

AARON NEWS

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SMALLER CAN BE BETTER THIS HEATING SEASON

Bigger isn't always better, especially when you are trying to install a new furnace in a tight space. Low basement ceilings, small alcoves and closet installations are a real challenge and sometimes impossible to deal with when trying to install a conventional height 80% furnace. This heating season we have the product for these situations - the new GIBSON GL1RA 80% AFUE series of low profile gas furnaces.

The GIBSON GL1RA furnace has a height of only 34 5/8", amazingly under 3 feet tall! Built to the same quality standards as all GIBSON furnaces this unit carries a 5 year limited warranty on all parts, and a 20 year warranty on the heavy-gauge aluminized steel heat exchanger. Available in 40,000, 54,000, 72,000, 90,000, 108,000, and 126,000 BTU models there is a furnace for all your upflow and horizontal configuration residential applications.

With all the added room now you can easily offer a Honeywell Perfect Climate Humidifier and Air Cleaner. If side space is still a concern don't lose the air cleaner sale, offer the CIMATEC Airscreen 1000 model.

Gibson



The CIMATEC Airscreen 1000 electronic aircleaner fit in the same space as a normal air filter! Powered by 110v electricity the Airscreen 1000 can be plugged into a standard outlet and operates on less than 2 watts. Effective to .01 microns the Airscreen 1000 filters out pollen, plant spores, bacteria, animal dander, dust, and smoke. Available in the most common sizes; 16x20, 16x25, and 20x25 the Airscreen 1000 can be used in most applications. Best of all, priced at about half of the price of most electronic air cleaners the Airscreen 1000 is an easy add on sale.

Remember this heating season when you come across one of those "tight space" installations think of Aaron & Company, Gibson, and Cimatic- We have the solutions.

PRICE CHANGES \$ \$ \$ \$

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

• Amtrol: Well tanks, expansion tanks, thermal expansion tanks, Boiler mates	+5%
•Brasscraft Supplies, Stops, & Gas Connectors	+5%
•Charlotte CI pipe & fittings	+8%
•Frigidaire/Gibson	
- Packaged & split system A/C	+3%
- Heat pumps and related accessories	+3%
•Matco/Norca	varied
•Steel Pipe Nipples	+5%
•Swan	0 to 5%

Among commodities, the following are up:

- ABS/DWV and PVC/DWV fittings
- Copper fittings
- Steel Pipe (and more to come)

As you can see here there is a real trend. The impacts of the steel tariffs are just starting to work their way through the channel. In addition to the obvious price pressure because of the 30% tariff on imported steel, many manufacturers have seen raw material on the OEM parts supply interruptions, which also adds to the price pressure. We will keep you posted as we all ride this rollercoaster.

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

MVP Bonus points for August!!!

Burnham Residential Boilers

Earn **1** Bonus point for each dollar you spend on Burnham Residential Boilers from Aaron & Company
Minimum 2 boilers to qualify for bonus.



Honeywell Perfect Climate Humidifiers, Electronic Air Cleaners, and UV lights

Earn **2** bonus points for each dollar you spend on Honeywell Perfect Climate IAQ products from Aaron & Company
Minimum \$500 for qualify for bonus.



EASTERN HEATING & COOLING COUNCIL SEMINARS 2002

Current schedule for upcoming HVAC training from the Eastern Heating and Cooling Council at Aaron & Company Piscataway Educational Center.

GAS FURNACE TROUBLE SHOOTING

DATE: September 26 moved to October 29
TIME: 9 AM to 4 PM

RESIDENTIAL AIR FLOW & SYSTEM CHARGING

DATE: September 24 & 26
TIME: 6 to 9:30 PM

ACCA MANUAL J TRAINING

DATE: October 17
TIME: 9 AM to 4 PM

DUCT SEALING for Energy Star

TIME: 9AM to 4PM

TO REGISTER: EHCC at 800.247.6547.

Jacuzzi System Clean....the ideal add on sale.

Jacuzzi Whirlpool Bath has just introduced Systems Clean, a two-part plumbing system cleaner made especially for whirlpool baths. System clean minimizes the build-up of residuals such as soap scum, bath and body oils, dirt from inside the whirlpool bath, pipes, pumps, fittings and circulation system.

- CONVENIENT PRE-MEASURED PACKS
- EASY TO USE AND FAST ACTING
- WORKS ON ANY WHIRLPOOL BATH
- SOLD AT RETAIL FOR \$19.95



*******SPECIAL OFFER ONLY \$15.75*******

Sell one with **EVERY** Jacuzzi Whirlpool you install....or at that price, give it to your customer as a thank you for trusting their bath remodel job to you.....

GOOD WILL GOES A LONGWAY!!

PROMOTIONS

PRODUCTS

MVP Contractor Program
Oatey SCS product
A & C Pre-season Heating specials

ELIGIBLE DATES

1/1/02 to 12/31/02
6/01/02 to 8/31/02
August - September

INCENTIVE

Great Prizes - Aaron & Company only
Gate mouth tool bag offer
Various manufacturers

Technical Tips & FAQ's

Ticking B Vent – Thermal Expansion Noise

All metal vent systems make some level of expansion noise. Expansion noise is caused by the vent system as it warms during start up and while the vent cools during appliance shut down. This noise normally originates in the inner aluminum wall as it expands downward into the inner wall of the section below. On a 5 foot section of Type B Gas Vent the inner wall may expand as much as 3/8" more than the outer wall. When there is restriction in this expansion the inner wall will expand outward in a jerking manner causing a louder noise, similar to someone tapping on the outside wall.

ALL METAL VENT SYSTEMS MAKE SOME NOISE. IF IT IS DETERMINED THAT THE NOISE IS EXCESSIVE, THE BELOW LIST ARE SOME OF THE POTENTIAL CAUSES.

1. Screws in the joints or body of the B Vent. 95 % of the time this is the problem. If the screw penetrates both walls this will limit the expansion and cause thermal expansion noise.
2. Misaligned vent sections or fitting, pinching the inner wall.
3. Damaged lower inner wall ends, limiting expansion
4. Manufacturing defects in sizing the inner wall (rarely the case).
5. Miscellaneous installation mistakes. A nail or screw through the wall that penetrates the B vent wall for example.



American Metal Products
A MASCO COMPANY

This tech tip brought to you by American Metal Products. For answers to questions you may have you can contact their Technical Service Department at 800.669.3190.

PRE-SEASON HEATING PRODUCTS SPECIALS

Our annual pre-season heating product specials will be out in mid-August. Ask your Aaron & Company Sales Representative for a copy and save significant dollars by stocking up.

TACO, BELL & GOSSETT, HONEYWELL, PERFECT CLIMATE, AMTROL, & MUCH MORE.....

Bell & Gossett



Honeywell



AMTROL INC.



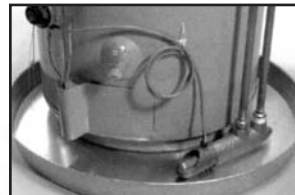
TACO WATER & GAS SHUT-OFF VALVE

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
Water And Gas Safety Shut-Off Valve **WORKS**

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.



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GEM OF THE MONTH

Great men rejoice in adversity, just as brave soldiers triumph in war.

Closing Announcements

All Aaron & Company
facilities will be closed on
Monday September 2, 2002
for Labor Day.



- 2175.200.02** 4" Single handle chrome plated Lavatory Faucet with pop-up drain—\$38.00 each.
- 4175.201.02** Single handle chrome plated Kitchen Faucet with hand spray—\$44.00 each.



Wholesale Distributors
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Aaron

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PISCATAWAY*

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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
Aaron
showrooms on the premises

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