



KAISER-FRAZER SALES CORPORATION

Willow Run, Michigan, U.S.A.



PARTS & ACCESSORIES

BULLETIN NO. 47

September 22, 1947

TO ALL DEALERS:
(Except in the State of Texas)

Subject: Heater Hose

In order to efficiently and profitably effect repairs to automobile heaters, an available stock of heater hose of the proper size and quality is required.

We can now supply you with fabric reinforced hose of excellent quality in 50 ft. and 100 ft. rolls, which is the most economical way for you to purchase hose, rather than the "cut-to-length" hose as listed in the parts book.

Inasmuch as heater hose of 5/8" inside diameter will service all makes of heaters, you can now obtain your entire requirements of heater hose from us and be assured of securing top quality hose at less than competitive prices.

Below you will find complete ordering information, together with the suggested list and net prices and the "cut-to-length" part numbers which are used on the KF Air Conditioner:

<u>Part Number</u>	<u>Name</u>	<u>Suggested List Price Per Ft.</u>	<u>Net Price Per Ft.</u>	<u>Net Price Per Roll</u>
202004	50' Roll 5/8" I.D. Heater Hose	\$.30	\$.15	\$7.50
202006	100' Roll 5/8" I.D. Heater Hose	.30	.15	15.00

PRICES INCLUDE FEDERAL EXCISE TAX AND ARE SUBJECT TO CHANGE WITHOUT NOTICE

WILL MAKE

	<u>Length</u>	<u>List Price</u>	<u>Price List Net</u>	<u>Your Net Cut From Roll</u>	
201993	Engine to Heater	15"	\$.50	\$.33	\$.21
201994	Heater to Temp. Control	36"	1.25	.81	.45
201995	Temp. Control to Engine	33"	1.15	.75	.41 $\frac{1}{4}$

The above net price comparison of cut lengths of heater hose as listed in the Parts Price List with your cost when cut from the 50' or 100' roll will give you

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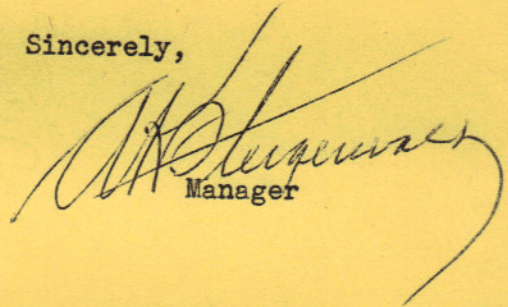
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an idea as to the additional profit you can make by purchasing heater hose in rolls and cutting it to length yourself. You would continue to sell the cut lengths for our heater at our established list prices.

You will note that although the net price of Part Nos. 202004 and 202006 is for 50' and 100' roll, we have shown a suggested list price per foot to enable you to figure the selling price on cut lengths of hose for other makes of cars on which you do not have the car manufacturer's list price of the "cut-to-length" part.

We suggest you order your requirements of heater hose in rolls on your next parts order, so you will have it in stock to meet the demand which cold weather will bring.

Sincerely,



Manager

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FOR OWNER SATISFACTION - USE ONLY FACTORY APPROVED PARTS AND ACCESSORIES