



KAISER-FRAZER SALES CORPORATION

Willow Run, Michigan, U.S.A.



PARTS & ACCESSORIES

BULLETIN NO. 47-A

March 16, 1951

ALL DEALERS:

Subject: Door Ventilator Windows - Henry J - Part No. 100254

Since January Henry J Deluxe models have been available from the factory with adjustable Door Ventilator Windows installed.

Inquiries from the field indicate a demand for adjustable Ventilator Windows for field installation in customer's cars and in new cars in stock, so we are now making these available in an accessory package.

Inasmuch as there is no way by which the stationary window door frame can be reworked in the field without jigs and fixtures for drilling the frame and aligning the parts to ensure against leaks and drafts, the only satisfactory method is to supply the entire upper door frame with ventilator assembly and this accessory package is made up accordingly.

Below we are giving you complete ordering information, together with the suggested list and net prices:

<u>Part No.</u>	<u>Name</u>	<u>Suggested List Price</u>	<u>Dealer Net Each</u>
100254	Door Frame & Vent Window Pkg.	\$35.00	\$30.00

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

Installation time - 2.0 hours.

This Door Frame and Ventilator Window Package - regardless of the value of the material it contains - had to be priced as low as possible to satisfy Henry J owners who want adjustable vent windows and to assist you in selling more new cars. This objective could not be attained by establishing prices which would permit you to make the normal gross profit applicable to accessory sales. Neither could we match the factory installed price, which is based on the use of vent windows and attaching parts only, whereas a field installation also requires a complete upper door frame.

Handwritten notes on the left margin: 150, 200, 300, 400, 500, 600, 700, 800, 900, 1000