

AARON NEWS

December 2000 - January 2001
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To our New and Old Customers and Friends:

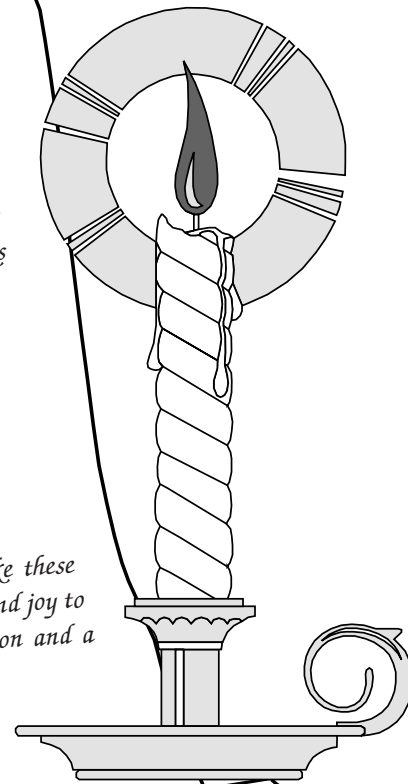
For many years, Aaron & Company has had a holiday tradition of making substantial charitable donations in the name of our customers and friends, in place of holiday gifts. During 2000, Aaron & Company's new web site came on line, and we moved our corporate offices to our Piscataway Central Distribution Center, in order to improve efficiency. Additional significant improvements are in the works for 2001, to serve our customers better. These advances are made possible thanks to the loyalty of our longtime customer friends and to the many new customers now doing business with us.

We are pleased to continue to support the following sheltered employment service organizations in the Middlesex, Somerset, Hunterdon, Monmouth, Warren and Morris Counties regions, which help disabled citizens learn work skills in order to become productive workers who take pride in their accomplishments and who get off the welfare rolls. We also donate to a well-known organization that brings joy and sunshine into the hearts of terminally ill children in the Mercer and Bucks Counties Region.

- Raritan Valley Workshop in New Brunswick
- Center for Educational Advancement in Flemington
- Occupational Training Center of Somerset County in Somerville
- Monmouth Center for Vocational Rehabilitation
- Sunshine Foundation Mercer County Chapter in Trenton

We thank you for your business, which enables Aaron & Company to make these donations. You share in an important part of the blessing of adding dignity and joy to many lives. Our best wishes to you and yours for a peaceful holiday season and a happy, healthy, and prosperous New Year.

Aaron & Company
Your Wholesaler



HOLIDAYS 2001

New Year's Day	Monday	Jan 1
Good Friday	Friday	Apr 13
Memorial Day	Monday	May 28
Independence Day	Wednesday	Jul 4
Labor Day	Monday	Sep 3
Thanksgiving Day	Thursday	Nov 22
Christmas Day	Tuesday	Dec 25
New Year's Day	Tuesday	Jan 1 '02

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



What is PVD?

Physical Vapor Deposition processing, better known as PVD, is a manufacturing technique utilized by American Standard to create durable, long lasting polished brass faucet finish. The process was originally developed to improve the durability of tools and has even been used on NASA's space shuttles. During an intense, high-tech procedure, the finish forms a permanent bond with the faucet, rather than a simple coating over the faucet body. The result is a brass faucet that provides protection from every day wear, corrosion and scratches - even in coastal climates. Faucets manufactured with PVD processing provide enduring beauty and are backed by American Standard's lifetime warranty.

American Standard

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 January 23 & 25, 2001. 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.

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

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

- Cuno Water Filters up 4%
- Ridgid Tools up 2.7%

Among commodities, COPPER FITTINGS, WARD MALLEABLE FITTINGS and NO-HUB COUPLINGS are up, and CHARLOTTE CAST IRON PIPE & FITTINGS are up 3% effective 1/2/01.

Big Rewards From Bradford White

Contractors, now's your chance to get BIG rewards! From now until the end of the year, when you purchase MAGNUM Series® commercial water heaters you can get a Lumilite® flashlight set, a Stinger™ Wet/Dry Vac or a \$100 rebate. Bradford White's MAGNUM Series



commercial water heaters offer a solution to your hot water needs no matter how large or small the installation. For the versatility, reliability and performance to meet big demands, choose a MAGNUM Series commercial water heater and get these BIG Rewards!

