



**Wholesale Distributors
Plumbing-Heating-Cooling**



www.aaronco.com

PISCATAWAY*

30 Turner Place
PO Box 8310
Piscataway NJ 08855
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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

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877-60-AARON - 877-602-2766
732-247-9682 fax

FLEMINGTON**

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908-782-3306 - 800-666-3306
908-782-2793 fax

FREEHOLD**

638 Park Avenue
Freehold NJ 07728
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888-AARON-PS - 888-227-6677
732-462-2161 fax

SOMERVILLE

75 South Bridge Street
Somerville NJ 08876
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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

*The pessimist sees difficulty in every opportunity.
The optimist sees the opportunity in every difficulty.....Winston Churchill*

**Purchase \$900 in Diversitech Products in
AUGUST and receive a FREE
Coleman cooler on wheels.**



Send invoice copies to:
Kevin Manning c/o Aaron & Company
PO Box 8310
Piscataway, NJ 08855

Must be submitted by Sept. 30, 2003.



Return Service Requested

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Piscataway NJ 08855-8004



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Published by Aaron & Company

Aaron & Company is investing in technology to serve you better.

This year Aaron & Company is investing in two new technologies to improve efficiency and provide superior customer service through order accuracy and delivery reliability. As some distributors are decreasing their service levels by eliminating new technologies, or fail in their attempt to institute new technologies Aaron & Company is going full steam ahead with two new technological improvement projects for the benefit of their customers.

First, this Spring began with phase one of the implementation of a new Warehouse Management System (WMS). The new WMS at the Piscataway Distribution Center will utilize Bar Code technology to receive inventory, put away stock, and pick & pack delivery items for all Aaron customers. Bar coded locations for the 25,000 + products, and receiving in all product via hand held scanners is now the norm at the facility. Kinks are being worked out, as with any new system you can expect the unexpected. Phase two, beginning later this Fall, will involve using hand held bar code scanners to pick & pack all orders in the Distribution Center.

This will significantly improve the accuracy of all orders that are being delivered on Aaron trucks as well as stock material going to all Aaron Branches.

You can count on Aaron & Company for order accuracy on shipments received to your Job Site or Shop.

Secondly, beginning this Fall Aaron & Company will start to install Global Satellite Positioning devices on all of their delivery trucks. This will allow for real-time tracking of the entire fleet via the Internet. Your delivery time can be better gauged, and communication between our salespeople, the customer, and the driver will be greatly improved.

You can count on Aaron & Company to get your order to you in the most efficient and timely manner.

Both new technologies will greatly improve Aarons' overall customer service level for delivery of the products you need, when you need them. The goal is to be the best provider of products for the Plumbing, Heating, and Cooling Contractor. The benefit is low stress transactions and increased business from happier customers.

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PRICE CHANGES \$ \$ \$ \$

- Recent or upcoming manufacturers' price increases include the following, alphabetically:
- ABS/DWV and PVC/DWV fittings list (Again) +8%
 - Copper fittings list increase announced

FAQ's & USEFUL INFORMATION

Bradford White has begun shipping a PVC exhaust adapter and two pipe clamps with all power vented water heaters. This is similar to the fitting introduced in October 2001 as part of a condensate trap kit; however, the condensate drain tube and clamps are now optional and sold as a kit. The exhaust adapter drain connection will come capped on the 2" fitting for the TTW1 models and plugged on the 3" fitting for the TTW2 & PDX2 models.

The exhaust adapter, which is to be installed on the blower outlet, improves the "fit up" between the vent pipe and the blower outlet. In addition, it should ease installation by eliminating the time and expense required with the application of high temperature silicone sealant on the blower outlet. Now, you can simply position the exhaust adapter on the blower outlet, insert the vent pipe into the adapter and tighten the provided clamps.

The optional drain connection will facilitate the disposal of condensate that may accumulate under certain installation conditions. For those installations not able to pitch the vent pipe away from the heater, installing a condensate drain at the blower is only required if ALL of the conditions below are present:

- Horizontal section of vent pipe pitched so condensate drains towards the heater.
- Vent pipe horizontal run more than 10 feet long.
- Vent pipe runs through space that regularly has ambient temperature below 55F.

For installations with more than 5 feet of vertical venting, a condensate drain must always be installed. Venting is considered vertical if installed at any angle 45 degrees or greater from horizontal.



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SHEET METAL MACHINERY
AT USED MACHINERY PRICES
 from
TIN KNOCKER



Only \$1995
 TK 1652 Foot Shear
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Only \$2195
 TK 24 Ga Pittsburgh
 with optional
 Flanger and Stand

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 choice for quality, price and delivery.**

*****OTHER MACHINES*****

- | | |
|--------------------------|-----------------------------|
| Box & Pan Brakes | Manual Flangers (E-Z Edger) |
| Straight Brakes | Crimper Benders |
| Pittsburgh Roll Formers | Cleat Benders |
| Button Lock Roll Formers | Cheek Benders |
| S&Drive Roll Formers | Slitters |
| Rolls and More! | |

**Color Brochures and Pricing
 Available at your Local Aaron Store**

MVP BONUS POINT OPPORTUNITIES!!!

Bradford White,

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



Diversitech Products,

- 3** Bonus point for each dollar spent in purchases during August.
Minimum \$150 to qualify for bonus.



Education Opportunity

Continuing on the tradition of providing educational opportunities second to none in the hydronics industry, Burnham's Glenn Stanton in conjunction with Aaron & Company are offering a full day seminar. The topics will be Advanced Piping Methods and Gas Boiler Troubleshooting.

Advanced Piping methods will cover:

- Protecting boilers from cold returns
- Primary – Secondary Piping
- Variable Speed Injection
- Modular Injection Systems

Gas troubleshooting topics include:

- Properties of Combustion
- Flue Gas Condensation
- Combustion Air and Chimney Issues
- Troubleshooting Gas Controls & Valves

The seminar is *Wednesday, August 20, 2003* from 8:30 to 4:00 at the Ramada National Conference Center in East Windsor. Cost is \$75 per attendee, \$35 if you are a member of America's Home Heating Team. Call Sue Slovinsky at Aaron & Company at 1-800-227-6677 for registration information.



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Keep your toilet bowl clean without harming your new tank parts.

This revolutionary system releases cleaning agent **ONLY** to the bowl, so tank parts aren't damaged by chemicals or residue. Fast to install, safe to refill.

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Permanent split capacitor motors for Condenser fans, Direct Drive fan & Blower replacements. Features include 36" leads, extended mounting studs, side shell holes, and reversible rotation. Top quality replacement motors from the industry leader – Emerson.



Coming Soon!

Gerber China will be stocked at all Aaron & Company locations.

Look for additional announcement.

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