

## BIBLIOGRAPHY

AAKER, D.A. & DAY, G.S. 1982. *Marketing Research*. 3rd ed. New York: John Wiley & Sons.

ALLEN, M.K. 1986. *The Development of an Artificial Intelligence System for Inventory Management Using Multiple Experts*. Ph.D. Thesis. Ohio State University,

ANDERSON, E. & WEITZ, B.A. 1992. The Use of Pledges to Build and Sustain Commitment in Distribution Channels. *Journal of Marketing Research*, 29(1):18–34.

BELLO, D.C. & LOHTIA, R. 1995. Export Channel Design: The Use of Foreign Distributors and Agents. *Journal of the Academy of Marketing Science*, 23(2):83–93.

BERMAN, B. 1996. *Marketing Channels*. New York: John Wiley & Sons.

COOPER, M.C. & ELLRAM, L.M. 1993. Characteristics of Supply Chain Management and the Implications for Purchasing and Logistics Strategy. *The International Journal of Logistics Management*, 4(2):13–24.

DAVENPORT, T.H. 1993. *Process Innovation: Re-engineering Work through Information Technology*. Boston: Harvard Business School Press.

DECKER, K.S. 1995. *Environmental Centered Analysis & Design of Coordination Mechanisms*. Ph.D. Thesis. University of Massachusetts.

DELPORT, R. 2000. Wie Koop Wat Waar. *Finansies en Tegniek*, 10:12–15, August.

DONEY, P.M. & CANNON, J.P. 1997. An Examination of the Nature of Trust in Buyer-Seller Relationships. *Journal of Marketing*, 61(2):35–51.

DOYER, O.T. 2002. The Concept of Supply Chains in Agribusiness Management. (In Van Rooyen, C.J., Doyer, O.T., Bostyn, F. & D'Hease, L. *Agribusiness: A Source Book for Agribusiness Training*.

DOYER, O.T., SOLER, G. & VAN ROOYEN, C.J. 2001. Supply Chain Management for the Potato Industry.

DRUKER, P. 1962. The Economics Dark Continent. *Fortune Magazine*, 65(4):103.

DUNWELL, J. 1998. Novel Food Products from Genetically Modified Crop Plants: Methods and Future Prospects (Review). *International Journal of Food Science & Technology*, 33(3):205–213, June.

DUNWELL, J. 1999. Transgenic Crops: The Next Generation, or an Example of 2020 Vision. *Annals of Botany*, 84(3):269–277, September.

EL-ANSARY, A.I. & STERN, L.W. 1972. Power Measurement in the Distribution Channel. *Journal of Marketing Research*, 9(1):47–52, February.

GANESHAN, R. & HARRISON, T.P. 1995. *An Introduction to Supply Chain Management*. Working document. [Online] Available: [www.rxg112@silmaril.smeal.psu.edu](http://www.rxg112@silmaril.smeal.psu.edu).

GATTORNA, J.L. & WALTERS, D.W. 1996. *Managing the Supply Chain*. New York: MacMillan.

GECOWETS, G.A. 1979. Physical distribution management. *Defense Transportation Journal*, 35(4):5.

GIOVANNUCCI, D. 1998. A Guide to Developing Agricultural Markets and Agro-enterprises. *Building Agri Supply Chains: Issues and Guidelines*.

GIUNIPERO, L.C. & BRAND, R.R. 1996. Purchasing's Role in Supply Chain Management. *International Journal of Logistics Management*, 7(1):29–38.

GOODHUE, R. E. 1999. Input Control in Agricultural Production Contracts. *American Journal of Agricultural Economics*, 81(3):615–620.

GOODHUE, R. E. 2000. Broiler Production Contract as a Multi-Agent Problem: Common Risk, Incentives and Heterogeneity. *American Journal of Agricultural Economics*, 82(3):606–622.

GRANGE, B. 1992. Building Supply Chain Relationships. Paper given at a retail solutions conference, October 1992, BACG Consultants.

HAIR, J.F. (Jr.), ANDERSON, R.E., TATHAM, R. L. & BLACK, W.C. 1995. *Multivariate Data Analysis with Readings*. 4th ed. Englewood Cliffs, NJ: Prentice Hall.

