service Agricultural Economics Department for a nominal fee and are updated annually in the spring of the year. (See Appendix A and B.)

2. Survey the identified buyers. Whether you, your organization, or an independent third party conduct this survey, various methods may be used.

- A. in person one on one interviews (cold calls, knocking on doors)
- B. telephone interview (cold call by experienced people)
- C. direct mailing (expect 10% response)
- D. Internet (new and exciting answer)
 - i. e-mail (low cost contact with companies, universities and others)
 - ii. online discussion groups (i.e. *Successful Farming* magazine, <http://www.agriculture.com>)
 - iii. online organizations and associations (i.e. agonline@www.agriculture.com)

Develop a questionnaire that asks pertinent price, volume, and delivery information. An example is provided in Appendix C. This basic prototype questionnaire is provided as a working paper to be customized to your commodity or product. The person conducting the surveys becomes a key person in the marketing/sales effort. There are two basic approaches:
(1) conduct the surveys

in house or (2) contract the work to be done.

In most cases, confidentiality and implementation time are key issues and success factors to consider.

3. Organize the results. Guidelines in data organization include developing both a numerical summary and a narrative description of the information. Areas to be quantified and described include prices (high, low, average), volumes, size (i.e. number of buyers), projected growth, profitability, delivery dates, entry barriers, cost structures, trends, distribution requirements and systems, key success factors, marketing/sales personnel, buying procedures, and identifying key decision makers.

4. Analyzing the information. In this step, study the information and look for different market indicators. For example, the market size (number of buyers), the relative size of the individual buyers (\$100 million gross revenue or \$1 million), number of outlets each buyer represents, or strategic groups of buyers based on size of company, volume or proximity. The ultimate purpose of this analysis is to identify a "prospective client pool." This pool of possible buyers represents those most likely to use and ultimately buy the

commodity, product, or service that you are offering for sale.

5. Establish and cultivate prospective client pool relationships. The ultimate aim of this step is to initiate and develop a working business relationship that will lead to step six, making the sales transaction. Among the elements to be considered are establishing a working business dialogue, listening, understanding and responding to the customer's interests, using legitimate means to conduct business, making a commitment, communicating, and developing a solid working relationship. Methods of approaching the prospective customer include in person sales calls, telephone contact, letters, and use of Internet features such as e-mail and product discussion groups and interacting with various organizations.

6. Making the sales transaction. Volumes of literature have been written on this crucial element of business. The single most important aspect of making the sale is the negotiation. An entire companion publication entitled "Negotiating in a Value-Added Marketplace" is devoted to the subject of negotiation and will be published in the spring of 1998.

Continued on next page

7. **Monitoring and nurturing the working business relationship.** This step is a continuous effort to maintain and build upon established sales. A consistent sales base or customer base maintained over time becomes what is termed "equity in the market" — in other words, an established market share. This equity base creates profits, a percentage of which may then be earmarked for an ongoing marketing effort to maintain current sales and build new ones. This is accomplished by focusing on the prospective client pool.

Market Entry Strategies

When an individual or firm makes a decision to enter a market, the entry strategy becomes critical (Roberts, E.B. and Berry, C.A, 1985). There are several general alternative strategies:

1. **Enterprise development within a new or existing business entity.** This alternative allows development without limitations when compared to others. Decisions such as size, structure, capitalization and timing are at the discretion of the initiator. A disadvantage is the development time required to establish the entity.
2. **Acquisition of another entity.** This can save calendar time. It is possible for a firm to become established in the market in a matter of weeks, and many entry barriers are avoided. The downside is that the structure is normally taken as is and may result in duplicate resources.
3. **Strategic alliances (joint ventures, pure alliances).** Alliances offer the chief advantage of exploiting small firm/large firm synergies that exist. Risk is also distributed. A decrease in individual firm value may be experienced over time. Another drawback is the potential for conflict in operations.
4. **Licensing proprietary information/technology.** This strategy allows quick access to technology and reduced financial liability risk. Disadvantages include dependence on the licensor and a lack of technology and technology skills.
5. **Venture Capital.** This strategy allows an influx of adequate available capital while diluting ownership percentage. In periods of rapid business growth this becomes a viable market entry strategy. This strategy alternative gives the original owner(s) the capital infusion needed to meet the inevitable increase in cash requirements which arise and are needed to support increasing sales.
6. **Licensing to others.** This allows quick access to the market at low cost and risk. The trade off becomes a lack of knowledge, control of the market, and a dependence on the licensee.

The choice of which entry strategy or combination to use requires careful consideration. Once a strategy is selected, commitment becomes the key factor in success.

Growth Strategies for the North Dakota and Minneapolis/St. Paul Wholesale Food Market

Once we have successfully entered a market and find growth occurring in the sub-markets selected, we can then focus on a number of "alternative growth strategies" as presented in Figure 1. This figure provides a way to structure these alternatives.

Square I, growth in existing product markets, can be very appealing to a firm. In the case of the established operation, essential business success factors such as available resources, knowledge and expertise are already on hand. These factors form a base upon which to build with lesser risk than for a startup business. Growth can be achieved by capturing sales (market share) from competitors

as well as attracting new first time buyers. This square is also attractive to newly forming companies attempting to become established in the market. This new company has the advantage of initially being removed from ongoing competition and can therefore be more objective about where an opportunity to enter and capture sales might exist. These opportunities are places where one might increase market share (capture sales), or increase product usage by offering additional volume or frequency of use or quantity and finding new applications for both current and new users. A disadvantage in this position is the cost of the learning curve in expended time, money, and resources.

Square II, product development for present markets, assumes the existence of a current product as well as entirely new products. This effort requires research and development (R&D) funds usually generated from current sales, debt equity collateralized by plant and facility (fixed assets) or government grant money such as available in the Small Business Innovation Research (SBIR) Program for example. Therefore, Square II as an area of potential market entry becomes less desirable than Square I for firms desiring rapid movement into the market. On a positive note, universities that interact with industry provide an extremely valuable resource base for research and development.

Square III, market development in new markets, can be a long term, high cost endeavor. The most logical move would be for an existing business to duplicate a profitable operation in a new area (town, county, state, or country). Many industry market development efforts are subsidized by local, state and federal government with ongoing economic development initiatives. Market development as an initial focus for the newly establishing firm is costly in terms of time spent and money expended when more immediate cash flow is required. In many cases government economic development initiatives are successful but this

	Present Products	New Products
Present markets	I. Growth in existing product markets <ul style="list-style-type: none"> • Increase market share • Increase product share – Increase the frequency used – Increase the quantity used – Find new application for current users 	II. Product development <ul style="list-style-type: none"> • Add product features, product refinement • Expand the product line • Develop a new generation product • Develop new products for the same market
New markets	III. Market development <ul style="list-style-type: none"> • Expand geographically • Target new segments 	V. Diversification involving new products and new markets <ul style="list-style-type: none"> • Related • Unrelated
Vertical integration	IV. Vertical integration strategies <ul style="list-style-type: none"> • Forward integration • Backward integration 	

Figure 1. Alternative growth strategies.⁶

⁶ Aaker, David A. "Strategic Market Management." Fourth Edition. University of California, Berkeley. John Wiley & Sons, Inc., 1995, pp. 238.

success must be weighed against the time involved as well as confidentiality issues involved with utilizing public money.

Square IV assumes the existence of an established firm already operating in the marketplace. Forward or backward integration requires additional resources, especially management, capital and manpower.

Square V, diversification involving new products and new markets, is the basis for the High Value Irrigated Crop Task Force initiatives in the North Dakota/Minnesota market study region. These strategies are very closely related to integration strategies. Various local, state, regional, and federal agricultural economic development efforts center on value-added commodity, specialty crop, and high value crop and industry development. Vertical integration as a value-added alternative for producers is well established in the market study area. Cooperatives for input purchasing on a high volume/low cost basis are a classic example.

Summary

This report identifies current potential wholesale buyers (firms) in the North Dakota and Minneapolis/St. Paul, Minnesota food markets for use by readers in marketing and selling their commodities, products, and services. Readers may perform this function themselves or be

prepared to effectively evaluate others who perform the function for them. The resulting database for each market is presented in Appendix A and B, respectively.

Information sources provided major category headings which were converted to submarket category and segment headings in this report. These include food brokers, food products, food service distributors, frozen foods-wholesale, fruits and vegetables-wholesale, grocers-wholesale, and frozen food processors.

The Uses of Market Information section emphasizes the immediate and long term use of the two compiled databases. The immediate reader use is as a working list of wholesale buyer contacts. The longer term uses include properly conducted market surveys, in-depth segment studies and other strategic marketing management components including a customer analysis, competitor analysis, market analysis, and an environmental analysis that addresses factors affecting these food markets.

There are 107 identified potential buyers in North Dakota in the nine selected population centers. These centers in order of number are Fargo/Moorhead, 42; Grand Forks/East Grand Forks, 23; Bismarck/Mandan, 18; Wahpeton/Breckenridge, eight; Minot, six; Dickinson, three; Jamestown, three; Valley City, three, and Williston, one. The total estimated population in this aggregated market is 354,227.

There are 385 identified potential buyers in the Minneapolis/St. Paul, Minnesota food market serving an estimated population of 2,182,960. This food market was categorized as follows: food brokers, 68; food products, 81; food service distributors, 23; frozen food, 23; fruits and vegetables-wholesale, 32, and grocers-wholesale, 149.

The seven steps for market information use were presented. These are information gathering, surveying the identified buyers, organizing the results, analyzing the information, establishing and cultivating the prospective client pool relationships, making the sales transaction, and monitoring the working business relationship.

Various market entry strategies were discussed. These included enterprise development within a new or existing business entity, acquisition of another entity, strategic alliances, licensing, and venture capital. Growth strategies to be considered once you are established in the market were presented within the context of a matrix displaying growth in present markets, product development in present markets, market development in new markets, vertical integration and diversification.

Market identification, selection and implementation are an ongoing process in business. Matching the pace of the market one enters is a vital key to success.

Glossary of Strategic Marketing Terms

1. **Brand**

A label or trademark to identify a shipper's product.

The Trademark Act defines a trademark as "any work, symbol or device or any combination thereof adopted and used by manufacturer or merchant to identify their goods and distinguish them from those manufactured or sold by others."

2. **Food broker**

Any person engaged in the business of negotiating sales and purchases of food products in commerce for or on behalf of the vendor or the purchaser. Someone who, for a fixed or percentage fee, arranges a sale but does not take title to the product. In negotiating a contract, a broker usually acts as an agent of the buyer or seller but not as an agent of both parties. Frequently, brokers never see or take title of the product they are quoting for sale or negotiating for purchase by the buyer. They carry out their duties by relaying offers and counteroffers between the buyer and seller until a contract is done.

3. **Food product**

Any product offered for sale for human consumption and nourishment. These products must meet the Food and Drug Administration's quality, packaging, storing, distribution and consumption standards to protect human health.

