Carvel Ice Cream Records, 1934-1989

NMAH.AC.0488

Jeffrey B. Gale

December 10, 1993
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Collection Overview

Repository: Archives Center, National Museum of American History
Title: Carvel Ice Cream Records
Identifier: NMAH.AC.0488
Date: 1934-1989
Extent: 9 Cubic feet (24 boxes, 1 oversized folder)
        12 cassette tapes
        63 Video recordings
Creator: Carvel, Tom (Thomas Andreas Carvelas), 1906-
         Carvel Corporation.
Language: English

Administrative Information

Acquisition Information
These records were generously donated to the Archives Center by Mrs. Agnes Carvel, in May 1993.

Related Materials
The Archives Center holds many collections related to ice cream and the food industry including:

#58 Warshaw Collection of Business Americana (see Dairy)
#78 Faris and Yamna Naff Arab-American Collection, 1880-1995 (see waffle cone machine)
#112 Famous Amos Collection, 1979-1983
#300 Sam DeVincent Collection of Illustrated American Sheet Music, 1790-1980 (see Ice Cream)
#451 Good Humor Collection, 1930-1990
#553 Eskimo Pie Collection, 1921-1996
#594 Krispy Kreme Donut Corporation Records, 1937-1997

Please see the Reference Archivist for help in locating these collections.

Processing Information
Collection processed by Jeffery B. Gale, December 10, 1993
Preferred Citation

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Collection is open for research.

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Archives Center cost-recovery and use fees may apply when requesting reproductions.

Biographical / Historical

The Carvel Corporation is an American success story. Through hard work and timely luck, its founder and president, Tom Carvel, turned an ice cream trailer with a flat tire into an international chain of ice cream supermarkets with over 800 outlets in 17 states and six countries.

Thomas Andreas Carvelas was born July 14, 1906, in Athanassos, Greece. He was one of seven children of Andreas and Christina Karvelas. The family emigrated from Greece to Danbury, Connecticut, in 1910, and finally settled in New York City in 1920. His father was a chemist and wine specialist who helped support his family during prohibition by restoring fermented wine for Greek restaurant owners.

Tom's father sparked Tom's interest in how things worked. Tom tried his hand as a salesman of radios and automobiles, a test driver for Studebaker, and an auto mechanic. At the age of twenty-six, he was diagnosed with tuberculosis, and his doctors advised him to move out of the city. Consequently, he borrowed $1,000 from relatives and built a frozen custard trailer. His first break came on Memorial Day, 1934, when he borrowed $20 from Agnes Stewart (his future wife), bought a trailer load of custard, and set out to sell it to vacationers in Westchester County, New York. Tom Carvel suffered a minor setback when his trailer had a flat tire in Hartsdale, New York. But luck was on his side: there was a pottery shop across the street and Pop Quinlan, the potter, allowed him to use his electricity so the custard would not melt.

Tom Carvel kept his trailer on the pottery shop's lot and in his first year grossed $3,500. The following year, realizing that a permanent location could be profitable, he leased the shop for $100. In 1937, he borrowed more money and converted the trailer into a frozen custard stand, complete with a second-hand freezer which enabled him to make his own custard. By 1939, he was grossing $6,000 a year and was well on his way toward becoming the "Ice Cream King of the East."

In the early 1940s Agnes, his wife, operated the Hartsdale store while Carvel traveled the carnival circuits selling his frozen custard from a mobile vending vehicle. Next, he managed the ice cream cone stands at the post exchange at Fort Bragg, North Carolina.

Tom Carvel soon developed his own freezer model, known as a batch freezer, (the first of his sixteen U.S. Patent Registrations). In 1947, he sold 71 freezers at $2,900 each under the trade name "Custard King." When some owners defaulted on their payments Carvel discovered that many of the freezer owners were careless in their selection of locations, disregarded cleanliness, and worked sporadically, while others were selling additional, non-ice cream food items. Determined to make the venture succeed, he decided to
oversee the operations of the freezer owners directly. He claimed to have developed the franchise concept in 1949 as a result of this strategy.

Franchise business opportunities allow investors to enter retailing without prior business experience and to own their own business. In the case of the Carvel Corporation, potential franchise owners bought equipment and supplies from the Corporation and used the Carvel name. In return, Carvel helped them select a location, taught them how to run an ice cream business, and organized resources for advertising and promotions. Franchise owners were taught the retail ice cream business at the Carvel College, an 18-day series of courses for potential store owners. They learned about public relations, mechanics of the ice cream machines, local advertising, and making and freezing all kinds of ice cream cakes. They also received *The Shopper's Road*, an in-house magazine advising them on topics ranging from travel tips, to cooking, to marketing their products to the community.