HAMMER, M. & CHAMPY, J. 1993 *Re-engineering the Corporation: A Manifesto for Business Revolution*. New York: Harper Business.

HEINRICH, J. 1998. *Marketing Strategies after the Year 2000. Trends and Tendencies on the German and European Potato Market*.

HIND, A.M. 1998. The UK Agri-food Chain: From Statutory Protection to Market-driven Management. *Farm-Management*, 10(2):63–74.

HUNT, S. D. & NEVIN, J.R. 1974. Power in a Channel of Distribution: Sources and Consequences. *Journal of Marketing Research*, 11(2):186–193.

JOHNSON, G. & SCHOLES, K. 1997. *Exploring Corporate Strategy*. 4th ed. London: Prentice Hall.

JORDAAN, A.J. & VAN SCHALKWYK, H.D. 2002. *Impact of the potato industry on the South African economy*. Unpublished report. Department of Agricultural Economics, University of the Free State, Bloemfontein.

KAYS, S., WANG, Y. & MCLAURIN, W. 1998. Development of Alternative Flavor Types of Sweet Potato as a Means of Expanding Consumption. *Tropical Agriculture*.

KLEIN, S., FRAZIER, G.L. & ROTH, V.J. 1990. A Transactional Cost Analysis Model of Channel Integration in International Markets. *Journal of Marketing Research*, 17:196–208.

KOTLER, P. 1997. *Administração de Marketing: Análise, Planejamento, Implementação e Controle*. São Paulo: Atlas, 1997, 8ª. edição, 676 p.

KOTLER, P. 2003. *Marketing Management*. 11th ed. International Edition. Boston: Irwin/McGraw-Hill.

KOZAK, R.A. & COHEN, D.H. 1997. Distributor-Supplier Partnering Relationships: A Case in Trust. *Journal of Business Research*, 39(1):33-38, May.

LAMBERT, D.M., STOCK, J.R., ELLRAM, L.M. 1998. *Fundamentals of Logistics Management*. Burr Ridge, IL: Irwin/McGraw-Hill.

LEE, HAU L. & COREY BILLINGTON. 1993. Material Management in Decentralized Supply Chains. *Operations Research*, 41(5):835-847.

LEVIS, P. & CHAMBERS, E. 1996. Influence of Healthy Concepts and Product Acceptance: A Study with Plain Potato Chips. *Journal of Food Products Marketing*, 3(4):45-63.

LUSCH, R.F. 1976. Sources of Power: Their Impact on Intrachannel Conflict. *Journal of Marketing Research*, 13(4):382–390.

LYONS, K., BURCH, D., RICKSON, R. & LAWRENCE, G. 1996. *Agro-industrialisation and Social Change within the Australian Context: A Case Study of the Fast Food Industry*. Globalisation and agrifood restructuring: perspectives from the Australian region. p. 239–249.

MAHONEY, J.T. 1992. The Choice of Organizational Form: Vertical Financial Ownership versus Other Methods of Vertical Integration. *Strategic Management Journal*, 13(8):559–584.

MALHOTRA, N.K. 1997. *Marketing Research: An Applied Orientation*. 2nd ed. Englewood Cliffs, NJ: Prentice-Hall.

MINTZBERG, H. 1994. *The Rise and Fall of Strategic Planning*. New York, NY: Prentice-Hall.

MORGAN, R.M. & HUNT, S.D. 1994. The Commitment-Trust Theory of Relationship Marketing. *Journal of Marketing*, 58(3):20–38.

NEVES, M.F., ZUURBIER, P. & CAMPOMAR, M.C. 2001. A Model for the Distribution Channels Planning Process. *The Journal of Business and Industrial Marketing*, 16(7):518–539.

NIGHTINGALE, D.V. & TOULOUSE, J.M. 1977. Toward a Multi-level Congruence Theory of Organization. *Administrative Science Quarterly*, 22(2):264–280.

O'KEEFFE, M. 1998. Establishing Supply Chain Partners: Lessons from the Australian Agribusiness. *Supply Chain Management: An International Journal*, 3(1):5–9.

OMTA, S.W.F., TRIENEKENS, J.H., & BEERS, G. 2001. Chain and Network Science: A Research Framework. *Journal of Chain and Network Science*, 1(1):1–6.

