STANDARD REFRIGERATOR TRADEIN & DEALER MANUAL & GUIDE

1946

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INTRODUCTION

actions were practically frozen for the duration.

The 1942 TRADE-IN MANUAL was published at the end on historic periods the 1946 TRADE-IN MANUAL appears as a healthy constrained to 1946 TRADE-IN MANUAL appears as a healthy constrained or for the property of a new era. From a smoothly developing, againsting, household refrigerates market the convolution of war moved from the production of civilian goods. Sharply, all the warm known from the production of civilian goods. Sharply, all the varies of household erfortgeneted evolvedement were terminated. War work took many new workers into the labor market; food problems at home and about complicated refrigerated revolutions; the

As household refrigerator progress was arrested, the implications for future trade-ins became obvious. Until new refrigerators could be made, no one would give up the edd ones, the longer the production of new refrigerators was stymied, the greater the appreciation marketwise of the old refrigerators and the greater the depreciation technically.

In the transitional period, from no production to full production, trade-ins play an important role, particularly as a service link between previous and future production. Even when the supply begins to pace the demand, trade-ins will still be vital in expanding the perioarchic market.

Every step in household refrigerator development, therefor, must take into consideration the importance of trade-ins. History shows that the motor car industry experimented with the problem of used cars for many years, but finally came to accept them as a necessary and vital part of the industry itself.

The same is true of household refrigerators. Used hoxes will

INTRODUCTION

be odd, there is a growing world market for many kinds of refrequenties, the most important factor in handling trade-late for in handling trade-late for the interference of the properties of the most interference of the interf

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While government control exist, construinating a subset, it still necessary to take into consideration the differentiation, and the subset of the subset of the subset of the subset of the subset. The differentiation is the demand silocoprocess, and the allowance example of the subset of the subs

Although every effort his been made to check the accuracy of all the data given here, in some cases, maveoidable errors or omisaisons may occur. If you will call any such errats to our attention, we shall try to correct it in the forthcoming edition of the MANUAL and to help keep it what we have sinceredy tried to make it—the only complete, authoritative, unbiased reference for the household refrigeratior industry.

Drawing Cham

April 3, 1945 PUBLISHER

*In the following Western States-California, Oregon, Washington, Idaho, Mon-

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We are indebted to the following individuals for their cooperation in compiling the 1946 edition of the TRADE-IN MANUAL and bringing its value to the attention of distributors and dealers.—Ed. ADMIRAL—Mr. Harold D. Conklin, Mgr. Appliance Division,

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Research Servel Inc.

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Corporation

WESTINGHOUSE—Mr. W. H. Loeber, Westinghouse Electric.
Corporation

Mr. James H. Hugo, Appliance Advertising

ADMIRAL Manufactured by ADMIRAL CORP.

Monufactured by ADMIRAL CORP. 3803 Cartland Street Chicago 47, Illinois

eur Por 946 POTE: See STEWART-WARNER Se 600 — poppes 191-200. STEWAR FARNER subligariote pervice is nesociated by ADMIRAL COAP.

COLDSPOT

Manufactured for SEARS, ROEBUCK & Chicago, Illinois Years

COOLERATOR

COOLERATOR C

COPELAND

COPELAND RIGERATION CO Sidney, Obio

Sidney, Ohio
eor Po.
131-32 Po.
133-3425
136-37
136-37
136-39

THE CROSLEY CORP.

Yesr Pope 1922-23-34 27 29 1932-23-34 27 1935 28 1959 29 1957 30 1959 21 1940 30 1941 41 44 1942 55 1944 55

CROSLEV

DALCO

DALCO APPLIANCE
COMPANY
1355 Market Street
Sen Francisco 2, California

DAYTON

Monufactured by
HEINZ & MUNSCHAUER
20 Superior Street

20 Superior Street Buffolo, New York Year

11-32-33-34-35 18-37-38 19-40



























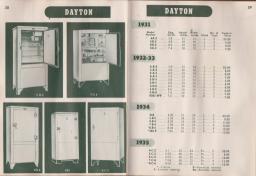








Model Cep. Meight Width Ne. of Trode-in Newber Ce. Fr. Inches Inches Fields Togys Yeller 499RD 9.05 - 62 - 32 D G D—Dulux exterior







FIRESTONE -

Manufactured by
FIRESTONE TIRE AND
RUBBER COMPANY
Akron, Ohio

											44
											45

Page

FRIGIDAIRE

Mensfectured by GENERAL MOTORS CORPORATION

Dayton 1, Oble																		
Year																į	20	ge
1928-29																4	6.	47
1930-31-	3	2														š		
1933																		50
1934																		51
1935																		52
1936																		53
1937																		54
																		55
1939																		56
1940																		57
1941																		58
1942 .																2	19.	. 60