4. **Food Service**

The dispensing of prepared meals and snacks intended for on premise or immediate consumption, except for the following products when other solid foods are not available: candies, popcorn, pretzels, nuts, and drinks. Further, vended foods qualify as food service only when tables or counters are available in the immediate area and a person with records of food receipts is present at the establishment.

5. **Food service distributor**

A food product merchant who bulk purchases food and food items for distribution to the food service establishment market. Examples of types of food service establishments are restaurants, cafeterias, hotels and motels, retail store delis, local, state and federal building environments, the military, hospitals and other institutional users.

6. **Merchant**

A person whose business is buying and selling goods for profit; trader; especially one in the wholesale trade who deals with foreign countries.

7. **Wholesale frozen food product handler** (frozen food-wholesale)

A wholesale merchant who specializes in buying manufactured frozen food products from a processor for resale to retail consumer outlets.

8. **Wholesale fruits and vegetables handler**

(fruits and vegetables-wholesale)-A wholesale merchant who specializes in fresh or packaged fresh cut fruits and vegetables for resale to retail consumer outlets.

9. **Wholesale grocer** (grocers-wholesale)

A merchant who buys products from producers, processors, or other marketing intermediaries for resale to retail outlets.

10. **Frozen food processor**

An industry participant who converts raw, fresh agricultural products to a different form and then freezes and packs the new product for resale.

11. **Marketing Information System**

A set of activities for collecting and disseminating data about the present or prospective outlook for sales of a product.

12. **Receiver**

Anyone, whether a retail chain, a co-op, voluntary, wholesaler or terminal market operator, who receives product shipments from production areas for further distribution.

13. **Retailer**

A merchant who buys fresh or processed agricultural end products from a wholesaler, food manufacturer, processor, or distributor and resells directly to the consumer.

APPENDICES

APPENDIX A

North Dakota Wholesale Food Market

July 23, 1997

BISMARCK/MANDAN

▼ Food Brokers

CarMagee Co
1502 N 23 St
Bismarck, ND 58501
701-258-0758
Source: WWW/YP*

Tucker Sales
1309 Park Ave
Bismarck, ND 58504-6797
701-223-9246
Source: WWW/YP

▼ Food Products

A to Z Sales and Service
600 S 9 St
Bismarck, ND 58504-5818
701-258-5167
Source: YP

Garske Produce Sales
1345 S 12 St
Bismarck, ND 58504-6636
701-223-3656
Source: WWW

▼ Food Products Wholesale

S & S Roadrunner Sales Co
6505 Evergreen Ave
Bismarck, ND 58501-6346
701-223-6370
Source: YP

▼ Frozen Foods Wholesale

Cloverdale Foods Company
3015 34 St NW
PO Box 667
Mandan, ND 58554-0667
701-663-9511
Toll Free 800-726-6642
Fax 701-663-9511
Source: YP

Wichita Frozen Foods, Inc.
PO Box 667
Mandan, ND 58554-0667
701-663-0690
Source: WWW

▼ Fruits and Vegetables Wholesale

Garske Produce Sales
1345 S 12 St
Bismarck, ND 58504-6636
701-223-3656
Source: WWW/YP

Supervalu Inc
707 Airport Rd
PO Box 5506
Bismarck, ND 58506-5506
701-222-5600
Fax 701-222-5667
Source: WWW/YP

▼ Grocers Wholesale

A to Z Sales & Service
600 S 9 St
Bismarck, ND 58504-5818
701-258-5167
Source: WWW

Amcon Distributing Co
3125 E Thayer Ave
PO Box 1472
Bismarck, ND 58502
701-258-3618
Source: WWW/YP

Cloverdale Foods Company
3015 34 St NW
PO Box 667
Mandan, ND 58544-0667
701-663-9511
Toll Free 800-726-6642
Fax 701-663-0690
Source: WWW/YP

Food Services of America
2900 E Broadway Ave
Bismarck, ND 58501-5184
701-223-5554
Source: WWW/YP

Garske Produce Sales
1345 S 12 St
Bismarck, ND 58504-6636
701-223-3656
Source: WWW

GFG Foodservice Inc
3015 34 St NW
Mandan, ND 58554-1312
701-663-3499
Source: WWW

S & S Roadrunner Sales Co
6505 Evergreen Ave
Bismarck, ND 58501-6346
701-223-6370
Source: WWW

Supervalu Inc
707 Airport Rd
PO Box 5506
Bismarck, ND 58506-5506
701-222-5600
Fax 701-222-5667
Source: WWW/YP

The Carlisle Cereal Company
2436 Atlas Dr
Bismarck, ND 58501-1400
701-222-3577
Fax 701-222-3577
Source: WWW

DICKINSON

▼ Frozen Foods Wholesale

Baker Boy Supply
Industrial Park
170 GTA Dr
Dickinson, ND 58601-7200
701-225-4444
Fax 701-225-7981
Source: YP

▼ Frozen Foods Processors

Baker Boy Supply
Industrial Park
170 GTA Dr
Dickinson, ND 58601-7200
701-225-4444
Fax 701-225-7981
Source: WWW

Ukrainian Cultural Institute
1221 W Villard St
Dickinson, ND 58601-4849
701-225-1286
Source: WWW

FARGO/MOORHEAD

▼ Food Brokers

Benson-Mitchell Inc
2109 1 Ave N
Fargo, ND 58102-4121
701-237-9036
Fax 701-237-9069
Source: WWW/YP

Dakota Brokerage Inc
133 Main Ave W
West Fargo, ND 58078-1748
701-281-0064
Source: WWW/YP

Degerness Distributing
114 15th St N
Fargo, ND 58102-4221
701-239-4529
Source: WWW/YP

Ferguson Brokerage
Co/S & Mktg
1220 28 Ave N
PO Box 2423
Fargo, ND 58108-2423
701-293-9150
Fax 701-235-0477
Source: WWW/YP

French & Associates
6927 Riverdale Dr
Fargo, ND 58104-5712
701-282-6787
Source: WWW/YP

Juhl Brokerage Inc
1701 1 Ave N
Fargo, ND 58102-4295
701-293-5851
Fax 701-232-4183
Source: WWW/YP

Kuehn Pearson Rufer Co
3241 University Dr S
PO Box 2336
Fargo, ND 58104-2336
701-237-3280
Fax 701-237-9924
Source: WWW/YP

Lincoln McCallum Company
1205 4 Ave S
PO Box 2336
Fargo, ND 58108-2336
701-237-6227
Fax 701-237-9674
Source: WWW

Roisum Food Service Dakotas
1316 23 St S
Fargo, ND 58103-3707
701-232-0966
Source: WWW/YP

Sales Force of Fargo
2219 12 St N
Fargo, ND 58102-1810
701-235-8964
Fax 701-235-8986
Source: WWW/YP

Sampson & Associates
1308 23 St S
Fargo, ND 58103-3707
701-235-9975
Source: WWW/YP

Timmons & Sheehan
1720 3 Ave N
Fargo, ND 58102
701-280-0816
Source: WWW/YP

Tom Flemming & Associates Inc
219 23 St N
Fargo, ND 58102-4109
701-235-2132
Fax 701-235-0477
Source: WWW/YP

Tucker Sales
55 27 St SW
Fargo, ND 58103-6801
701-237-6188
Source: WWW/YP

▼ Food Products

Hormel Company
2147 Rose Creek Dr S
Fargo, ND 58103
701-293-9954
Source: YP

Hunt Wesson
122 23 St S
Fargo, ND 58103-1300
701-236-1348
Source: YP

Nabisco Inc
1424 43 St NW
Fargo, ND 58102-2857
701-282-6003
Source: YP

Prairie Products Inc
300 7 St NW
West Fargo, ND 58078
701-282-5119
Source: YP

Roman Meal Milling Co
4015 15 Ave NW
PO Box 46
Fargo, ND 58107-0046
701-282-9656
Fax 701-282-9743
Source: YP

Trueheart Products Inc
825 28 St S
Fargo, ND 58103-2324
701-298-0609
Fax 701-232-4217
Source: WWW

Watkins Quality Products
1813 8 Ave S
PO Box 145
Fargo, ND 58107-0145
701-235-8358
Source: YP

▼ Food Service Distributors

Eagle's Nest Food Pantry
619 Main Ave E
West Fargo, ND 58078-2007
701-281-9511
Source: YP

Food Services of America
4101 15 Ave NW
PO Box 709
Fargo, ND 58107-0709
701-282-8200
Toll Free 800-726-7440
Fax 701-282-3546
Source: YP

Drayton Foods LLC
PO Box 9018
Fargo, ND 58106-9018
701-277-9947
Fax 701-277-9948
Source: WWW

Juhl Brokerage, Inc
1701 1 Ave N
Fargo, ND 58102-4295
701-293-5851
Fax 701-232-4183
Source: WWW

▼ Fruits and Vegetables Wholesale

R D Offutt Company
PO Box 7160
Fargo, ND 58109-7160
701-237-6062
Source: WWW

▼ Grocers Wholesale

American Specialty Foods
1301 39 St N
PO Box 6004
Fargo, ND 58108-6004
701-282-2300
Fax 701-281-9074
Source: WWW

European Delicacas
810 11 Ave N
Fargo, ND 58102
701-234-9044
Source: YP

Fairway Foods Inc
3225 12 Ave NW
PO Box 30
Fargo, ND 58107-0030
701-232-4486
Fax 701-232-2530
Source: WWW/YP

Fargo-Moorhead Jobbing Co
1017 4 Ave N
Fargo, ND 58102-4301
701-293-1521
Fax 701-293-1528
Source: WWW/YP

Food Services of America
4101 15 Ave N
PO Box 709
Fargo, ND 58107-0709
701-282-8200
Fax 701-282-3546
Source: WWW

Hormel Company
2147 Rose Creek Dr
Fargo, ND 58104-6805
701-293-9954
Source: WWW

Hunt Wesson
122 23 St S
Fargo, ND 58103-1300
701-236-1348
Source: WWW

Nabisco Inc
1424 43 St N
Fargo, ND 58102-2857
701-282-6003
Source: WWW

Nash Finch Co
3030 Main
Fargo, ND 58103-6815
701-293-3910
Fax 701-241-6858
Source: WWW/YP

Roman Meal Milling Company
4014 15 Ave N
PO Box 46
Fargo, ND 58107-0046
701-282-9656
Fax 701-282-9743
Source: WWW

Salad Makers Inc
1820 1 Ave N
Fargo, ND 58102-0046
701-232-7031
Source: WWW

Salad Makers Inc
1820 1 Ave N
Moorhead, MN 56560-2306
218-287-1807
Source: WWW

Sales Force of Fargo
2219 12 St N
Fargo, ND 58102-1810
701-235-8964
Fax 701-235-8986
Source: WWW

