

# AARON NEWS

December 2002 - January 2003  
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To our new & old customers & friends,

It has become a holiday season tradition at Aaron & Company to make substantial donations to local worthy charities in the name of our customers, in place of holiday gifts. This year we are pleased to make our holiday donations to these local charitable organizations:

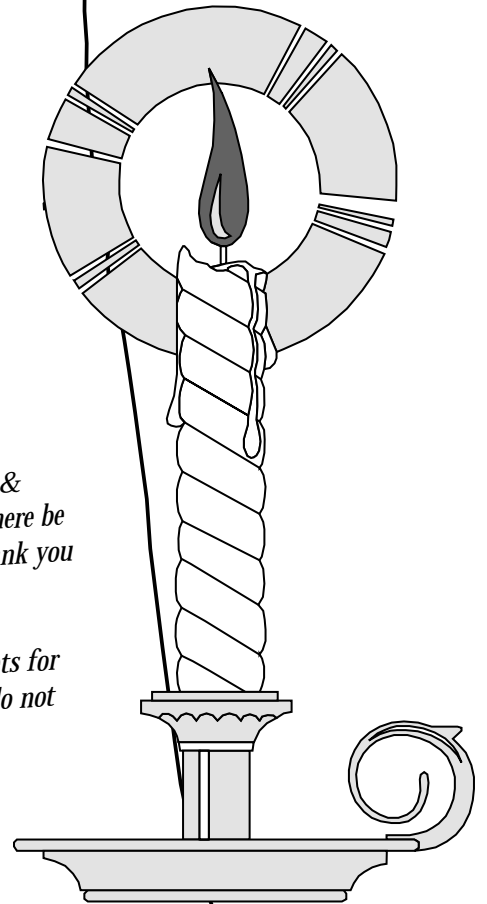
Raritan Valley Workshop in New Brunswick  
Center for Educational Advancement in Flemington  
Occupational Training Center of Somerset County in Somerville  
Monmouth Center for Vocational Rehabilitation  
Sunshine Foundation Mercer Cty Chapter in Trenton

Please accept our invitation to join us on December 24 at your local Aaron & Company location for lunch and to share in holiday cheer. While you are there be sure to pick up the new 2003 Aaron & Company wall calendar, a small thank you from us to you for your continued support.

We appreciate your business loyalty and realize you have many other outlets for your supply needs and your trust in us is a very special privilege that we do not take lightly.

We wish you & yours a health, peace, and prosperity in the New Year.

Aaron & Company  
Your Supplier.



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

## MVP BONUS POINTS FOR DECEMBER!!!

*This is it...*

The final month to earn points for the **2002 MVP Program**.

As a final opportunity to build up your point total for 2002 we will **DOUBLE** your points for your purchases in December as long as you surpass your December 2001 purchase level.

*Call your Aaron & Company Sales Representative today and ask for your purchasing goal.*

**STANLEY**

Adjustable Wrenches, Screw drivers, Tape Measurers, Levels, Hammers, and much more from the Industry leader in Hand Tools now in stock at all Aaron & Company locations.

**TurboTorch**

Turbotorch manufactures the highest quality Acetylene Hand Torches for the Plumbing and HVAC Tradesman. The Turbotorch patented SWIRL acetylene target heat is 2700 degrees F, much hotter than the secondary combustion acetylene torches. You can work faster and easier with the Turbotorch. Look for special pricing on Turbotorch products in the Aaron Year End Savings pamphlet.

NEW AT AARON & CO.

## CLOSE OUT CORNER

Limited quantities of  
**Crane Bone steel tubs** - \$50 each

**AirMax coils** - AC48+NBEXV2  
**Less Cabinet** - 2 Ton high efficiency up flow coil only  
\$45 each

**Cain 1 1/4" Stik Pins**  
\$9.99 per 100 pack

\*\*\*while supplies last

## AARON & COMPANY CONTRACTOR INCENTIVE PROGRAMS FOR 2003 EXPAND WITH ADDITION OF THE A-TEAM CONTRACTOR PROGRAM.

Your business is our lifeblood, and we want to reward you for your support. For 2003 we will offer the MVP 2003 program and the new A-team Contractor program. The MVP 2003 Program will be very similar to the MVP 2002. The A-Team Contractor program will offer apparel as an incentive on a quarterly basis throughout the year. Below are the basic program parameters for each program.

