

Up To Date

Excess Inventory

An updated list of excess inventory is available with almost 40 new items at incredible savings.

Supply Pricing

An updated Supply and Installation Accessories Reference Guide is now available.

Spring Cool Cash

The sales period for Cool Cash has ended. All claims must be made by 4:00 PM on July 31. Double-check completed claims on HVACpartners.

EPA Certificates

All refrigerant sales from Sigler Wholesale Distributors require a valid EPA certificate on file. Please make sure your card on file is current.

What's New on SiglerTV

Check out this new video on SiglerTV.com:

- *Selling Tips – Registers and Grilles*
The password is swd.



This Issue

Up To Date

Optional Warranties

Featured Products

Technical Tips

Ten out of ten homeowners don't want to pay for repair costs

Optional Warranties from JB & Associates

Don't get caught self-funding your extended labor warranties. If you're offering homeowners ten years of labor protection without underwriting it through a third-party insurance company, those agreements are probably illegal.

Since Carrier no longer offers optional warranties, Sigler Wholesale Distributors has partnered with JB and Associates to offer dealers with an optional warranty program.

JB and Associates, was founded in 1996. Their single goal is to provide the best warranty program to the HVAC and plumbing industries. Their fully insured Premium Protection Plan is a program designed to protect HVAC contractors and their homeowners from the high cost of repairs. It is underwritten by Starr Companies, an A+ rated carrier.

The most popular coverage options provide ten years of labor warranty with parts mark-up, travel time, a refrigerant reclaim allowance, and either \$85 or \$125 hourly labor rates for your time. JB and Associates offers the most variety in coverage at the most affordable prices in the industry. Their programs are

designed to protect end users from any out of pocket expenses while providing a profitable revenue stream for dealers.

By streamlining the entire process, from purchase to management to claims, your warranty experience will be easy. Features of the JB and Associates online warranty management system include...

- An easy to use website
- 100% online application process
- Quick online claims process
- Plans for existing equipment
- Allowance for multiple repairs
- Available for all equipment brands
- Policies are locked into the dealer
- No homeowner deductible
- Fast reimbursement

Registering with JB & Associates is free. Even if you don't routinely offer extended warranties (which you should), register today in case somebody asks. To do so, check out www.jbandassociates.biz and click on the yellow button, "Register Now with Premium Protection Plan." Make sure you list Sigler under "Wholesaler / Distributor." If you have any questions, contact your Sigler Wholesale Distributors territory manager today.

Concord

1920 Mark Court, #100

p – 925.825.1540
f – 925.825.1427

Steve Moorhead x8501
Catie Bier x8516
Chris Cobb x8503
Josh Cobb x8505
Jimmy Hilton x8512
Bob Tomlinson x8502

San Jose

1070 Commercial St, #106

p – 408.453.3300
f – 408.452.1822

John Schurr x8300
John Bauer x8310
Dave Peters x8314
Linda Randall x8311
Bill Sperbeck x8302
Brett Sutton x8312

South San Francisco

229 Littlefield Avenue, #4

p – 415.330.6600
f – 415.330.6670

John Coleman x8413
Missy Bier x8407
Pete Martinez x8406
Tricia Maychrowitz x8404

Regional Manager

Jon Malkovich x8500

Technical Support

Greg Sanchez x8405

Marketing

Sabrina Sahota x8514

Credit & Accounting

Debbie Russitano x8418

Administrative Support

Duvi Sigler x8605

Featured Products

Sigler's Super System

Are you looking for an incredible system to offer homeowners at a price that will make them smile? Look no further than Sigler's Super System! This five ton system is loaded with features...

Two-stage heating with X-13 motor

Up to 92.5% AFUE

Two-stage cooling

Up to 17.0 SEER and 13.0 EER

WiFi thermostat

As promised, the price will make you and your homeowner smile...

Upflow/downflow = \$3350

Horizontal = \$3450



LIFT Safety

Lift Industrial Safety gear brings style and safety together. Based in Southern California, LIFT is a new brand dedicated to redefining industrial safety gear. Inspired by their sister company, EVS Sports, each LIFT product is backed by over 20 years of safety innovation integrating performance, protection, quality and style.



Check out page 35 of the updated Supply and Installation Accessory Reference Guide from Sigler Wholesale Distributors. There you'll find information about Lift gloves, knee pads and safety glasses.

Technical Tips

Q: The instructions say to subcool, but should I superheat?

Systems that utilize a TXV metering device are charged via the subcool method because a properly operating TXV will provide stable superheat across a wide range of conditions. Charging to subcool ensures liquid is present at the TXV so it can perform its job properly. However, checking the superheat throughout the charging process will allow you to identify any issues with refrigerant feed or load.

Restricted refrigerant feed or high load will result in high superheat. Potential causes can be a restricted liquid line, drier or strainer. Improper airflow settings or a malfunctioning TXV can also result in high superheat.

Low load will lead to low superheat. Look for improper airflow settings, cool indoor temps, and incorrect mounting of the TXV sensing bulb.

It's important to keep in mind the ambient conditions during the charging process. With TXV systems, it's best to charge with indoor temperatures between 70-80, and outdoor ambient between 70-100. Indoor temps below 70 degrees typically result in an undercharged system. Indoor temps above 80, the tendency will be an overcharge. Checking both superheat and subcool while charging a TXV system will ensure you're on the right track.