From the beginning, the Carvel Dairy Freeze Chain stressed cleanliness, hard work, and a quality, all-natural product. Tom Carvel aimed to create a family-type environment for his franchise owners. He wanted people who would work hard and were eager to learn about the retail ice cream business in order to make their individual rags to riches stories come true. A unique and important element to the Carvel story was Tom Carvel's personal involvement—from an early date—in creating commercials for the stores. His was one of the first instances in which a Chief Executive Officer of a major corporation was featured in his company's commercials. In 1955, Carvel began making his own radio commercials. As the story goes, one day while driving in New York City he heard a commercial for a new Carvel store, but the announcer did not state its exact location. Convinced he could do a better job, he drove to the radio station and re-did the commercial himself. After this incident he started doing his own commercials on a full-time basis. Tom Carvel created a distinct style with his garbled delivery and "say it once" philosophy, with the idea that you have to grab people's attention and then let the product speak for itself. Carvel eventually set up an in-house production studio and advertising agency at the Carvel Inn, where most of his television and radio commercials were made.

The use of premiums was an essential marketing component for Carvel. In 1936, he introduced the "Buy One Get One Free" offer. He also used comic books, ice cream eating contests, and a beauty pageant for young girls, called the "Little Miss Half Pint Contest," to attract children. The Carvel Corporation also participated as a corporate sponsor for events like Walt Disney's "Great Ice Odyssey," "Carvel Night at the Rodeo," and numerous promotional tie-ins with the New York Yankees baseball team. Of all the sales promotions, it was the specialty products which brought the greatest notoriety to the Carvel name. From the "Flying Saucer" ice cream sandwich and the "Papapalooza" to the holiday and character ice cream cakes, customers could always count on a quality product. There were ice cream cakes for every holiday, including a "Flower Basket" for Mother's Day, "Fudgie the Whale" for Father's Day, "Tom the Turkey" for Thanksgiving, and a "Snow Man" for Christmas. Eventually, a customer could special order an ice cream cake for any occasion, using a toll-free phone number.

The Carvel Corporation enjoyed continued success and consistent expansion marked by Tom Carvel's innovative concepts in marketing. For example, in 1956, the Hartsdale location was converted into the first ice cream supermarket. Each store remained a full-service ice cream parlor, but now had the added convenience of self-serve freezers where customers could select ice cream specialty products such as Flying Saucers, Carvelogs, Brown Bonnets, and ice cream cakes.

In 1962, the Corporation experienced a crisis. Many franchise owners had begun buying cheaper ingredients and the chain was reduced to 175 stores. This potentially meant financial catastrophe for Tom Carvel and the company because it derived its profits from selling equipment and special mixes to store owners. Carvel insisted the franchise owners had obligations to the company and its customers to provide a uniform, quality product. Furthermore, the franchise owners had agreed to purchase raw ingredients from Carvel. When the Corporation tried to enforce this agreement, the Federal Trade Commission charged Carvel with allegations of coercion and restraint of trade. In 1964, after presenting his side before the full Federal Trade Commission and the Supreme Court, he won his case.
In 1967, Carvel purchased the Westchester Town House Motel, in Yonkers, New York, and changed the name to the Carvel Inn. It was both a full-service motel and the Executive Offices of the Carvel Corporation. It was here that store owners gathered for the annual educational seminars which reinforced the ideas taught by the Carvel College.

In the 1950s Tom Carvel had also developed the franchise concept for a hamburger chain called Hubie Burger. It served hamburgers, french fries, chicken, and waffles. It is ironic that Carvel began the Hubie Burger chain because at a dairy convention in 1956, Ray Kroc asked him if he was interested in setting up the McDonald's chain. It is said that at this time Carvel felt ice cream and hamburgers did not compliment each other and declined the offer. However, Carvel claimed to have given McDonald's permission to use the basic text of his franchise contract and his building design as models. Later, Carvel acquired Dugan's Bakery. However, neither Dugan's nor Hubie Burger was very successful.

Through his strong work ethic, creativity, and perseverance, Tom Carvel built up his ice cream chain and turned his dreams into reality. His achievements were recognized in 1957 when he was awarded the Horatio Alger Award. Carvel credited his success to his father and his wife, Agnes. His father sparked his interest in chemistry and engineering and his wife worked in the first Carvel store, which allowed him time to develop the Carvel Corporation Franchise System. In 1989, he sold the Carvel Corporation to an international investment company, Investcorp, for more than 80 million dollars. Tom Carvel died in 1990. The Carvel name lives on through the Carvel Ice Cream Bakery Company, operated by Investcorp.

Scope and Contents

Series 1: Tom Carvel Personal Information

Includes magazine and newspaper articles about Tom Carvel's childhood, his start in the ice cream business, and how he built a successful chain of fast food ice cream supermarkets. One article of particular interest is from the Hellenic Times, dated August 21, 1975, entitled "Carvel the Marvel." It talks about his ethnic background and how it has influenced his strong work ethic. This series also contains personal photographs, 1918-1984. These include Tom Carvel playing the drums, hosting a celebrity golf tournament, promoting his business, and a variety of other personal photographs.

Series 2: Financial Information

Includes annual reports from the period 1969-1985, when the Carvel Corporation was a publicly traded company. It also contains a Federal Trade Commission disclosure statement from March 1981, which explains the legal rights and obligations between the Carvel Corporation and the franchise owners.