Sam's Wholesale Club
Fargo, ND 58103
701-282-7997
Source: YP

Supervalu Inc
3501 12 Ave N
PO Box 2547
Fargo, ND 58108-2547
701-293-2100
Fax 701-293-2124
Source: WWW/YP

Sysco Minnesota
2323 16 Ave S
Moorhead, MN 56560-3805
218-233-7768
Source: WWW

Watkins Quality Products
1813 8 Ave S
PO Box 145
Fargo, ND 58107-0145
701-235-8358
Source: WWW

GRAND FORKS/ EAST GRAND FORKS

▼ Food Products

A & L Potato Company
929 Central Ave NW
E Grand Forks, MN 57821-1917
218-773-0123
Fax 218-773-1858
Source: WWW

Conte Luna Foods
1801 36 St N
Grand Forks, ND 58203-0801
701-772-0080
Fax 701-746-7244
Source: YP

Fisher Foods
Fisher, MN 56723
218-891-4725
Source: WWW/YP

Folson Potato
Bus Hwy 2
E Grand Forks, MN 56721-1917
218-773-1201
Fax 218-773-6536
Source: WWW

Guy's Foods Inc
1201 47 St N
Grand Forks, ND 58201
701-746-5638
Source: YP

J R Simplot Company
3630 Gateway Dr
Grand Forks, ND 58203-0826
701-746-6431
Fax 701-780-7882
Source: WWW

Minn-Dak Growers Ltd
Hwy 81 N
PO Box 13276
Grand Forks, ND 58208-3276
701-746-7453
Fax 701-780-9050
Source: WWW

Minto Family Foods
153 Harvey Ave
Minto, ND 58261
701-248-3840
Source: YP

North Dakota Mustard & Spice
1951 N 42 St
Grand Forks, ND 58203-0837
701-775-7000
Fax 701-772-2773
Source: WWW

RDO Foods Co
2500 Mill Rd
Grand Forks, ND 58201
701-775-3154
Source: WWW/YP

Red River Gourmet
615 1 Ave N
Grand Forks, ND 58203-3601
701-775-9919
Source: WWW

Ryan Potato Company
PO Box 388
E Grand Forks, MN 56721-0388
218-773-1222
Fax 218-773-6591
Source: WWW

▼ **Food Service Distributors**

Food Services of America
2206 Gateway Dr
Grand Forks, ND 58201
701-746-6983
Source: YP

GFG Foodservice Inc
4601 32 Ave S
PO Box 14489
Grand Forks, ND 58208-4489
701-795-6000
Toll Free 800-434-9950
Source: YP

▼ **Fruits and Vegetables Wholesale**

Associated Potato Growers Inc
2001 N 6 St
PO Box 13216
Grand Forks, ND 58208-3216
701-775-4614
Fax 701-746-5767
Source: WWW

Farmer's Finest Bean Company
Hwy 2
East Grand Forks, MN 56721
218-773-8834
Source: WWW

Grand Forks Bean Company
2120 Hwy 81 N
Grand Forks, ND 58203-1447
701-775-3984
Source: WWW

▼ **Grocers Wholesale**

GFG Foodservice Inc
105 4 St NE
E Grand Forks, MN 56721-2056
218-773-1113
Fax 218-773-7706
Source: WWW

GFG Foodservice Inc
4601 32 Ave S
Box 14489
Grand Forks, ND 58208-4489
701-795-6000
Toll Free 800-434-9950
Source: WWW/YP

Lamar Corporation
PO Box 6174
Grand Forks, ND 58206-6174
701-772-8240
Source: WWW

North Dakota Mill & Elevator
PO Box 1078
Grand Forks, ND 58206-1535
701-795-7000
Fax 701-795-7251
Source: WWW

North Dakota Mill Elev Assn
1823 Mill Rd
Grand Forks, ND 58203-1535
701-795-7000
Fax 701-795-7251
Source: WWW

Sam's Club-Members Only
2501 32 Ave S
Grand Forks, ND 58201-6542
701-795-9449
Source: WWW

JAMESTOWN

▼ **Frozen Foods Processors**

Aviko USA LLC
5855 3 St SE
Jamestown, ND 58401-6800
701-252-5222
Source: WWW

Dakota Brands Intl, Inc.
Airport Rd
2121 13 St Ne
Jamestown, ND 58401-3568
701-252-5073
Fax 701-251-1047
Source: WWW

Dakota Brands International Inc
Airport Rd
2121 13 St NE
Jamestown, ND 58401-3568
701-252-5073
Fax 701-251-1047
Source: YP

MINOT

▼ **Food Products**

Maria's Oriental Food Products
420 5 Ave NW
Minot, ND 58703-2209
701-852-0510
Source: YP

Valley Vegetables
RR 4 Box 100
Minot, ND 58701-9425
701-624-5377
Source: YP

▼ **Fruits and Vegetables Wholesale**

Dakco Distributors Inc
101 Central Ave E
Minot, ND 58701-3911
701-857-1140
Fax 701-857-1188
Source: WWW

▼ **Grocers Wholesale**

Food Services of America
1400 8th Ave SE
Minot, ND 58701-4925
701-852-1346
Fax 701-838-6672
Source: WWW/YP

Maria's Oriental Food Products
420 5 Ave NW
Minot, ND 58703-2209
701-852-0510
Source: WWW

Nash Finch Co
1425 Burdick Expy W
Minot, ND 58701-4255
701-852-0365
Fax 701-852-3594
Source: WWW/YP

VALLEY CITY

▼ **Food Brokers**

Valley City Grocery Co
167 NW 2
Valley City, ND 58072
701-845-0342
Source: YP

▼ **Frozen Foods Wholesale**

Pizza Corner Frozen Pizza
Factory
1031 4 St SW
Valley City, ND 58072-3701
701-845-0104
Fax 701-845-4909
Source: WWW

Valley City Grocery Co
167 NW 2
Valley City, ND 58072
701-845-0342
Source: YP

WAHPETON/ BRECKENRIDGE

▼ **Food Brokers**

Sk Food International
116½ 6th St N
Wahpeton, ND 58075-4327
701-642-3929
Fax 701-642-4102
Source: WWW

▼ **Food Products**

Minn-Dak Yeast Company Inc
18175 Red River Rd W
Wahpeton, ND 58075-9706
701-642-3300
Fax 701-642-1908
Source: WWW

Sigco Sun Products Inc
121 3 St S
Wahpeton, ND 58075-4756
701-642-3334
Fax 701-642-1473
Source: WWW

Sonne Laboratories Inc
896 22 Ave N
Wahpeton, ND 58075-3026
701-642-3068
Fax 701-642-9403
Source: WWW

▼ **Grocers Wholesale**

Dakota Gourmet
396 22 Ave N
Wahpeton, ND 58075-3026
701-642-3068
Fax 701-642-9403
Source: WWW

Delta Fibre Foods Inc
7523 Red River Rd
Wahpeton, ND 58075-9705
701-642-2512
Fax 701-642-1908
Source: WWW

Minn-Dak Yeast Company Inc
18175 Red River Rd W
Wahpeton, ND 58075-9706
701-642-3300
Fax 701-642-1908
Source: WWW

SK Food Inc
315 11 St N
PO Box 1236
Wahpeton, ND 58074-1236
701-642-3929
Fax 701-642-4102
Source: WWW

WILLISTON

▼ **Food Products**

Koerners Old Style German
PO Box 804
Williston, ND 58802-0804
701-572-2395
Source: WWW

Sources

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Frontier Directory Yellow Pages,
*Bismarck-Mandan metro
telephone directory including
surrounding communities*, 1994/
1995, pp 112, 123-124.
Frontier Directory Yellow Pages,
*Forks area wide telephone
directory*, 1994/1995, pp. 65, 71.
Frontier Directory Yellow Pages,
*Valley City and Barnes County
telephone directory*, 1990, pp 21.
SRT, *1996 Telephone Directory
(Minot)*, 1996, pp 88-89, 101.
US West Direct Yellow Pages,
*Dickinson and surrounding
communities*, 1992/1993, pp 38,
42.
US West Direct Yellow Pages,
*Fargo • Moorhead and surround-
ing area*, 1997/1998, pp 190,
206.
US West Direct Yellow Pages,
*North Dakota South Central
(Jamestown)*, 1993/1994, pp
51, 47.
US West Direct Yellow Pages,
*Wahpeton Breckenridge and
surrounding communities*, June
1990/1991, p 27.
US West Direct Yellow Pages,
Williston, 1995/1996, pp 37, 40.
*WWW-World Wide Web
YP-Yellow Pages

