AMS-495

MARKETING RESEARCH DIRECTORY

Agricultural Marketing Service

- Field Locations
- Personnel in Charge

UNITED STATES DEPARTMENT OF AGRICULTURE
Agricultural Marketing Service

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Washington, D. C.

January 1963

AGRICULTURAL MARKETING SERVICE

MARKETING RESEARCH

Marketing Research in the Agricultural Marketing Service is directed toward increasing marketing efficiency by reducing product losses and costs through the development of practical answers to problems encountered in the handling, storage, and distribution of agricultural products from the farm through retail stores. Increased production and better utilization of farm products, technological advances in the marketing system, changing marketing and distribution patterns, shifts in population and industry, and waste and spoilage in marketing channels call for reliable research results to make intelligent decisions in packing, storing, transporting, handling and grading, and selection of facilities, equipment, and work methods for the efficient marketing of agricultural products.

Under the authority contained in the Agricultural Marketing Act of 1946, and other legislation, research methods are applied to the solution of marketing problems such as improving marketing practices; identifying, measuring and maintaining product quality; preventing losses from waste, spoilage and insect attack; and improving marketing equipment, facilities, and handling methods, thereby reducing costs. The research, involving active cooperation with the State Agricultural Experiment Stations, other Government agencies, and public and private firms, organizations and institutions, is designed to benefit agriculture, the marketing system which services agriculture, and consumers. Research is conducted at each stage of marketing, such as at assembly points and storage sites, in transportation, at terminals or central markets, and at wholesale and retail markets; and deals with physical operations, equipment and facilities in handling and biological and related problems associated with the evaluation, measurement, protection, maintenance, and improvement of product quality.

The research is conducted in two research divisions with projects covering the following areas:

MARKET QUALITY

Research directed toward quality maintenance, protection, and improvement by solving physiological, pathological, and entomological problems encountered as farm and food products move through marketing channels. Included is the use of proper packages, temperatures, humidities, and atmospheres to prevent spoilage and deterioration in handling, storage and transportation, and to maintain or improve product quality; the prevention, control, or eradication of insect attacks or contamination of products in marketing channels; and quality evaluation, including development of objective measurements, tests, devices, and instruments for use in identifying and measuring market quality and in establishing standards and specifications for quality in inspection, grading, and classing of agricultural products and in devising means to protect product quality.

TRANSPORTATION AND FACILITIES

Research directed toward improving physical facilities, equipment, and methods for assembling, packing, packaging, handling, storing, transporting, wholesaling and retailing farm and food products to increase the efficiency of marketing. Included is engineering and related research to develop improved methods of loading and bracing agricultural products to reduce breakage and damage in transit; development of improved transportation equipment, methods, and practices; the testing of improved packages and shipping containers and appraisals of the relative advantages of prepackaging at shipping point, wholesale, or retail markets; the development and testing of improved equipment, work methods, and plant layout for performing handling operations in marketing; and planning and assisting in developing efficient facilities in specific locations for off-farm conditioning, handling, storing, and buying and selling farm products.

Marketing Research in AMS requires a considerable range of scientific specialization including entomologists, plant pathologists, plant physiologists, horticulturists, chemists, biochemists, botanists, physicists, technologists, agricultural engineers, industrial engineers, mechanical engineers, marketing specialists, and a few transportation economists and agricultural economists. Often scientists representing several disciplines will work together on complimentary phases of the same project, which permits research of a broader scope when seeking solutions to market quality, handling, and transportation problems. It logically follows that this type of research requires laboratory and storage facilities and a wide range of scientific equipment, experimental product, and access to and use on a cooperative basis of all kinds of facilities and handling equipment and operations in the marketing system.

A substantial portion of this research is conducted at field locations. On January 1, 1963, 199 full-time employees or approximately 54 percent of the marketing research staff were stationed at 28 field locations in 17 States. The scope of activities or projects conducted at these field locations is evidenced by the listing that follows.

Omer W. Herrmann
Deputy Administrator

Field Locations, Personnel in Charge

C A L I F O R N I A

MARKET QUALITY RESEARCH

Howard D. Nelson, Entomologist in Charge
1731 West Bullard Avenue
Fresno 4, California

Telephone: BAldwin 7-3624

Control of insects in dried fruits and nuts.

