

Published by Aaron & Company

AARON & COMPANY NEWEST FRIGIDAIRE & GIBSON HVAC DISTRIBUTOR

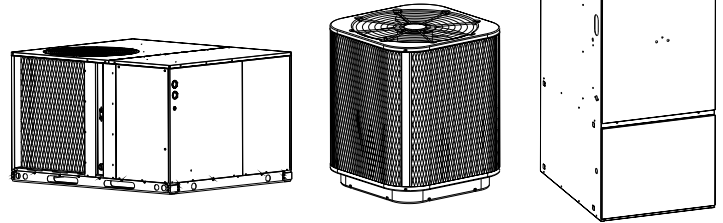
NORDYNE CORPORATION, manufacturer of FRIGIDAIRE and GIBSON Heating and Cooling Products, has announced that AARON & COMPANY is their newest exclusive distributor for the market including the following thirteen counties in New Jersey: Ocean, Monmouth, Mercer, Middlesex, Hunterdon, Somerset, Union, Essex, Morris, Warren, Sussex, Passaic, and Bergen, plus Rockland in New York and Gibson only on Staten Island. NORDYNE's PHILCO brand line will be offered by AARON & COMPANY at a later time.

AARON & COMPANY has branch locations in New Brunswick, Flemington, Somerville, Trenton and Freehold, plus a 125,000 square foot Central Distribution Center in Piscataway, and has been a leading distributor in the New Jersey region for three-quarters of a century.

Aaron & Company personnel are excited about the opportunity to serve the needs of the residential and commercial HVAC markets at all levels with these high quality, very competitive lines. The Company is seeking HVAC contractors in the above fourteen counties who are interested in establishing exclusive dealerships for the Frigidaire brand. For more information, call Kevin Manning, Director of Sales and Marketing, at 800-AARON-PS (800-227-6677) or 732-752-8200. There is also

Gibson®

Heating and Cooling Products



an opening for a Dealer Account Manager for Frigidaire. Resumes can be sent to kmanning@aaronco.com. Aaron & Company's HVAC Division is headed by John Provenzano, and there is a company-wide HVAC dedicated sales staff of 10 sales associates.

Aaron & Company is also a full service distributor of such quality HVAC products as Honeywell PERFECT CLIMATE® line, Acme Sheet Metal, American Metal Registers, Grilles and B-Vent, Hart & Cooley Registers, Grilles and Flex Duct, Malco Tools, DiversiTech Products and more.

PRICE CHANGES \$ \$ \$ \$

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

• ARGO CONTROLS	+2 TO 5%
• CUNO AQUA-PURE WATER FILTERS	+2 TO 4%
Among commodities, the following are up:	
• ABS/DWV FITTINGS AND PVC/DWV FITTINGS	+10% ON LIST

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October - November
Aaron & Company
Birthdays

Piscataway:

Eugene Lombard	October	2
Adrian Alfaro		9
John Ross		10
Frank Kertesz		12
Andrew Lieberman		13
Hernan Ramirez		15
William Conti		20
Ron Kolbinger		20
Manuel Medina		22
Tom Boylan		23
Daniel Brown		30
Malcolm Donnelly	November	4
Frank Laudino		7
Timothy Hynes		15
Brian Alnutt		23
John Provenzano		29
Diego Hidalgo		30

New Brunswick:

Edward Hanley	October	22
Darren Driggers		26

Somerville:

Val Zapata	October	19
George Kielar		30

Flemington:

Maria Colt	November	1
Peggy Kennedy		26
Will Mullen		30

Freehold:

Gerry Phinney	October	22
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**EASTERN HEATING & COOLING
 COUNCIL SEMINARS**

**RESIDENTIAL AIRFLOW &
 SYSTEM CHARGING**

DATES: Tuesday & Thursday October
 9 & 11 (two session seminar)

TIME: 6:00 PM to 9:00 PM

LOCATION: Aaron & Company, Piscataway

FEE: \$135, EHCC Members \$115

PROVIDED: Certificate, Materials & "Tip
 Sheets", Free Magnehelic
 gauge (or \$50 coupon toward
 tool purchases), Food

TO REGISTER: EHCC at 800-247-6547



BRADFORD WHITE®
PRODUCT BULLETIN

**Condensate Disposal Requirements -
 Power Vented Water Heaters**

The MITW and MIITW power vented series water heaters are classified as non-condensing water heaters. However, depending upon the vent distance and the ambient conditions it is possible to accumulate condensate in the vent connector and/or system.

Our current installation and operations manual states a condensate fitting is required for any vertical installation travelling through an attic, or a horizontal installation that travels through an unconditioned space (crawl space, etc...). The fact the power vented units are non-condensing units makes it difficult to determine at what distance a condensate fitting should be installed. The projects of combustion will change from a vapor to a liquid state when the flue gas temperatures are exposed to temperatures below the dew point. The difficulty is this doesn't occur at a specific distance, rather it has more to do with the ambient conditions where the water heater is installed.

In order to be assured of condensate not adversely affecting the operation of the power vent assembly of the water heater in addition to the conditions identified in the manual a condensate fitting MUST be installed if the vent distance, either horizontal or vertical exceeds ten feet. The installation and operations manual illustrates the proper installation of the condensate fitting and the discharge tube. If the installation and operations manual is not available please contact your local Bradford White Representative. Please be mindful of the fact that condensation is highly acidic and corrosive. If the proper attention is not given to the security of the discharge tube the condensate can prematurely corrode the components, can falsely indicate the tank is leaking or create property damage.

If you have any additional questions, please contact your local Bradford White representative.

***Closing
 Announcements***

**All Aaron & Company facilities will
 be closed Thursday, November 22
 for Thanksgiving Day.**

Meet Michael Kelco, Jr.