APPENDIX B

Minneapolis/St. Paul Area Wholesale Food Market

July 23, 1997

▼ Food Brokers

- Alfred Broback & Company
2331 University Ave SE
Minneapolis, MN 55414-3067
612-623-3731
Source: WWW/YP
- Asian Trading Company
315 University Ave W
St Paul, MN 55103-2048
612-224-2254
Source: WWW
- Baker Sales Co
3600 W Lake St
Minneapolis, MN 55416-4228
612-926-9181
Source: WWW/YP
- Baldwin and Mattson Inc
4120 Excelsior Blvd
St Louis Park, MN 55416-4797
612-920-0114
Fax 612-920-9793
Source: WWW/YP
- Big Apple Brokerage Inc
7672 W 78 St
Edina, MN 55439-2518
612-941-5300
Source: WWW/YP
- Bob Rasmussen & Associates Inc
Northgate Office Park
Minneapolis, MN 55418-2518
612-781-5959
Source: WWW/YP
- Borden Foods
5001 W 80 St
Bloomington, MN 55437-1108
612-835-2336
Fax 612-835-2336
Source: WWW
- Bull Brokerage Inc
1408 Northland Dr
Mendota Hts, MN 55120-1013
612-681-0199
Source: WWW/YP
- C M Skinner Company
5440 Vernon Ave S
Edina, MN 55436-2345
612-922-6455
Fax 612-922-6348
Source: WWW
- Cappts Marketing
572 Rice Creek Ter NE
Fridley, MN 55432-4472
612-574-9904
Source: WWW
- Carousel Marketing
1890 Wooddale Dr
St Paul, MN 55125-3958
612-730-1977
Source: WWW
- Caulfield & Associates
5955 Golden Valley Rd
Golden Valley, MN 55422-4452
612-595-0252
Source: WWW
- Clare Bugman & Associates
12837 Cedar Lake Rd
Minnetonka, MN 55305-3711
612-933-4311
Source: WWW/YP
- D & B Brokerage Inc
8053 E Bloomington Freeway
Bloomington, MN 55420-1005
612-884-5550
Source: WWW/YP
- D A Larson Company
2919 Troy Ln N
Plymouth, MN 55447-1667
612-449-0688
Source: WWW
- Dean Fleming Co
4144 Shoreline Dr
Spring Park, MN 55384-9629
612-471-8919
Source: WWW/YP
- Escel Marketing Inc
7825 Telegraph Rd
Bloomington, MN 55438-1133
Source: WWW
- Flesher Marketing
1731 Bohland Ave
St Paul, MN 55116-2126
612-690-0702
Source: WWW
- Food Ingredients
PO Box 116
Minneapolis, MN 55440-0116
612-481-2222
Fax 612-481-2022
Source: WWW/YP
- Food Services Inc
1500 E 79 St
Bloomington, MN 55425-1136
612-854-0171
Source: WWW/YP
- Foodservice Mktg & Sales Inc
4914 Lincoln Dr
Edina, MN 55436 612-933-1180
Source: WWW/YP
- Foodservice Mktg & Sales Inc
4912 Lincoln Dr
Edina, MN 55436-1071
612-938-8950
Source: WWW
- Fresh Strategies
217 Hwy 8
New Brighton, MN 55112-2126
612-633-8552
Source: WWW/YP
- G & B Sales
4904 Lincoln Dr
Edina, MN 55436-1071
612-931-9519
Source: WWW/YP
- Gec Distributing, Inc
PO Box 21406
Minneapolis, MN 55421-0406
612-782-9806
Source: WWW
- Gehrke Brokerage Co Inc
529 S 7 St
Minneapolis, MN 55415-1803
612-332-4497
Fax 612-332-4130
Source: WWW/YP
- Global Trading of MN, Inc.
7300 France Ave S
Edina, MN 55435-4542
612-832-9060
Source: WWW
- Gopher State Trading
230 W 61 St
Minneapolis, MN 55419-2322
612-866-2755
Source: WWW/YP
- Granberg Brokerage Co
2370 Cherrywood Rd
Minnetonka, MN 55305-2313
612-938-9013
Source: WWW/YP
- Great Plains Foods Co
2301 Nevada Ave N
Golden Valley, MN 55427-3609
612-591-1900
Source: WWW/YP
- Harlan Johnson & Associates
7703 Normandale Rd
Edina, MN 55435-5311
612-835-5222
Fax 612-835-8611
Source: WWW/YP
- Intermark Ltd of Mpls, Inc
2051 Killebrew Dr
Bloomington, MN 55425-1878
612-854-7166
Source: WWW
- J J Midlo Company
630 Mendelssohn Ave N
Minneapolis, MN 55427-4306
612-544-6463
Fax 612-544-8671
Source: WWW/YP
- J M Brown Company
1212 Wayzata Blvd E
Wayzata, MN 55391-1917
612-476-6666
Source: WWW/YP
- John Drummond & Associates
2616 27 Ave S
Minneapolis, MN 55406-1504
612-724-1000
Fax 612-724-1415
Source: WWW/YP
- Juhl Brokerage Inc
4200 Olson Memorial Hwy
Minneapolis, MN 55422-4820
612-588-0841
Fax 612-588-3414
Source: WWW/YP
- Kuehn-Pearson-Rufer Co
7825 Telegraph Rd
Bloomington, MN 55438-1174
612-829-0833
Source: WWW/YP
- L S Sorem & Associates
7825 Telegraph Rd
Bloomington, MN 55438-1133
612-934-3013
Source: WWW/YP
- Lakeland Brokerage
Company Inc
2401 Pilot Knob Rd
Mendota Hts, MN 55120-1121
612-688-3474
Source: WWW
- Lampson & Tew Inc
2700 E 82 St
Bloomington, MN 55425-1364
612-854-1545
Source: WWW/YP
- Marathon Foods Inc
5100 Edina Industrial Blvd
Edina, MN 55439-3000
612-835-5151
Source: WWW/YP
- Mid-America Marketing Inc
4617 Lexington Ave
Edina, MN 55424-1529
612-925-1861
Source: WWW/YP
- Midwest Foodservice Assoc Inc
7159 Shady Oak Rd
Eden Prairie, MN 55344-3516
612-942-9494
Source: WWW/YP

Midwest Organic Alliance
5217 Wayzata Blvd
St Louis Park, MN 55416-1328
612-593-2790
Source: WWW

Minnesota Marketing
6106 Excelsior Blvd
St Louis Park, MN 55416-2724
612-929-1811
Source: WWW/YP

Minnesota Produce
2801 Wayzata Blvd
Wayzata, MN 55405-2130
612-377-6790
Fax 612-377-3768
Source: WWW/YP

Nieland Marketing Inc Food Imp
5151 Edina Industrial Blvd
Edina, MN 55439-3015
612-831-1755
Fax 612-835-0657
Source: WWW

Oscar Howard Frozen Foods Inc
3112 Hennepin Ave
Minneapolis, MN 55408-2619
612-822-1128
Source: WWW/YP

Paramount Mktg of Minnetonka
6440 Flying Cloud Dr
Ste 133
Eden Prairie, MN 55344-3321
612-943-2084
Source: WWW/YP

Promar Sales, Inc
4910 Lincoln Dr
Edina, MN 55436-1071
612-933-5401
Source: WWW

Property Promotions Inc
6100 Chowen Ave S
Edina, MN 55410-2724
612-926-8220
Fax 612-926-6694
Source: WWW

Qualcepts Nutrients Inc
4940 Viking Dr
Edina, MN 55435-5318
612-893-9976
Fax 612-893-9028
Source: WWW

R & W Food Service Sales
5656 Lincoln Dr
Edina, MN 55436-1606
612-933-6602
Source: WWW/YP

Retail Marketing & Sales Inc
4912 Lincoln Dr
Edina, MN 55436-1071
612-936-0665
Source: WWW/YP

Roisum Food Service Sales
Minneapolis, MN
612-944-8895
Source: WWW/YP

Ross Brokerage Co
236 12 Ave N
Hopkins, MN 55343-7326
612-933-1444
Source: WWW/YP

Sales Force of Minneapolis
11495 Valley View Rd
Eden Prairie, MN
55344-3617
612-944-1333
Fax 612-944-5325
Source: WWW/YP

Sandoz Nutrition Corp
5100 Gamble Dr
St Louis Park, MN 55416-1521
612-925-2100
Fax 612-593-2087
Source: WWW

Service Brokerage Inc
2077 Ellis Ave
St Paul, MN 55114-1308
612-645-8193
Source: WWW

Snack Time
7851 Metro Pkwy
Bloomington, MN 55425-1524
612-851-7676
Source: WWW/YP

Timmons-Sheehan Company
6201 Bury Dr
Eden Prairie, MN 55346-1719
612-934-0006
Fax 612-934-9243
Source: WWW/YP

United Sales Inc
9555 James Ave S
Bloomington, MN 55431-2543
612-884-3716
Source: WWW

Viking Produce Inc
7515 Wayzata Blvd
Minneapolis, MN 55426-1635
612-541-1189
Source: WWW/YP

Wagner-Olson & Associates
4530 W 77 St
Edina, MN 55435-5006
612-835-7177
Source: WWW/YP

WE Brick Company
9100 W Bloomington Freeway
Bloomington, MN 55431-2251
612-881-1199
Source: WWW/YP

Wendt & Associates, Inc.
11591 Silverod St NW
Coon Rapids, MN 55433-2645
612-379-8311
Source: WWW

World View Food Brokerage Inc
1400 Hwy 101 N
Plymouth, MN 55447-3058
612-475-0169
Source: WWW/YP

Worldwide Foods Inc
Two Appletree Sq
Minneapolis, MN 55425-1637
612-854-0903
Source: WWW/YP

▼ Food Products

ADM Milling Co
3501 Hiawatha Ave
Minneapolis, MN 55406-2598
612-729-8383
Fax 612-729-6657
Source: WWW/YP

Augie's, Inc
1900 Co Rd C W
Roseville, MN 55113-1336
612-633-5308
Fax 612-633-5308
Source: WWW

Beatrice Hunt-Wesson Foods Svc
4530 W 77 St
Edina, MN 55435-5013
612-835-2616
Source: WWW/YP

Best Foods Division
7401 Metro Blvd
Edina, MN 55439-3025
612-835-2144
Source: WWW/YP

Betty Crocker Products
Number One General
Mills Blvd
Minneapolis, MN 55426
612-540-2311
Fax 612-540-4925
Source: WWW

Big G Div
Number One General
Mills Blvd
Minneapolis, MN 55426
612-540-2311
Fax 612-540-4925
Source: WWW

Borden Inc Grocery Division
5001 W 80 St
Bloomington, MN 55437-1108
612-835-2336
Fax 612-835-2336
Source: WWW/YP

Borden, Inc
428 N 1 St
Minneapolis, MN 55401-1321
612-333-4281
Fax 612-333-6820
Source: WWW

Boughatsa Inc
19 5 St NE
Minneapolis, MN 55413-2225
612-378-0611
Source: WWW/YP

Brother Deli Soups
5707 Hwy 7
St Louis Park, MN 55416-2391
612-927-8649
Fax 612-341-9002
Source: WWW

Calco of Minneapolis Inc
2751 Minnehaha Ave
Minneapolis, MN 55406-1546
612-724-0067
Fax 612-724-1377
Source: WWW/YP

Canadian Harvest USA
1001 Cleveland St S
Cambridge, MN 55008-1150
612-689-5800
Fax 612-689-5949
Source: WWW/YP

Drallos Potato Company
3171 5 St SE
Minneapolis, MN 55414-3305
612-331-3434
Source: WWW

Eagle Snacks
1950 Co Rd C W
Roseville, MN 55113-1321
612-639-9151
Source: WWW

Eagle Snacks, Inc
150 W 88 St
Bloomington, MN 55420-2800
612-881-0555
Source: WWW

Everfresh Food Corp
501 Huron Blvd SE
Minneapolis, MN 55414-3114
612-331-6393
Fax 612-331-1172
Source: WWW/YP

Excellence Company
2601 Hennepin Ave
Minneapolis, MN 55408-1150
612-331-7949
Fax 612-331-1520
Source: WWW/YP

Faribault Foods, Inc
1050 Baker Bldg
706 2nd Ave S
Minneapolis, MN 55402-1150
612-333-6461
Fax 612-342-2908
Source: WWW

Fiberich Technologies Inc
5200 W 73 St
Edina, MN 55439-1224
612-831-8284
Source: WWW/YP

Five Star Food Base Co
2900 13 Ave S
Minneapolis, MN 55407-1420
612-721-5451
Fax 612-721-4512
Source: WWW/YP

Food Producers International
2239 Edgewood Ave S
St. Louis Park, MN 55426-2822
612-544-2761
Fax 612-525-9274
Source: WWW/YP

Gehrke Brokerage Co Inc
Sexton Bldg
Minneapolis, MN
612-332-4497
Source: WWW/YP

General Mills Inc
1 General Mills Blvd
PO Box 1113
Minneapolis, MN 55440-1113
612-540-2311
Fax 612-540-4925
Source: WWW/YP

