



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

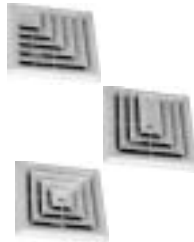
AARON NEWS TRADELETTER is published monthly by AARON & COMPANY, PO Box 8310 Piscataway NJ 08855-8004 for the benefit of the customers. AARON & COMPANY cannot be held responsible for errors, omissions, or changes after publication. Effective dates of price increases are approximate and often allow coverage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



**GEM OF THE MONTH**

*The Question in life is not whether you will get knocked down. You will.  
The question is, are you ready to get back up....and fight for what you believe in.*

**Air-Tec Plastic Diffusers**



Model #		Price each
MV2	2 way ceiling diffuser	\$12.66
MV3	3 way ceiling diffuser	\$12.66
MV4	4 way ceiling diffuser	\$12.66

Return Service Requested

PO Box 8310  
Piscataway NJ 08855-8004



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

## Have no fear, the DEFENDER is here!!!

Beginning July 1, 2003 all 30,40 and 50 gallon conventional gas-fired water heaters manufactured for sale and use in the United States must include design features and components to resist ignition of flammable vapors outside the water heater. These vapors can exist when gasoline or other flammable material is improperly stored or used in the location where the water heater is installed. While no technology is immune to improper installation, use or service, the DEFENDER Safety System from BRADFORD WHITE provides class-leading features and advanced engineering.

The DEFENDER Safety System is designed to be maintenance free, and utilizes a standard off-the-shelf thermocouple and Piezo igniter. If an occurrence should take place the DEFENDER Safety System will contain the combustion, shut down the gas flow, and can be simply serviced and reset for years of service (see features on next page). Not all water heater manufactures can make this claim. Some use proprietary replacement

parts that are unique to each size heater, and others cannot be serviced after an occurrence and need to be completely replaced. Best of all Bradford White has not changed the height of the heaters equipped with the DEFENDER. Future change outs of like models will be quick and easy when replacing and old conventional 30, 40, or 50 gallon natural gas Bradford White water heater. Other manufacturers have not kept the heights the same, adding additional man-hours to each change out.

At the time of this printing we have not received the pricing for the new heaters, but are anticipating that this new mandatory technology will add approximately \$70 to the price of the 30,40 and 50-gallon conventional gas-fired water heaters. Not all heaters will require this technology now. Gas-fired 30,40 and 50 gallon power vent models will not be required to have the safety system until July 1, 2004. All other gas-fired models with inputs of 75,000 BTU's or less will have until July 1, 2005 to comply.

**WHAT'S INSIDE?**

- Defender Safety System . . . . . 2
- Promotions . . . . . 3
- MVP Bonus Points . . . . . 3
- Swan Veritek . . . . . 3
- FAQ's . . . . . 3
- Gem of the Month . . . . . 4
- Load the Barn . . . . . 4

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

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

• Bock oil fired water heaters	
• Charlotte ABS/DWV and PVC DWV fittings List	+8.5%
• Fiberglass wrap/duct liner	+5-15%
• Perfection Corp gas risers	+3-5%
• Plastic Trends SDR/35, S/D fittings	+10%
• Polyken tape	+5%
• Symmons	+1.5%
• TACC Duct sealant	+3%
• <u>ANNOUNCED:</u> ABS/DWV and PVC/DWV fittings list	+8.5%
(AGAIN! FOR JUNE 2)	



# Maintenance Free Protection Featuring

## *The Technology behind the Bradford White Defender Safety System™*

The heart of Bradford White's Defender Safety System™ is the flame arrestor design of the patented ScreenLok™ Technology. This precisely engineered and manufactured component is made of 304L alloy stainless steel and contains up to eighteen thousand, geometrically oriented louvers. These micro dimensioned louvers increase the velocity of incoming air to the system. If flammable vapors enter this uniquely designed system and are ignited, a vector effect occurs inside of the combustion chamber.

The combination of high velocity air entering the chamber and the vector effect caused by combustion will prevent any flames present in the chamber from traveling backwards through the flame arrestor plate and outside of the water heater.

The Bradford White Defender Safety System™ was engineered to be the safest, most reliable flammable vapor resistant system in the industry. This design has been life-cycle tested in

Bradford White's state-of-the-art R&D facility, an independent laboratory, and has also undergone extensive field testing.



*Bradford White's Research and Development Laboratory in Middleville, MI*



The Defender Safety System's unique design causes several directional changes to the flow of combustion air. This series of alterations is the key to "scrubbing" the air of the majority of lint and dust, providing years of trouble-free service.

## Oatey SCS Gatemouth Tool Bag Offer

Earn a Gatemouth tool bag with the purchase of \$700 of Oatey, Cherne, Hercules, and Cloroben products during the months of June, July, and August. Ask your Aaron sales representative for redemption details.



### MVP BONUS POINT OPPORTUNITIES!!!

#### Gibson Equipment,

- 1** Bonus point for each dollar spent in purchases during June.  
*Minimum 2 pieces of equipment to qualify for bonus.*

#### American Standard Products,

- 1** Bonus point for each dollar spent in purchases during June.  
*Minimum \$500 to qualify for bonus.*



### FAQ's & USEFUL INFORMATION

**Q.** What is the real financial impact on your business if you pay your Aaron & Company monthly bill by the tenth and take a 2% discount?

**A.** The 2% monthly discount will yield a **24%** return on your investment in supplies.

**How so?** If you invest \$1000 in supplies in January, do your job, collect your money, and discount your bill you will realize a 2% savings or \$20. If you take that same \$1000 and invest it in supplies month after month all year long and continue on the cycle of paying by the tenth and receiving the 2% discount, each month that \$1000 will yield you a \$20 return. After 12 months the \$1000 invested and discounted 12 times yields \$240 in aggregate discount. That \$240 represents a 24% annual return on the \$1000 investment.

## Swan Veritek Bathtubs and Bath & Shower Alcove Walls now in stock at Aaron & Company.

Veritek is Swan's new compression-molded composite material available in 10 molded-in colors, including 7 granite colors for bathtub only, various shower only and tub shower knock down 3 piece units.

Whatever you're planning to do - build a new bathroom or remodel and old one - Swan can make it easy for you. These bath and shower products are "knock-down/nail-up" units, so they are installed directly into stud framing.