PARKER, D.D. 1962. Improved Efficiency and Reduced Cost in Marketing. *Journal of Marketing*, 26(2):15–21.

PEARCE, J.A. & ROBERTSON, R.B. 1997. *Strategic Management: Implementation and Control*. 6th ed. New York: McGraw-Hill.

PEHU, E. 1998. Biotechnology in Potato Variety Development. *Betrage Zur Zuchtforschung*, 4(2):136–142.

PETERSON, H.C., WYSOCKI, A. (2001): *The Vertical Coordination Continuum and the Determinants of Firm-Level Coordination Strategy*. Michigan State University, Staff Paper, 97(64).

PERROW, C. 1973. The Short and Glorious History of Organizational Theory. *Organizational Theory*, 11, Summer 1973.

POINTER, C.C. & REITER, S.E. 1996. *Supply Chain Optimization: Building the Strongest Total Business Network*. San Francisco, CA: Barrett-Koehler.

POINTER, C.C. 1998. The Path to Supply Chain Leadership. *Supply Chain Management Review*. [Online]. Available: <http://www.looksmart.com/p-search?!&search=1&key=supply+chain+management>

POINTER, C.C. 1999. *Advanced Supply Chain Management: How to Build a Sustained Competitive Advantage*. San Francisco, CA: Barrett-Koehler.

POTATOES SOUTH AFRICA. 1999. *The South African potato industry. A review*, Potatoes South Africa, Pretoria.

POTATOES SOUTH AFRICA. 2002. *Economical impact study on the role of the South African potato industry in the agricultural sector*. Unpublished report, Potatoes South Africa, Pretoria.

POTATOES SOUTH AFRICA. 2002. *Situation analysis of the SA potato industry*. Final report to the Business & Institutional Development Directorate, National Department of Agriculture, Potatoes South Africa, Pretoria.

QUINN, F.J. 1999. Re-engineering the supply chain: an interview with Michael Hammer, *Supply Chain Management Review*, pp.20–26.

ROSENBLOOM, B. 1999. *Marketing Channels*. 6th ed. Orlando, FL: The Dryden Press.

ROSS, J.E. 1994. *Total Quality Management*. London: Kogan Page Ltd.

SABBATH, R.E. & FRENTZEL, D.G. 1997. Go for Growth. Supply Chain Management's Role in Growing Revenues. *Supply Chain Management Review*.

SCOTT, W.G. & MITCHELL, T.R. 1972. *Organizational Theory*. Revised edition. Homewood, IL: Richard D. Irwin.

SHEFFI, Y. 1990. Third Party Logistics: Present and Future Prospects. *Journal of Business Logistics*, 11(2):27–39.

STERN, L., EL-ANSARY, A.I. & COUGHLAN, A. 1996. 5th ed. *Marketing Channels*. Englewood Cliffs, NJ: Prentice-Hall.

SUSSAMS, J.E. 1994. The Impact of Logistics on Retail and Physical Distribution. *Logistics Information Management*, 7(1):36–40.

THOMPSON, K., HARIZIS, N. & ALEKOS, P. 1994. Attitudes and Food Choice Behaviour. *British Food Journal*, 96(11):9–13.

TRIENEKENS, J. & ZUURBIER, P.J.P. 1996. *Proceedings of the Second International Conference on Chain Management in Agribusiness and the Food Industry*. Management Studies Group, Wageningen University, The Netherlands, p. 632.

UK EUROMONITOR. 1994. *Savoury Snacks: the International Market*. London, UK: Euromonitor Publications Ltd.

VAN BEEK, P., BEULENS, A.J.M. & MEFFERT, T.H. 1998. Logistics and ICT in Food Supply Chains. (In Jongen W.F.M. & Meulenber, M.T.G., *Innovation of food production systems; product quality and consumer acceptance*.)

WEBER, K. 1995. *What Does the Consumer Expect When Buying Table Potatoes?*

WILLIAMSON, O.E. 1985. *The Economics Institutions of Capitalism*. New York: The Free Press.

ZIGGERS, G.W., TRIENEKENS, J. & ZUURBIER, P.J.P. 1998. *Proceedings of the Third International Conference on Chain Management in Agribusiness and the Food Industry*, Management Studies Group, Wageningen University, The Netherlands, p. 963.