Geraldo's Foods, Inc
2309 Wycliff St
St Paul, MN 55114-1228
612-647-5439
Fax 612-647-5529
Source: WWW

Golden Valley Mcrw Foods Inc
7450 Metro Blvd
Edina, MN 55439-3038
612-835-6900
Fax 612-835-9635
Source: WWW/YP

Gregory's Foods Inc
2514 Northland Dr
Mendota Heights, MN
55120-1005
612-454-0277
Fax 612-454-2254
Source: WWW/YP

Growing Healthy, Inc
2905 NW Blvd
Plymouth, MN 55441-2644
612-557-6088
Fax 612-557-1915
Source: WWW/YP

Haarmann Reimer Corp
4838 Aldrich Ave S
Minneapolis, MN 55409-2351
612-825-1210
Source: WWW/YP

Hamel Maple Syrup Co
3312 Red Fox Dr
Hamel, MN 55340-9619
612-478-2353
Source: WWW/YP

Hanson Flavors Inc
884 Redwell Ln
St Paul, MN 55124-8942
612-431-2098
Source: WWW

Happy's Potato Chip Company
3900 Chandler Dr NE
Minneapolis, MN 55421-4494
612-781-3121
Fax 612-781-3125
Source: WWW

Harvest Baking Company
2535 Pilot Knob Rd
Mendota Hts, MN 55120-1120
612-454-1966
Fax 612-454-8473
Source: WWW

Heart Foods Company, Inc
2235 E 38 St
Minneapolis, MN 55407-3083
612-724-5266
Fax 612-724-5516
Source: WWW

Holsum Food Service
1667 Snelling Ave N
St. Paul, MN 55108-2131
612-641-6577
Source: WWW/YP

Instantwhip Food Service
3648 Snelling Ave
Minneapolis, MN 55406-2634
612-721-6905
Source: WWW/YP

International Multifoods Corp
33 S 6 St
Minneapolis, MN 55402-3601
612-340-3300
Fax 612-340-6502
Source: WWW

Jacobs Industries Inc
100 S 5 St
Minneapolis, MN 55402-1210
612-339-9500
Source: WWW

Juhl Brokerage Inc
4200 Olson Memorial Hwy
Minneapolis, MN 55422-4820
612-588-0841
Fax 612-588-3414
Source: WWW/YP

Kay Farms
3171 SE 5 St
Minneapolis, MN 55414-3305
612-339-8981
Fax 612-331-3434
Source: WWW/YP

Land O Lakes, Inc
PO Box 116
Minneapolis, MN 55440-0116
612-481-2222
Fax 612-481-2022
Source: WWW

Larex International, Inc
2852 Patton Rd
St Paul, MN 55113-1100
612-636-2628
Fax 612-636-1583
Source: WWW

Lloyd's Food Products, Inc
1455 Mendota Heights Rd
St Paul, MN 55120-1014
612-688-6000
Fax 612-681-1430
Source: WWW

Log House Foods
700 Berkshire Ln N
Plymouth, MN 55441-5499
612-546-8395
Fax 612-546-7339
Source: WWW/YP

Lunds, Inc
4740 Quebec Ave N
Minneapolis, MN 55428-4519
612-536-0701
Fax 612-536-1159
Source: WWW

Manindra Milling Corp
219 Main St SE
Minneapolis, MN 55414-2151
612-332-7408
Fax 612-331-2368
Source: WWW

McCrea Marketing Co
3255 Hennepin Ave Suite 260
Minneapolis, MN 55408-3470
612-823-8660
Source: WWW/YP

Melford Olson Honey Company
5201 Douglas Dr N
Minneapolis, MN 55429-3103
612-537-6211
Source: WWW

Michael Foods Sales
5353 Wayzata Blvd
Minneapolis, MN 55416-1317
612-546-1500
Fax 612-546-3711
Source: WWW/YP

Mud Pie Frozen Foods Inc
2549 Lyndale Ave S
Minneapolis, MN 55405-3320
612-870-4888
Fax 612-871-8579
Source: WWW/YP

Mui Li Wan Inc
2300 Nevada Ave N
Minneapolis, MN 55427-3610
612-542-1805
Fax 612-542-1749
Source: WWW/YP

Naturally Fresh
9840 James Ave S
Bloomington, MN 55431-2919
612-888-6653
Source: WWW/YP

Nature's Hand Inc
12125 16 Ave S
Burnsville, MN 55337-2982
612-890-6033
Fax 612-890-6033
Source: WWW/YP

Northern Star Company, Inc.
3171 5 St SE
Minneapolis, MN 55414-3305
612-339-8981
Fax 612-331-3434
Source: WWW

Nutri-Flex
12810 Primrose Ln
Eden Prairie, MN 55344-7625
612-944-9020
Source: WWW/YP

Old City Foods, Inc
1851 Charles Ave
St Paul, MN 55104-1750
612-642-9640
Fax 612-642-1553
Source: WWW

Old Dutch Foods, Inc
2375 Terminal Rd
Roseville, MN 55113-2530
612-633-8810
Fax 612-633-8894
Source: WWW

Oziam Inc
529 S 7 St
Minneapolis, MN 55415-1648
612-332-4497
Fax 612-332-4130
Source: WWW/YP

Paradise Kitchens Inc
4838 Park Glen Rd
Minneapolis, MN 55416-5702
612-926-0018
Fax 612-926-0301
Source: WWW/YP

Parkers Farm
420 93 Ave NW
Coon Rapids, MN 55433-5802
612-780-5100
Fax 612-780-5104
Source: WWW/YP

Preferred Products, Inc
PO Box 59294
Minneapolis, MN 55459-0294
Source: WWW

Protein Marketing Systems
4914 Lincoln Dr
Edina, MN 55416-1071
612-931-0313
Source: WWW/YP

Qualcepts Nutrients Inc
4940 Viking Dr
Edina, MN 55435-5318
612-893-9976
Fax 612-893-9028
Source: WWW/YP

Reser's Fine Foods
2550 Wabash Ave
St Paul, MN 55114-1051
612-646-1298
Source: WWW/YP

Royal Foods Inc/distributor
325 Blake Rd N
Hopkins, MN 55343-8209
612-936-0336
Source: WWW/YP

S A F Products
400 S 4 St
Minneapolis, MN 55415-1418
612-338-0900
Fax 612-338-4669
Source: WWW

S O Ventures
9000 10 Ave N
Minneapolis, MN 55427-4322
612-525-3100
Source: WWW

S T Specialty Foods, Inc
8700 Xylon Ave N
Brooklyn Park, MN 55445-1817
612-493-9600
Fax 612-493-9606
Source: WWW

Sandoz Nutrition Corp
5320 W 23 St
Minneapolis, MN 55416-1657
612-925-2100
Fax 612-593-2087
Source: WWW/YP

Sparta Foods Inc
2570 Kasota Ave
St Paul, MN 55108-1505
612-646-1888
Fax 612-646-0711
Source: WWW/YP

Super Sauce Inc
13930 Hill Ridge Dr
Minnetonka, MN 55305-1721
612-541-5666
Fax 612-541-1173
Source: WWW/YP

Superior Nut Co Inc
3500 Hwy 13 W
Burnsville, MN 55337-1723
612-895-9495
Source: WWW/YP

Sweet Mary's, Inc
2200 Oliver Ave S
Minneapolis, MN 55405-2441
612-377-2690
Source: WWW

The Pillsbury Company
Pillsbury Ctr #24w4
Minneapolis, MN 55402-1403
612-330-4783
Fax 612-330-7355
Source: WWW

The Pillsbury Company
200 S 6 St
Minneapolis, MN 55402-1403
612-330-4966
Fax 612-330-7355
Source: WWW

The Pillsbury Company
1 Appletree Sq
Bloomington, MN 55425-1608
612-854-6860
Source: WWW

Tino's Italian Specialists
301 Industrial Blvd
Young America, MN 55397
612-467-2668
Fax 612-332-2235
Source: WWW/YP

Tom Tom Products Inc
2415 Annapolis Ln N
Plymouth, MN 55441-3632
612-553-0914
Source: WWW/YP

Tucs Equipment Company
2101 Kennedy St NE
Minneapolis, MN 55413-2637
612-331-4965
Fax 612-789-0371
Source: WWW

Twong Tung Foods Inc
1840 E 38 St
Minneapolis, MN 55407-2964
612-722-9501
Fax 612-722-9502
Source: WWW

Unique Cuisine
3594 Owasso St
Shoreview, MN 55126-3504
612-484-4252
Fax 612-490-1769
Source: WWW

Wisconsin Bar Brand Warehouse
292 Commerce Cir S
Fridley, MN 55432-3105
612-571-5360
Source: WWW/YP

▼ **Food Service Distributors**

Alliant Foodservice Inc
2864 Eagandale Blvd
Eagan, MN 55121-1211
612-452-8600
Source: YP

Bill's Imported Foods Inc
721 W Lake St
Minneapolis, MN 55408-2917
612-827-2891
Source: YP

Classic Provisions
6150 Olson Memorial Hwy
Golden Valley, MN 55422-4919
612-544-2025
Source: YP

Clover Super Foods
151 Silver Lake Rd, Ste 11
New Brighton, MN 55113-1101
612-639-1715
Source: YP

Gooch Distributing
2550 Kasota Ave
St. Paul, MN 55108-1505
612-647-6808
Source: YP

Heller's Food Service
1433 E Franklin Ave
Minneapolis, MN 55404-2101
612-870-9661
Source: YP

JP Foodservice Inc
9605 54 Ave N
Plymouth, MN 55442-1946
612-559-9494
Fax 612-557-2295
Source: YP

Karlsruher Foods
12450 Fernbrook Ln N
Dayton, MN 55327-9604
612-421-5481
Fax 612-323-1745
Source: YP

Ken Davis Products, Inc
4210 Park Glen Rd
St Louis Park, MN 55416-4758
612-922-5556
Fax 612-922-6087
Source: YP

Metro Heights Food Service
2401 Pilot Knob Rd
Mendota Hts, MN 55120-1121
612-688-8135
Source: YP

Native Game Company
2301 Nevada Ave N
Golden Valley, MN
612-542-0066
Source: YP

Nebco/Evans Distribution Inc
4150 Berkshire Lane
Plymouth, MN 55446-3813
612-551-1111
Source: YP

Premier Food Products Inc
2010 Hennepin Ave E
Minneapolis, MN 55413-2711
612-378-7920
Source: YP

R & M Foods Inc
1201 Cliff Rd E
Burnsville, MN 55337-1401
612-895-1148
Source: YP

Roxy's Foods and Crafts
1331 Larc Industrial Blvd
Burnsville, MN 55337-1411
612-894-1601
Source: YP

Swanson Meats Inc
2700 26 Ave S
Minneapolis, MN 55406-1527
612-721-4411
Source: YP

Sysco Minnesota
2400 County Rd J
St Paul, MN 55112-4503
612-785-9000
Fax 612-785-7385
Source: YP

