

# ORGANIC FOOD INDUSTRY GUIDE

Updated July 2019



This is a guide to some of the resources available within the British Library's Business & IP Centre relevant to the organic food industry.

Inside you will find sources of information such as market research (statistics, trends, developments), key companies, trade magazines, newsletters, and Internet sources.

This guide will be useful to anyone starting a business within the organic food industry and also for those wanting to further their knowledge within this area.

## Start-Up Information



The Cobra database contains practical fact-sheets on all aspects of starting, running and managing a small business – including information on writing business plans, marketing, company structures etc.

accessible via  
electronic  
databases

It also covers the practical aspects of how to start and run particular types of businesses – outlining necessary skills, regulations, licences and legislation etc. and highlights other sources of information and advice available.

### Business Opportunity Profiles (BOP)

Farm Shop	BOP164
Health Food and Supplements Retailer	BOP011

### Business Information Fact Sheets

A Guide to Food Hygiene Inspections	BIF503
A Guide to Food Hygiene Regulations in the UK	BIF193
A Guide to Food Labelling Requirements	BIF182
A Guide to the Food Safety Act 1990	BIF070
An Introduction to Food Safety Legislation	BIF435

### Sector Research Guides (SRG)

Food and Drink	SRG003
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### UK Market Synopsis

Food and Grocery Retail	SYN092
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### Business Legal Library

Food Safety Act 1990	LEG004
Organic Product Regulations 2009	LEG575

### Sector Updates

Food and Drink - Sector Update	SEC008
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### Source of Business Information

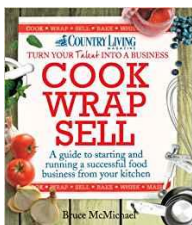
Department for Environment, Food & Rural Affairs	SOU079
Food Standards Agency (FSA)	SOU080
Health Food Manufacturers' Association	SOU629
Soil Association Certification	SOU092
Trading Standards Institute (TSI)	SOU093

### Mini Business Opportunity Profiles (MBP)

Fresh Pasta Producer	MBP114
Hamper Service	MBP028
Health Food/Organic Café	MBP046
Homemade Sauce and Marinade	MBP034
Homemade Soup Producer	MBP251
Pick Your Own Fruit	MBP153
Raw Food Café	MBP121
Vegetable Box Scheme	MBP154
Vegetarian/Vegan Restaurant	MBP181

## Small Business Help Books

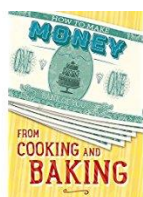
This is a collection of books with practical information aimed at those starting and running a business. Located in the Centre, unless otherwise stated.



**Cook, wrap, and sell: a guide to starting and running a successful food business from your kitchen** by Bruce McMichael (Petersfield: Brightword, c2012.)

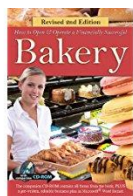
[SBH BT 16 Small Business Help]

The book provides real-life stories of people making money from cooking, baking and blogging. It also offers information on funding, tax, insurance, branding and packaging.



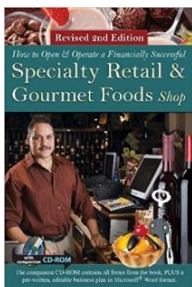
**How to make money from cooking and baking** by Rita Storey (London: Franklin Watts, 2017) [SBH. BT.52]

The book is aimed at anyone with a love of cooking and baking, or those who wish to develop a business idea in this industry.



**How to open a financially successful bakery** by Zachary Humphrey (Ocala, Florida: Atlantic Publishing Group Inc., 2015) [SBH. BT.56]

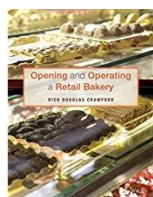
This book provides practical information on the bakery business such as; legal concerns, food safety, how to buy or sell a bakery, kitchen management, cost control, product planning and pricing, creating a successful business plan and much more.



**How to open & operate a financially successful specialty retail & gourmet foods shop**

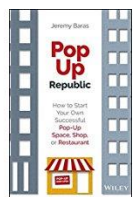
by Sharon Fullen (Ocala, Florida: Atlantic Publishing Group, 2017) [SBH. BT.54]

Covers detailed information to help you start, operate and manage a profitable speciality store.



