

# AARON NEWS

April - May 2002  
Volume 28, No. 2

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## HVAC Spring Specials

The AARON & COMPANY pre-season HVAC Spring Specials are hotter than ever! We have worked with our vendors to get you special pricing for buying early this season. We are calling for a hot dry summer – be ready!

Here are some samples of the great savings available to you. Offer expires May 31, 2002.



### Honeywell Perfect Climate - Electronic Air Cleaners

F50F1149 16X20 1200 CFM \$323.66 each  
F50F1073 16X25 1400 CFM \$337.57 each  
F50F1065 20X25 2000 CFM \$374.04 each



### Malco Screws - Zip-in Screws

HW 8X1 1/2 (box of 1,000) \$ 12.55  
HW 8X1 1/2P (box of 7,000) \$104.53  
HW 8X1 1/2 (box of 12,000) \$140.09  
(other sizes also available at similar great savings)

### Honeywell - Thermostats

T8112D1005 Heat/Cool Programmable Thermostats  
1 piece @ \$29.98 each  
12 pieces @ 28.72 each

**Honeywell**

T8700C1005 Electronic Round Thermostats  
1 piece @ \$40.78 each  
10 pieces @ 39.06 each



And much more...

Ask your AARON & COMPANY sales representative for a copy of the full SPRING HVAC SPECIALS list!



### \* NEW ADDRESS FOR REMITTANCES \*

As a result of bank consolidations, Aaron & Company has had to change its address for payments only, as follows:

**AARON & COMPANY**  
PO BOX 827239  
PHILADELPHIA PA 19182-7239

All other addresses remain the same. The above address is only for payments on account.

## PRICE CHANGES \$ \$ \$ \$

Recent or upcoming manufacturers' price increases include the following, alphabetically:

• American Standard Fixtures	+2% List	
• Burnham Boilers	+2.7%	Jan 1
• Lasco Bathware	+3%	
• Sloan Valve	"Selective Increases"	

### Among commodities, the following are up:

- Copper Fittings
- Copper Tubing
- Plastic Fittings
- Plastic Pipe
- Steel Pipe

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Come visit us on the web at [www.aaronco.com](http://www.aaronco.com)

**April - May**  
**Aaron & Company**  
*Birthdays*

**Piscataway:**

Nick Bussi	April 6
Tom Panko	7
Don Gisewhite	13
Bob Kaplan	13
Margie Nesbihal	21
Barry Portnoy	30
Eduardo Weber	May 8
Chris Keegan	14
Pedro Dubon	20
Alfred Malgieri	22

**New Brunswick:**

Cliff Heyman	April 24
Michael Visco	May 7

**Somerville:**

Tom Gasper	May 21
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**Flemington:**

Sue Patrylo	May 9
Sam Vones	31

**Trenton:**

Bob Kinsley	April 15
Jeff Ziegler	May 21

**BURNHAM  
RACE  
CAR AT  
FLEMINGTON**



Stop in at Aaron & Company's Flemington branch on Monday May 20, and take a look at the hot Burnham Race Car #55. It will be on location from 8 AM through 2 PM, and if you stop in starting at noon, grab yourself some free BBQ lunch!

**NJPHCC TRADE SHOW**

**Do you plan to visit the NJPHCC Trade Show at the Trump Taj Mahal in Atlantic City on Friday May 31? If you do, stop over at our booth and say hello! 10 AM to 4 PM.**

**EASTERN HEATING & COOLING  
COUNCIL SEMINARS 2002**

**NATE CERTIFICATION REVIEW COURSE**

Two Day Seminar

For experienced technicians, for the NATE heat pump test.

**DATES:** April 24 & 25

**TIME:** 9 AM to 4 PM, includes lunch.

**LOCATION:** Aaron & Company, Piscataway

**FEE:** \$225, EHCC Members \$175

**TO REGISTER:** EHCC at 800-247-6547

**ACCA MANUAL J TRAINING**

Full Day Seminar

Manual J load calculations for rebate applications.

**DATES:** May 9

**TIME:** 9:00 AM to 4:00 PM, includes lunch.

**LOCATION:** Aaron & Company, Piscataway

**FEE:** \$225, EHCC Members \$175

**TO REGISTER:** EHCC at 800-247-6547

**BURNHAM BOILER SEMINAR**

**GAS TROUBLE SHOOTING & ADVANCED  
PIPING METHODS**

Full Day Seminar

**DATES:** Thursday, May 30

**TIME:** Full Day, lunch provided.

**LOCATION:** Ramada National Conference Center,  
East Windsor NJ

**FEE:** \$75, Burnham America's Home Heating  
Team Members \$35

**TO REGISTER:** To become a member, call Burnham at  
717-397-4701. For seminar details or to  
register, call Suzanne Slovinsky at Aaron &  
Company 800-AARON-PS (800-227-6677)