MEET STEVE RAPHEL

Steve Raphel has been at the Freehold Branch of Aaron & Company for almost three years now, where he is the assistant branch manager. Steve worked in sales at another supply house for eight years before he joined the Aaron & Company team. He is always ready and waiting to take an order or to help out with any customer needs, and he takes charge of the store when called on to do so. Steve and Dee, his wife of ten years, live in East Brunswick for three years with their two year old daughter Taylor. His home and family are a priority for him, and he spends what time he can with them, although he also takes time out to play the guitar. Steve says, "If you have any questions, or if there's anything I can do, please don't hesitate to call!"



December - January

Aaron & Company

Birthdays

Piscataway:

Martin Lockwood	December	1
Neil Hoffman	December	6
Joseph McDermatt	December	23
John Schlinger	December	23
Suzanne Slovinsky	December	25
Tony Mixell	December	26
Mercedes Varela	December	28
Shelton Day	December	28
John Carr	January	19
Daniel Bernstein	January	20
Leigh D'Aquisto	January	20
Jim Sellmeyer	January	26

Flemington:

Ken Sigler	January	2
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Somerville:

Emile DeCleene	December	30
Ron Muldowney	December	19

New Brunswick:

Diane Bradley	December	26
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Freehold:

Robert Trumble	December	27
Jonathon Klein	December	29
Lucy Montalvo	January	5

PROMOTIONS

PRODUCTS	ELIGIBLE DATES	INCENTIVE
All Purchases from Aaron & Co	1/1/00 to 12/31/00	Earn Points for Prizes All Year
All Purchases from Aaron & Co	1/1/01 to 12/31/01	Earn Points for Prizes All Year*
Bradford White Commercial Water Heaters		Prizes, Rebates*

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

IN MEMORY DONALD VAN NATTA Sr.

We at Aaron & Company are saddened at the loss of dear friend and customer Donald van Natta, who died on October 15, 1999. Those among us who were fortunate to know Don are better for it. Don owned and operated Van Natta Mechanical Corporation in Montvale, NJ since 1972.

Don was a dedicated family man. When he was not busy with his family or working diligently to build his business, he was very active in the community. He was on the board of trustees of the Hawthorne Baptist Church, where he also taught Sunday School. He served on the board of directors of the Jersey Bank of Savings, was a member of the Hawthorne Fortitude Masonic Lodge, and he dedicated 30 years of service to the New Jersey Builders Association, through the Northern and Community Associations. Don earned numerous honors of achievement from the Builders Association for his uncompromising dedication to the industry.

Don was a veteran of the Korean War, and was a dynamic man of high integrity and principles who was always willing to help his fellow man. He will be missed by all people he touched. He left behind his wife, three sons, and a granddaughter, two brothers and a sister. Our sincere condolences go out to his family.

AARON

LOYALTY

PAYS

Time to add up your points and make some final buying decisions, and claim your rewards! Hopefully you realized your goals!

Look for **Aaron Rewards / Loyalty Pays 2001 Program** coming out in January! Earn great gifts and trips just for purchasing your supply needs from Aaron & Company. Ask your Aaron & Company sales representative for details.



PO Box 8310
Piscataway, NJ 08855-8004

Return Service Requested

PRSR STD
U.S. POSTAGE PAID
Permit NO. 35
Whitehouse Station
NJ 08889

TODAY'S GEM

If 99.9% is "good enough", then... 268,500 defective tires will be shipped this year.

Closing Announcements

ALL FACILITIES OF AARON & COMPANY WILL BE CLOSED for the holidays on Monday, December 25, and Monday, January 1. Aaron Bath Centers Showrooms will close at 1 pm on Saturday, December 23.



1" x 520" Teflon Tape 99¢ each
1/2" x 520" Teflon Tape 3 for 99¢
3/4" x 520" Teflon Tape 2 for 99¢

**Good for December, 2000 and January, 2001 only. You must ask for the "Load the Barn" Special when you make your order, to get these tremendous prices!*

www.aaronco.com



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

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