Top Choice Foods Inc
9100 W Bloomington Fwy
#140k
Bloomington, MN 55431-2251
612-884-7691
Source: YP

Upper Lakes Foods Inc
5301 NE E River Rd
Fridley, MN 55421-1024
612-571-9717
Toll Free 800-879-1265
Source: YP

Valu-Line Foods
601 NE Taft St
Minneapolis, MN 55413-2814
612-362-0805
Source: YP

Voyageur Trading Company
6985 Washington Ave S
Edina, MN 55439-1506
612-829-9393
Source: YP

Westlunds
280 John E Carroll Ave S
St. Paul, MN
612-450-6000
Source: YP

Zuccaro's Produce Co
1000 N 3 St
Minneapolis, MN 55401-1019
612-333-1122
Fax 612-333-5711
Source: YP

▼ **Frozen Foods - WWW**

American Fruit & Produce Co.
PO Box 64039
St Paul, MN 55164-0039
612-454-6580
Fax 612-456-9840
Source: WWW

At Last Gourmet Foods, Inc
2101 E 24 St
Minneapolis, MN 55404-4111
612-724-1634
Source: WWW

Bernatello's Pizza
4640 W 77 St
Edina, MN 55435-4908
612-831-6622
Source: WWW

Bob Rasmussen & Associates Inc
Northgate Office Park
Minneapolis, MN 55418-4908
612-781-5959
Source: WWW

Borden Pasta/Creamette Sales
428 N 1 St
Minneapolis, MN 55401-1321
612-333-4281
Fax 612-333-6820
Source: WWW

Captain Ken's Foods Inc
344 Robert St S
St Paul, MN 55107-2213
612-298-0071
Fax 612-298-0849
Source: WWW

Creative Foods
2300 Nevada Ave N
Minneapolis, MN 55427-3610
612-542-1805
Fax 612-542-1749
Source: WWW

D-Bes-Pastry Inc
3032 Hillview Rd
Mounds View, MN 55112-5821
612-786-8401
Source: WWW

Drallos Potato Company
3171 5 St SE
Minneapolis, MN 55414-3305
612-331-3434
Source: WWW

Gateway Foods Division Fleming
3501 Marshall St NE
Minneapolis, MN 55418-1004
612-781-8051
Source: WWW

General Mills Inc
1 General Mills Blvd
Minneapolis, MN 55426-1347
612-540-2274
Fax 612-540-4925
Source: WWW

General Mills Inc
Number One General Mills
Blvd
Minneapolis, MN 55426
612-540-2311
Fax 612-540-4925
Source: WWW

General Mills Inc
PO Box 1113
Minneapolis, MN 55440-1113
612-540-3551
Fax 612-540-4925
Source: WWW

Golden Valley Microwave Foods
7450 Metro Blvd
Edina, MN 55439-3038
612-835-6900
Fax 612-835-9635
Source: WWW

Grand Foods
530 Kasota Ave SE
Minneapolis, MN 55414-2811
612-623-7655
Source: WWW

Gregory's Foods Inc
2514 Northland Dr
Mendota Hts, MN 55120-1005
612-454-0277
Fax 612-454-2254
Source: WWW

Harvest Baking Company
2535 Pilot Knob Rd
Mendota Hts, MN 55120-1120
612-454-1966
Fax 612-454-8473
Source: WWW

Instantwhip Food Service
3648 Snelling Ave
Minneapolis, MN 55406-2634
612-721-6905
Source: WWW

International Multifoods Corp
33 S 6 St
Minneapolis, MN 55402-3715
612-340-3300
Source: WWW

Maple Island Inc
2497 7 Ave E
N St Paul, MN 55109-2902
612-773-1000
Source: WWW

Michael Foods Inc
5353 Wayzata Blvd
Minneapolis, MN 55416-1317
612-546-1500
Fax 612-546-3711
Source: WWW

Michael Foods Refrigerated
5353 Wayzata Blvd
Minneapolis, MN 55416-1317
612-546-1500
Fax 612-546-3711
Source: WWW

Minnesota Best Maid Ck Co Inc
3830 Dight Ave
Minneapolis, MN 55406-3228
612-722-7234
Fax 612-722-0384
Source: WWW

Mud Pie Frozen Foods Inc
2544 Lyndale Ave S
Minneapolis, MN 55405-3319
612-870-4888
Fax 612-870-1470
Source: WWW

Mui Li Wan Inc
2300 Nevada Ave N
Minneapolis, MN 55427-3610
612-542-1805
Fax 612-542-1749
Source: WWW

Norstar Dairy Intn'l Ltd
1500 E 79 St
Bloomington, MN 55425-1136
612-854-1001
Source: WWW

North American Bakery Oper
PO Box 2942
Minneapolis, MN 55402-0942
612-340-3300
Fax 612-340-6502
Source: WWW

Northern Star Company Inc
3171 5 St SE
Minneapolis, MN 55414-3305
612-339-8981
Fax 612-331-3434
Source: WWW

On-Cor Frozen Foods Inc
4475 Garland Ln N
Plymouth, MN 55446-2427
612-553-9761
Source: WWW

Paradise Kitchens
4838 Park Glen Rd
St Louis Park, MN 55416-5702
612-926-0018
Fax 612-926-0301
Source: WWW

The Pillsbury Company
200 S 6 St
Minneapolis, MN 55402-1403
612-330-7355
Source: WWW

Wes-Pac Foods Inc/Redi Roast
11425 49 Pl N
Plymouth, MN 55442-2237
612-551-9266
Source: WWW

▼ Fruits and Vegetables Wholesale

American Fruit & Produce Co.
PO Box 64039
St. Paul, MN 55164-0039
612-454-6580
Fax 612-456-9840
Source: WWW

Beckman Produce Inc
415 Grove St
St Paul, MN 55101-2418
612-222-1212
Source: WWW

Bergen Wholesale Fruit & Nut Co
740 Kasota Cir SE
Minneapolis, MN 55414-2815
612-378-1234
Fax 612-378-1808
Source: WWW

Berst Produce
Minneapolis, MN 55418-2815
612-781-2681
Source: WWW

Bix Fruit Company
788 Hampden Ave
St Paul, MN 55114-1609
612-645-7939
Source: WWW

Brings Company, Inc.
2870 Centerville Rd
Little Canada, MN 55117-1104
612-484-2666
Source: WWW

Buy-Rite Produce Distributors
746 Vandalia St
St Paul, MN 55114-1303
612-645-0250
Source: WWW

Calco of Minneapolis, Inc
2751 Minnehaha Ave
Minneapolis, MN 55406-1546
612-724-0067
Fax 612-724-1377
Source: WWW

Cherta Farms, Inc
555 Topping St
St Paul, MN 55103-1532
612-488-7187
Source: WWW

Denny C's, Inc
1145 Homer St
St Paul, MN 55116-3231
612-690-1835
Source: WWW

Drallos Potato Company
3171 5 St SE
Minneapolis, MN 55414-3305
612-331-3434
Source: WWW

Farmer's Market Annex Inc
220 E Lyndale Ave N
Minneapolis, MN 55405-1543
612-375-0835
Source: WWW

Gopher Produce
2250 Ridge Dr
St Louis Park, MN 55416-5630
612-595-9960
Source: WWW

H Brooks and Company
2521 E Hennepin Ave
Minneapolis, MN 55413-2972
612-331-8413
Fax 612-331-1520
Source: WWW

J & J Distributing Company
2380 Wycliff St
St Paul, MN 55114-1257
612-646-6459
Source: WWW

Malat Produce Co, Inc
754 Kasota Cir SE
Minneapolis, MN 55414-2815
612-378-1606
Source: WWW

Mandile Fruit Company
858 Hersey St
St Paul, MN 55114-1214
612-642-1256
Source: WWW

Mandile Fruit Company
260 Fremont Ave N
Minneapolis, MN 55405-1423
612-377-3636
Source: WWW

Market Foods International
730 Kasota Cir SE
Minneapolis, MN 55414-2815
612-378-0455
Fax 612-378-9542
Source: WWW

Metro Produce Distributors, Inc
1915 Xenium Ln N
Plymouth, MN 55441-3709
612-341-2127
Source: WWW

Minnesota Produce Inc
2801 Wayzata Blvd
Minneapolis, MN 55405-2130
612-377-6790
Fax 612-377-3768
Source: WWW

Nash Finch Company
PO Box 355
Minneapolis, MN 55440-0355
612-832-0534
Fax 612-844-1237
Source: WWW

North Country Produce
2075 Ellis Ave
St Paul, MN 55114-1308
612-645-2720
Source: WWW

Northwestern Fruit Company
616 Pine St
St Paul, MN 55101-4493
612-224-4373
Source: WWW

Reddi Fresh Inc
3130 Talmage Ave SE
Minneapolis, MN 55414-2715
612-623-8866
Source: WWW

Roots and Fruits Cooperative Prod
1929 E 24 St
Minneapolis, MN 55404-4108
612-722-3030
Fax 612-722-0882
Source: WWW

The Excellence Company
2115 N 2 St
Minneapolis, MN 55411-2204
612-331-7949
Source: WWW

Twin City Produce Supplies
744 Kasota Ave SE
Minneapolis, MN 55414-2813
612-378-1055
Source: WWW

Upper Lake Foods Inc
5301 E River Rd
Fridley, MN 55421-1024
612-571-9717
Toll Free 800-879-1265
Source: WWW

Viking Produce Inc
7515 Wayzata Blvd
Minneapolis, MN 55426-1635
612-541-1189
Source: WWW

Wholesale Produce Supl Co Inc
752 Kasota Cir SE
Minneapolis, MN 55414-2815
612-378-2025
Fax 612-378-9547
Source: WWW

Zuccaro's Produce Company
1000 N 3 St
Minneapolis, MN 55401-1019
612-333-1122
Fax 612-333-5711
Source: WWW

▼ Grocers Wholesale

Abitec
St Paul, MN 55126
612-482-8820
Source: WWW

Alliant Foodservice Inc
2864 Eagandale Blvd
Eagan, MN 55121-1211
612-454-6580
Source: WWW

Ambrosia Chocolate Company
7650 Currell Blvd
Woodbury, MN 55125-2257
612-731-8752
Source: WWW

American Fruit & Produce Co
PO Box 64039
St Paul, MN 55164-0039
612-454-6580
Fax 612-456-9840
Source: WWW

Anacon Foods Company
3055 Old Hwy 8
Minneapolis, MN 55418-2500
612-782-9373
Fax 612-782-9502
Source: WWW

Beatrice Hunt Wesson Food Svc
4530 W 77 St
Edina, MN 55435-5013
612-835-2616
Source: WWW

Best Foods Unit CPC N Amer
7401 Metro Blvd
Edina, MN 55439-3025
612-835-2144
Source: WWW