### MVP 2003

- \* Annual program.
- \* One point for each dollar in purchases.
- \* Minimum of 25,000 points to qualify
- \* Bonus points available each month with various Manufacturers products.
- \* You exchange your points for fantastic gifts from a 200-page catalog.
- \* Prizes include: Sporting Goods, Jewelry, House wares, Electronics, Vacation packages, hotel & airline certificates and much more.

### A-TEAM CONTRACTOR

- \* Quarterly promotional periods.
- \* One point for each dollar in purchases.
- \* Must surpass prior years same quarter purchases to qualify – then you receive all the points for all purchases during that quarter.
- \* You exchange your points for **A-TEAM CONTRACTOR** logo apparel. Hats, Tee shirts, sweatshirts, jackets, and quarterly special items.
- \* **NO MINIMUM PURCHASING REQUIREMENT TO QUALIFY.**

We require that you enroll for either program, call your Aaron & Company Sales Representative today and sign up. Your purchases count at Aaron & Company. We invite you to sign up for either program, but you cannot enroll in both. MVP 2003 participants can exchange their points for **A-TEAM CONTRACTOR** apparel.

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

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

### 2002 INCREASES:

• Steel pipe nipples	+4%
• Blk C.I. fittings	+5%
• Malleable fittings	+6%
• ABS/DWV and PVC/DWV fittings	+10%

### 2003 INCREASES:

• American Metal Products grilles, registers, diffusers	+4-5%
• Hart & Cooley grilles, registers, diffusers	+ 4-5%
• Bradford White water heaters, residential and commercial	+7%
• Church seats wood seats	+1.5%
• Plastic seats	+3%
• Delta Faucet minor increases (a majority of products- no increase)	+0.79%*

\*weighted average increase

# EDUCATIONAL OPPORTUNITIES

Eastern Heating & Cooling Council Schedule of Seminars at Aaron & Company Piscataway location.

## CLOSING THE SALE FOR HIGH EFFICIENCY

**DATE:** December 10

## NATE REFRESHER COURSE

**DATE:** January 22

## ACCA J

**DATE:** February 20

## AIR CONDITIONING TROUBLESHOOTING

**DATE:** March 27

All classes start at 9am. Call EHCC to register @ 1-800-247-6547

## FAQ's & Useful Information

Brought to you by:



Why does my water smell like rotten eggs?

The combined presence of hydrogen, sulfur, & bacteria cause foul smelling water. The magnesium anode rod installed in the water heater tank protects the tank surface but generates enough hydrogen to create an odor when it interacts with sulfur in the water or bacteria in the tank.

What can we do to fix this problem?

Replacing the magnesium anode rod with an aluminum anode rod may minimize the problem. The most efficient method of eliminating the hydrogen sulfide odor is to control the bacteria. As a rule, the chlorination of public water supplies kills the bacteria, but in some well private well systems may need to be purified by the use of chlorine injectors or ultra violet light. This will eliminate the presence of bacteria.

# AARON & COMPANY YEAR END Savings

Buy \$1000 in products from the *Year End Savings* book and receive a **FREE** Ridgid *RapidGrip* pipe wrench.



Here's a sample of the specials:



**Honeywell**

**TurboTorch**

**RIDGID**

Qt. of PVC Cement \$4.89  
Pt. of Clear Primer 3.33  
5lb. Plumbers Putty 4.27

Waxing 49  
Waxing wheels 48  
Shot Johnbats \$1.49

MALCO  
HW Bx11/2Z Zipin screws (100) \$ 1.84  
HW Bx11/2Z Zipin screws (1000) 13.56

1/2 x 500 T-Stat Wire \$ 15.96  
1/2 x 500 T-Stat Wire 24.23

Honeywell & Lux Thermostats

1 lb. Flux \$ 5.25  
1 lb. Lead Free Solder 5.98

**NEW**  
BrazCraft 1/2 valve  
BCT-015H \$4.99

Copper Fittings by the bag!

260 Gray Duct Tape \$ 4.33  
260 Aluminum Foil Tape 5.57

Supply Tubes & Valves

....and much, much more!

Call your Aaron & Company sales representative for the complete YEAR END SAVINGS book!



Wholesale Distributors  
Plumbing-Heating-Cooling



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

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## GEM OF THE MONTH

*A wise man will make more opportunities than he finds.*

# Closing Announcements

We will be closed for business on  
December 25 and January 1 for the  
holidays. Our counters will be closed on  
Saturday January 4 for inventory.  
Our showrooms will remain open on  
January 4 for product selection only.



Ask for our

**YEAR END  
SAVINGS!!**

catalog and load the barn with  
your everyday supply items.

*Return Service Requested*

PO Box 8310  
Piscataway NJ 08855-8004



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