

Published by Aaron & Company

FRIGIDAIRE DEALERSHIP OPPORTUNITIES

AARON & COMPANY is entering into our first full year as the exclusive distributor of FRIGIDAIRE HVAC EQUIPMENT in New Jersey. We have developed dealership programs that will assist the assertive dealer in his goal to gain market share. If you are an assertive HVAC contractor and can answer "Yes" to any of the statements below, you may be a candidate for one of our exclusive dealerships.

- ✓ I have a growing HVAC company and could grow my business further with the power of the Frigidaire name.
- ✓ I am currently a dealer for another premier HVAC brand and I am not happy with their current marketing philosophy.
- ✓ I am a dealer who is somewhat content with my current brand, but would like to explore the possibility of offering the Frigidaire brand.
- ✓ I am a dealer who is happy with the brand of equipment that I offer, but I can not get the necessary support that I need for product availability, technical support, warranty support, or marketing support, from my current distributor.

PRICE CHANGES \$ \$ \$ \$

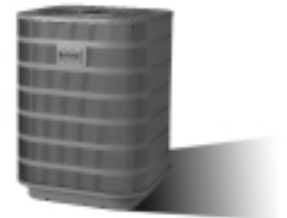
Recent or upcoming manufacturers' price increases include the following, alphabetically:

• B & G Heating Specialties		Jan 28
• Bradford White Water Heaters	+5%	Feb 1
• Burnham Boilers	+2.7%	immed.
• Delta Brass		Feb 18
Most items no increase, selected increases work out to +1% "overall"		
• Elkay Water Coolers		Jan 21
• Frigidaire HVAC Products	+3%	Jan 31
• Gibson HVAC Products		Jan 31
• Coils	+ 1%	
• Air Handlers	+1%	
• KG6RA (80% furnaces)	+3%	
• Grohe Faucets		Feb 1
• Hoffman Heating Specialties		Jan 28
• In-Sink-Erator	+2%	Jan 1
• McDonnell & Miller Heating Specialties		Jan 25
• New Yorker Boilers	+2%	immed.
• Nibco		
• Pressure Rated valves	+3 > + 5%	Feb 4
• Commercial Ball Valves	+2 > + 4%	Feb 4
• Sterling Vikrell	+2 > +2.6%	Jan 28

Among commodities, the following are up:

• PVC/DWV fittings	+5% (some items +15%)	Feb 4
• ABS/DWV fittings	+8% (some items + 15%)	Feb 4

FRIGIDAIRE



If any of the above scenarios describes your current situation, call Kevin Manning, Director of Sales & Marketing at Aaron & Company at 800-227-6677 (800-AARON-PS) or 732-752-8200 extension 111, to explore the possibility of becoming a Frigidaire Dealer.

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February - March
Aaron & Company
Birthdays

Piscataway:

Kevin Manning	February 1
Stephen Rush	1
Lou Grare	6
Peter Horvath	18
Jackie Piano	23
Steven Maniscalco	24
Laura Smoltino	28
Cal Wheeler	28
Fran Mandel	March 1
Margie Mish	7
Sergio Tripicchio	7
Jeffrey Lombardi	8
Keith Jaeger	23
Helayne Waxstein	26
James Harding	31

New Brunswick:

Robert Costanzo	February 17
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Somerville:

Michael Kelco Jr	February 1
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Flemington:

John Shannon	March 11
Harry Opdyke	25

Freehold:

Doreen Lombard	March 16
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**EASTERN HEATING & COOLING
 COUNCIL SEMINARS 2002**

RESIDENTIAL AIRFLOW & SYSTEM CHARGING

DATES: Two two-day seminars
 Tues. & Thurs. March 19 & 21
 Tues. & Thurs. May 7 & 9

TIME: 6:00 PM to 9:00 PM

LOCATION: Aaron & Company, Piscataway

FEE: \$135, EHCC Members \$119

TO REGISTER: EHCC at 800-247-6547

AIR CONDITIONING TROUBLE SHOOTING

DATES: Two full day seminars
 Thursday, February 28
 Thursday, April 25

TIME: 9:00 AM to 4:00 PM

LOCATION: Aaron & Company, Piscataway

FEE: \$225, EHCC Members \$175

TO REGISTER: EHCC at 800-247-6547

Flo-Control

Q & A

Q: What does a B & G Flo-Control valve do?