**Opening and operating a retail bakery** by Rick Douglas (Crawford, Hoboken, New Jersey: Wiley, 2014) [SBH. BT.85]

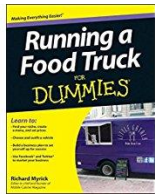
Covers tools, advice and best practices based on the author's experience for opening and operating a successful bakeshop.



**Pop up republic: how to start your own successful pop-up space, shop, or restaurant**

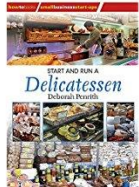
by Jeremy Baras (Hoboken, New Jersey: Wiley, 2016) [SBH. BT.88]

Comprehensive guide to the pop-up industry also covers success stories, examples, anecdotes and case studies.



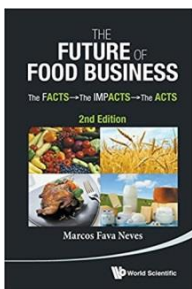
**Running a food truck for dummies** by Richard Myrick (For Dummies, 2016) [(Digital Content) Non-Print Legal Deposit Access.] Via Explore the British Library Catalogue.

The book provides information to help you create a successful business plan. Explains how PR and social media can be used to build up a following, outlines how to stay in profit and expand. Helpfully the book also uses several icons such as warnings icons which clarifies how to protect against potential pitfalls, whilst other icons are used to provide indications of methods or ideas which will give you an advantage on the road to food truck success.



**Start and run a delicatessen** by Deborah Penrith (Oxford: How To Books, 2009) [SBH. BT.102]

Provides all the information required to start and run a delicatessen.



**The future of food business: the facts, the impacts, the acts** (Marcos Fava Neves 2014) [SBH. BT.142]

The book provides details of world food crises and discusses up to date food trends and more. Useful for anyone who is involved with food chain networks.

## Market Research & Statistics

If you are planning on starting a business you will need to be aware of the latest trends, developments and opportunities within your industry which can all be found from market research.

Market research also covers market size and forecasts, consumer demographics and attitudes, the key players and products and will often include SWOT and PEST analysis showing areas of strength, weakness, opportunities etc.



- United Kingdom – Food & Grocery Retail (MLIP2817 – 0054 - MarketLine )



- Fruit Growing in the UK - A01.200
- Fruit & Vegetable Processing in the UK - C10.390
- Fruit & Vegetable Retailers in the UK - G47.210
- Fruit & Vegetable Wholesaling in the UK - G46.310
- Organic Food Retailing in the UK - UK0.002
- Vegetable Growing in the UK - A01.130



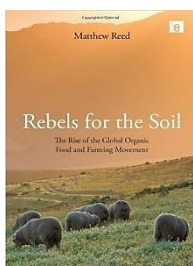
- Organic Food and Drink - UK



- **Brexit Organic Trade: Milk Opportunities, Within and Beyond the EU**
- **Health and Wellness Market Performance 2015: What's New? (Opinion)**
- **Naturally Healthy Packaged Food in the United Kingdom**
- **Organic Beverages in the United Kingdom**
- **Organic Food and Beverages – Strong Business Potential but some Certification Issues**
- **Organic Packaged Food in the United Kingdom**

Please note that many articles about the organic food industry (from business journals and newspapers) are available from our electronic sources: eMarketer, Business Source Complete (EBSCO), Factiva, ABI Inform Global.

## Printed Market Research Reports (Please ask for help in finding these items)



**Rebels for the soil: the rise of the global organic food and farming movement** (Earthscan, 2010) [YK.2010.a.22202 Must be ordered using the Catalogue – Explore the British Library]  
Includes details of social movements, saving the soil, poisonous elixirs and the rise of organic food retailing.

## Business News & Journals



In order to find the latest news on your topic it is always worth searching Factiva, Business Source Complete and EMIS.



You will find articles from specialist business and academic journals, as well as newspapers and magazines. You may also find market research reports And case studies. As well as profiles of leading industry figures.



You will also find articles covering recent developments, and predicting future trends in your industry.