1946 61



















GENERAL ELECTRIC

GENERAL ELECTRIC

COMPANY

1928 63 1931 66 1932 67 1933 68 1935 70 1936 71 1937 72

1908 73

1939 74

1940 75

1941 76

GIBSON

GIBSON REFRIGERATOR COMPANY

1946 90



GENERAL ELECTRIC



1928









































1946

KELVINATOR

Manufactured by CORPORATION Datesit 22. Michigan

1928-29-30 102 1931-32 103 1933 104 1934 105 1935 106

1937 100 1938 109 1939 110

1941 112 LEONARD

Manufactured by NASH, WEI VINATOR

		eath	
		Mich	

1931-	32										
1103											
1934											
1935											
1936											
1937											









		loches				
F-664	6.73	57	30	BE.		
		62				
58-795		62	30	BE		
HF-616	6.5	62	30	38		
		BE-Boke	d enon	ol exte	rice	

Year															191
19333	34	ą	15	4	H								3	2,	9
1937															8
1938															9
1939															9

1933	3	6	ą	5	4	H								3	2	
1937																
1938																
1939																
1940																
1941																
1942													ź	ø		ĺ

PRISON GENERAL

HOTPOINT











































1946



128

	Cup.				
51.7	7.0	59	31	Po	\$14
1.7	7.0	59	31	Plx	. 17
D4-7	6.8	59	31	Pa	. 180
	Po-	Permal	eteo nic	erior	

MAYFLOWER

Manufactured her REFRIGERATION DIVISION OF OUTBOARD, MARINE AND MANUFACTURING COMPANY Golesbury, Illinois

1937.	58									12,
1940										
1941										

WARD Manufactured for

MONTGOMERY WARD

Year										Į	troe
1934-35											137
1936-37											
1938 .											
1939 .											
1940 .											141
											142
											144
1946											145

MAYFLOWER

130

MAYFLOWER



Model Number	Cv. Fr.	Height Inches	Inches	Fisials	No. of Treys	Trade in Value
E-41		54		U		\$5.00
E-51	5.0	- 55	27		3	6.00
E-52	5.0	5.5		L	3	6.00
E-72	7.5	61	35	1	4	7.00
E-82	9.0	65	35	L	4	8.00

1932

F-35		57				9.1
F-36	6.0	60	33		3	10.
F-55	4.0	52	26		2	0.7
F-54	4.0	52	26	P	2	. 8,
F-65	5.0	55		1	. 3	9.7
F-66		55				
F-75	6.5	60		1		
F-76	6.5	60	31	P	4	10.
17.66	7.5	62	35	P	4	
*F-96	8.5	Y. 65	35	P	4	12.
1033						
1933						







1931 Models have peocal type control















1933 148

1935 159
1936 131
1937 152
1939 133
1939 154
1940 135
1941 156

MORGE PA:

Manufactured by
NORGE DIVISION,
BORG-WARNER
CORPORATION

PANELECTRIC
Manufactured by

PANELECTRIC CORPORATION South Norwalk, Conn.



Manufactured by

	CORPORATION
Philadelph	ila. Pennsylvania
Year	Page
1934-35-36 (Fe	nirbanits-Morse)
	160, 161
	banks Morse) 162
1939-40	163
1941	164
1946	

NORGE



1931-32-33

Number	Cu. Ft.	fechas 5.2	toches	Fields	Treys	Ya1
12.5	4.10	25	- 25	1	1	- 516 - 18 - 14
		19	32			
51 W 51.8 51.8 51.9 61.9	411	48 48 48 48 48	22822	1		511 12 13 13 13 14
71	5.23	60	29	P	-1-	16
		19	33			
A-42 B-52	- 43 -	52	25	1	-3-	- S16



Model Number	Cap, Cu. Fr.	Height	Wigh. Inches	Fields	No. of	Trade-I
A-44	4.4	52	24	L	2	\$17.0
AP-44	4.4	52	24	P	2	17.0
D-5	5.08	55	-27	1	3	19.0
D-66	6.57	60	- 29		3	22.0
DP-66	6.57	60	29	P	- 3	22,0
1	5.04	. 55	27	L	3	19.0
JP	5.04	55	. 27	P	- 2	19.0
K	6.06	55	30	L	4	22,0
XP	6.06	50	. 30	P	4	22.0
М	7.14	61	33	P	4	25.0
*R	9.08	61	41	P	4	32.0
	11.05	.61	49	P.	8	40.0
*2	doors		L-		er exterio	e ine











158

NORGE



PANELECTRIC



1945-46 1946

Cop. Height Width No. of Insde-in Co. Ft. Inches Inches Finish Trays Valve M-746 7.08 60 30 N 4 N-Norolosa exterior

Cop. Meight Width No. of Trade-is Cu. Ft. Inches Inches Finish Trays Value 9 36 54

*5 cu. ft. refrigerator comportment (38°) with high temperature evaporator.