Michael Kelco – known to many as “Mikey” - has been handling inside sales at Aaron & Company’s Somerville branch for 2 1/2 years now, but he has been with Aaron & Company at Somerville altogether for almost ten years, so he really knows what he needs to know to take care of all situations. If you ask him what his job is, he will tell you “...whatever needs to be done...” He knows product, he knows customers and their needs, he knows procedures and ways to resolve problems to keep everyone working and happy. He has made some excellent suggestions to management that have improved stock at the branch and kept the wheels of the business well oiled so that customer needs are met.

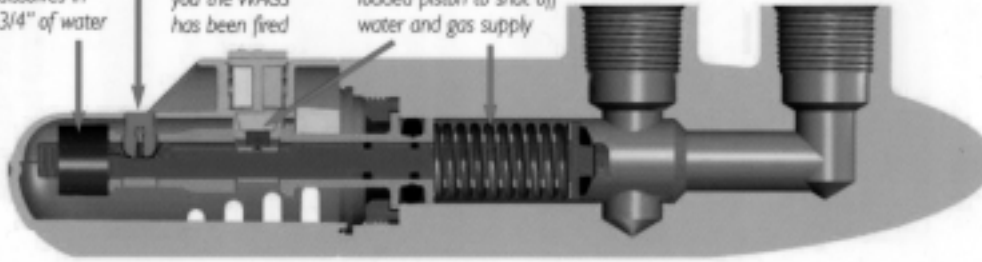


Mike recently moved his home to Flemington (just a month ago), where he lives with his wife of two years, Karen. When he is not taking care of business, Mike loves sports, hunting and fishing. But when he is on the job, he has a can-do attitude that makes him popular with both fellow employees and the contractor customers who know him well. “Customer satisfaction is our goal here at Aaron & Company,” Mikey says. “Stop in and give us a try!”

TACO WATER & GAS SHUT-OFF VALVE

When leaking water reaches a depth of 3/4", a specially engineered fiber element dissolves to activate a spring-loaded piston that shuts off the water supply. The gas supply is also automatically shut off if the valve is attached to a gas-fired heater.

1. Patented fiber element dissolves in 3/4" of water
2. Red flag pops up to tell you the WAGS has been fired
3. The dissolved fiber element releases a spring loaded piston to shut off water and gas supply



HOW THE WAGS WORKS
Water And Gas Safety Shut-Off Valve

The WAGS valve is placed in a conventional drip pan beneath the water heater, then connected in-line between the tank and the cold water supply.

Backed by a \$1000 policy against water damage.

Manufactured by Taco, Inc., the most trusted name in high quality, high performance HVAC and plumbing products.

State-of-the-Art Truck at Aaron & Co.

Aaron & Company is the proud owner of a boom truck with all the latest computer technology. As the operator utilizes the remote control - from any nearby location - the computer technology on the truck is constantly automatically checking on the stability of the changing load relative to the reach and angle of the boom and the weight of the load. If the operator attempts to reach further than is safe, the computer will simply not allow it to move any further in that direction.

Aaron & Company has put drivers through a rigorous training program, and the truck, with Aaron & Company's professional driver/operator, is now available, by advance appointment, to bring large deliveries such as multiple pallets of pipe – cast iron, plastic or steel – directly to a job site. If you wish to utilize this free service, contact any Aaron & Company sales representative well enough in advance of your need to be certain the truck will be available.



Professional Aaron & Company driver/operator Nick Bussi uses the remote control to load a pallet of 8" x 20' PVC pipe onto Aaron & Company's boom truck for delivery to a job site.

PROMOTIONS

PRODUCTS

All Purchases from Aaron & Co
Copper fittings

ELIGIBLE DATES

1/1/01 to 12/31/01
10/1/01 to 10/31/01

INCENTIVE

Earn Points for Prizes All Year
Load the Barn Pricing*

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
Permit NO. 35
Whitehouse Station
NJ 08889



GEM OF THE MONTH

“Not everything that is faced can be changed. But nothing can be changed until it is faced.”



*You must ask your
Aaron & Company
sales representative for the
Copper Fittings Special Pricing!*

COPPER FITTINGS SPECIAL

OCTOBER ONLY - PACK QUANTITIES ONLY

ITEM	PACK	PRICE	ITEM	PACK	PRICE
1/2" 90° elbow	100	.13 ea	1/2" tee	50	.10 ea
3/4" 90° elbow	50	.29 ea	3/4" tee	25	.20 ea
1/2" 90° street elbow	100	.20 ea	3/4 x 3/4 x 1/2 tee	25	.54 ea
3/4" 90° street elbow	50	.44 ea	3/4 x 1/2 x 1/2 tee	25	.66 ea
1/2" 45° elbow	100	.25 ea	3/4 x 1/2 x 3/4 tee	25	.66 ea
3/4" 45° elbow	50	.43 ea	1/2" male adapter	50	.29 ea
1/2" 45° street elbow	100	.29 ea	3/4" male adapter	25	.47 ea
3/4" 45° street elbow	50	.44 ea	1/2" female adapter	50	.45 ea
			3/4" female adapter	25	.62 ea



Wholesale Distributors
Plumbing-Heating-Cooling



We Invest Together

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

AARONNEWS TRADELETTER is published monthly by AARON & COMPANY, PO Box 8310 Piscataway NJ 08855-8004 for the benefit of the customers. AARON & COMPANY cannot be held responsible for errors, omissions, or changes after publication. Effective dates of price increases are approximate and often allow coverage after manufacturers' increases and do not necessarily apply to special orders. Billing month begins the first business day of the calendar month.