

Up To Date

2-Stage Compressors

The Bristol 2-stage policy has been extended to 12/31/13. Make sure you're offering your homeowners the option of discounted labor to replace the compressor or a discounted replacement unit.

Online Billing

Almost 500 companies have signed up for online billing with Sigler Wholesale Distributors. Join the crowd and ask your territory manager or store manager for details.

Free Honeywell Hat

While supplies last, buy any two jugs of R-22 or R-410a refrigerant and get a free Honeywell hat. Call for the latest pricing.

What's New on SiglerTV

Check out this new video on SiglerTV.com:

- *Moments with Russ – There is no Money in Air Conditioning The password is swd.*



Jon Malkovich, Chris Sigler and Russ Sigler during an interview for SiglerTV

This Issue

Up To Date

www.SiglerNorCal.com

Featured Products

Technical Tips

New Website – www.SiglerNorCal.com

Do you get frustrated by all the different websites from Carrier, Sigler and others? Sure, there's HVACpartners, but there are others for Cool Cash, Income Extension, SiglerTV, ServiceBench, JB & Associates, AHRI Directory, ICM Travel and countless more.

Wouldn't it be nice to access all of those from the same site? We thought so.

Sigler Wholesale Distributors in Northern California is excited to introduce a launching point for all of your online resources. It's not really a new website as it's more of a collection of links and the new home to Sigler TV and the Wholesale newsletter.

The simple design features five key sections...

Wholesale Newsletter

Here you can view the current month's issue as well as the complete archives.

SiglerTV

View dozens of short training videos on a variety of sales and service topics. New this month is the first in a series of videos from a recent interview with Russ Sigler.

Even at 96, the founder of Sigler Wholesale Distributors travels to the different warehouses each year to meet employees and customers. Jon Malkovich and Chris Sigler had the opportunity to sit down with him for a few minutes during a recent visit. We will be releasing a new video from their time together every two weeks.

The password for SiglerTV is "swd" (think Sigler Wholesale Distributors).

Literature

Quickly access Carrier's database of residential and commercial literature without having to login to HVACpartners.

Excess Inventory

Get the most current list of obsolete and excess inventory available in Concord, San Jose and South San Francisco. To protect you if a homeowner happens to see this list, please multiply the prices by 0.20 to get your correct price.

Links

Stop hunting for the right website, instead start your quest at SiglerNorCal and you can link directly to the site you're trying to find.

Sigler

Wholesale Distributors

THE PRODUCTS YOU NEED
THE VALUE YOU DESERVE

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
Mike Ha x8305
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

How do you make Sigler's Super System even more super? Double the number that are offered! Now, the same great system is available in four ton sizes...

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

You can't get better value anywhere...

4-Ton Upflow/downflow = \$3150
4-Ton Horizontal = \$3250
5-Ton Upflow/downflow = \$3350
5-Ton Horizontal = \$3450



Shoemaker & Pro1

Shoemaker grilles and registers are known for quality, style and performance.



Pro1 thermostats are known for reliability, innovation and value.



Now, the two are coming together to offer you all of those benefits on top of tremendous savings! This month, get a free Pro1 thermostat when you buy shoemaker grilles and registers from Sigler Wholesale Distributors.

Buy **\$100** in Shoemaker products and get a free **T705** (normally \$29.12)

Buy **\$200** in Shoemaker products and get a free **T855** (normally \$59.58)

Buy **\$400** in Shoemaker products and get a free **T955WH** (normally \$151.97)

Technical Tips

Q: I just started a dry R-22 unit and the pressures aren't right...what's up?

There can be a handful of reasons for this situation. First, remember that dry R-22 units are shipped with a nitrogen holding charge. Most units will be marked with warning labels, but occasionally the labels fall off or are ignored. Obviously, nitrogen in a system will create erratic operation and excessive high side pressures.

Second on the list is how the nitrogen is released from the unit prior to evacuation/charging. When released into the line sets, use the suction (vapor) service valve. If you use the liquid line service valve, oil may move out of the compressor and into the TXV, restricting refrigerant flow.

Next, check the metering device. Dry R-22 outdoor units are designed for TXV indoor coils. If installed with an existing coil using a fixed orifice piston and the original piston is left in place, odds are the piston will be under-sized for the new outdoor section.

Lastly, remember that these units are typically an alternative to compressor replacement. Erratic operation may be indicative of the system problems that created the original compressor failure and must be addressed for the replacement unit to operate properly. Inadequate airflow, refrigerant line restrictions and a dirty indoor coil should be investigated and corrected.