PHILCO

160



1934 1935

PHILCO

FAIRBANKS-MORSE Cap. Height Width No. of Cu. H. Inches Inches Finish Travs

3		6.3	60	20	P	- 6
	2934	models	have s	so Coss	reador	
	FA	IRB	AN	KS-	MO	RSI

F	IRI	BAN	KS-	MO	RSE	
	474					\$9.00
		56				9.00
		56				10.00
		59			4	11.00

936	FAIR	BAN	KS-	MO	RSE	
C48						
C.4	4.2					10.0
0.5		56				10.0
CS	6.3					11.5
CAS				D	4	113
C7		61	29		4	9.1
D-			P20		exterior	













140



harden barban Blaich Town Walter 50 30 D 4 PHILOD PREFEREN AH25-2% cu. ft. AH\$1-5 co. ft. 3 way Fromer

SERCO

STOTIV PLECTRICAL ADDITANCE COMPANY

421-28 Warnock Bell-line Steam City 15, Jown 1946 170

SERVEL.

(formerly ELECTROLUX)

SERVEL INC.

1932 172 1934 174 1935 175 1938 176 1927 177 1938 176

SPARTON COMPANY 1934.35 186

1935 167 1937 186 STEWART.

WARNER

CORPORATION

1942 200



























STEWART-WARNER





1942



TYLER

Monsfortured by TYLER FIXTURE CORPORATION

Niles. Michigan 1946 202

UNIVERSAL

COOLER

UNIVERSAL COOL DIVISION OF INTERNATIONAL DETROLA CORP. Marina Ohio

Year								P
1930-33	-32							
1933-34								
1135-36								

NIV	E	ıs	u	۲	t	,		ĸ	>	i,	ž	9		o	,	t	b	med)
937																		206

WESTINGHOUSE

Manufactured by WESTINGHOUSE ELECTRIC CORPORATION

240 East Fourth Street

	Year												
	1930	ä											2
R	1932	33	ķ										2
est.	1934												2
	1935												2
	1936												2
	1937												2
	1938												2
	1939												2
Page	1940												2
203	1941												2
704	1942												

1946 220





















	272									223
1	MISCELLANEOUS				MISCELLANEOUS					223
		BELLEVILLE Model Cap. Trade la		COMMERCE Model Can Trade Is	(SILFILLAN	(Continued)		GRINNELL	
	Year 1932	Number Cu. Ft. Yelos L-51 4.8 \$4.00	Year	Number Cu. Ft. Yales	Year	Model Number	Cop. Trade-In Co. Ft. Value	Year	Model Cap Trad Number Ca. Ft. Va	le-in for
	****	51 48 400	1932	4.2-B 4.0 \$3.00 5-2-B 5.0 4.00	1934	500	4.0 57.00	1932		0.00
		61 5.6 5.00 *72 6.85 8.00		7.3.8 7.0 6.00		700				0.00
		81 7.74 7.00	1939	GALE 827.00		800	7.25 13.00			6.00
	1933	*92 8.82 8.60 L-51 4.8 5.60	. 1909	8.6 6.7 30.00		58	5.2 9.00	1933	4-E 4.0	6.00 4.00
		51 4.8 5.00		S-7 7.4 33.00 T-7 7.4 35.00		78	6.2 11.00		5-E 46 40	4.00
		61 5.6 6.00 *72 6.85 7.00		DS-5 5.1 29,00	1935	5-D	4.20 9.00 5.33 11.00		GE 6.46 I	4.00 5.00
		81 7.74 8.00		DS-6 6.3 22.00 DT-6 6.3 33.00			6.50 13.00			7.80
		CAVALIER		DT-7 7.3 57.00		50	4.00 9.00 6.15 13.00			5.00
	1932	101 4.65 84.00	1940	RGF-41 4.23 30.60 RGF-51 5.42 33.00	1936	8-65	4.0 11.00		IEWETT	
		111 4.65 4.00 112 4.65 4.00		FIGF 61 6.46 26.00		5-66	6.5 15.60 5.33 13.60	1992	TC-55 4.6 \$	3.00
		119 5.72 5.00		RGF-62 6.46 97.00 RGC-41 4.23 91.60		D-67	6.8 15.00			4.00 7.00
		121 5.72 5.00 122 5.72 5.00		BGC-42 4.23 52.00	1937	D-610	9.0 21.60		Deluxe 100 10.0 B	0.00
		131 6.78 9.00		RGC-51 5.42 85.00 RGC-52 5.42 86.00	1907	E-657	6.5 19.80	1933		5.00
		132 6.78 6.00 141 8.04 8.00		RGC-61 6.45 28.60			7.0 21.60			8.00
		142 8.04 9.00		RGC-62 6.46 40.00 RGC-63 6.46 42.00	1933	408	4.0 19.00	1934	100 10.0 1 10.65 5.7	7.00
	1922	*152 0.61 10.00 101 4.65 4.00		RGC 64 6.46 44.50		618	6.13 23.60			8.00
	1900			BGF-91 8.73 48.60 BGF-92 8.73 48.60	1939		3.2 24.00		**100 100 1	0.00
		112 4.65 4.00 119 5.72 5.00		BGC-91 8.71 50.60		429-C	4.2 26.00 5.4 28.00	1935		9.00
		121 5.72 5.00	1941	RGC-92 8.73 \$2.00		619-C	6.1 99,09		sew models made in 1936.3	1.00
		122 5.72 5.00 131 6.78 6.00	1941	GC 654 8.5 \$5.00		649-D		1939		15.00
		132 6.78 6.00		GC 656		929.D	9.2 21.03	1940	*Debura ER R.R 4	2.00
		141 8.04 8.00 142 8.04 8.00		GR 650 6.5 \$5.00	1940	320-C	2.7 28.00 4.5 20.00	1941	*Debree 88 88 6	15.00
				GR-652 6.5 55.00		520-C	5.5 33.60		KING KOLD	
		CHILRITE		GILFILLAN 55.00		630-C	6.4 36.00	1932	M4 40 \$	3.00
	1933	L4 4.4 \$4.00 P4 4.4 5.00	1931	5595 4.75 \$4.00		870-D	8.7 42.00		FT.5 5.0	4.00
		LP-48 4.7 5.00	1932	4170 3.25 4.00	1941	421-C	5.45 ##.00		M6 5.9	5.00
		L-5 5.4 5.00 P-5 5.4 6.00	1933	500 40 500		641-C	6.45 85.00		'FL7 6.2 1	6.00
		1.6 5.5 7.00		600 5.3 8,00		891-D				
		P-6 6.6 8.00	2-24				*2 doors	***	3 doors	



