

AARONNEWS

October - November, 2000
Volume 26, No. 5

Published by Aaron & Company

Announcing...

WWW.AARONCO.COM

Selections from AARONNEWS are now available to you any time on the Internet, at the Aaron & Company website: www.aaronco.com. In addition, on our website, you can find many other valuable features and links that serve the plumbing, heating, and cooling trade industry. Hyperlinks include all of our manufacturers' sites that are currently available on the internet, trade and other industry related organizations, and related government sites, to provide you current technical, political, and marketing information.

Of course, if you need information about Aaron & Company and Aaron Bath Centers locations, addresses, hours, closings, and links to maps to get to these sites, it is now all available to you at the click of a mouse. You can also read about current product promotions available to you.

And, in the future, you will have several interactive opportunities to make it even easier to do business with Aaron & Company. But you will hear about that as it becomes available!

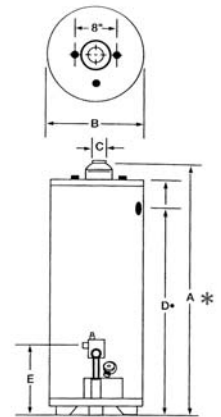
You have probably also noticed some changes in this month's Aaronews, as we are constantly upgrading and improving all aspects of Aaron & Company. We hope you like it! If you ever have any comments about Aaronews or anything else at Aaron & Company - good or bad - we welcome your comments, and we thank you for doing business with us.

WHAT'S INSIDE?

Birthdays.....	2
Burnham's New V-8 Oil Boiler.....	2
HVAC Airflow & Charging Seminar.....	2
Meet Robert D. McBride.....	3
Promotions.....	3
Load the Barn.....	3
Sloan Recall.....	3
Toilet Repair Month Special.....	3

BRADFORD WHITE IMPROVES 40 GALLON WATER HEATER

BRADFORD WHITE has reduced the height of the basic 40 gallon gas water heater from 61 1/2" to 59 1/2", while maintaining the industry leading, astonishing 40,000 BTU's recovery capacity. With the lower height, Bradford White now offers the best 40 gallon gas heater for all applications, including change out situations. Thanks to Bradford's creative engineers, height is no longer an issue in those tight installation situations, and you still get the benefit of 40,000 BTUs, brass drain valve, the Hydrojet total performance self cleaning system, and a full six year limited warranty. The official water heater of the PHCC - the first to get on the PHCC's prime manufacturers list - is now even more plumber friendly!



*Now Only 59 1/2"

PRICE CHANGES \$\$\$

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

- CHURCH SEATS
- CUNO WATER FILTERS up 4%
- FLUIDMASTER WATER CONTROLS UP 4%
- GRANBY OIL TANKS (500 gallons and up) up 3%
- LASCO GEL COAT PRODUCTS up 3%
- LASCO WHIRLPOOLS/SOAKING TUBS
- Z-FLEX up 3%
- ZOELLER PUMPS up 2 1/4 to 3%

Among commodities, ABS/DWV and PVC/DWV Fittings are up 10%, and STEEL PIPE is up 4%.

Come visit us on the web at www.aaronco.com

October - November

Aaron & Company

Birthdays

Piscataway:

John Ross	October 10
Frank Kertesz	October 12
Clinton Gorrell	October 18
William Conti	October 20
Ronald Kolbinger	October 20
Manuel Medina	October 22
Daniel Brown	October 30
Frank Laudino	November 7
Juan Centeno-Diaz	November 12
Ron Boyler	November 12
John Provenzano	November 29

Flemington:

Maria Colt	November 1
Will Mullen	November 30

Trenton:

Paul Hartz	November 6
------------	------------

Somerville:

George Kielar	October 30
Val Zapata	November 19

New Brunswick:

Jody Cooley	October 27
-------------	------------

Freehold:

Gerry Phiney	October 22
--------------	------------

HVAC AIRFLOW & CHARGING CERTIFICATION SEMINAR

The residential Airflow & System Charging Seminar for certification of HVAC service technicians will be held at Aaron & Company Piscataway on October 24 & 26, 2000. The two-evening course will help you to qualify for utility-sponsored rebates, and help make you a superior service technician. You can enroll directly by calling the Eastern Heating & Cooling Council at 800-247-6547, or you can call Bob Maurer at Aaron & Company HVAC for more details, at 888-AARON-AIR (888-227-6624). Pre-registration and paid fee are required by the professional training organization in order to attend.

