

# AARONNEWS

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## AARON & COMPANY MVP 2002 PROGRAM WINS WIT MARKETING PROGRAM OF THE YEAR



At the annual WIT Stockholders and Marketing meeting in Denver Co. in September 2002 Aaron & Company was honored by the WIT Marketing Department with the award for *Marketing Program of the Year* for the MVP 2002 Customer Loyalty Program. Aaron & Company received top Marketing honors out of more than 70 other Distributors from around the nation for our Customer Loyalty Program.

WIT is a buying group consisting of over 70 Independent Plumbing, Heating, and Air Conditioning Distributors with over 400 locations nationwide. The group is member owned, and has aggregate sales in excess of \$1.7 Billion. The Purchasing power of this united group and the Marketing services and support they provide to Manufactures in the PHC industry makes WIT a powerful organization ready to grow in the ever-changing wholesale distribution business.

Aaron & Company has been a proud member of WIT since 1999. Our membership in WIT affords us the buying power to compete with any of the national chain distributors while still offering the superior service and dedication to our local markets as only an independent

family owned business could. WIT improves our present situation and secures our future as a thriving Independent Distributor that's entire business hinges on the support of the local trade. The MVP 2003 and the A-TEAM CONTRACTOR Customer Loyalty Programs are designed to reward our loyal trade customers for all their purchases for 2003.

The MVP 2003 Program rewards Aaron & Company customers with points redeemable for great gifts and trips. The Aaron A-TEAM CONTRACTOR Program rewards loyal contractors with special A-TEAM CONTRACTOR apparel. To find out more about the MVP 2003 Program or the new Aaron A-Team Contractor Customer Loyalty Program contact your Aaron & Company Sales Representative or Kevin Manning @ 1-800-227-6677.

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

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

• Bell & Gossett	
• Burnham Boilers & Radiation	+ 3%
• Copper Fittings	+8%
• Copper Tubing	Up
• Elkay Sinks, Faucets, & Coolers	
• Fiberglass Insulation	+ 3%
• General Wire & Spring	+ 5%
• Grohe	
• Hoffman Specialties	
• In-Sink-Erator	+ 2.6%
• Laing Circulators	
• Lasco Acrylics	+ 3%
• Little Giant	
• Mc Donald Miller	
• Moen (Most Chateau Unchanged)	+1.6%
• Myers Pumps	+ 6%
• Myers Tanks	+ 5%
• New Yorker Boilers	+ 4%
• Plastic Pipe	Up
• Slant Fin Radiation	+ 2.5 to 5 %

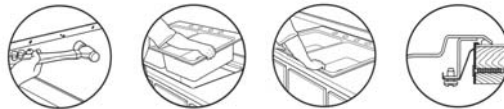
WHAT'S INSIDE?

Quick-Clip	..2
Promotions	..2
Skuttle Humidifier	..2
Council Seminars	..3
FAQ's	..3
Danze Faucets	..3
Beacon Morris	..3
Load the Barn	..4

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

# INSTALL YOUR NEXT SINK IN HALF THE TIME WITH ELKAY

Elkay knows that time is money in the contracting business. That's why they now offer the Quick-Clip top install system on many of their Stainless Steel Sinks. It's easier, faster and secures better than any other mounting system on the market. Quick-Clip provides a snug, gap-free fit that is easily adjustable on site. The unique ratchet design clip system locks the sink in place, and allows you to compensate for warps or imperfections in the countertop by simply applying pressure to the sink edge. Best of all, it's designed to allow up to 1/2" variation in the cut out opening so a small mistake doesn't create a big head ache.



**Think Fast!**  
Now Think Faster.

Elkay® sinks with the Quick-Clip™ top install system, ideal for multiple drop-in sink installations.



**ELKAY Quick-Clip.**

Install Your Next Sink in Half the Time.

Learn Quick. Just Click... Visit [elkay.com](http://elkay.com)

Clip 'ratchets' into bracket grooves



	PRODUCTS	ELIGIBLE DATES	INCENTIVE
PROMOTIONS	Stanley Tools	Feb/Mar	Free Toolbox with \$250 in purchases
	Beacon Morris Unit Heaters	Jan/Feb	\$10 Gas Card per unit
	Aaron & Co.	All Year	A-TEAM CONTRACTOR
	Aaron & Co.	All Year	Free Apparel
			MVP Points for gifts and trips

# SKUTTLE HAS THE HUMIDIFIER FOR TODAY'S HIGH - EFFICIENCY HEATING SYSTEMS

Today's heating systems that operate at 90% + AFUE with variable speed blowers and utilize set - back thermostats are truly the most efficient warm air systems available. But, all warm air systems need additional humidity for the comfort of the family and the protection of the wood furnishings in the home. The High -Efficiency heating systems do not operate in long enough stretches or generate the high-level temperatures necessary for evaporative type humidifiers to work as efficiently and effectively as a Skuttle Model 60 High Capacity Steam Power Humidifier.



