



Finding Aid for

**TOM LILLEY PAPERS, 1939-1964**

**Accession 1858**

Finding Aid Published: August 2014



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## OVERVIEW

**REPOSITORY:** Benson Ford Research Center  
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**ACCESSION NUMBER:** 1858

**CREATOR:** Lilley, Tom, 1912-

**TITLE:** Tom Lilley Papers

**INCLUSIVE DATES:** 1939-1964

**BULK DATES:** 1953-1962

**QUANTITY:** 1.8 cubic ft. and 1 oversize box

**LANGUAGE:** The materials are in English.

**ABSTRACT:** The papers of Tom Lilley, former Ford Motor Company Vice President of International Staff and Canadian Overseas Group. The collection contains material related to both Ford Domestic Operations and Ford International Division, including product and price comparisons, organizational charts and international plant photographs.

## **ADMINISTRATIVE INFORMATION**

- ACCESS RESTRICTIONS:** The records are open for research.
- COPYRIGHT:** Copyright has been transferred to The Henry Ford by the donor. Copyright for some items in the collection may still be held by their respective creator(s).
- ACQUISITION:** Acquired from the Ford Motor Company Archives, 2003.
- RELATED MATERIAL:** Related material held by The Henry Ford:  
- Tom Lilley records series, Accession 472
- PREFERRED CITATION:** Item, folder, box, accession 1858, Tom Lilley papers, Benson Ford Research Center, The Henry Ford
- PROCESSING INFORMATION:** Collection processed by staff of the Benson Ford Research Center, circa 2003.
- DESCRIPTION INFORMATION:** Finding aid written by Carol Whittaker, 2003. Reformatted by Benson Ford Research Center staff and published in August 2014.
- Finding aid prepared using Describing Archives: A Content Standard (DACS) and local guidelines.

## **BIOGRAPHICAL/HISTORICAL NOTE**

Following World War II, Ford Motor Company and its then president Henry Ford II were eager to reestablish operations in worn-torn Europe. There was a demand for automobiles, but a discernable lack of functioning facilities, supplies, material, and labor. Ford International Division was established in 1948 to help the company with its European expansion plans.

Tom Lilley, who eventually played a major role in the international expansion, was born on August 13, 1912 in Bluefield, West Virginia. He attended Harvard College where he graduated with a Bachelor of Arts degree in 1934 and a Master's degree in Business Administration in 1936. Before joining Ford Motor Company in 1948, Mr. Lilley worked with Lehman Brothers investment bankers in New York and Burlington Mills, manufacturers of synthetic textiles, in Greensboro, North Carolina. In 1942, Mr. Lilley joined the faculty of the Harvard Business School serving as Assistant Director of Research and Associate Professor. His research fields included aviation as well as business research projects.

Tom Lilley joined the staff of Ford Motor Company in 1948 as part of the Central Finance Staff. Mr. Lilley joined the Ford Division soon after its formation in 1949. He was named Assistant Divisional Controller of Ford Division in May 1951 and Product Planning Manager of Ford Division in January 1953. In early 1954, Mr. Lilley became Assistant General Manager, Sales and Assembly Activities of Ford International Division. He remained in that position until May of 1957 when he was elected a Vice President of the company and named General Manager of Ford International Division. In that capacity he directed export and import operations and dealt with concerns and interest in overseas branches, subsidiaries, and associated companies. Mr. Lilley became Vice President of Ford International Staff in January 1960 where he remained until named Vice President, Canadian Overseas Group in February of 1965. In this position he maintained direct supervision of Ford Motor Company of Canada subsidiaries in Australia, New Zealand, South Africa, Rhodesia, Malaysia, Bermuda and Jamaica.

Mr. Lilley resided in Ann Arbor during his tenure at Ford Motor Company, was a member of the National Export Expansion Council, and was on the Board of Directors of the International Road Federation and the National Foreign Trade Council.

## **SCOPE AND CONTENT NOTE**

The Tom Lilley collection consists of two series: Ford Domestic Operations and Ford International Division.

**Ford Domestic Operations, 1949-1954** (0.8 cubic ft.), contains a large chunk of product price and comparison literature. The reports that make up this group focus mainly on price structures for new domestic vehicles released in the early 1950's as well as price structures for exports.

Also contained in this series are reports and literature dealing with management policies and a binder that recounts and summarizes the events that took place during the Ford 50<sup>th</sup> Anniversary celebrations in 1953.

**Ford International Division, 1939-1964** (1 cubic ft. and 1 oversize box), contains reports and outlines collected by Lilley while a member of the Board of Directors of Ford Motor Company Canada, Vice President of Canadian Overseas Group, and Vice President of Ford International Staff. Also contained in this series are an album and a loose folder of photographs of Ford International Division plants. The photographs are mainly aerial and focus on plants in Central and South America and the United Kingdom.

## **SUBJECT TERMS**

### Names, Personal and Corporate

Lilley, Tom, 1912-

Ford Motor Company. Highland Park Plant

### Subjects

Ford Motor Company--Anniversaries, etc.

Ford Motor Company--Employees.

Ford Motor Company--Finance.

Automobile industry and trade

Automobile factories--Great Britain.

Automobile factories--Central America.

Automobile factories--South America.

Automobile factories--United States.

International business enterprises

### Genre and Form

Organizational charts

Photographs

Aerial photographs

## CONTAINER LIST

<b>Box no.</b>	<b>Description</b>
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### FORD DOMESTIC OPERATIONS

#### Box 1

Product Price and Comparison

Correspondence Regarding Export Price Structure, 1949-1950

Dealer Profit Analysis, 1953

Example of Financial Norms by Size of Dealers, 1953

Exhibits & Schedules for Export Presentation, February 1950

Ford Car & Truck Price Reviews, 1953-1954

1954 Ford Trucks Product Comparison, December 2, 1953

Regularly Scheduled Options and Accessories (Cost – Price – Profit Comparison), 1953

Unit Economic Profit Cars and Trucks 1954 Price Study

#### Box 2

Divisional Management Policies, 1953

Ford's 50th Anniversary Summary Binder, 1953

Plant Managers Conference, November 18-20, 1953

Program 84 Presentation to Operating Committee, December 14, 1953

Realignment of the General Sales Office memo, January 7, 1954

### FORD INTERNATIONAL DIVISION

#### Box 3

Comparative Financial Data, December 1955-1957

The European Automobile Industry, 1962 Passenger Cars, 1962

Organization Manual, Charts of Overseas Activities, circa 1959

Organization Manual for Ford International, circa 1960

Organization and Policy Manual Volume I & II, Ford Motor Company Limited, circa 1964

#### Box 4 (oversize)

The Times Survey of the British Motor Car Industry, October 1958

Project for the Installation in Spain of a National Automobile Industry (published by General Motors), 1939

Photographs

Central & South American Ford Plants, circa 1958 (including Buenos Aires, Mexico City, Santiago, Sao Paulo and Montevideo)

United Kingdom Plants, 1951 (including Kelsey-Hayes, Rainham Works, Walthamstow, Langley, Lincoln Cars and Leamington)