Series 3: Educational Information for Franchise Owners

Includes materials to help the franchise owners, both new and old, improve their business and increase sales, 1954-1984. The "Why Carvel?" sales brochure is aimed at potential franchise owners. It explains the concept of the 36 flavor, 60 variety ice cream store and lists 83 reasons why a potential franchise owner would be interested in owning a Carvel franchise. In letters to store owners, 1956-1957, Tom Carvel wrote about the increases and decreases in revenue and the benefits of the educational seminars, among other topics. The Annual Educational Seminar packet is a folder containing a list of daily events and meetings, computer print-out commissary order forms, and promotional items. The collection contains an incomplete set of educational seminar packets, 1963-1977. The educational seminars reinforce the material written in the employee magazines.

Series 4: Employee Magazines, 1956-1989
Includes the Shopper’s Road, Carvel News, and Carvel Way. These magazines address both store owners and customers. The magazines feature articles about store owners, general articles about the ice cream industry, and ways to improve the image of the Carvel Corporation within the community. They also feature sections intended for the customers, including "Teen Talk with Sven Teen," a section of jokes called "Have a Smile," and recipes.

Carvel News and Carvel Way focus on the Carvel franchise system and items used to increase revenue and name recognition, such as menu boards and sales promotions. In addition, the magazines talk about expansion into states like California, Florida, and Ohio. Another purpose was to boost the morale of the store owners and create a "family type atmosphere" within the corporation. They showcase new members of the "Carvel Family" who graduated from the Carvel College. A regular section was the "Dealer of the Month," which gave a brief biographical description which also describes how the dealers had increased their sales revenue.

Series 5: Publicity Materials

Includes clippings, magazine and newspaper articles covering the Carvel Corporation, Tom Carvel, the numerous community events sponsored by the Carvel Corporation, and the ice cream industry in general. The majority of the publications are local newspapers, with a large sampling from the Herald Statesman, a Yonkers newspaper. The publications date from 1953 to 1985. The series also includes general correspondence acknowledging the use of the Carvel name.

The press clippings and newspaper articles contests sponsored by the Carvel Corporation, organizations which met at the Carvel Inn, and charitable events sponsored by the Carvel Corporation. Included are photographs of Robert F. Kennedy at the Carvel Inn in 1968. The series also includes articles about the ice cream industry. They are from the New York Times, financial magazines like Barron's, and trade publications. The articles focus on the history and continued expansion of the industry.

Series 6: Advertising Campaign Materials

Includes advertising bulletins, formula service bulletins, and packet information for the $5,000 advertising stores. This material, 1957-1989, was used to keep franchise owners informed about the industry, the actions taken by the Carvel Corporation to assure the success of its individual franchise owners, and how the Carvel Corporation helped each of them promote their business through advertising.

The advertising bulletins are general correspondence written primarily by Tom Carvel. These bulletins inform franchise owners of industry and corporate news, modifications in daily operations (such as C.O.D. deliveries of commissary orders) and the announcement of new promotional items. They further discuss the reasons for increases in product cost and generally keep the franchise owner informed about changes in the industry.

The formula service division bulletins consist of story boards for television commercials and manuals for standard operating procedures. The manuals describe the step-by-step process and necessary ingredients for making Carvel ice cream desserts. They served to create uniformity of product and service within the chain.

The $5,000 advertising store campaign material, dating from 1971-1972, consists of a kit for preparing advertisements for local newspapers, bulletins, and special mailings. The Carvel Ice Cream Corporation stipulated that new franchise owners make a $5,000 "contribution" to be used for the advertising of their individual store. This material offers a systematic approach for promoting and increasing customer traffic from the initial grand opening onwards.

Series 7: Promotional Items

Includes a variety of promotional materials for events dating from 1951-1986. Included are items such as coupons, sweepstakes, and contests; general correspondence about these promotional events;
information on the Carvel comic book; inter-office and general correspondence regarding Tom Carvel's
guest appearances on shows like "What's My Line" and the "David Letterman Show;" inter-office
correspondence discussing the Carvel Corporation's commitment to advertising on television; and
audiotape interviews with Tom Carvel.

The Carvel Corporation had both in-house and tie-in promotional events which it sponsored. The in-house
events consisted of ice cream eating contests, "buy one get one free" offers, a happy birthday club, and
a variety of sweepstakes with prizes ranging from a pony to a trip to Florida. The tie-ins included such
events as a day with the New York Yankees and discount coupons for Walt Disney's "Great Ice Odyssey."

In July, 1966, Carvel Corporation formulated an initial concept for a comic book. It contained the general
plot and gave sample drawings of a superhero-type figure, along with a villain and a flying saucer. The
comic books in this series date from 1973 to 1975.

General correspondence was sent to the franchise owners explaining the costs and objectives, and how
they could promote their individual stores in conjunction with this new advertising campaign. After the
advertising campaign started, Carvel released a memo stating that sales had increased as a direct result
of television advertising.

Two audiotapes of radio interviews with Tom Carvel from 1983 are included in this series. They are
important because they give researchers an opportunity to hear Tom Carvel's voice, a key element in the
success of his commercials.

