PRELIMINARY DRAFT
Not for Publication

DEALER CONTRACTS

The Ford Motor Company until 1914 distributed its products through retail outlets, contracted for on a territorial basis. Many of its agents were engaged in other enterprises, some totally unrelated to the automobile business. One of the first contracts outside Detroit was signed with the John Wanamaker stores in New York and Philadelphia. Automobiles were sold to dealers on a 20 per cent discount with the percentage rising in accordance with the number of cars sold.

In 1914, the Board of Directors inaugurated a system of competing franchises which set the pattern now employed throughout the industry.

Accession #76	DEALER CONTRACTS	1914-1921	46 feet

The records consist entirely of contracts that were terminated with Ford and Lincoln automobile dealers between the years given above. They are arranged chronologically within geographical districts, such districts being locations of Ford Motor Company branches. The major part of the accession is made up of independent dealers' agreements and limited contract agreements (sub-dealers) for the selling of cars in the United States, plus investigators' reports on the individuals and garages concerned (43½ feet).

There are also records of foreign dealer contracts for countries in South America, China, Mexico, Panama and islands in the Pacific and Atlantic Oceans. This group also contains price lists of cars in these countries for the years 1915-1916 (1 foot).

A small group of records is made up of Lincoln Motor Car distributor agreements and sub-dealer contracts arranged alphabetically by cities (1½ feet).

Ford Motor Company Archives
November 5, 1952

FORD MOTOR COMPANY ARCHIVES

ACCESSION NO. 76

~~HENRY FORD OFFICE~~

INVENTORY OF CONTENTS

CANCELLED DEALERS' CONTRACTS

Arranged alphabetically by name of firm under each branch.

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Cambridge	9-14
Charlotte	15-18
Chicago	19-27
Cincinnati	28-30
Cleveland	31-33
Columbus	34-38
Dallas	39-42
Denver	43-46
Des Moines	47-53
Detroit	54-60
Fargo	61-65
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Jacksonville	74-75
Kansas City	76-82
Long Island	83-85
Los Angeles	86-87

Branch	Boxes
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December 14, 1962