

PACKARD MOTOR CAR COMPANY

DETROIT MICHIGAN

March 14, 1930

To

PACKARD DISTRIBUTERS AND DEALERS

Subject

NEW EDITION OF THE PACKARD DIRECTORY

TO BE NOTED AND INITIALED BY	
<i>[Signature]</i>	

Gentlemen:

This letter cancels and supersedes Trade Letter T-2432 dated August 5, 1929, and the attached Directory supersedes the edition published July 20, 1929.

The Directory is intended for the confidential use of Distributers and Dealers in communicating with others within the Packard organization, and in directing owners to Packard Service stations in cities through which they may be passing.

Distributers and Dealers are expected to keep their copies of the directory up to date through the insertion of amendments in the blank column on the right side of each page, notice of which will be published monthly by the Factory. All other local records should also be corrected accordingly.

Distributers are urgently requested to cooperate with the Factory by immediately advising Miss Rabe, General Sales Department, of any changes in their administrative personnel and their branch and dealer organization, giving dates of appointment or cancellation, and also by sending to the Factory a copy of every sales agreement executed with a dealer, or a sub-dealer. Even though the dealer may not meet the Factory's qualifications for wholesale discount, it is necessary that a copy of the sales agreement be on record in order that the dealer or sub-dealer may be listed in the Directory and placed upon the Factory mailing list.

Yours very truly,

PACKARD MOTOR CAR COMPANY

(d) 2300
Enclosure
Dealers' T.L. No. 81

R. E. Chamberlain
General Sales Manager