Series 8: Store and Equipment Records

Includes patent information, store brochures, equipment catalogs, and changes in brochures. The Carvel
Corporation derived the majority of its revenue from the sale of formula mixes, equipment, and leasing of
the Carvel name to its franchise owners, making this information important to the Carvel story.

The patent information, 1952-1976, includes inter-office correspondence between in-house attorneys and
Tom Carvel and general correspondence between Carvel, his patent attorney, and the U.S. Patent Office.
The material consists of Tom Carvel's initial petition for a patent and the blueprints for his building design
and advertising device. In 1976, Tom Carvel petitioned for a new patent for his building design. In general
correspondence pertinent to this matter Carvel's attorney agreed with the Patent Office that the design
modifications were not significant enough to warrant a new patent.

The store brochure, Carvel Franchise System: Investing in Your Future, explains how the Carvel Ice
Cream Corporation derives its revenue from franchise owners and features testimonials from store owners
praising the Carvel Corporation. Changes in sales brochures show that ultimately the reasons to own a
Carvel Franchise expanded from 83 to 123.

This series also includes equipment order catalogs which give the order number, a title name for each
piece of equipment and a photograph, and take-home dessert menus with enclosed coupon sheets.

Information regarding Carvel's "Lease Back Land Offer," 1955, demonstrates one way the Carvel
Corporation attempted to expand its franchise business. It includes a classified advertisement offering
individuals an opportunity to purchase land, build a Carvel Franchise, and lease it back to the Carvel
Corporation. There are numerous inquires from potential investors who wanted further information.

Series 9: Vending Vehicles

Includes patent information and sales brochures for Carvel's mobile ice cream vending vehicles,
1958-1961. The patent material consists of inter-office and general correspondence between Tom Carvel,
his patent attorney, and the U.S. Patent Office. It includes Tom Carvel's petition for patents and the
blueprint drawings for his vending vehicles. One of the sales brochures, "This is a Carvehicle Franchise,"
lists the customized features of the vending vehicles and the reasons why someone would want to own a Carvehicle franchise. Also included is a trade journal article from the June 1958 issue of *Ice Cream Field* which discusses the creation of the Carvehicle Corporation, a subsidiary of the Carvel Corporation.

Series 10: Store Address Information

Agents involved in the distribution of equipment and supplies to the franchise owners, including their names, addresses, and telephone numbers. The series also contains the store books, which list the store number, owner, address, and length of time in business. The material dates from the late 1980s.

Series 11: Photographs

Is arranged in the same order as the written material, 1936-ca.1980. The photographs support the printed material in the previous series. They include views of conventions, promotional events and products, stores, vending vehicles, and production facilities. Box 15 in the collection contains a variety of duplicate photographs.

The convention photographs date from 1956 to1965. The majority are of franchise owners at the annual convention dinner celebration. Other convention photographs include demonstrations of equipment and products and the crowning of "Miss Flying Saucer."

The promotional photographs, 1939-ca.1970, are primarily of events, beginning with the 1939 unveiling of Carvel's ice cream freezer-dispenser. The importance of Carvel-sponsored community events is apparent through the scenes of children and ice cream eating contests. Also, there are examples of promotional tie-ins like the "Flying Saucer" frisbee.

The store photographs date from 1936-ca.1970, and include shots of the exterior, interior and store employees. Some of the photographs are of grand opening celebrations; these show the transformation over time from the free standing, all-glass-front store to stores in strip shopping centers.

The vending vehicle photographs, 1937-ca.1970, include a mobile vending scooter dated 1957, mobile vending vehicles from the late 1950s-1960s, and delivery trucks from the early 1970s. The production facility photographs date from around 1940. They include views of factory workers assembling the freezing and dispensing equipment which is sold to franchisees. The majority of the photographs are of equipment and dispensing components.

Miscellaneous photographs include promotional photographs for movies and golf and three photographs of Carvel storefronts from the set of the movie *Outrageous Fortune*.

Series 12: Dugan's Bakery and Hubie Burger Records

Includes materials regarding Tom Carvel's other retail ventures. Dugan's Bakery was acquired by the Carvel Ice Cream Corporation in the 1950s or 1960s. The only information regarding the bakery consists of two photographs: one showing a Dugan's delivery man and the other a tractor trailer.

Hubie Burger material includes letters, a store location index, a standard operating manual, and a variety of photographs and menus. The store location index, from the late 1950s, consists of photocopies of photographs of some of the Hubie Burger franchise owners. An accompanying listing shows that not all of the stores are part of this index. The 1959 standard operation procedure manual gives details on every aspect of owning a Hubie Burger Franchise: information on inventory, advertising, maintenance of equipment, written descriptions of the equipment, payment terms, and recipes. Also included are drawings of the Hubie Burger uniforms for men and women.

Annual reports and informational materials from other restaurant franchise chains, including are photographs from the 1950s showing non-Carvel ice cream stores using Carvel equipment.

Series 14: Audiovisual Materials

The audiocassettes feature oral histories with Agnes, Linda, and Pam Carvel, Frank Hubner, Herbert Roth, William Shick, and Stanley Townend. The video component to the history of Carvel contains compilation reels of commercials, training videos, and Tom Carvel appearing on television programs. The videos in the collection are copies (mastered then duplicated for reference) made from original materials loaned to the Archives Center from the Carvel Corporation.

