

AARONNEWS

Published by Aaron & Company

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Aaron & Company Becomes TOTO Distributor

Beauty, performance and craftsmanship are all qualities that could describe an automobile, a piece of furniture, even a home. However, in the plumbing business those features, along with ingenuity, style and elegance are just a few of the ways to describe TOTO, an exceptional line of bath products, now available at Aaron & Company.

Beginning in June, Aaron & Company became a full line distributor of this award-winning line of plumbing fixtures. For more than 80 years TOTO has raised the standards for what a bathroom can be. With a passionate commitment to excellence in innovation, precision technology and the finest materials available, TOTO's entire line of products are as durable as they are distinctive. They are the largest toilet manufacturer in the world, producing more than 7 million toilets annually. In 2005 they received the ISO 9001 certification which insures that TOTO will consistently deliver the highest quality products and services. Aaron & Company is proud to be associated with one of the pioneers in the industry and will be displaying a full complement of their products in all of our Kitchen and Bath Design Galleries.

A lot of excitement has been generated in our New Brunswick showroom, which is currently

undergoing a major renovation. The Kitchen Design Gallery has been completed and the newly redesigned bath showroom is expected to be done by October. Toto products will be prominently displayed, including the amazing Neorest toilet. This sleek, tankless, one piece toilet with an integrated Washlet seat, which is cushioned and heated. It has a lid that automatically opens and closes, and a sensor activated flushing system with Sana-Gloss- a super smooth, ion barrier glazing that cleans your toilet bowl with every flush. The showroom will also have Toto Airtubs, which re-define the luxury bathing experience and several coordinated bath suites, all designed to complement your personal taste. The newly renovated showroom will also have quite a few working displays, including a steam shower, working showerheads and body sprays.

Toto has revolutionized the notion of comfort and cleanliness. They are an industry leader in offering performance, technology and innovation. This is what you should expect from your bathroom fixtures. This is TOTO, perfection by design...The bathroom of tomorrow...Today. Ask your Aaron & Company sales representative for brochures and pricing on this exciting new product line.

Showrooms to feature full line of products!

TOTO®



CLOSING DATES

All Aaron & Company locations will be closed on Monday September 4th for Labor Day

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DO THE MATH!



Buy a Gibson or Frigidaire Condensing unit
(13 Seer or higher)



Plus one Honeywell Indoor Air Quality product
(Includes F100, F200, HE120, HE225, HE265, HE365, HE420)



Receive a FREE TH-4000 Digital thermostat

Honeywell

New A/C Condensing Units Will Lower Operating Costs

Add an Indoor Air Quality product...get a free thermostat.

Federal mandates have required the air conditioning industry to produce higher efficiency units. The minimum efficiency is now a 13 SEER, which uses less electricity to operate. Consumers doing condenser change-outs will appreciate these reduced costs. They will also appreciate a FREE thermostat with their unit. What they will value the most is the cleaner air that they will breathe when they add an Indoor Air Quality product to their system. With homes being built increasingly airtight, plus the prevalence of forced air systems, it is important to do a better job of air filtration, ventilation and humidification. Honeywell's Indoor Air Quality products can help to accomplish this.

For the remainder of the summer, until August 31st, Aaron & Company and Honeywell will be giving away a free programmable thermostat (TH-4000), with the purchase of a Gibson or Frigidaire 13 SEER condensing unit and a Honeywell Indoor Air Quality (IAQ) product. The Honeywell IAQ products that will earn you a free thermostat are: Humidifiers, Electronic Air Cleaners, Media Air Cleaners, Ultra Violet Air Treatment systems, and a Fresh Air Ventilation System.

Aaron & Company Participates in Extreme Makeover

Supplies Rough Plumbing Materials for Project in Irvington



After a devastating house fire left Beverly Turner and her adopted family of 18 homeless, "Extreme Makeover: Home Edition" came to the rescue. This was the first project in New Jersey for the Emmy Award winning reality television show and was spearheaded by two developers, Edgewood Properties and Century 21 Construction Corp. They had to adapt the house for the 9 special needs and handicapped children, which was the largest project undertaken by the show. A crew of 3,000 volunteers worked tirelessly for 4 days and nights, demolishing and rebuilding the house which ended up being over 5,500 square feet and included a glass encased elevator, fireplace and an underground sprinkler system. Local plumbing contractors, A&R Plumbing and Forte Express supplied much of the plumbing work and Aaron & Company supplied piping for the sprinkler system, copper tubing, PVC fitting and valves. The home was showcased in a special two hour episode as the season finale on May 21st.

Housing Starts on the Decline

Factors include interest rates, affordability and reluctant investors

After reaching record levels in the past three years the housing market is starting to cool off to more sustainable levels.

First quarter reports for the Northeast region stated that sales of new single family homes were down over 8% from last year and home sales are projected to decline at least 6% this year. Despite these dire indicators there are some positive notes. Sales projections in May for new homes were on the upswing, partially due to builder's incentives and some aggressive pricing. Major home appliance shipments were up 22% and the sale of kitchen cabinets and bathroom vanities rose almost 17%.

Ultimately the housing market will remain a very strong component of the economy, but for right now, new construction is going through a period of readjustment. Inventory of existing single family houses increased from a 4.3 month supply in May of 2005 to a 6.4 monthly supply in May of 2006. Sales will continue to be modest, due to consumer uncertainty regarding the increased cost of financing via the rise of interest rates, while higher energy prices continue to put pressure on consumer goods and services.

