

AARON NEWS

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AARON & COMPANY EDUCATIONAL OPPORTUNITIES

● NJPHCC CONTRACTORS CONTINUING EDUCATION SEMINAR



- Saturday, April 28
- Aaron & Company Piscataway Training Room
- \$65 PHCC members, \$125 non-members
- Maximum class size 30, all pre-registered

For details and registration form, call PHCC at 609-499-8070 or Suzanne Slovinsky at Aaron & Company at 800-AARON-PS (800-227-6677) or 732-752-8200.

● EASTERN HEATING & COOLING COUNCIL - Two Professional Courses

RESIDENTIAL AIRFLOW & SYSTEM CHARGING

- Tuesday & Thursday evenings April 24 & 26
- Aaron & Company Piscataway Training Room
- Food Provided
- \$100 value, free Magnehelic Gauge or \$50 tool purchase coupon
- \$115 EHCC members, \$135 non-members
- Class size limited

GAS FURNACE TROUBLE SHOOTING

- Thursday September 13 All Day
- Aaron & Company Piscataway Training Room
- Lunch Provided
- For both entry level and experienced service technicians
- \$99 EHCC members, \$119 non-members
- Class size limited

For details and registration, call EHCC at 800-247-6547 or Suzanne Slovinsky at Aaron & Company at 800-AARON-PS (800-227-6677) or 732-752-8200.

● BURNHAM GAS & OIL BOILER TROUBLE SHOOTING SEMINAR

- Tuesday June 5 All Day
- Ramada National Conference Center, East Windsor NJ
- Lunch Provided
- \$20 to Burnham America's Home Heating Team member
- \$50 to non-members
- Questions or to join AHHT, call Burnham at 717-397-4701

Registration only through Aaron & Company.
Call Suzanne Slovinsky at 800-AARON-PS (800-227-6677) or 732-752-8200.

AARON AWARD COLLECTION BETTER YET IN 2001



What great prize did you pick for your year 2000 reward?

Our AARON REWARDS Program was a great success in 2000, with many contractors earning wonderful gifts and trips of their own choice. The AARON REWARDS LOYALTY PAYS 2001 program promises to be even better. Our awards collection has grown to over 3000 items from leading manufacturers like Panasonic, Canon, RCA, Sony, Krups, Whirlpool, Hoover, Weber, Movado, Coach, Hartman, Waterford, Calloway, Taylor Made, Orvis, Coleman, and travel packages including Hawaii, the Caribbean, Las Vegas, Orlando, and many other prime locations.

Team up with Aaron & Company and earn fabulous awards of your choice with every purchase. Call your Aaron & Company sales representative for full details. If you are not yet signed up, do it today! Every purchase counts toward the awards of your choice!!

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

April - May
Aaron & Company
BIRTHDAYS

| | | |
|-----------------------|-------|----|
| Piscataway: | | |
| Nick Bussi | April | 6 |
| Tom Panko | | 7 |
| Bob Kaplan | | 13 |
| Brian La Touche | | 19 |
| Anthony Koscuit | | 20 |
| Margie Nesbihal | | 21 |
| Barry Portnoy | | 30 |
| Sharon Klein | May | 6 |
| Chris Keegan | | 14 |
| Pedro Dubon | | 20 |
| Alfred Malgieri | | 22 |
| Jason Panko | | 25 |
| Trenton: | | |
| Bob Kinsley | April | 15 |
| Jeffrey Ziegler | May | 21 |
| New Brunswick: | | |
| Cliff Heyman | April | 27 |
| Michael Visco | May | 7 |
| Somerville: | | |
| Tom Gasper | May | 21 |
| Flemington: | | |
| Pavlina Walker | May | 24 |
| Samuel Vones | | 31 |

Burnham's Trade Talk Seminar

Tuesday, June 5, 2001
Ramada National
Conference Center
379 Monmouth Street
East Windsor, NJ 08520
Registration 8:30 am
Seminar 9:00 am - 4:00 pm

Seating Is Limited!

Call the Marketing Department at
717-397-4701 For questions or
to join America's Home Heating
Team

Registration only through
Aaron & Company.
Call Suzanne Slovinsky at
800-AARON-PS (800-227-6677)
or **732-752-8200.**

Seminar Agenda

Gas Troubleshooting (A.M.)

- Properties of Combustion
- Flue Gas Condensation
- Combustion Air and Chimney Issues
- Troubleshooting Gas Controls & Valves

Oil Troubleshooting (P.M.)