Arrangement

Divided into 14 series.

Names and Subject Terms

This collection is indexed in the online catalog of the Smithsonian Institution under the following terms:

Subjects:
- Carnivals
- Franchises (Retail trade)
- Ice cream industry
- Radio advertising
- Restaurants
- Television advertising
- Vending machines (food)

Types of Materials:
- Audiotapes
- Blueprints
- Interviews -- 1950-2000
- Patents -- 20th century
Container Listing

Series 1: Tom Carvel Personal Information, 1917-1986

Box 1, Folder 1  Biographical Information, May 1969-June 1976
               Image(s)

Box 1, Folder 2  Personal photographs of Tom Carvel, 1946-1986

Box 1, Folder 3  Immediate Family and Childhood Friends, 1917-circa 1950

Box 1, Folder 4  Tom Carvel promoting the Carvel Corporation, circa 1950
               Image(s)

Box 1, Folder 5  Community and Charitable Events, circa 1950-1984

Box 1, Folder 6  Personal Property, circa 1950

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Box 1, Folder 7-9  Annual Reports, 1969-1985
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Box 1, Folder 10  Information Kit (Disclosure Statement to Franchisees), 1981

Box 1, Folder 11  Sample Franchise Agreement, 1983

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Series 3: Educational Information for Franchise Owners, 1954-1984

Box 1, Folder 11  Convention Material, 1954

Box 1, Folder 12  Letters to Store Owners, Feb. 1956-Oct. 1957

Box 1, Folder 13  Sales Brochures, Feb. 1972-Aug. 1973


Box 3, Folder 1-4  Annual Educational Seminar, 1973-1975, 1977

Box 3, Folder 5  Expansion Bulletins, 1981-1984
Series 4: Employee Magazines, 1956-1989

Box 4, Folder 1-3  

Box 4, Folder 4  
*Shopper's Road Newspaper*, July 1967-Nov. 1970

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Box 4, Folder 6-7  

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Box 5, Folder 1-2  Publicity File, Nov. 1968-Aug. 1985

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Box 6, Folder 1-9  Advertising Bulletins, Nov. 1957-Dec. 1978
Image(s)

Box 7, Folder 1-4  Advertising Bulletins, Aug. 1979-Dec. 1980

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Box 9, Folder 1-3    Promotions, Sept. 1980-Sept. 1986

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Box 10, Folder 1    "Blue Folder" Events, Aug. 1968-Aug. 1973

Box 10, Folder 2    Cake of the Month Calendar, 1983

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Box 11, Folder 5-6     "This is a Carvehicle Franchise", Dec. 1960-Jan. 1961
Box 11, Folder 7       Hard Ice Cream Vending Vehicle, circa 1960
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Box 12B, Folder 14  Miscellaneous Conventions, circa 1960

Box 13A, Folder 1  Fairs, 1939-1941, circa 1960

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Box 13A, Folder 4  Kids, circa 1960

Box 13A, Folder 5  Celebrity Pro-Am, 1962

Box 13A, Folder 6  Celebrities, circa 1960

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Box 13A, Folder 11  Carvel Store Collages, circa 1960

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Subseries 12.1: Dugan’s Bakery

Box 16, Folder 1    Photographs of Delivery Man and Tracker Trailer, 1950s-1960s

Subseries 12.2: Hubie Burger

Box 16, Folder 2    Letter to Store Owners, Aug. 1960
Box 16, Folder 3    Store Location Index, circa 1960
Box 16, Folder 4-5  Standard Operating Procedure Manual, 1959
Box 16, Folder 6-7  Menus, circa 1960
Box 16, Folder 6-7  Photographs:
Box 17, Folder 1    Grand Opening Celebration
Box 17, Folder 2    Industry Convention
Box 17, Folder 3    Hubie Burger Store Employees
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Box 17, Folder 12  Sample Franchise Agreements, 1983

Box 17, Folder 13  Photographs of Franchises using Carvel Machinery, 1950s

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Series 14: Audiovisual Materials

Key to AV materials in the collection

OTC - original tape cassette
MT - master audio tape
RTC - reference tape cassette
MV - master video
RV - reference video

Subseries 14.1: Oral Histories

Subseries 14.1.1: Cassette tapes with no time code, 1994-1995

Agnes Carvel, July 15, 1994

Box 23  OTC 488.1
Box 21  MT 488.1
Box 19  RTC 488.1

Linda Carvel, June 16, 1994

Box 23  OTC 488.2-1 488.2-2
Box 21  MT 488.2-1 488.2-2
Box 19  RTC 488.2-1 488.2-2

Pam Carvel, August 15, 1995

Box 23  OTC 488.3-1 488.3-2
Box 21  MT 488.3-1 488.3-2
Box 19  RTC 488.3-1 488.3-2

Frank Hubner, April 15, 1994

Box 23  OTC 488.4-1 488.4-2
Box 21  MT 488.4-1 488.4-2
Subseries 14.1.2: Cassette tapes with time code (numbered the same as RTCs above), 1994-1995

