

# AARON NEWS

June - July 2002  
Volume 28, No. 3

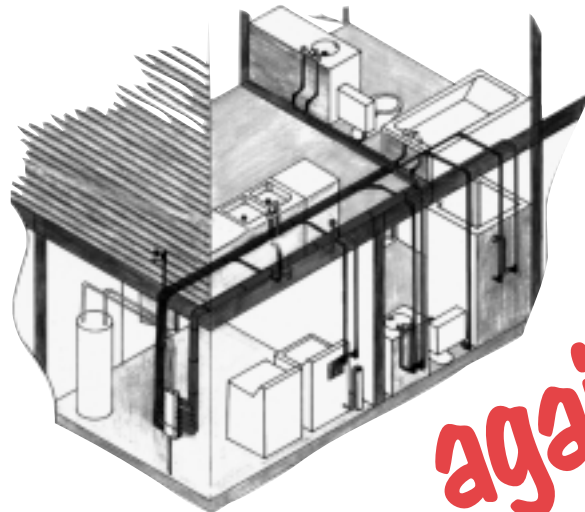
Published by Aaron & Company

## VANGUARD - THE FUTURE IS HERE...

Vanguard Vanex PEX Tubing has been used in residential radiant heating & plumbing for over 25 years, yet it has only recently been accepted for plumbing here in New Jersey. The popularity and widespread usage for potable water use has begun to catch on since the code approval in the 2000 edition of the National Standards Plumbing Code. Innovative contractors have found numerous advantages to using PEX tubing for potable water supply. The Manabloc "home run" system offers distinct advantages over conventional plumbing systems including:

- Water distribution control box similar to an electrical breaker box for plumbing
- Faster more flexible installation
- Faster hot water delivery
- Anti-scald on all plumbing lines
- Accessible connections- most are not concealed
- Quiet flow
- Consistent water pressure
- Fewer fittings
- Corrosion proof materials for longer product life.

Come learn how to be a Vanguard Pro and stay ahead of your competition at a training class at Aaron & Company, 30 Turner Place Piscataway on Tuesday June 18<sup>th</sup> from 5:30 pm to 7:00pm. RSVP to Sue Slovinsky@1.800.227.6677 by June 14. Open to first 25 contractors only. Pizza & drinks served.



again!

### SPECIAL CRIMP TOOL PRICING FOR TRAINING ATTENDEES ONLY!!!

		Reg. Price	Training Special
HCM2	3/8" Crimp maker	\$121	\$53 ea.
HCM3	1/2" Crimp maker	\$121	\$53 ea.
HCM4	3/4" Crimp maker	\$134	\$59 ea.
HAR5	1" Crimp maker	\$184	\$81 ea.

#### \* NEW ADDRESS FOR REMITTANCES \*

As a result of bank consolidations, Aaron & Company has had to change its address for payments only, as follows:

**AARON & COMPANY**  
PO BOX 827239  
PHILADELPHIA PA 19182-7239

All other addresses remain the same. The above address is only for payments on account.

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

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

Plastic and "Steel Products" are going up.

- Acme Sheet Metal Pipe and Fittings +8%
  - Hart & Cooley/American Metal Products Grilles/Registers/Venting Products +5%
- Among commodities, the following are up:**
- Steel Pipe Nipples +7%
  - Steel Pipe Multiple Increases

#### WHAT'S INSIDE?

Birthdays	2
Eastern Heating & Cooling Council Seminars	2
MVP Bonus Opportunities	2
Burnham V8 & DeWalt Offer	2
Jeffrey Aaron Retires	3
Honeywell Thermostat Special	3
Closing Announcement	4
Load the Barn	4

Come visit us on the web at [www.aaronco.com](http://www.aaronco.com)

**June - July**  
**Aaron & Company**

*Birthdays*

**Piscataway:**

Ron Vashey	June 5
Larry Arnese	7
John Kulek	14
Chuck Gardner	23
Frank Gaspar	25
Bob Maurer	29
Jerry Cowen	30
Ivan Ruiz	July 2
Ricardo Donis	3
Sammy Mercado	6
Tony Panko	7
Robert Shelton	15
Paul Hoff	15
Nick Moukazis	24
Tom De Vito	28
Donna Haughey	30
Noel Roman	31

**New Brunswick:**

Jack Schack	June 12
Flavio Castro	July 10
Kevin Kaminski	23

**Somerville:**

Mark Runyon	June 29
-------------	---------

**Freehold**

Steve Raphael	July 16
Greg Quarantello	27

**Trenton:**

Lou Woolverton	July 1
----------------	--------

**EASTERN HEATING & COOLING  
COUNCIL SEMINARS 2002**

**ACCA MANUAL D COURSE**

Full Day Seminar

- DATE:** June 6  
**TIME:** 9:00 AM to 4:00 PM, includes lunch.  
**LOCATION:** Aaron & Company, Piscataway  
**TO REGISTER:** EHCC at 800-247-6547

**GIVE IT YOUR BEST WITH  
BURNHAM V8 & DeWALT**

**Buy A Burnham V8 Boiler between May 20 and July 31, 2002  
and get free DeWalt power tools from Burnham.**

**1 V8 =**



**2 V8s =**



**10 V8s =**



Call your Aaron & Company Sales Representative for the Redemption Form.