Burnham's New V-8 Oil Burner

Burnham is recognized as having the industry's most extensive line of residential and commercial boilers, radiant heating equipment, indirect-fired water heaters, and system controls. With the oil fired V-8 boiler, Burnham looks better than ever. Innovative in concept and design, the new Burnham V-8 has been designed with versatility, energy saving and serviceability. The heat exchanger sections are larger, and the cast iron block rejects soot, which results in less service time. The full size burner swing door and sturdy frame jacket resist damage and dents during installation. Burnham's V8 Series is offered in over 150 different configurations and is the best boiler design in the market.

Compare these versatile features:

- * Optional tankless coil
- * Packaged or K/D
- * Water or Steam
- * Option of up to 150 psi working pressure



V8 Series Steam Boiler
with Tankless Heater

*American Standard's
ClearTap, the most elegant,
easy-to-use, and rugged filter
faucet in the world.*



Drop-In Patented
Filter Cartridge



Digital Readout



Filtered Water
On Demand

ClearTap
American Standard Water Filtering Systems

*Cleartap: the next
evolution in filtered water*

MEET ROBERT D. MCBRIDE

Robert McBride has been the assistant plumbing department manager at the Piscataway facility for a year now. He previously worked at the New Brunswick branch for 8 years, and he had other prior extensive job experience in the pipe-valves-fittings sales field in the region, so Robert is no stranger to the industry. In his current capacity, he assists customer needs, and helps to develop accounts.

Robert and Jeanne, his wife of eight years, live in Milltown NJ with their two children, daughter Kelly, 5, and son Daniel, 3, both in preschool, and both keep him busy, a priority for the proud father. He also enjoys golf, and plays the bass both for studio work, and with the popular and excellent band The Voodudes, who often perform in different locales in central NJ and elsewhere (ask him about upcoming gigs!) To his customer friends, Robert says, "Take the order!!"



American Metal Products
A MASCO Company

AmericanMetal is offering a 5% contractor rebate on all of their many products purchased from Aaron & Company during the month of October! To find out how you can take advantage of this unusual offer, contact John Provenzano, Aaron & Company's HVAC Division Manager, at 888-AARON-AIR, (888-227-6624).

PROMOTIONS

PRODUCTS	ELIGIBLE DATES	INCENTIVE
All Purchases from Aaron & CO	1/1/00 to 12/31/00	Earn Points for Prizes All Year
American Metal Products	10/1/00 to 10/31/00	5% Contractor Rebate *
Bradford White Water Heaters	1/1/00 to 12/31/00	Free Monthly Prizes
Fluidmaster	10/1/00 to 10/31/00	Special "Aaron" Pricing *
Honeywell	9/1/00 to 12/15/00	Points for Awards

*For details, contact any Aaron & Company salesperson. *See Article*

OCTOBER IS TOILET REPAIR MONTH

(Whoa! Hold onto Your Hat!!)

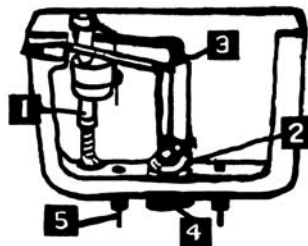
Complete FLUIDMASTER 400 AK Repair Kits Now at AARON & COMPANY for only \$11.99*

*Over \$20 Value! *While Supplies Last

EVERYTHING NEEDED FOR A TOTAL OVERHAUL OF TANK COMPONENTS

FLUIDMASTER

Flush Valve with Adjust-A-Flush Flapper, Anti-Siphon Fill Valve, SURE-FIT Tank lever, 3 Bolts and Gasket.



SLOAN FLUSHMATE IMPORTANT RECALL

Sloan Flushmate is recalling pressure assist vessels from toilets by most major manufacturers, with Flushmate serial numbers between 040797-FO1-XXX through 071597-FO1-XXX and 010398-FO3-XXX through 040198-FO3-XXX (located under the tank cover on the Flushmate units' ID label.) These units were produced in early 1997 and 1998. The units should be replaced to "avoid damage to the toilet fixture, any collateral damage, or the possibility of personal injury."

For further details, please call the manufacturer at 800-533-3450.



PO Box 8310
Piscataway NJ 08855-8004

Presort
First Class Mail
U.S. Postage
PAID
Permit NO. 35
Whitehouse Station
NJ 08889

Return Service Requested

TODAY'S GEM

Many politicians are acrobats; they keep their balance by saying the opposite of what they do.

Closing Announcements

ALL FACILITIES OF AARON & COMPANY WILL BE CLOSED Thursday, Thanksgiving Day Only.



Have you reached your goal? Doubled your points yet? What prizes are you aiming for? Check it out now! There is still time to get what you want. If you have any questions, or if you have put off signing up, call Suzanne Slovinsky at 800-AARON-PS (800-227-6677).



Wholesale Distributors
Plumbing-Heating-Cooling



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

www.aaronco.com

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