Best Foods Divsn Cpc Intr'l
7401 Metro Blvd
Edina, MN 55439-3025
612-835-2144
Source: WWW

Bill's Imported Food Company
725 W Lake St
Minneapolis, MN 55408-2917
612-835-2144
Source: WWW

Bill's Imported Foods Inc
721 W Lake St
Minneapolis, MN 55408-2917
612-827-2891
Source: WWW

Blooming Prairie Natrl Foods Inc
510 Kasota Ave SE
Minneapolis, MN 55414-2811
612-378-9774
Fax 612-378-9780
Source: WWW

Borden Grocery Products
428 N 1 St
Minneapolis, MN 55401-1321
612-334-2465
Fax 612-333-6820
Source: WWW

Boughatsa Inc
19 5 St NE
Minneapolis, MN 55413-2225
612-378-0611
Source: WWW

Bradley Distributing Company
1975 County Road B2 W
Roseville, MN 55113-2725
612-639-0523
Fax 612-639-8309
Source: WWW

Brecht & Richter Company Inc
6005 Golden Valley Rd
Minneapolis, MN 55422-4439
612-545-0201
Fax 612-545-4833
Source: WWW

Buttercreme Desserts Inc
1021 Bandana Blvd E
St Paul, MN 55108-5113
612-644-1314
Source: WWW

Chippewa Springs Corp
122 8 St SE
Minneapolis, MN 55414-1113
612-379-4141
Fax 612-379-3543
Source: WWW

Classic Provisions
6150 Olson Memorial Hwy
Golden Valley, MN 55422-4919
612-544-2025
Source: WWW

Clover Super Foods
2970 Cleveland Ave N
Roseville, MN 55113-1101
612-639-1715
Source: WWW

Creative Foods
2300 Nevada Ave N
Minneapolis, MN 55427-3610
612-542-1805
Fax 612-542-1749
Source: WWW

Crystal Farms Refrigerated
6465 Wayzata Blvd
St Louis Park, MN 55426-1723
612-544-8101
Fax 612-544-8069
Source: WWW

D-Bes-Pastry Inc
3032 Hillview Rd
Mounds View, MN 55112-5821
612-786-8401
Source: WWW

Dairy Fresh Foods
1930 Wooddale Dr
Woodbury, MN 55125-4338
612-730-2100
Toll Free 800-328-2383
Fax 612-730-2111
Source: WWW

Dipstix
743 Nebraska Ave W
St Paul, MN 55117-3447
612-488-9409
Source: WWW

The Earl of Sandwiches
343 Hwy 8
New Brighton, MN 55112-3447
612-482-1133
Fax 612-482-9810
Source: WWW

East Side Beverage Company
1260 Grey Fox Rd
Arden Hills, MN 55112-6930
612-482-1133
Fax 612-482-9810
Source: WWW

El Burrito Mercado
175 Concord St
St Paul, MN 55107-2309
612-227-2192
Fax 612-227-2411
Source: WWW

Emperor's Cuisine
3901 Russell Ave N
Minneapolis, MN 55412-1921
612-521-2982
Source: WWW

Everfresh Food Corporation
501 Huron Blvd SE
Minneapolis, MN 55414-3114
612-331-6393
Fax 612-331-1172
Source: WWW

Fairway Foods Holiday Co
4567 W 80 St
Bloomington, MN 55437-1123
612-830-8700
Fax 612-830-1688
Source: WWW

Fairway Foods Inc
PO Box 1224
Minneapolis, MN 55440-1224
612-830-1601
Fax 612-830-1663
Source: WWW

Family Care Foods
2025 Centre Pointe Blvd
Mendota Hts, MN 55120-1259
612-454-0905
Source: WWW

Fiberich Technologies Inc
Minneapolis, MN 55439-1224
612-831-8284
Source: WWW

Firmenich Inc
5775 Wayzata Blvd
St Louis Park, MN 55416-1222
612-525-2280
Source: WWW

Five Star Food Base Company
2900 13 Ave S
Minneapolis, MN 55407-1420
612-721-5451
Fax 612-721-4512
Source: WWW

Flavor Source Food & Spice Co
4712 28 Ave S
Minneapolis, MN 55406-3725
612-722-1712
Source: WWW

Fleischmann's Yeast Inc
990 Lone Oak Rd
Eagan, MN 55121-2226
612-686-8282
Source: WWW

Food Ingredients
PO Box 116
Minneapolis, MN 55440-0116
612-481-2222
Fax 612-481-2022
Source: WWW

Frito-Lay Inc
1900 W 96 St
Bloomington, MN 55431-2525
612-888-9464
Source: WWW

Gateway Foods of Minneapolis
3501 Marshall St NE
Minneapolis, MN 55418-1004
612-781-8051
Fax 612-782-4497
Source: WWW

General Mills Consumer Foods
1201 Jackson St NE
Minneapolis, MN 55413-1579
612-379-4409
Source: WWW

General Mills Inc
Mills Blvd
Golden Valley, MN 55426-1004
612-540-2311
Fax 612-540-4925
Source: WWW

General Mills Inc
3600 W 80 St
Bloomington, MN 55431-1084
612-835-6560
Source: WWW

Geraldo's Foods Inc
2309 Wycliff St
St Paul, MN 55114-1228
612-647-5439
Fax 612-647-5529
Source: WWW

Golden Valley Microw Foods Inc
7450 Metro Blvd
Edina, MN 55439-3038
612-835-6900
Fax 612-835-9635
Source: WWW

Gourmet Award Foods
860 Vandalia St
St Paul, MN 55114-131
612-646-2981
Fax 612-645-7309
Source: WWW

Gourmet Health & Asian Foods
540 Fairview Ave N
St Paul, MN 55104-1753
612-645-8949
Source: WWW

GP Foods
Minneapolis, MN 55426-3038
612-546-8570
Source: WWW

Gregory's Foods Inc
2514 Northland Dr
Mendota Hts, MN 55120-1005
612-454-0277
Fax 612-454-2254
Source: WWW

H J Heinz Company
8119 Lower 129 Ct
Apple Valley, MN 55124-9746
Source: WWW

Haarmann & Reimer Corp
4838 Aldrich Ave S
Minneapolis, MN 55409-2351
612-825-1210
Source: WWW

Han Yang Oriental Food Store
1433 Silver Lake Rd NW
New Brighton, MN 55112-6319
612-636-7543
Source: WWW

Heller's Food Service
1433 E Franklin Ave
Minneapolis, MN 55404-2101
612-870-9661
Source: WWW

Hershey Chocolate USA
7400 Metro Blvd
Edina, MN 55439-2321
612-835-2277
Source: WWW

Holiday Companies
4567 W 80 St
Bloomington, MN 55437-1123
612-830-8700
Fax 612-830-1688
Source: WWW

Holiday Companies
PO Box 1224
Minneapolis, MN 55440-1224
612-830-8024
Fax 612-830-1688
Source: WWW

Holiday Stores & Stations
4567 W 80 St
Bloomington, MN 55437-1123
612-830-8700
Fax 612-830-1688
Source: WWW

Holsum Foodservice
1667 Snelling Ave N
St Paul, MN 55108-2131
612-641-6577
Source: WWW

Holy Land Bakery & Gr Deli
2513 Central Ave NE
Minneapolis, MN 55418-3725
612-781-2627
Source: WWW

Instantwhip Food Service
3648 Snelling Ave
Minneapolis, MN 55406-2634
612-721-6905
Source: WWW

International Dairy Queen Inc
PO Box 39286
Minneapolis, MN 55439-0286
612-830-0200
Fax 612-830-0270
Source: WWW

International Ethnic Foods Inc
468 Lexington Pkwy N
St Paul, MN 55104-4609
612-647-5484
Source: WWW

International Multifoods Corp
33 S 6 St
PO Box 2942
Minneapolis, MN 55402-0942
612-340-3300
Fax 612-340-6502
Source: WWW

Jacobs Industries Inc
100 S 5 St
Minneapolis, MN 55402-1210
612-339-9500
Source: WWW

Jerry's Produce
1415 Case Ave
St Paul, MN 55106-3499
612-772-3423
Fax 612-774-3214
Source: WWW

John Sexton & Company
5901 Wayzata Blvd
St Louis Park, MN 55416-1204
612-542-8522
Source: WWW

JP Food Service Inc
9605 54 Ave N
Plymouth, MN 55442-1946
612-559-9494
Fax 612-557-2295
Source: WWW

Juhl Brokerage Inc
4200 Olson Memorial Hwy
Minneapolis, MN 55422-4820
612-588-0841
612-588-3414
Source: WWW

Kay Farms
3171 5 St SE
Minneapolis, MN 55414-3305
612-339-8981
Fax 612-331-3434
Source: WWW

Ken Davis Product Inc
4210 Park Glen Rd
St Louis Park, MN 55416-4758
612-922-5556
Fax 612-922-6087
Source: WWW

Kraft Foodservice Inc
2864 Eagandale Blvd
Eagan, MN 55121-1211
612-452-8600
Source: WWW

Lakeville Products
6317 Welcome Ave N
Minneapolis, MN 55429-2017
612-537-4171
Source: WWW

Lamex Foods
3300 Edinborough Way
Edina, MN 55435-5963
612-844-0585
Fax 612-844-0083
Source: WWW

Land O Lakes Inc
PO Box 116
Minneapolis, MN 55440-0116
612-481-2222
Fax 612-481-2020
Source: WWW

Log House Foods
700 Berkshire Ln N
Plymouth, MN 55441-5499
612-546-8395
Fax 612-546-7339
Source: WWW

M G Waldbaum Company
5353 Wayzata Blvd
St Louis Park, MN 55416-1334
612-595-4700
Source: WWW

Malat Produce Company, Inc
754 Kasota Cir SE
Minneapolis, MN 55414-2815
612-378-1606
Source: WWW

Malt-O Meal Company
80 S 8 St
Minneapolis, MN 55402-2100
612-338-8551
Fax 612-339-5710
Source: WWW

Mark Brand International, Inc
701 4 Ave S
Minneapolis, MN 55415-1600
612-341-0623
Source: WWW

MCC Foods
St Paul, MN 55105-1211
612-699-1733
Source: WWW

McGlynn Bakeries Inc
7350 Commerce Ln Ne
Minneapolis, MN 55432-3189
612-574-2222
Fax 612-574-2210
Source: WWW

Metro Heights Food Service
2401 Pilot Knob Rd
Mendota Hts, MN 55120-1121
612-688-8135
Source: WWW

Michael Foods Sales
5353 Wayzata Blvd
St Louis Park, MN 55416-1337
612-545-1162
Fax 612-545-0722
Source: WWW

Midwest Refreshments Inc
2625 4 St SE
Minneapolis, MN 55414-3201
612-378-2221
Toll Free 800-685-9108
Fax 612-378-9447
Source: WWW