A: It has two jobs. First the Flo-Control valve acts as a check valve, keeping the system flow from short circuiting into places where it doesn't belong. Second, and just as important, the Flo-Control valve stops hot water from migrating into a zone that's not calling for heat.

Q: Can't I just use a swing check valve to do this?

A: A swing check valve will do the first job (preventing flow from short-circuiting), but it usually can't do the

second. The Flo-Control valve has a weighted check. When the water in the boiler is hot, it tries to rise into the system piping. We call this gravity circulation. The Flo-Control valve's weighted check stops gravity circulation before it can create a problem with your customer.

Q: Should I use a B & G Flo-Control valve only on the supply line?

A: If you're using circulators, you need a Flo-Control valve on each supply line, but you might need one on each return line as well. Gravity circulation doesn't need a complete circuit; it can happen in a single pipe. The hot water rises up the pipe as the cold water falls. If a radiator on the return side of your zone overheats, install a B&G Flo-Control valve on the return. That solves the problem just about every time.

Q: Is there much of a pressure drop across B&G Flo-Control valves?

A: There's just enough to make the Flo-Control valve work effectively. For instance, with three gpm flowing through a three-quarter inch Flo-Control valve the pressure drop will be about 2-1/2 feet. For six gpm flowing through a one-inch Flo-Control, the pressure drop will be about 1-1/2 feet. We have charts available that show the pressure drops for all of the valves. If you need to know, just call!



Meet Maria Colt

If you do business with the Flemington branch of Aaron & Company, then you know Maria Colt. For a year and a half, Maria has been a professional design consultant at the Flemington Aaron Bath Centers showroom. But she also helps out with sales and customer service, and backs up the receptionist when she is needed there. She knows that job well, because it was the position she held for 4 1/2 years before she came to the showroom. Customers love to work with Maria, who is helpful, knowledgeable and always cheerful.



Maria and her husband Charlie have been married for 14 years and live right in Flemington with their two boys, Charlie, 12, and Chris, 9. You might see her on her days off bike riding around town for exercise. She is also fond of fishing when she has the opportunity.

Maria reminds you to make an appointment if you have a showroom job to discuss in detail and you need her full attention, but if you just drop in when she is not busy, she is always willing to help out until her next appointment arrives.

If your compressor fails, we'll only replace one thing...



...the entire unit. With the Frigidaire Quality Pledge,* if the compressor fails on any new Frigidaire air conditioner in the first five years, we'll replace the whole thing.



Because any compressor that can't last five years doesn't deserve the Frigidaire name. And don't forget about our 8-year limited parts warranty. That's our company policy. And we're sticking to it.

 **FRIGIDAIRE**


BRADFORD WHITE
CORPORATION

PRODUCT UPDATE

A 2" Condensate Trap Kit is now being provided with all **MITW** models and a 3" Kit with the **TTW2 / PDX** models, at no extra charge. Even though these models are classified as non-condensing, it is possible to accumulate condensate depending upon the vent distance and the ambient conditions.

The BTU input for the **MITW75** has been improved from 75,000 to 76,000 BTU's. The cast iron burner has been replaced with a low NOx burner which reduces Nitrous Oxide emissions into the atmosphere. The cast iron burner will remain standard with the LP models. The blower motor has also been changed.



PO Box 8310
Piscataway NJ 08855-8004

Return Service Requested

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



GEM OF THE MONTH

Patience may seem bitter, but the fruit is sweet.

Closing Announcements

**All Aaron & Company
facilities will be closed
Good Friday, March 29.**



American Standard BUDGET BUSTER BATHS!

2388.012	White Round Front Toilet	\$61.20
0491.019	White Round China Countertop Lav	\$48.00
0476.028	White Oval China Countertop Lav	\$48.00
0115.411	White Colony Pedestal Lav 4"	\$73.75
2385.000.002	Reliant+ 4" Faucet w/Drain	\$59.90

*You must request Aaronews Special Pricing.
February - March 2002 only!*



Wholesale Distributors
Plumbing-Heating-Cooling

BATH CENTERS
Aaron

WIT
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

AARONEWS 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.