## Model 60 Series

High-Capacity Steam Power Humidifiers  
Excellent choice for heat pumps and high-efficiency heating systems

### Features



- Thermal fan interlock control allows unit to humidify air without heat from furnace.
- Compact size ideal where space is at a premium.
- Cleaning is made easy with a one-piece service drain petcock.
- Corrosion resistant low water safety cut-off switch and built-in overflow protection.
- Uses minimum water.
- Does not contaminate heated air.

## EASTERN HEATING & COOLING COUNCIL SEMINARS 2003

### ACCA J

**DATE:** February 20  
**LOCATION:** Aaron & Company, Piscataway  
**TO REGISTER:** EHCC at 800-247-6547

### AIR CONDITIONING TROUBLESHOOTING

**DATE:** March 27  
**LOCATION:** Aaron & Company, Piscataway  
**TO REGISTER:** EHCC at 800-247-6547

## FAQ's & USEFUL INFORMATION

**Q.** What is the proper way to size a boiler for a Steam Boiler change out?  
**A.** Steam Boiler sizing must be done by measuring the radiator heights, and counting the number of sections of tubes or columns for each radiator. With this information, you could calculate the square feet of steam per radiator. Add together the calculations of square feet of steam and refer to the literature for boiler sizing provided to you by your Aaron & Company Sales Representative. Under the column for square feet of steam, find the closest figure to your needs, which is not less than your requirement. In most cases you will be between two sizes. ALWAYS choose the larger size. You may never choose a boiler with less square feet of steam than what is required by the total heating system. As a note, normal piping loss is already calculated.

Burnham brings today's tip to you.

**Burnham**<sup>®</sup>  
AMERICA'S BOILER COMPANY

## DANZE FAUCETS & ACCESSORIES ARE THE HOTTEST NEW PRODUCT FOR AARON & COMPANY



The whole idea behind Danze is top quality product, today's favorite designs, all at a down-to-earth price. From standard chrome single lever for the kitchen, bath, and shower, to 6 distinctively different decorative lines Danze covers the gamut of design possibilities for your customers. Look for Danze products in all Aaron Bath Center Showrooms, and ask your salesperson for a quote on the Melrose Line of single lever products. You'll be happy with the quality, and pleasantly surprised by the price!



## BEACON MORRIS UNIT HEATER FREE GAS OFFER

Aaron & Company is happy to announce the addition of Beacon Morris Unit Heaters to our offering of products. The Unit Heaters are in stock in our Piscataway Distribution Center and ready for delivery on your next job. As an introductory offer we will send a free \$10 gasoline card for every Beacon Morris Unit Heater you purchase from Aaron & Company in January & February 2003. Ask your Aaron & Company Sales Representative for the Free Gas Redemption Coupon.

THIS COUPON ENTITLES THE CONTRACTOR NAMED BELOW TO RECEIVE  
A \$10.00 GAS VOUCHER FOR EACH UNIT HEATER PURCHASED  
DURING JANUARY - FEBRUARY 2003.

Contractor Name: \_\_\_\_\_  
 Company Address: \_\_\_\_\_  
 City/State/Zip: \_\_\_\_\_  
 Number of Units Purchased: \_\_\_\_\_

Chain form must be received by March 30, 2003, with Aaron invoice copies.  
 2003 Beacon Morris 200 North Elm Street • Westfield, MA 01095 • Ask For Gas Offer

Return Service Requested

PO Box 8310  
Piscataway NJ 08855-8004



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



## GEM OF THE MONTH

*A wise man will make more opportunities than he finds.*



### Purchase \$250 in LENOX Power Tool Accessories and Hand Tools during February and March

**\*\*Get a FREE WATERLOO Tool Box\*\***

Send invoice copies to Kevin Manning c/o Aaron & Company,  
PO Box 8310, Piscataway, NJ 08855.



**Wholesale Distributors  
Plumbing-Heating-Cooling**



[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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