**MVP JUNE  
BONUS POINT  
OPPORTUNITIES!!!**

**Gibson HVAC Equipment**

Earn **2** bonus points for each dollar you spend on Gibson equipment for June 2002.

*Minimum 2 pieces of equipment to qualify.*

**Oatey, Cherne, Hercules, and Cloroben**

Earn **2** bonus points for each dollar you spend in June.

*Minimum \$100 to qualify for bonus.*



**SEASON MINI-SPLITS NOW IN STOCK**

**New for 2002**

Season mini-split Air Conditioning units are in stock and ready to go at Aaron & Company.

- **9,000, 12,000, 18,000 and 24,000 BTU Models**
- **Compact Design**
- **Powerful Output**
- **Quiet Operation**
- **LCD Wireless Remote**
- **Competitive Pricing**

**Give one a try this season!**

# ◆ JEFFREY AARON RETIRES ◆

Jeffrey Aaron, the third generation of Aarons at Aaron & Company and the last, is retiring, but the remaining owners do not plan to change the Company name from Aaron & Company to "& Company". Jeffrey's retirement date is June 1, 2002.

Jeffrey Aaron has been at the Company for 30 years, and he has decided that it is time to move on to some of his many other interests in life. Jeffrey remembers helping out with office paperwork and sweeping floors at Aaron & Company in downtown New Brunswick when he was a boy in the 1950's. For several months when he was a young man, he loaded and drove the "branch truck", which went between the two branch locations, New Brunswick headquarters and Flemington, stopping to deliver to customers in between. At that pre-computer time, Aaron & company was a recognized national leader in inventory control with its automated Kardex perpetual inventory system, which made the cover story in a 1950s edition of *The Supply House Times*, a renowned national trade magazine.



Jeffrey began the publication of Aaronnews in September, 1975, one of the oldest newsletters in the industry, as a simple service to the Company's customers providing notice of manufacturers' price changes, and to keep lines of communication as open as possible with the trade. Issues of a similar, mimeographed Company publication called "Shop Talk", going back to September, 1955, are still on file and available on request. Aaron & Company has a proud history of excellent communications with the trade. Current distribution is over 3000 copies mailed monthly to the trade throughout the region. After his retirement, the new Editor will be Kevin Manning, the Director of Sales and Marketing at Aaron & Company, who has worked with Jeffrey on the newsletter for years.

Jeffrey's grandfather Isadore Aaron was an immigrant plumber, who started Aaron & Company as a plumbing concern around 1910. In the mid 1930's his son Maurice Aaron joined the business and soon converted it into a supply house. In 1961, the Flemington branch was opened, and in 1970, the Somerville branch. Jeffrey joined the firm full time in January 1973, when there were a few dozen employees. Today, there are 6 locations, including three Aaron Bath Centers showrooms and a large HVAC division, all under a state-of-the art computer system, and the company is ranked in the top 150 in the nation. Jeffrey's current business partners Barry Portnoy, Richard Laudino and Frank Laudino will remain in control of the business.

## HONEYWELL BAKER'S DOZEN THERMOSTATS

Thru June 2002 you can receive one free thermostat for every 12 you purchase up to a maximum of 4 free thermostats. All purchases must be on a single invoice, and to receive the thermostats you must submit a redemption form to Honeywell. We have ample redemption forms available for you. The baker's dozen promotion is for the following model thermostats only.



T8112

- **PC8900**
- **Chronotherm IV**
- **T8000**
- **T8112**
- **T8500**
- **T8400**

*Also you can get dealer logos inserts  
for free... up to 250!!!*

*Now is the time to give  
Honeywell a try... or stock up!!!*

# Honeywell

### PROMOTIONS

#### PRODUCTS

Burnham V8 Boilers  
Gibson HVAC  
Honeywell Thermostats  
MVP Contractor Program  
Oatley-Cherne-Hercules-Cloroben

#### ELIGIBLE DATES

5/20/02 to 7/31/02  
6/1/02 to 6/30/02  
to 6/30/02  
1/1/02 to 12/31/02  
6/1/02 to 6/30/02

#### INCENTIVE

Free DeWalt Power Tools\*  
Bonus Points\*  
Free 13<sup>th</sup> Thermostat\*  
GREAT PRIZES- Aaron and Company only  
Free Tool Bag + Bonus Points\*

*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  
New Brunswick, NJ  
Permit NO. 1



## GEM OF THE MONTH

*Your power is limited only by your power of persuasion.*

# Closing Announcements

All Aaron & Company facilities will be closed Thursday, July 4, 2002 for Independence Day.



### Oatley SCS Gatemouth Tool Bag Offer

Earn a Gatemouth tool bag with the purchase of \$750 of Oatey, Cherne, Hercules, and Cloroben products during the month of June. Ask your Aaron sales representative for redemption details.

Also, all registered MVP customers earn 2 bonus points for every dollar of Oatey, Cherne, Hercules, and Cloroben products for the month of June.



Wholesale Distributors  
Plumbing-Heating-Cooling



[www.aaronco.com](http://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



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.