Burnham Introduces New Boilers for the Heating Season

Technological advances give greater efficiencies, more reliability.

A newly engineered cast iron heat exchanger has helped Burnham to produce some of the most fuel efficient boilers available. Burnham has used this new technology for their gas-fired direct vent boiler, the SCG and their power vented system, the PVG. This heat exchanger incorporates more heating surface and directional flow technology which allow the boiler to reach 85% AFUE.



With the introduction of the MPO, Burnham has created the most efficient oil-fired boiler on the market. Built with a three pass design and

an innovative cast iron section the MPO is 87% AFUE Energy Star certified. With a reversible full swing door and a unique configuration that allows the entire block to be cleaned and vacuumed without removing the flue pipe, the MPO is the easiest oil boiler in the industry to clean and service.



Other Burnham news

With the recent "Flood of '06" in mind Burnham has re-published a guideline to cleaning/servicing a flooded boiler. The list of replacement parts is quite extensive, including all refractory materials, heat exchangers, all electrical components, etc. However there are some aspects that can be salvaged, like the main gas burners and venting system. Go to the Aaron & Company website @ www.aaronco.com for the complete guideline. It will be under the new sub-heading of FYI/FAQ.

Good luck to all of our customers who have had to deal with the difficulties of the flood and its aftermath.



PRICE CHANGES

Recent or upcoming manufacturers' price increases include the following:

- AMERICAN STANDARD FAUCETS AND ACCESSORIES +6%
- A. Y. McDONALD WATER SERVICE FITTINGS +12% (2nd increase)
- MATCO/NORCA Brass valves and Plumbing specialties +20%
- BURNHAM, various increases
- IPS
 - Washer and icemaker boxes +15 to 19% (another increase 10/1)
 - Aluminum water heater pans +10%
 - Aluminum roof flashings +10%
- FANTECH
- Z/M SHEET METAL +10%
- GROHE FAUCETS +4 TO 7%
- DIVERSITECH
 - Disconnects +5%
 - E-Lite pads, fuses +6%
 - Liquid tight conduit +10%
- MERIT BRASS
 - Brass & CP nipples +23.5% (up again)
 - Imported Brass fittings +25%
- SLOAN VALVE +15% (Avg)
- McDONALD & MILLER +2.5 to 3.5%
- HONEYWELL
- UPONOR (aka "Wirsbo") +20 to 25%
 - NO INCREASE ON PEX TUBING
- MOEN FAUCETS
 - Moen brand, Showhouse, most commercial +4%
 - CFG brand +6%
 - Electronic faucets and flush valves +10%
- PURALATOR FILTERS +4%
- ELKAY
 - Faucets +8%
 - Elkay brand drop-in sinks +5%
- Dayton/Kingsford brand drop-in sinks +3%
- Water coolers +4%
- HART & COOLEY
 - Aluminum grilles, registers, diffusers +9%
 - All other g/r/d +4%
- LASCO BATHWARE +3%
- TOTO +3.5 TO 8%
- VANGUARD
 - Fittings +8%
 - Manabloc and Minibloc +5%
 - NO INCREASE ON PEX TUBING
- BROAN
- HYDROLEVEL +3 TO 5%
- MATCO/NORCA
 - Malleable fittings +8%
- Beacon Morris
 - Twin Flo units +2%
 - Unit Heaters +2 to 4%
- OATEY
 - Galvanized and aluminum flashings +10%
 - Supply boxes +15%
 - Aluminum water heater pans +10%
 - Drains (selected items) +15 to 25%
 - Wax rings +3%
- CHERNE +4%
- HERCULES
 - Wax rings +3%
 - Brass bolts +9%
 - Cutting oil, lubricants +6%
- PORCHER
- BELL & GOSSETT +2.5 TO 3.5%
- HOFFMAN SPECIALTY +2.5 TO 3.5%
- TACO
- DANZE' +4.8%
- Commodities... Volatile

Earn Money for Referrals!

The Aaron and Company Kitchen Design Gallery is offering a lead referral spiff to plumbing, heating, cooling and all other trade contractors. It is a very simple way to earn a few extra bucks, just for passing the word. All you need to do is register your lead with the Kitchen Division, prior to them setting up an appointment with our design consultant. When your referral buys a complete, new kitchen you will receive a reward of 1 percent of the total sale.



If you haven't had the opportunity to check out our new state of the art facility in New Brunswick (home of the 3 1/2% sales tax), you should! See how easy it will be to recommend that your friends, customers, and anyone you know who is undertaking a kitchen remodeling project, considers the Aaron Kitchen Design Center. It is their best option for an attractive, distinctive, highly functional working kitchen.

GEM OF THE MONTH

Success is getting what you want...Happiness is, wanting what you get.



Air Cleaners & Filters



F100F1038	20x25 Media Air Cleaner	\$118.83
F100F1012	16x25 Media Air Cleaner	\$118.83
F300A2025	20x25 Electronic Air Cleaner	\$383.24
F300A1625	16x25 Electronic Air Cleaner	\$339.84
FC100A1029.....	20x25 Pleated Media Air Filter	\$17.30
FC100A1037.....	16x25 Pleated Media Air Filter	\$17.30

Good Through August 31st



Wholesale Distributors
Plumbing-Heating-Cooling



PISCATAWAY*

30 Turner Place
P.O. 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 Office

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



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