Box 20

Subseries 14.2: Advertising and Promotion
*All reference copies are on 2" VHS video cassette

1975 I.C. Eating Contest
Descriptive Summary: SONY 2" open-reel helical scan video tape

Box 32
MV 488.11

Box 24
RV 488.11

Advertising and Promotions
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. Introduction to Advertising and Promotion, February 1981
2. Advertising and Promotions

Box 32  MV 488.43
Box 24  RV 488.43

Advertising Plans
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. Mr. Carvel on Sales and Advertising, November 5, 1977
2. Carvel Local Advertising Plan, January 13, 1979

Box 35  MV 488.42
Box 24  RV 488.42

Advertising Reports I
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. Highlights of Board of Governors, August 17, 1978
2. Carvel Advertising Report, December 1978
3. Advertising Report to the Board of Governors, August 23, undated

Box 35  MV 488.40
Box 24  RV 488.40

Advertising Reports II
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
2. Advertising Report for the Board of Governors, 1980
3. Retail Advertising Report, 1984
4. Retail Advertising Report, 1986

Box 35  MV 488.41
Box 24  RV 488.41
Captain Carvel
Descriptive Summary: SONY 2" open-reel helical scan video tape

Box 31
MV 488.3

Box 24
RV 488.3

ABC TV with Tom Carvel (8-24-83)
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. Part 1
2. Part 2

Box 33
MV 488.21

Box 24
RV 488.21

The Best of Carvel
Descriptive Summary: 3/4" U-Matic

Box 32
MV 488.54

Box 24
RV 488.54

Carvel Commercials I
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. Old Carvel TV Commercials: First Ones
2. Old Carvel News Ads: 1950s
3. Old Carvel Product Signs, July 1982
5. Old Carvel TV Spots (Film)
6. Whitey Ford and Tom Carvel, February 1976
7. Baseball Stars: Reel #1, February 12, 1976

Box 36
MV 488.55

Box 24
RV 488.55
Carvel Commercials II
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel

1. Catalogue of Commercials, March 1, 1976
2. LoYo Commercials, 1977
3. Mother's Day Commercial, April 25, 1976
4. Father's Day Promo, May 29, 1975
5. Mother's Day 1976, April 23, 1976
7. Thinny Thin Line, July 17, 1976
8. Thinny Thin Cake Coming Soon, January 6, 1977

Box 36  MV 488.56
Box 24  RV 488.56

Carvel Commercials III
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel

3. Year's Commercials, 1978
4. Mother's Day Flower Basket Cake, April 25, 1979
7. Carvel Thanksgiving 1979, October 26, 1979
9. America's Freshest...., November 21, 1980
10. America's Freshest/Thinny Thin/Mother's Day, April 6, 1982
11. Buy 1, Get 1 Free, August 4, 1982
12. Chocolate Fudge Almond Cake, February 1, 1982
13. Carvel Gift Certificate, December 6, 1982

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15. Three Commercials, May 21, 1984
16. Fresh Ice Cream Flavors, September 24, 1984
17. Soft Ice Cream Sundaes, July 31, 1985
18. Fresh Carvel, February 7, 1986
19. We Make It Fresh, February 19, 1986

Box 36       MV 488.57
Box 24       RV 488.57

Carvel Commercials IV
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. Commercial Roughs, 1986
2. Commercial Roughs, 1987
4. Football 'N Thinny Thin, February 13, 1988
5. Coupon Promotion for TV, July 19, 1989
6. Commercial Roughs
7. Gift Tray
8. 3 Carvel TV Commercials

Box 36       MV 488.58
Box 24       RV 488.58

Carvel TV Commercials (Spanish)
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. Helado Carvel, November 4, 1988
3. Feliz da Pascua, March 16, 1989
4. Feliz Dia de las Madres, May 4, 1989
5. Promocion de Agosta, August 22, 1989
6. Promocion de Octubre, October 19, 1989
7. Promocion de Noviembre, November 8, 1989

9. Carvel de Puerto Rico: Fraquicias

10. Carvel de Puerto Rico

Box 32  MV 488.59

Box 25  RV 488.59

Little Miss Half Pint I
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel

1. Little Miss Half Pint Contest: edited version, December 11, 1976

2. King Orange Parade, December 31, 1976

Box 32  MV 488.50

Box 25  RV 488.50

Little Miss Half Pint II
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel

1. Little Miss Half Pint Show 1978, October 22, 1977

2. Little Miss Half Pint Contest

3. Little Miss Half Pint: Semi- Finals, February 3, 1979

Digital reference copy in the Smithsonian Institution Digital Asset Management System (DAMS).

Box 36  MV 488.51

Box 25  RV 488.51

Little Miss Half Pint Contest, 1980, 1980
Descriptive Summary: 3/4" U-Matic

Little Miss Half Pint Contest 1980, November 26, 1979

Digital reference copy in the Smithsonian Institution Digital Asset Management System (DAMS).