- Properties of Combustion
- Combustion Air and Chimney Issues
- Tuning Burner with Instruments
- Troubleshooting Burner and related items



PROMOTIONS

PRODUCTS

All Purchases from Aaron & Co
Bradford White Commercial Water Heaters
Diversitech HVAC
Hercules Chemicals & Compounds

ELIGIBLE DATES

1/1/01 to 12/31/01
3/1/01 to 7/31/01
4/1/01 to 4/30/01
5/1/01 to 5/31/01

INCENTIVE

Earn Points for Prizes All Year
Points for Prizes*
Free Spring Windshirt Jacket*
Load the Barn Aaronews Special*

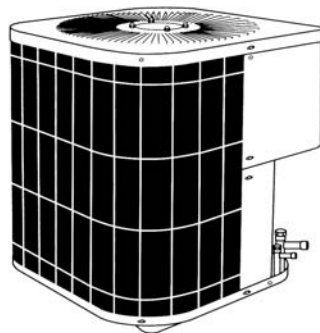
For details, contact any Aaron & Company salesperson.

**See Article*



JANITROL
APRIL SPECIAL
CK18-1
\$271.00

MAY SPECIAL
CKL24-1
\$294.00



PRICE CHANGES \$ \$ \$ \$

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

| | |
|--|----------|
| • AMERICAN STANDARD FIXTURES | +3% |
| • B&G HEAT SPECIALTIES | |
| • ELKAY S/S SINKS | +3 TO 4% |
| • HOFFMAN HEAT SPECIALTIES | |
| • A.Y. MCDONALD WATER SERVICE FITTINGS | +4% |
| • MCDONNELL & MILLER HEAT SPECIALTIES | |
| • MUELLER WATER SERVICE FITTINGS | +2.5% |
| • MYERS PUMPS | |
| • OATEY PLUMBING SPECIALTIES | +4% |
| • REED TOOLS | |
| • SYMMONS BRASS | +2.5% |

Among commodities, the following are up:

| | |
|-------------------------|-------|
| • ABS/DWV FITTINGS LIST | +10% |
| • PVC/DWV FITTINGS LIST | +10% |
| • STEEL PIPE NIPPLES | +7.5% |

Meet John Kulek

John Kulek has been the warehouse manager at Aaron & Company's Piscataway Central Distribution Center warehouse for the last three years, since shortly after Aaron & Company first opened the Piscataway facility. Prior to that, he worked at the New Brunswick facility for three years. And prior to that - also for three years - he was with the 82nd Airborne Division of the US Army. John's job includes keeping things flowing smoothly at Aaron & Company's main warehouse and shipping and receiving facility, which keeps him hopping every day. As he carries out his work, you can see his military efficiency in action.



Home to John is Oxford NJ, where he lives with his wife of four years, Jennifer, and their year-and-a-half old identical twins Samantha and Veronica, whose pictures grace the walls of John's office at work, a new set every month or two. When he is not at work or happily spending time with his family, John can be found involved in outdoor activities such as hunting and fishing. John is always pleased to help a customer resolve a problem, but mostly he makes sure that the problem situations are as few as possible in a well run company, so that customers stay happy.

DIVERSITECH SPRING WINDSHIRT JACKET SPECIAL

Earn a free Spring Windshirt Jacket from Aaron & Company for every \$350 of Diversitech HVACR merchandise you purchase during the month of April, 2001. Contact your Aaron & Company HVAC sales representative for details.

Bradford White's Big Toys Promotion



Whether it's a set of golf clubs for yourself, a fun cart for the kids or a Movado® watch for your better half, Bradford White will reward you with every **MAGNUM Series®** water heater you purchase. As part of Bradford White's **Big Toys** Promotion, plumbing and heating contractors can get the toys they always wanted **FREE!**

From March 1, 2001 through July 31, 2001 every Bradford White **MAGNUM Series®** commercial water heater purchased earns you points towards **Fun Prizes** for you and your family to enjoy. There's no limit to the number of items you can claim so make sure you take full advantage of this offer. After all, you're being rewarded for something you already do - install commercial water heaters.

24 DIFFERENT PRIZES INCLUDING:

A Complete Golf Club Set • A 5HP Gas Powered Fun Cart • A DVD Player • A 27" Color TV • A Remote Control car • A Diamond Tennis Bracelet • His and Her Movado Watches • Many More Fun Prizes



For details contact your Aaron & Company Sales Representative



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

"Difficulties mastered are opportunities won." -Winston Churchill

Closing Announcements

ALL AARON & COMPANY FACILITIES WILL BE CLOSED

GOOD FRIDAY, APRIL 13, AND
MONDAY, MEMORIAL DAY, MAY 28, 2001



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

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

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