

Title: Milway, Inc. Collection

Reference Code: Mss-0784

Inclusive Dates: 1930 – 1965

Quantity: 8.8 cu. ft.

Location: WH, Sh. D021-D023

Abstract: In 1929, Henry Silberman established the Continental Distributing Company as a discount wholesale operation. In 1952, the company's name was changed to Milway, Inc., and in 1965 the company was sold.

Scope and Content: The collection consists of executive correspondence, merchandising and advertising statistics, financial statements, leases and legal documents, catalogs and newspaper clippings.

Access and Use: No restrictions

Language: English

Arrangement:

Folder Heading	Box #	File #
Reading files (executive correspondence), 1956-1959	1	
Reading files (executive correspondence), 1960-1962	2	
Reading files (executive correspondence), Jan. 1963-Sept. 1964	3	
Reading files (executive correspondence), Oct. 1964-Dec. 1965	4	
Merchandising statistics and research, prior to 1960	4	
Merchandise presentations, 1958-1959	4	
Leases and legal documents	5	
Stockholders' agreement	5	
Operating statistics, 1947-1951	5	
Departmental profit and loss statements, 1958-1959	5	
Consolidated financial statements, 1958-1965	5	
Financial statements, 1957-1961, 1963-1965	5	
Management reports, 1956-1960	5	
Payroll reports, 1965	5	
Payroll statistics, 1953-1958	6	
Merchandising statistics and research, prior to 1960	6	
Adjustment reports and statistics, prior to 1960	6	
2 reading files: catalogue merchandising programs	6	
Sales and advertising statistics, prior to 1958	6	
Sales and advertising statistics, 1958-1960	7	
Supervisor's manual	7	

Section head manual	7	
Advertising allowances and rebates, prior to 1959	7	
Competitor merchandising analysis, prior to 1960	7	
Merchandising presentations, 1957	7	
Back order report, 1960 and prior	7	
Catalogue schedules	7	
Profit and loss statements, 1956-1962	7	
<i>Milogram</i> (employee publication), 1959-1960	7	
Appraisal: covering the property of Hilm Realty Company	7	
Supervisor's manual, 1960	8	
Sales policies, 1960-1961	8	
Cooperative advertising and merchandising (East Coast), 1961-1962	8	
Minutes: operating committee meeting	8	
Analysis of results: termination questionnaire, 1961	8	
Financial statements and reports	8	
Sales promotions projects, 1959	8	
Trial balance, 1930-1932	8	
Catalogues: 1955, 1957-1959, 1961, 25 th anniversary catalogue	8	
Correspondence/clippings re adoption of the name "Milway, Inc."	8	
Scrapbooks/Binders		Location
2 large albums of newspaper clippings (location?)		WH, Sh. D023
1 large loose leaf binder: financial records, 1960-1961 (location?)		WH, Sh. D023
1 large loose leaf binder: catalogue information (location?)		WH, Sh. D023
Photos: See M-252 (includes photos of Henry and Irv Silberman)		