MISCIPLIANEOUS MERCHANDISING

HOUSEHOLD REFRIGERATORS - 1946
As the Manual goes to press, April 1946, it seems that the

supply of new refrigerators will be extremely limited for the balance of the year. The most recent estimates of the existing demand indicate that at least two years of full production will be required hefore the supply begins to balance the current demand. Moreover, when the expanding construction of new housing facilities begins to affect the market noticestby, it is likely that, for several additional years, the supply of new refrigerators may be short of the quantities, measurer to meet the arresian of the production of the contraction of the contract

In view of this continuing condition coupled with the legalized control of resale prices now in effect, the wise retailer must consider the "trade-in" for its volume and income-building advantages. Every used refrigerator "traded-in" on the sale of a new one means another unit to sell to assorber consumer, or extra

income from the sale of the "trade-on" in a reconditioning finite. In 1940, the ratio of trade-ins sales to total sales of one models had climbed to 3½%, in 1941, it was estimated that 50% of all sales involved trade-ins. 30 climate, he forary-surf freeze of all sales involved trade-ins. 30 climate, he forary-surf resulted for the sales of t

models, and a trade-in sale to such a buyer produces a good serviceable refrigerator for resale. For the foregoing reasons, it is evident that trade-ins become increasingly important as new production expands. And a thorough consideration of all the factors affecting trade-in policy and practice is essential in developing a satisfactory and profitable hutiness.

1925 1933

WILLIAMS ICEO, MATIC

226

WILLIAMS ICE-O-MATIC

box simply for purposes of identification

FACTORS AFFECTING TRADE-IN

1-Apprai

228

-Appraisal 2-Allowance 3-Adjustme

To make a proper trade-in appraisal a dealer must first be able to identify accurately any of the thousands of refrigenence now in the state of the state of the state of the state of the very simple matter. Where the models must be state of the cabinet, as is the case with most models made 1936 back of the cabinet, as is the case with most models made 1936 or later, this information may be requested of the owner, making

Appraisal of the trade-in value of any model listed in this MANUAL has been made simple and practical by expert refrigeration specialists, who have carefully studied market prices and trends for many years and have computed the proper market value for each of the models listed in the MANUAL.

However, it would be poor merchandising to use the appraisal as a trade-in allowance, since there are handling costs involved in buying and selling a used refrigerator and additional costs to be considered if reconditioning is done.

Allowance STANDARD MANUAL trade-in values represent the actual

cash value, to the dealer, of the used refrigerator as it stands, provided it is in operating collection to more instaint. This is the figure which may be quoted to the operation instaint, and case. Allowance has been made for the dealer to realize an average markup of not less than 20% in reselling such "as-is" boxes to a reconditioning outlet.

Adjustment

While the dealer may safely use the STANDARD valuations, there are special factors to consider which tend to modify trade-in allowances in certain cases: a) For the dealer who is efficiently organized to recondition and sell used refrigerators, trade-ins hape a greater value.

b) Profit on the sale of a new deluxe model of comparatively high price may incline the dealer to make a somewhat higher

(c) A comparatively, late model in excellent order which neck very little reconditioning expense to qualify it for also as "reconditioned with 90 day guarantees" may sometime justify an allowance somewhat presert than the MANUAL figure. On the other band, a refragerator which shows again of susual above over and the property of the stables. In such cases, a lower trade in allowance is warranted, of). Some makes and models are, game popular than others.

d) Some makes add include are finely of a productive to include a productive to the productive to the contract of the productive to increase the allowance for such models, recoveriely, this means decreasing the allowance for those models which are issue decreasing the allowance for those models which are issued decreasing the allowance for the preparation are controlled, at this verificial, if indices that reconditioning conti, when added to the tradesin allowance given, model and the production of the produ

The dealer who decides to develop his business with tradeins must weigh the relative advantages and disadvantages of the

various methods of resale:

2. "As-is" to a consumer
3. "Reconditioned with 90 day guaranty" to a

consumer.