John M. Harvey, Plant Path. in Charge
2021 South Peach Avenue
Fresno 2, California

Telephone: CLinton 5-0203

Handling, transportation, storage, and postharvest diseases of deciduous fruits, vegetables, and other horticultural crops.

G. Leonard Rygg, Plant Phys. in Charge
Room 209, Federal Building
440 South Thomas Street
P. O. Box 700
Pomona, California

Telephone: NAtional 2-5061

Handling, transportation, storage, and postharvest diseases of citrus, dates, and other subtropical fruits.

TRANSPORTATION AND FACILITIES RESEARCH

Peter G. Chapogas, Agr. Econ. in Charge
3525 E. Tulare Street
Fresno 2, California

Telephone: AMherst 4-8990

Development and evaluation of shipping containers and consumer packages for agricultural products.

Charles D. Bolt, Indust. Engr. in Charge
1601 Brundage Lane
Bakersfield, California

Telephone: FAirview 7-5961

Development of improved work methods and equipment for handling bales of cotton in compresses and warehouses.

MARKET QUALITY RESEARCH

Thurman T. Hatton, Jr., Horticulturist in Charge
13601 Cutler Road
Miami 56, Florida
(Substation of Orlando)

Telephone: CEdar 5-0321

Handling, storage, and transportation of subtropical fruit and other horticultural crops.

Paul L. Harding, Plant Phys. in Charge
2120 Camden Road
Orlando 5, Florida

Telephone: GArden 4-5693

Handling, storage, transportation and postharvest diseases of citrus fruits and vegetables.

TRANSPORTATION AND FACILITIES RESEARCH

Earl K. Bowman, Indust. Engr. in Charge
P. O. Box 3505, University Station
Gainesville, Florida

Telephone: FRanklin 2-0540

Development of more efficient work methods and equipment and design of improved packing house facilities for off-farm handling of citrus fruits, vegetables, and early crop potatoes.

Russell H. Hinds, Jr., Trans. Econ. in Charge
2520 N. Orange Avenue
Orlando, Florida

Telephone: GArden 2-2686

Research on pallet container development and on loading methods for shipment of agricultural products from Florida and the Southeast.

John L. Ginn, Agr. Econ. in Charge
2520 N. Orange Avenue
Orlando, Florida

Telephone: GArden 2-2686

Research on the development and evaluation of shipping containers and consumer packages for agricultural products.

MARKET QUALITY RESEARCH

Frederick O. Marzke, Entomologist in Charge
3401 Edwin Avenue
Savannah, Georgia

(Mailing Address: P. O. Box 3425, Sta. A)

Telephone: 234-0661

Evaluation and development of insecticides, fumigants, and insect-resistant packages for the protection of stored agricultural products against insect damage.

Kenneth N. May, Agent
Dept. of Poultry Husbandry
University of Georgia
Athens, Georgia

Telephone: LIberty 3-2511, Ext. 541

Research studies on sanitation in poultry processing plants.

Leonard M. Redlinger, Entomologist in Charge
Coastal Plain Experiment Station
Tifton, Georgia

Telephone: 382-6530

Control of insects in stored corn and peanuts in Southeastern Coastal Plains Region.

TRANSPORTATION AND FACILITIES RESEARCH

Arthur H. Bennett, Agr. Engr. in Charge
Barrow Hall
University of Georgia
Athens, Georgia

Telephone: LIberty 3-2511, Ext. 354

Research to develop improved methods, techniques, and equipment for precooling fruits and vegetables.

Rex E. Childs, Indust. Engr. in Charge
Barrow Hall
University of Georgia
Athens, Georgia

Telephone: LIberty 3-2511, Ext. 354

Increased efficiency of poultry processing plants.

Reed S. Hutchison, Agr. Engr. in Charge
109 S. Monroe Street
Albany, Georgia

Telephone: HEmlock 2-6317

Research to develop improved methods, techniques, operating procedures and equipment, and to design related facilities for drying, conditioning, handling, storage, and shelling of peanuts.