## Trade Magazines and Newsletters

Useful for gaining inside knowledge, recent trends, industry news, company profiles, reviews of new Products and services. Some contain annual reviews and company contact lists. Ordered via Explore the British Library (please ask for help).



**AgraFood Europe** (Agra Europe, monthly) [(P) DL 230 -E (11) (Science 2)]  
Monthly newsletter on all aspects of European agriculture.



**Organic & natural business** (Previously known as *Organic Business*) (Target Publishing, Monthly) [(P) HP 13 -E (26) (Science 2)]  
Trade magazine looking at the farming, retailing and marketing of organic Produce. Also contains new product developments and an ingredient and raw materials directory. 2003-



**Organic Farming Magazine** (Soil Association)  
[(P) DM 38-E (7) Science 2]  
Covers news, features and technical information for farmers and growers.



**Organic Market Report** (Bristol: Soil Association) [(P) DM 38 - E (11) (Science 2)]  
Covers producer trends, market statistics, consumer attitudes, policy support, organic farming, processed organic products, natural foods, and statistics and market surveys.



**Speciality Food: Fine foods, organic produce, ethnic & deli ranges** (Colchester Castle House, Monthly) [ZK.g.d.2749 – Must be ordered via the catalogue – Explore the British Library]  
Food industry and trade periodicals.

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## Directories

Contain lists of companies and industry contacts. Some have annual industry reviews, and specialist articles.



**The Grocer Directory of Manufacturers and Suppliers** (William Reed Publishing, 2018)  
[(B) DIR 380.1456402541 BUS]  
Not specifically concerned with organic food but the index lists 150 companies producing organic foods: Also provides lists of suppliers, wholesalers and A – Z of organic products.



**The Natural Trade Directory** (Target Publishing Ltd, 2018) [(B) DIR 641.30202541 BUS]  
Buyers guide for the natural and organic trade industry with listings of companies, products and services, trade names and other useful contacts.

## Internet Sources

Websites containing free sources of industry statistics, information and contacts.

### Agra

Major news source for all aspects of agriculture. Mostly subscription only but has a brief summary of some of their reports. Also covers food policy. [www.agribusinessintelligence.informa.com/productsites](http://www.agribusinessintelligence.informa.com/productsites)

### All Organic Links – A Partner of Organic.org

A listing system for the organic industry - organic information, associations, growers, and retailers. [www.allorganiclinks.com](http://www.allorganiclinks.com)

### London Farmers Market

Provides details of nearest farmers markets via their locator, covers latest news and in - season produce, website also features a blog. [www.lfm.org.uk/](http://www.lfm.org.uk/)

### Organic Centre Wales

Based at the University of Aberystwyth. Offers advice to farmers going organic. [www.organiccentrewales.org.uk/](http://www.organiccentrewales.org.uk/)

### Organic Food.co.uk

Lifestyle and information magazine website. [www.organicfood.co.uk/](http://www.organicfood.co.uk/)

### Organic Food Federation

Association embraces farmers, growers, manufacturers, importers and retailers. [www.orgfoodfed.com/](http://www.orgfoodfed.com/)

### Simon Wright – the Organic Consultancy

Website of a private consultant, but contains useful free information on the organics industry and advice on going organic. [www.organicandfairplus.com/](http://www.organicandfairplus.com/)

### Soil Association

Main pressure group and certification body for organic food and farming. Website has information about the association, news and an online version of the Organic Directory. [www.soilassociation.org/](http://www.soilassociation.org/)

### Sustain

Pressure group promoting better food and farming techniques also publish reports. [www.sustainweb.org/](http://www.sustainweb.org/)

### UK Farmers Markets

The UK's farmers' market listings site. [www.urlm.co.uk/www.local-farmers-markets.co.uk](http://www.urlm.co.uk/www.local-farmers-markets.co.uk)

### World Wide Opportunities on Organic Farms (WWOOF)

Dedicated to helping those who would like to volunteer on organic farms internationally. [www.wwoof.net](http://www.wwoof.net)

Please note that every effort has been taken to ensure the accuracy of the information contained in this document, however some recently acquired items may since have been added to the Collection. Please ask for help at the enquiry desk or check the online catalogue "Explore the British Library" (<http://explore.bl.uk>) for more details.



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