For a full explanation of the meaning of "as-is" and "recon-

official standards as set (orth in OPA Maximum Price Regulation

139, which is quoted in full in the Reconditioning Section of the MANUAL, which follows this section.

I. "As-is" to a reconditioning outlet

For the desiler who does not with to sell used equipment of any kind to his customers, it is suggested that aroungments he made with a reconditioning outlet for outright purposes the latter, including picking of the individual host. On the trade-isin may be collected and stored by the desiler until he has a quantity on hand. He may then juvite sword reconditioners to hid for the lot. If the trade-isis have been acquired at STANDARD valuations, a malting of first less than 20% usualty on the realized

2. "As-is" to a consum

Resale of "sain" refragartion to consumers is not recommended, Such tasks in the past have four created distinction mended, Such tasks in the past have four created distinction continuers and are likely to create ill-will because of faulty funcrations. The such tasks is the such tasks are such as the result of the such tasks are such as the such as the such as from 3.1 to 50%, the dealer is custimed not to allow his natural denies to detail the base price of this tradicisat too overrate the other such that the such as the su

The dealer must establish a policy which enables him to deal fairly with his customers. In general, the older refrigerates models carry the greater risk of a breakdown; the later models, which are in excellent condition, may be readed with the least risk of complaint. In those cases, where the cost of reconditioning (to the guaranty standards) is too high to be safely absorbed to the MANUAL and the OPA Price Table helps to counteract

3 Reconditioned to a consumer

What will it cost to recondition? Whether the dealer elects to do the reconditioning himself, or contract with a service operation to to do the reconditioning for him, the cost of reconditioning must be added to the cost of acquiring the trade in the cost still shows and educate margin to the official ceiling, as given in the OPA Price Tables, then it is advisable to reclaim controlled to the cost of the cost o

bring.

In offering reconditioned refrigerators for resale, the wise dealer dates a large market. To the low income group used refrigerators, have price appeal. To fee users with increasing market with the price of reconditioned refrigerators compare favorably with the cost of ice. To those booking for a second refrigerator for basement, party room, summer cottage, or the like, a reconditioned by provides a prefer solution.

Many people feel they get a better "buy" when they purchase a good reconditioned refragerator instead of a new one. Some buyers prefer a good, famous brand, reconditioned box to a little-known new one.

Real estate companies and apartment house owners are

turning to reconditioned refrigerators, particularly for low rental apartments. Then too, they like to match boxes where fill-ins are needed.

Many business offices are customers for small size refrigerators for accommodating cold drinks and lunches.

tors for accommodating cold drinks and lunches.

Drug stores, doctors' offices, hospitals and laboratories very
often was refringentors for biological purposes. Hospitals can

employed as the refrigerant.

Beauty parlors and barber shops use refrigerators for cold.

towels, ice packs, and certain types of toiletries.

While the outlets mentioned above use one or two-door refrigerators of various sizes, restaurants, cafeterias, taverns,

social clubs, grocery stores, etc., are prospects for the larger size boxes, as auxiliaries to their regular equipment. Food and candy manufacturers also use auxiliary refrigera-

tors, in addition to their regular equipment, for storing certaingredients.

Beverage dealers very often use additional refrigerators in the larger sizes for keeping cold drinks on band.

Another highly effective source of revesue for the progressive refrigeration dealer is found in rentals. Summer colonies and beach resorts offer a good market for season rentals. The dealer who feutures rentals will have many calls from unexpected sources and be surprised at the number of instances where a

The alert dealer will find that aggressive promotion in the fields mentioned above will result in increased business which more than compensates for the effort involved. In this connection it is significant to note that the lower the prices of used refrigera-

PROMOTE AND SELL RECONDITIONED

REPRIGERATORS AS YOU WOULD NEW ONES

Use advertising to stimulate the sale of used boxes. Display used boxes attractively in your store and in your windows. The price appeal of a used refrigerator will bring prospects into your store, many of whom might not otherwise become interested. Experience has proven that many buyers who come in to look at a reconditioned box are sold a brand new.

new or a reconditioned refrigerator is sold, you make a frie and astisfied customer out of each prospect by selling a new stissfactory used box and, at the same time, pave the way the sale of another refrigerator when a replacement is required.

Not only does the sale of reconditioned refrigerators offer the dealer a profitable volume of "plus" business. It is an excellent way of creating good will and building confidence among custo-

mers and prospects.