I L L I N O I S

MARKET QUALITY RESEARCH

Marion A. Smith, Plant Path. in Charge
536 South Clark Street
Chicago 5, Illinois

Telephone: HArrison 7-7523
Ext. 273

Handling, transportation, and storage of fruits and vegetables, with particular reference to diseases that cause spoilage during transit and on the market.

James K. Quinlan, Entomologist in Charge
102 1/2 South 4th Street
Watseka, Illinois

Telephone: IDlewood 2-2817

Control of insect infestation in CCC-owned grain stored at bin sites.

TRANSPORTATION AND FACILITIES RESEARCH

Herman F. Mayes, Agr. Engr. in Charge
102 1/2 South 4th Street
Watseka, Illinois

Telephone: IDlewood 2-2817

Improved handling, conditioning and storing of CCC-owned grain at bin sites.

UNITED STATES DEPARTMENT OF AGRICULTURE
Agricultural Marketing Service
Washington 25, D. C.

January 29, 1963

SUPPLEMENT

In the MARKETING RESEARCH DIRECTORY, AGRICULTURAL MARKETING SERVICE--FIELD LOCATIONS, PERSONNEL IN CHARGE, AMS-495, under "Illinois, Market Quality Research," insert--

J. Stanley Melching, Plant Pathologist in Charge
102 1/2 South 4th Street
Watseka, Illinois.

Telephone: Idlewood 2-2817

Research on microbiology of stored grain.

TRANSPORTATION AND FACILITIES RESEARCH

George H. Foster, Agr. Engr. in Charge
312 Agric. Engineering Building
Purdue University
Lafayette, Indiana

Telephone: 92-2432

Improved work methods, equipment, and facilities for off-farm handling, and storage of grain and oilseed.

MARKET QUALITY RESEARCH

Gailen D. White, Entomologist in Charge
520 N. Juliette Street
P. O. Box 191
Manhattan, Kansas

Telephone: PRescott 8-2535

Control of insects in stored grains.

TRANSPORTATION AND FACILITIES RESEARCH

Albert H. Graves, Indust. Engr. in Charge (Acting)
Agric. Engineering Department
Kansas State College
Manhattan, Kansas

Telephone: JEfferson 9-3881

Improved work methods, equipment, and facilities for off-farm conditioning, handling, and storage of grain and seed.

MARKET QUALITY RESEARCH

Jack B. Wilson, Plant Path. in Charge
Maine Potato Handling Research Center
Box 765
Presque Isle, Maine

Telephone: POrter 2-8281

Handling, transportation, storage, and postharvest diseases of potatoes.

TRANSPORTATION AND FACILITIES RESEARCH

Robert A. Ries, Indust. Engr. in Charge
Maine Potato Handling Research Center
Box 532
Presque Isle, Maine

Telephone: POrter 2-8281

Improved work methods, equipment, and facilities for handling and storing potatoes.

MARKET QUALITY RESEARCH

Herbert Findlen, Horticulturist in Charge
Red River Valley Potato Research Center
P. O. Box 113
East Grand Forks, Minnesota

Telephone: 773-1175

Handling, transportation, storage, and postharvest diseases of potatoes.

TRANSPORTATION AND FACILITIES RESEARCH

Alfred D. Edgar, Agr. Engr. in Charge
Red River Valley Potato Research Center
P. O. Box 113
East Grand Forks, Minnesota

Telephone: 773-1175

Improved work methods, equipment, and facilities for handling and storing potatoes.

TRANSPORTATION AND FACILITIES RESEARCH

Lloyd L. Smith, Agr. Engr. in Charge
Delta Branch Experiment Station
Stoneville, Mississippi

Telephone: 686-7141

Research to develop improved methods, techniques, equipment, and facilities for the conditioning, handling, and storage of cottonseed and soybeans.

MARKET QUALITY RESEARCH

Bernard A. Friedman, Plant Path.
in Charge
Room 1022
641 Washington Street
New York 14, New York

Telephone: WAtkins 4-1000
Ext. 222 - 223

Handling, transportation and storage of fruits and vegetables, with particular reference to diseases that cause spoilage during transit and on the market.