Box 36  MV 488.52

Box 25  RV 488.52

Promotions
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel

1. T-Shirt Promo, May 1, 1975
2. Guided Tours: Part II, 1978
3. Carvel Family Day, June 1, 1979
5. Birthday Club Promotion
6. Ice Cream Eating Contests: A Promo That Works, February 27, 1986

Box 35
   MV 488.44

Box 25
   RV 488.44

Subseries 14.3: Corporate Activity

Carvel: A Way of Life
Descriptive Summary: SONY 2" open-reel helical scan video tape

Box 31
   MV 488.2

Box 25
   RV 488.2

Carvel: Integrity without Compromise, September 1, 1982
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel

1. Part 1
2. Part 2

Box 33
   MV 488.20

Box 25
   RV 488.20

Tom Carvel I
Descriptive Summary: 3/4" U-Matic
How to Buy Customers, February 1978

Box 33
   MV 488.18

Box 25
   RV 488.18

Tom Carvel II
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. Mr. Carvel- How to Buy Customers [post-1977]
2. Tom Carvel on Holiday Sales, December, 1981

Box 33
MV 488.19

Box 25
RV 488.19

Board of Governors I
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. Duties of the Carvel Board of Governors, March 9, 1985
2. Governors at Work, December 1981

Box 34
MV 488.25

Box 25
RV 488.25

Board of Governors II
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. Board of Governors Meeting Highlights 1978, May 18, 1978
2. Board of Governors Meeting Highlights 1978, December 19, 1978

Box 34/31
MV 488.26

Box 25
RV 488.26

Productivity Through Technology: Legal Department, June 17, 1983
Descriptive Summary: 3/4" U-Matic

Productivity Through Technology

Box 32
MV 488.39

Box 26
RV 488.39

Subseries 14.4: Company History

Carvel Company History
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. Carvel Co. History [No Kosher]
2. Original Carvel History
3. Old Carvel Photos, 1930-1940
4. Carvel-50 Years Young, February 1984

5. Investcorp Acquires Carvel, December 1989

Box 31/33 MV 488.17
Box 26 RV 488.17

Carvel History [edited]
Descriptive Summary: SONY 2" open-reel helical scan video tape

Box 33 MV 488.1
Box 26 RV 488.1

Subseries 14.5: Products, Manufacturing, and Equipment

Carvel Equipment
Descriptive Summary: 3/4" U-Matic

Carvel Equipment
Box 35 MV 488.35
Box 26 RV 488.35

Carvel Kosher Products
Descriptive Summary: 3/4" U-Matic

Carvel Kosher Products
Box 32 MV 488.37
Box 26 RV 488.37

Kosher Products
Descriptive Summary: SONY 2" open-reel helical scan video tape

Box 31 MV 488.14
Box 26 RV 488.14

Carvel Product Manufacturing
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel

1. Timed Production: 12x vs. Old System
2. Timed Production: DH-80 Soft Ice Cream Sundaes, May 2, 1989
3. Manufacturing Carvel Ice Cream Products, February 1989
4. S.O.P. Series: Fountain Items, February 1, 1985
5. S.O.P. Series: Old Fashioned Sundaes, etc.

Box 35
MV 488.36

Box 26
RV 488.36

Carvel Vending Carts
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. Carvel Vending Cart: Effects on In-House Sales, June 1982
2. Carvel Vending Carts: Pilot Program, February 1982
3. Vending Cart Update, December 1982

Box 36
MV 488.53

Box 26
RV 488.53

Dairy and Lab
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. Grandview Dairy
2. Grandview Dairy: Inside the Dairy
3. Bacteria Count Procedure, June 14, 1980

Box 35
MV 488.38

Box 26
RV 488.38

New Products I
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. Buy One, Get One Free: Dealer Interviews, November 1978
2. Buy One, Get One Free: Customer Interviews, November 1978
3. Customer Interviews, August 27, 1980
4. Call a Cake Catches On, October 21, 1986
New Products II
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. Carvel Super Sundae Pilot Program, February 1983
2. Super Sundae Interview, October 9, 1984
3. Super Sundae Store Interview, October 12, 1984

New Products III
Descriptive Summary: 3/4" U-Matic
DSD Customer Interviews, August 18, 1980 [sound on track #2]

New Products and Competition I
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. The Supermarket Challenge

New Products and Competition II
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. The Chipwich Story, December 1981
2. Tofu Survey, May 1983
3. Invasion of the Ice Cream Cookies, October 1983
5. Merchandising in Other Chains, December 9, 1985
6. Thinny Thin: LoYo Nutritional Information, March 1989
7. Thinny Thin Presentation
8. Friendly’s Free Cone Promotion, July 6, 1989
9. The Expanding Frozen Yogurt Market, July 24, 1989

Box 36
MV 488.49
Box 27
RV 488.49

Operation of Sweda Cash Register
Descriptive Summary: SONY 2” open-reel helical scan video tape

Box 33
MV 488.6
Box 27
RV 488.6

Pasteurization Film
Descriptive Summary: SONY 2” open-reel helical scan video tape

Box 33
MV 488.5
Box 27
RV 488.5

Subseries 14.6: Foreign Interests

Carvel Foreign Stores I
Descriptive Summary: 3/4” U-Matic, Archives Center compilation reel