The dealer who reconditions his trade-ins carefully and thoroughly is able to sell them with a guarantee of at least 90

days, live up to that guarantee, give his customer necessary service and attention, and still make his full markup. Recognitioned refrigerators should be kept moving con-

stantly. A used hos should not stay on the floor more than mostly days. Stock should not be should be stay to the floor more than the stay days. Both should not be should be sh

USED REFRIGERATOR PROMOTIONS LEAD TO NEW REFRIGERATOR SALES Properly handled your reconditioned refrigerators are a

Property handled, both reclaims may been. Advertising guaranteed, reconditional refrequency will attitute many properts. Remember too, that the customer to when you are refrigerated. Once a mechanical refrequency look entirely and the best of the properties of the customer to whom you are refrigerated. The properties of the properties. Be looks at them, studies them, and usually decides the wants them. The delete, when the looks the properties of the propert

RECONDITION YOUR TRADE INS THOROUGHLY
We cannot overemphasize the importance of careful, thor-

must be satisfied. Just as satisfied customers are the greatest business builders, so dissatisfied customers can do incalculable harm.

The dealer who does any volume in reconditioned refrigers.

The dealer who does any volume in reconditioned refrigerators must, of course, guarantee the boars he selfs. People hesitate to buy a used refrigerator which is not guaranteed, and furthermore, the guarantee assures the customer of your confidence in the refrigerator you are selling. Remember, however, that unless the box is properly reconditioned and in good operating order, the cost of maintaining the guarantee will coasume at the profit he cost of maintaining the guarantee will coasume at the profit

One of the most important factors in the sale of reconditioned refigerators is "eye-appeal". Women particularly are influenced by appearances and, when the matter of perchasing a refrigerator is taken up in the home, it is that the matter that carries the greatest weight. The comparatively slight cost of "dressing up" the user frequents is always.

When a used mechanical refrigerator is brought into the however, where there has been no refrigerator previously, and it operates satisfactorily, the desire for a sewer, better refrigerator grows inevitably. Once a customer begins to feel "this is fine but Tell like something better", she is prospect for a new model and the sale is up to you. Only thorough reconditioning of every used refrigerator you sall non-zone to the sale is up to you.

The dealer who is efficiently organized to recondition and sell used refrigerators profilably is in a position to offer maximum sell used refrigerators profilably is in a position to offer maximum costs are lower; his selling costs are lower; his stock is not "clogged" up with used belong, costs are lower; his stock is not "clogged" up with used belong to the selling the selling truther trade-ins and to make the proper allowances will do the greatthe dealer who offers the maximum allowances will do the greatest business for, human nature being what it is, the trade-in-

RECONDITIONING STANDARDS

ODEL

Source: Document #48218

Part 1380-HOUSEHOLD AND SERVICE INDUSTRY

Part 1380-HOUSEHOLD AND SERVICE INDUSTRY MACHINES REVISED MAXIMUM PRICE REGULATIONS 139

Used Household Mechanical Refrigerators
July 31, 1945

Sec. 3. Maximum Prices for Sales of Used Household Mechanical Retrigerators by All Persons

(a) RECONDITIONED REFRIGERATORS

As used in the table below a refrigerator is reconditioned if

As used in the table below a refrigerator is reconditioned if it meets the following standards:

(1) The refrigerator is capable of continuously maintain-

(1) The refrigerator is capable of continuously manualing, with normal cycling, an average interior cabinet temperature in the food storage space not exceeding \$6° F., under no-load conditions, when placed in a room in which the temperature.

(2) All cooling units, compressors, condensers, motors and controls, where such parts are exposed to the accumulation of dust, as well as all shelve, hardware and machine compartments, are thoroughly cleaned and function properly. Belts on open-type units must be free from frays and splits.

(3) A defrosting tray large enough to catch all drip from the cooling unit, and a minimum of two corrosion-resistant ice

the cooling unit, and a minimum of cube trays with grids are provided.

(4) Cabinet exteriors, fanished with either synthetic enamel or lacquer have all metal completely covered and free from

efects have been buffed, smoothed, filled, and either spot prayed, or the entire exterior resprayed, where one of these bethods is necessary in order to obtain a finish similar to the

original finish. Cabinet exteriors and interiors finished with porcelain are thoroughly cleaned, rust removed from any chips and

(b) "AS-IS" REFRIGERATORS An "as-is" refrigerator is one which does not meet the standards of a reconditioned refrigerator but has all the parts expential for its operation as a refrigerator. [Paragraph (b)

amended by Am. 3, effective 8-6-45.1

(c) GUARANTIES Every refrigerator which is sold as a reconditioned refrigerator must carry a written guaranty for at least 90 days from the date of its installation which provides that any part which proves defective within the guaranty period will be replaced without

charge for labor or materials or other services.

HINTS ON RECONDITIONING

Any refrigerator, regardless of make, model or condition, can be reconditioned. But if the dealer is to resell it profitably, there is a limit to what he can afford to spend on reconditioning Obviously, therefore, the first thing to do with a trade-in is deter-

Start by checking the operation, looking for leaks, knocks, Examine the box carefully, checking the finish, trays, shelves,

gaskets, etc.

List the renairs and refinishing necessary to put the box in salable condition and estimate the cost. Then decide whether it pays to recondition or not. Bear in mind that the reconditioning cost, plus the trade-in allowance must be low enough to permit Generally speaking, where the reconditioning cost of a 1-door

and sell the parts. Where a moisture condition exists, it is usually too expensive to recondition. In the case of hermetically sealed units unless the box freezes, do not attempt to recondition

resale at a competitive price at or below ceiling.