MARKET QUALITY RESEARCH

James W. Dickens, Agr. Engr. in Charge
Dept. of Agricultural Engineering
North Carolina State College
Raleigh, North Carolina

Telephone: TEmple 4-5211, Ext. 475

Development of improved methods and equipment for the grading of farmers' stock peanuts.

Leaton J. Kushman, Plant Phys. in Charge
Dept. of Horticulture
222 Kilgore Hall
N. C. Agric. Experiment Station
Raleigh, North Carolina

Telephone: TEmple 4-5211, Ext. 318

Handling, transportation, and storage of fruits, vegetables, and other horticultural crops.

TRANSPORTATION AND FACILITIES RESEARCH

Donald R. Hammons, Indust. Engr.
in Charge
Meat Laboratory
Oklahoma State University
Stillwater, Oklahoma

Telephone: FRontier 2-6211
Ext. 7221

Research to develop more efficient work methods, techniques, devices, and equipment and to design improved facilities for commercial livestock slaughter and meat packing operations and for the wholesale distribution of meats and packing house by-products.

MARKET QUALITY RESEARCH

Frank Newton, Cotton Tech. in Charge
Box 792, Textile Building
Clemson Agricultural College
Clemson, South Carolina

Telephone: 654-2938

Research on improved evaluations of cotton quality, particularly as that quality relates to spinning, weaving, and finishing performance and use value.

MARKET QUALITY RESEARCH

Raymond A. Stermer, Agr. Engr. in Charge
Dept. of Agricultural Engineering
Texas A & M College
College Station, Texas

Telephone: VIctor 6-4322

Quality evaluation and maintenance research on rice and other grains.

Howard B. Johnson, Plant Path. in Charge
P. O. Box 1425
Lon Hill Park
Harlingen, Texas

Telephone: GArfield 3-4228

Handling, storage, transportation, and postharvest diseases of citrus fruits, vegetables, and other horticultural crops.

Elvin W. Tilton, Entomologist in Charge
8100 Cypress Street
P. O. Box 5035, Harrisburg Station
Houston 12, Texas

Telephone: WAlnut 8-3012

Prevention of insect infestation in stored rice.

TRANSPORTATION AND FACILITIES RESEARCH

David L. Calderwood, Agr. Engr. in Charge
Rice-Pasture Experiment Station
Route 5
Beaumont, Texas

Telephone: REdwood 9-2741

Research to develop improved methods, techniques, and equipment and to design related facilities for the commercial cleaning, drying, handling, milling, and storage of rice.

MARKET QUALITY RESEARCH

Joseph N. Tenhet, Entomologist in Charge
400 N. 8th Street
P. O. Box 10125
Richmond 20, Virginia

Telephone: 649-3611, Ext. 2551

Insect control in stored tobacco and tobacco products.

MARKET QUALITY RESEARCH

Harold A. Schomer, Plant Phys. in Charge
Room 111, Post Office Annex
P. O. Box 99
Yakima and Mission Street
Wenatchee, Washington

Telephone: NOrmandy 2-5903

Handling, transportation, storage, and postharvest diseases of fruits, vegetables, and other horticultural crops.

TRANSPORTATION AND FACILITIES RESEARCH

Glenn O. Patchen, Mech. Engr. in Charge
Room 103, Post Office Annex
P. O. Box 99
Yakima and Mission Streets
Wenatchee, Washington

Telephone: NOrmandy 2-5903

Improving storage equipment and facilities for apples and other tree fruits.

James B. Fountain, Agr. Econ. in Charge
Room 214, Larson Andrews Building
212 1/2 East A Street
Yakima, Washington

Telephone: GLencourt 2-9833

Development and evaluation of shipping containers and consumer packages for agricultural products.

MARKET QUALITY RESEARCH

W. E. Burkholder, Entomologist in Charge
University of Wisconsin
200 King Hall
Madison, Wisconsin

Telephone: ALpine 5-3311, Ext. 2524

Prevention of insect and mite damage to dairy products.