3. Israel Opening, December 20, 1984
5. Carvel Stores in Israel, March 24 and 25, 1987

Box 37
MV 488.60
Box 27
RV 488.60
Carvel Foreign Stores II
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel

1. Pakistan Grand Opening, June 3, 1985
2. Puerto Rico #1, September 14, 1988
3. South African Distributor Commercials
7. Carvel Grand Opening: Taiwan, June 26, 1985

Box 32/37 MV 488.61
Box 28 RV 488.61

Grand Opening Malaysia, November 23 and 24, 1985
Descriptive Summary: 3/4" U-Matic

Box 37 MV 488.62
Box 28 RV 488.62

Subseries 14.7: Training, Education, and Sales

All Scream for Ice Cream
Descriptive Summary: SONY 2" open-reel helical scan video tape

Box 31 MV 488.9
Box 28 RV 488.9

The Child Shall Lead Them
Descriptive Summary: SONY 2" open-reel helical scan video tape

Box 31 MV 488.15
Box 28 RV 488.15

Carvel System
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. You and the Carvel Trademark
2. Piracy of a Trademark, January 1981
3. Mr. Carvel on Trademark Policy, March 24, 1983
4. Problems in Franchising
5. The Carvel Sales Agency
6. Carvel Products Packaging Information, January 1984
7. Maintaining the Carvel System, November 30, 1988

Box 34  MV 488.22
Box 28  RV 488.22

Dealers, March 16, 1972
Descriptive Summary: SONY 2" open-reel helical scan video tape

Box 32  MV 488.10
Box 28  RV 488.10

Educational Seminars and Tradeshows I
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. Trade Show Preview, 1978
2. Seminar Highlights, 1979

Box 34  MV 488.23
Box 28  RV 488.23

Educational Seminars and Tradeshows II
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
2. Annual Educational Seminar, 1982

Box 34  MV 488.24
Box 28  RV 488.24

Grand Tour -1
Descriptive Summary: SONY 2" open-reel helical scan video tape
Box 31  MV 488.4
Box 29  RV 488.4

How to Make Pies-Cakes
Descriptive Summary: SONY 2" open-reel helical scan video tape

Box 31  MV 488.13
Box 29  RV 488.13

Know Your Competitor
Descriptive Summary: SONY 2" open-reel helical scan video tape

Box 31  MV 488.12
Box 29  RV 488.12

Sales Presentation
Descriptive Summary: SONY 2" open-reel helical scan video tape

Box 31  MV 488.8
Box 29  RV 488.8

Success Stories
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel

1. Measuring Success
2. Success Factors
4. Chamber of Horrors, July 1, 1985
5. How You and Your Clerks Can Ruin a Carvel Store, December 3, 1985
6. Before and After -- The Dealer Makes a Difference, August 8, 1988

Box 35  MV 488.33
Box 29  RV 488.33

Training Program
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. Company Employee Training Orientation
2. A PhD in Two Weeks, November 19, 1977
3. Carvel College, May 1985

Box 34
MV 488.28

Box 29
RV 488.28

Training Program -- Graduation Interviews & Graduate's Commercials
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. Dealer Interviews Before Graduation, December 22, 1978
2. Trainee Interviews, July 13, 1979
3. Trainees in Production and Classroom, April 19-21, 1980
4. Trainees Graduation, 1981
5. Trainees' Graduation Commercials, 1981
6. Trainees' Practice Commercials, 1981

Box 34
MV 488.29

Box 30
RV 488.29

Watch for the Devil
Descriptive Summary: SONY 2" open-reel helical scan video tape

Box 31/33
MV 488.16

Box 30
RV 488.16

Welcome to Carvel
Descriptive Summary: SONY 2" open-reel helical scan video tape

Box 31
MV 488.7

Box 30
RV 488.7

Employee Rules
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel
1. Uniforms and New Store Hours, May 1981
2. Uniforms, January 1988
3. Store Appearance

4. Employee Rules and Regulations

Box 35  
MV 488.34

Box 30  
RV 488.34

Subseries 14.8: Franchise Information

Recruiting Franchisees
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel

1. Carvel: A Way of Life


3. Carvel Sales Presentation- National

4. "Welcome to Carvel", 1977

5. Serious Considerations When Buying a Carvel Store

Box 31/34  
MV 488.27

Box 29  
RV 488.27

Starting a Carvel Store I
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel

1. Location Selection, October 1980

2. How to Measure and Lay Out a Store

3. Opening a Carvel Store

Box 34  
MV 488.30

Box 30  
RV 488.30

Starting a Carvel Store II
Descriptive Summary: 3/4" U-Matic, Archives Center compilation reel

1. The Grand Opening


Box 34
MV 488.31

Box 30
RV 488.31

Starting a Carvel Store III
Descriptive Summary: 3/4” U-Matic, Archives Center compilation reel
2. Interview: David Chin, February 16, 1981

Box 35
MV 488.32

Subseries 14.9: Dugan's

Box 30

Dugan's
Descriptive Summary: 3/4” U-Matic

Dugan's (revised)

Box 32
MV 488.63

Box 30
RV 488.63

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