If the dealer employs a reliable reconditioning house, they will advise him when it does not pay to recondition. It is recommended that the dealer use such a company to handle all reconditioning as they are fully equipped and usually able to do such

For the dealer who does his own reconditioning, the following procedure is recommended.

Check the Pump and Compressor

Make certain they are not "stuck-up". Replace the oil in the compressor. Replace all belts on open type units. Check cylinders and rings. Replace all gaskets and gasket heads. Put a strainer

on the liquid line. Replace seal on the pump. Purde the Unit

Remove all oil and gas. Clean internally. Check carefully

for leaks. Recharge with gas and oil.

Flooded coils should get a new needle seat. Permanent seats should be reground and refaced. If header is of soldered type,

Overhaul Motor Thoroughly Check brushes, bushings, armature, end plates, etc. replacing

Run on Test for 24 Hours

Check freezing time. Check thermostatic on-off control, resetting or replacing if necessary.

. Remove all enamel or brush point. There are several effi-

Respray or repaint, using synthetic enamel or larguer. Synwhere synthetic enamel is used because it takes several hours to ish the finish. In the case of late models, where the original finish is in very good condition, wash down, sand and respray the box,

without removing the original finish. If lacquer is used, a drying room is not necessary since lacouer "sets" in 15 minutes or so. Be sure that all the old finish

Where porcelain is chipped, sandpaper the edges, fill in with

him fillers" on the market but it is difficult to match colors closely. repainting to avoid getting lacquer or enamel on the various parts and the unit. It is recommended that the motor housing be repainted separately to enhance its appearance.

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Refinish All Metal Parts Rechrome all hardware that is not in perfect condition. Replace bent or broken parts. Buff all parts that do not need

Trays should be acid-cleaned. We do not recommend that

Retin Shelves. Hot dip tinning is preferable because the sned. Do not use Codmium as it affects certain foods and meats.

DEVELOPMENT OF THE HOUSEHOLD REFRIGERATOR FIELD

To understand the potentialities of the household refrigerament was due to the aggressive marketing of the manufacturers: part of it was due to the education of the public to the benefits of refrigeration; part of it was due to the gradual extension of utility services in all parts of the country

The total kilowatt hours used in 1945 were double those used in 1930. As of December 31, 1945, more than 26% of the connections, however, and it is estimated that there are a million and a half farms to build lines to within the next few years. The question of household refrigerator sales expansion now

stalled orders. The Marketing Committee of the Committee for encountered since V-J Day. The demand has been intensified by the additional time lapses in production schedules

According to ELECTRICAL MERCHANDISING the refrigerator sales since 1934 are as follows:

DETAIL VALUE

1934 1,283,000 220,676,000 205 010 000 1940 2,600,000 1941 3,500,000

1942 520,000 1945 263,860

Beyond satisfying the immediate household refrigerator demand for 1946, which 126 utilities estimated in December 1945 as 2.833.855 units." further market progress is linked with large, still unserviced group, there is ample opportunity for sellpoorer on the average than those already using refrigerators, but

The war taught many lessons-many bitter, some welcome. turers, by virtue of related wortime petivity are now better operate at a lower cost. They are no longer thought of as isolated functioning units, but as parts of the entire kitchen utility pattern. clean. Many of the new models have outer shells of heavy-rauge niere of porcelain-enamelled steel. An acid-resistant porcelain floor is another notable refrigerator feature. Customers are being

There is more than meets the eye in household refrizerator

^{*}Electrical Merchandising, Jamary, 1946.

changes. The use of fiber glass, plastic, specially treated paper sulted in cutting down vapor formation, which comes of too sharp

a differential between inside and outside temperatures. New insulating materials sealed into refrigerator doors and between the cabinet's inner and outer shells are of the utmost

proximately 50 times. Each time the insulation factor counts in New refrigerators place emphasis on temperature range and controlled humidity. The trend is away from the old-time defrosting methods. Improved drain arrangements providing for water evaporation by utilizing the motor heat give the clue to

As for humidity control, more and more attention is being given to the kind of refrigeration required for general purposes. humidity for fruits and vegetables and quick-dry cold for fast freezing. Whether a freezer compartment is built into the refrigerator or not, the need for that type of storage exists. As for fruit and vegetable storage, a crisper pan or glass compartment with enough depth to accommodate grapefruit, heads of lettuce, or are preferred in many cases because they make quick inventory

The ice cube compartment has been redesigned in many of the new refrigerator models. In some cases, ice cubes can befrozen in an hour: in others, new-fashioned travs allow for one,

A dry storage bin has shown up at the base of many refrigerator cabinets. This allows for storage of fruits and vegetables waiting to be chilled. However, unless this bin is insulated it is New household refrigerators are larger on the average than

they used to be. Families should allow two cubic feet of space for each member in selecting a cabinet large enough for proper food viding more generously for meat, beverage and ice cube storage Bottled beverages are being given headroom. Desserts are provided for in special compartments. Tricky adjustable hinned half-shelves allow for odd-shaped or bulky comestibles. Housewives don't have to wrestle with fruit juice cans and turkeys the way they used to do in the old-style refrigerators.