Minh Foods Corporation
St Paul, MN 55125-1121
612-731-8533
Source: WWW

Minnesota Made Gourmet Inc
St Paul, MN 55150-1121
612-484-8556
Source: WWW

Minnesota Paddy Wild Rice Cncl
1306 County Road F W
St Paul, MN 55112-2959
612-638-1955
Fax 612-638-0756
Source: WWW

Minter-Weisman Company
1035 Nathan Ln N
Plymouth, MN 55441-5024
612-545-3700
Toll Free 800-742-5655
Source: WWW

Morgans Mex Latin American
736 Robert St S
St Paul, MN 55107-3225
612-291-2955
Source: WWW

Mud Pie Frozen Foods Inc
2549 Lyndale Ave S
Minneapolis, MN 55405-3320
612-870-4888
Fax 612-871-8579
Source: WWW

Nabisco Foods Group
730 Stinson Blvd
Minneapolis, MN 55413-2622
612-331-4325
Fax 612-378-2504
Source: WWW

Nash Finch Company
7600 France Ave S
PO Box 355
Minneapolis, MN 55440-0355
612-844-1036
612-832-0534
Fax 612-844-1237
Source: WWW

Nassau Foods Inc
8055 Ranchers Rd NE
Fridley, MN 55432-1830
612-784-1410
Source: WWW

Naturally Fresh/Eastern Foods
9840 James Ave S
Bloomington, MN 55431-2919
612-888-6653
Source: WWW

Nebco/Evans Distribution Inc
4150 Berkshire Ln N
Plymouth, MN 55446-3813
612-551-1111
Source: WWW

Old City Foods Inc
1857 Charles Ave
St Paul, MN 55104-1750
612-642-9640
Fax 612-642-1553
Source: WWW

Old Dutch Foods Inc
2375 Terminal Rd
Roseville, MN 55113-2530
612-633-8810
Fax 612-633-8894
Source: WWW

Ostrow Wholesale Grocery Co
800 Washington Ave N
Minneapolis, MN 55401-1129
612-332-5800
Source: WWW

Oziam, Inc
529 S 7 St
Minneapolis, MN 55415-1648
612-332-4497
Fax 612-332-4130
Source: WWW

Papatola's Kitchens
10300 27 Ave N
Plymouth, MN 55441-3208
612-374-4865
Source: WWW

Paradise Kitchens
4838 Park Glen Rd
St Louis Park, MN 55416-5702
612-926-0018
Fax 612-926-0301
Source: WWW

- Parkers Farm
420 93 Ave NW
Coon Rapids, MN 55433-5802
612-780-5100
Fax 612-780-5104
Source: WWW
- Peanut Bin Inc
1601 Norwood Dr
Eagan, MN 55122-2724
612-452-1974
Source: WWW
- Pillsbury Bakery & Food Service
12153 Zea Cir NW
Coon Rapids, MN 55433-1616
612-576-0256
Source: WWW
- Preferred Products Inc
PO Box 59294
Minneapolis, MN 55459-0294
Source: WWW
- Premier Food Products Inc
2010 E Hennepin Ave
Minneapolis, MN 55413-2711
612-378-7920
Source: WWW
- Premier Food Products Inc
1200 NE East Moore Lake Dr
Fridley, MN 55432-2711
612-378-7920
Source: WWW
- Protein Marketing Systems
4914 Lincoln Dr
Edina, MN 55436-1071
612-931-0313
Source: WWW
- Qualcepts Nutrients Inc
4940 Viking Dr
Edina, MN 55435-5318
612-893-9976
Fax 612-393-9028
Source: WWW
- R E Fritz Inc
8511 10 Ave N
Minneapolis, MN 55427-4485
612-545-8856
Source: WWW
- Rachels Made from Heart Chips
8120 Penn Ave S
Bloomington, MN 55431-1326
612-884-2305
Source: WWW
- Reclaim Center Inc
931 Vandalia St
St Paul, MN 55114-1304
612-646-1839
Source: WWW
- Red Wing Foods
323 Pierce St NE
Minneapolis, MN 55413-2511
612-379-0026
Source: WWW
- Reser's Fine Foods
2550 Wabash Ave
St Paul, MN 55114-1051
612-646-1298
Source: WWW
- Roots & Fruits Cooprt Products
1929 E 24 St
Minneapolis, MN 55404-4108
612-722-3030
Fax 612-722-0882
Source: WWW
- Royal Crown Beverage Company
553 Fairview Ave N
St Paul, MN 55104-1708
612-645-0501
Fax 612-645-0247
Source: WWW
- Rykoff-Sexton Inc
5901 Wayzata Blvd
St Louis Park, MN 55416-1204
612-542-8522
Toll Free 800-999-8522
Source: WWW
- S T Specialty Foods Inc
8700 Xylon Ave N
Brooklyn Park, MN 55445-1817
612-493-9600
Fax 612-493-9606
Source: WWW
- Saks Foods International
5001 W 80 St
Bloomington, MN 55437-1116
612-835-7336
Source: WWW
- Sandoz Nutrition Corporation
5100 Gamble Dr
PO Box 370
Minneapolis, MN 55440-0370
612-925-2100
Fax 612-593-2087
Source: WWW
- Sandoz Nutrition Corporation
5320 W 23 St
Minneapolis, MN 55416-1657
612-593-2035
Fax 612-593-2087
Source: WWW
- Service Distribution
14324 21 Ave N
Plymouth, MN 55447-4631
612-449-0284
Fax 612-449-0380
Source: WWW
- Sheboygan Sausage Company
5738 Olson Memorial Hwy
Minneapolis, MN 55422-5014
612-546-4471
Fax 612-595-3251
Source: WWW
- Sparta Foods Inc
2570 Kasota Ave
St Paul, MN 55108-1505
612-646-1888
Fax 612-646-0711
Source: WWW
- Sportsman's Recipes Inc
8565 Central Ave NE
Blaine, MN 55434-3314
612-780-3170
Source: WWW
- Steves Warehouse Disc Foods
1830 Como Ave
St Paul, MN 55108-2711
612-224-8855
Source: WWW
- Sunshine Salerno Inc
701 24 Ave SE
Minneapolis, MN 55414-2603
612-379-8232
Fax 612-379-9045
Source: WWW
- Supervalu Inc
PO Box 1451
Minneapolis, MN 55440-1451
612-932-4300
Source: WWW
- Supervalu Inc
11840 Valley View Rd
PO Box 990
Minneapolis, MN 55440-0990
612-828-4000
Fax 612-828-8998, 612-828-4403
Source: WWW
- Swanson Meats Inc
2700 26 Ave S
Minneapolis, MN 55406-1527
612-721-4411
Source: WWW
- Sysco Food Services of MN Inc
2400 County Rd E W
St Paul, MN 55112-7139
612-785-9000
Fax 612-785-7385
Source: WWW
- Tom Tom Products Inc
2415 Annapolis Ln N
Plymouth, MN 55441-3632
612-553-0914
Source: WWW
- Top Choice Foods Inc
9100 W Bloomington Fwy
Bloomington, MN 55431-2251
612-884-7691
Source: WWW
- Tri Star Foods
8823 Zealand Ave N
Brooklyn Park, MN 55445-1800
612-493-3232
Source: WWW
- Twins Wholesale
PO Box 16632
St Paul, MN 55116-0632
Source: WWW
- United Noodles Orntl Food Inc
2015 E 24 St
Minneapolis, MN 55404-4109
612-721-6677
Fax 612-721-4255
Source: WWW
- Upper Lakes Foods Inc
5301 E River Rd
Fridley, MN 55421-1024
612-571-9717
Toll Free 800-879-1265
Source: WWW
- Upper Lakes Foods Inc
4901 W 77 St
Edina, MN 55435-4810
612-832-0300
Source: WWW
- Valu-Line Foods
601 Taft St NE
Minneapolis, MN 55413-2814
612-362-0805
Source: WWW
- Ventures Group
PO Box 116
Minneapolis, MN 55440-0116
612-481-2222
Fax 612-481-2022
Source: WWW
- Voyageur Trading Company
6985 Washington Ave S
Edina, MN 55439-1506
612-829-9393
Source: WWW
- Voyageur Trading Company
7668 W 78 St
Minneapolis, MN 55439-2815
612-942-7766
Fax 612-942-7513
Source: WWW
- Waymouth Farms Inc
13870 Industrial Park Blvd
Plymouth, MN 55441-3747
612-559-3930
Fax 612-559-5101
Source: WWW
- Wendt & Associates Inc
11591 Silverod St NW
Coon Rapids, MN 55433-2645
612-379-8311
Source: WWW
- Westway Trade Corp LQD Feed
7901 Xerxes Ave S
Minneapolis, MN 55431-1220
612-885-0233
Fax 612-885-0226
Source: WWW
- WI Stump & Assoc
76 Moreland Ave E
W St Paul, MN 55118-2416
612-455-1608
Source: WWW
- Wilson Continental Deli
5141 148 Path W
Apple Valley, MN 55124-7721
612-423-6242
Source: WWW
- Wisconsin Bar Brand Warehouse
292 Commerce Cir S
Fridley, MN 55432-3105
612-571-5360
Source: WWW
- Zuccaro's Produce Company
1000 N 3 St
Minneapolis, MN 55401-1019
612-333-1122
Fax 612-333-5711
Source: WWW

Sources

- <http://www.switchboard.com>
US West Direct Yellow Pages,
Minneapolis and surrounding communities, January 1992/93,
pp. 902-903.
US West Direct Yellow Pages,
Minneapolis and surrounding communities, January 1996/97,
p 903.

APPENDIX C

A Sample Survey

Date _____

HELLO, I'M _____
WITH {YOUR ORGANIZATION}.

WE'RE A {YOUR PRODUCT OR SERVICE}
SUPPLIER IN THE REGION AND WE'D LIKE TO ASK YOU
A FEW QUESTIONS ABOUT WHAT YOU BUY. IN THIS WAY,
WE WILL BE ABLE TO SERVE YOU BETTER.

1. Name of Business _____

Address _____

Telephone _____

2. Person Interviewed _____

Title or Position _____

3. Major Business Activity (describe) _____

1. Do you buy {your product}? Yes No

2. If it was available to you would you buy it? Yes No
(If NO to 1 and 2, STOP).

3. What type of {your product} do you want? {list choices offered}.

4. What volume of {your product} would you buy during the year?

5. (Knowing that prices fluctuate) What delivered price would you pay for the
item during the year?

A. Highest Price _____

B. Lowest Price _____

C. Average Price _____

6. How often would delivery be required for {your product}?

A. Once _____

B. Weekly (1x) _____ (2x) _____ (3x) _____

C. Monthly _____

7. Who is the current source of this item? _____

Where are they located? _____

8. How do you use the product? _____

9. Do you repack this item? Yes No

(If yes, describe the process and final container) _____

10. If there is further processing done, would you prefer someone else do
that for you? _____

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