## MEET DONALD GISEWHITE, JR.

Don Gisewhite just came on board at Aaron & Company three months ago to develop and maintain an exclusive network of Frigidaire HVAC dealers. Although Don's prior work was 8 years of sales of equipment in the bakery industry, he was the one selected for the job not only because he is a go-getter with the right personality, but because he actually has years of experience under his belt in the industry from working with his father, Don Gisewhite Sr., proprietor of Donald L. Gisewhite Plumbing & Heating, of Somerville, a long time customer of Aaron & Company. Don Sr. is now retired and living in Florida. (We wish him health and happiness!) Don Jr. is now highly trained by Frigidaire factory trainers, and is fully qualified to service those elite dealers who have met the qualifications and have made the decision to become exclusive Frigidaire dealers.



Don and his wife of 19 years, Christine, live in Readington, with their children Jessica, 12, and Samantha, 2. When he is on a break, Don loves to fish and hunt.

He is enthusiastic about the great Frigidaire line of HVAC equipment, and still has openings for interested professional HVAC contractors. So, if you are interested, give him a call at 800-AARON-PS (800-227-6677) or 732-752-8200. Don is based at the Piscataway HQ. He says, "Stop in and say hello!"


# ARE YOU AN MVP??



Become an AARON & COMPANY MVP (Most Valuable Partner) and earn points for all your purchases!! Redeem your points for great prizes from an extensive catalogue of offerings.

Find out how to get bonus points from your purchases all year long. If you don't already have your MVP brochure, ask your Aaron & Company representative today, and get yourself on board. Every purchase counts! See the brochure for details.





### BOILER REBATE

Replace a gas boiler with a Burnham Series 2 gas boiler any time between March 1 and May 31, 2002, and Burnham will send you a check for \$75. Form must be filled out and mailed with serial number and invoice from Aaron & Company, no later than June 15, 2002. Ask your Aaron & Company representative for a copy of the form.



### 2001 WINNER!

2001 Year End Aaron & Company Specials Sweepstakes winner Gil Engelke from Urban Plumbing & Heating Contractor in Westfield NJ accepts congratulations and a 27" Panasonic Color TV from Aaron and Company representative Malcolm Donnelly.

PROMOTIONS	PRODUCTS	ELIGIBLE DATES	INCENTIVE
	Burnham Gas Boilers HVAC Spring Specials MVP Contractor Program	3/1/02 to 5/31/02 4/1/02 to 5/31/02 1/1/02 to 12/31/02	\$75 Contractor Rebate* GREAT PRICES- Aaron and Company only* GREAT PRIZES- Aaron and Company only*

For details, contact any Aaron & Company salesperson.

\*See Article



PO Box 8310  
Piscataway NJ 08855-8004

Return Service Requested

PRSR STD  
U.S. Postage  
PAID  
New Brunswick, NJ  
Permit NO. 1



## GEM OF THE MONTH

*Do what you can, with what you have, wherever you are.*

# Closing Announcements

All Aaron & Company  
facilities will be closed  
Monday, May 27, 2002  
for Memorial Day.

LOAD THE BARN!!



HVAC Spring Specials

SEE ARTICLE,  
ASK FOR  
FULL LIST!!!



Wholesale Distributors  
Plumbing-Heating-Cooling

BATH CENTERS  
**Aaron**

**WIT**  
We Invest Together

[www.aaronco.com](http://www.aaronco.com)

### PISCATAWAY\*

30 Turner Place  
PO Box 8310  
Piscataway NJ 08855  
732-752-8200  
800-AARON-PS - 800-227-6677

732-752-8221 admin fax  
732-424-9499 plumbing fax

HVAC:  
732-968-5200  
888-AARON-AIR - 888-227-6624  
732-424-0025 fax

\*Central Distribution Warehouse and  
Corporate Offices

### NEW BRUNSWICK\*\*

10 Industrial Drive  
New Brunswick NJ 08901  
732-247-4500  
877 -60-AARON - 877-602-2766  
732-247-9682 fax

### FLEMINGTON\*\*

311 S. Main Street at Rt. 202-31  
Flemington NJ 08822  
908-782-3306 - 800-666-3306  
908-782-2793 fax

### FREEHOLD\*\*

638 Park Avenue  
Freehold NJ 07728  
732-462-1322  
888-AARON-PS - 888-227-6677  
732-462-2161 fax

### SOMERVILLE

75 South Bridge Street  
Somerville NJ 08876  
908-725-1177  
800-88-AARON - 800-882-2766  
908-707-8126 fax

### TRENTON

Dover & Robbins Avenues  
Trenton NJ 08638  
609-882-8100  
800-4-TRENTON - 800-487-3686  
609-882-3405 fax

\*\* These facilities have

showrooms on the premises

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