However, the most significant feature of the changes made in the 1946 models as compared with the 1941 models is the marked increase in utility value. That's why the market is so promising Not only are there millions of new household refrigerator buyers, but many home owners who have cabinets in good working order won't be satisfied until they can replace them with the vastly improved, infinitely more attractive, quieter, more economical

Destined for new addresses in the coming year are many

HOME FREEZERS

There have been, and still are, many unanswered questions about home freezers in the refrigeration industry. A survey of the latest developments shows several interesting trends. The most Further, there is a marketing question as to whether urban or rural homes will adopt freezers most readily. There are indications of planning for efficient and widespread servicing of home freezers nationally. Lastly, there is the paramount consideration ordinated with the frozen food industry.

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To household refrigeration dealers, several pertinent facts are already obvious. Home freezers are following the design pattern of household refrigerators. Old style ice boxes developed from chest openings to small doors to large doors; home freezers are following this same general pattern. The top opening, of the air spill loss. But in close kitchen or puntry quarters, where and the question of frequent bending over to fish out packages

In addition, any home freezers manufactured must necess factors. For practical purposes they must be designed to eliminate piece-by-piece dismantling and give ready accessibility to all mechanical parts. It is necessary to defrost a home freezer only twice a year and clean it only once a year. Also, a freezer can be depended on to protect frozen foods for three days after a current failure. No customer, however, can be sold fully unless needed, within the three-day limit. No housewife is going to be may be equal to half the cost of the freezer itself.

HOME FREEZERS

less, since forty pounds of food can be stored in one cubic foot of space, it seems that the demand for home freezers will be concentrated on the smaller units. A small freezer will hold \$100 worth of food, which is a sizeable item in a family food budget. To an apartment dweller a small home freezer has a special lure both because of size and convenience. As for rural demands, that are not likely to so much beyond medium-size home freezers. Farmers are renting locker space in preference to investing in

In estimating the potential for home freezer sales, one must first reckon the costs. Operating a home freezer costs approximately one and a half times as much as operating a refrigerator. Buying a home freezer presents one problem to those who own a refrigerator and another problem to those who do not. Combination refrigerators and freezers undoubtedly will have an increased sale and help solve the space problem involved in hous-

Despite the cost, market and service factors, more and more home freezers will be sold as home freezer educational advertising hits its stride. The strongest selling points for home freezers are their convenience and economy. Then too, the reduction of shopping trips to a minimum has great sales appeal.

At this time, 60% of all food can be frozen; a greater percentage eventually will be, once research is extended in the physical and chemical phenomena attendant upon the freezing of foods. Once there is home delivery of frozen foods to consumers erated even further

Immediately, there must be a formulation of standards for the frozen food industry so that customers will not be disap-

HOME FREEZERS

Packaging design and materials for frozen foods must progress measurably also to facilitate home freezer sales. In approaching housekeepers, the home freezer salesman

must follow the refrigerator pattern again. Homemakers will have to be taught proper defrosting methods and the preparation of recipes and menus based on a variety of frozen foods: they must be encouraged to try freezer as well as ice box recipes. The refrigerator customer of today is the freezer customer of tomorrow. For the home freezer industry, the job has just begun.

BLUEPRINT FOR 1947

As you will see in reading this MANUAL, there have been many changes in the eighteen years of household refrigerator panding steadfastly regardless of market variables. Others have had short-lived coreers. Still others were war casualties or were manufacturers have been slow to resume operations

Since the rate is "to the swift" as well as "to the strong", a agent market advantage naturally accrues to those manufacturers who "deliver the goods" first. To hold that lead, however, the public and survive the existing competition as well as the coming competition from new and reactivated household refrigerator

In addition to the 1946 models shown in this MANUAL, it seems likely that the following manufacturers will have presented new household refrigerators to the market or be in the blueprint stage for 1947 production before the end of 1946.

- 2 GHARLIAN BROS. INC.

 - 4 NATIONAL COORSESATIVES INC. 5 PRESSED STREET CAR CO. INC.
 - 6 RANNEY REPROPRATOR COMPANY
 - 8 WARD REFRIGERATOR & MEG. CO.

BLUEPRINT FOR 1947

extension of household refrigeration facilities.

Despite the tremendous progress made during the past two decades in the promotion of household refrigeration by American manufacturers, the market is still as wide as the world. Closely linket with the solution of the international food problem is the

At home, the market is far from saturated. There are millions of families swings from refrigeratery there are an equiltion of families swings from refrigeratory, there are no equilnumber who would gladly purchase a used refrigerator, about 90% of the families have no electric revery, and almost a many have no household gas service other. The extension of utility services will have benefited preparations to subject the proposed of the same half eritgeration market. At home and already there are millions of cutomers for American beneded relaxation the results hape this AMVLAL will help negative and facilitate as many of these transactions as possible.

