

Up To Date

HERO Financing

A second class was added for the HERO Financing Program training. March 11 in Concord, in addition to March 12 in San Jose.

Russell Sigler Award

Every year, Sigler Wholesale Distributors honors Carrier Factory Authorized Dealers with tremendous sales growth over the previous year.

The 2015 winners are:

- Bell Products
- Carol Flynn
- Compare Heating
- Dependable Heating
- Hassler Heating
- Moore Mechanical
- Schmitt Heating

Thank you and congrats!

What's New on SiglerTV

Check out these new videos on SiglerTV.com:

- Côt Thermostat – Accessing Advanced Settings
- Malkovich covers Bon Jovi

The password is swd.



This Issue

Up To Date

Spring Cool Cash

Featured Products

Technical Tips

One of the new photos in the 2015 Advertising Kit on HVACpartners.com

Spring Cool Cash

Carrier's Cool Cash consumer promotion is back, but has a whole new look. The chart that was difficult to read has been replaced by a simple furnace rebate and condenser rebate to make up a system...

Infinity Series Unit: \$275 (FAD = \$300)
Performance Unit: \$75 (FAD = \$100)

There is also a bonus for Greenspeed systems and the Infinity WiFi control...

25VNA0 HP: \$500 (FAD = \$600)
24VNA9 AC: \$400 (FAD = \$500)
Infinity Touch WiFi: \$150

So, a Factory Authorized Dealer should consider advertising rebates up to \$1250 (59MN7 + 24VNA9 + Infinity Touch). In general, almost all of the rebates are higher now than they've been in previous programs. One exception to that would be an Infinity System using two-stage compressors (24ANB7 / 24ANB1). To maximize rebates for homeowners, you may wish to consider offering them the 24VNA9 and 25VNA0 instead. For all the details, including furnace-only or condenser-only rebates, check the rebate documents or talk to your Sigler Wholesale Distributors territory manager.

Like the spring program in 2013, Carrier divided the country in half and starts each at different times. We're in the "South" and our promotion dates are...

Promotion: March 1 – May 31, 2015
Installation Deadline: June 15, 2015
Claiming Deadline: June 30, 2015

It's possible that homeowners will find rebate materials online after May 31, but those are for homeowners in the "North" as their campaign starts later.

Homeowners will continue to claim rebates at www.CarrierIncentives.com. That site is a great resource for you as well with reports

Remember, Wells Fargo Financing may be offered as well. However, the dealer rebates used to offset some of those costs may not be combined with Cool Cash homeowner rebates. Even without those discounts, Factory Authorized Dealers may offer "No interest if paid in full within 6 months with regular monthly payments" for 2.5%. For all the available rates, check the financing documents or talk to your Sigler Wholesale Distributors territory manager.

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
Dario Marroquin x8505
Jimmy Hilton x8512
Roland Cervantes x8503
Bob Tomlinson x8502

San Jose

1070 Commercial St, #106

p – 408.453.3300
f – 408.452.1822

John Schurr x8300
Mike Ha x8305
Phyllis LaVoy x8307
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

Tricia Maychrowitz x8404
Ashley Parks x8407
Pete Martinez x8406

Regional Manager

Jon Malkovich x8500

Technical Support

Greg Sanchez x8405

Marketing

Sabrina Sahota x8514

Credit & Accounting

A-Q: Connie Watts x5158
R-Z: Dina Rowell x5326

Administrative Support

Debbie Russitano x8412

Featured Products

14 SEER Equipment

As we mentioned at the Sigler Wholesale Distributors dealer meeting in Monterey, and also in the January issue of Wholesale, 13 SEER is going away. The new units are starting to arrive, but will not be available until all of the old units are gone.

To help you through this transition, and minimize awkward conversations with your homeowners, five pages of inventory data are being emailed weekly to 2015 program dealers. If you're not already enrolled, do it today at www.SiglerCarrier.com.



SpeediChannel

SpeediChannel Line Set Cover System is a system used to cover line sets, drain lines, and control cables when they cannot be installed in a wall. Manufactured from rigid PVC, the two part system has a base and a cover. The base is fastened to a wall or ceiling, then the SpeediClip snaps into a channel already molded into the base. The cover then simply snaps on top of the base. The PVC is resistant to UV light, is UL rated and can be painted.



Sigler Wholesale Distributors stocks a full selection of 4" channels and fittings as well as some 6" components. Check out page 35 for more details. During the month of March, buy one, get one free on all SpeediChannel components.

Technical Tips

Q: Why does the airflow seem lower than it used to be?

Yep, that's potentially the new twist on an old dilemma – filter maintenance. If you think about what has taken place the last couple of years in furnace technology, you'll recognize that a majority of furnaces are now using tube and fin secondary heat exchangers, in other words, a 'back-up' filter.

If a homeowner forgets to check or change the filter regularly, what used to get caught in the cooling coil is now getting caught by the furnace secondary heat exchanger. As a tech, your first inclination is to check the cooling coil for dirt and dust, but guess what, it'll be cleaner than you

think.

As you head out on your spring maintenance calls this year, check to see if the furnace has a tube and fin secondary heat exchanger. If it does, and there is evidence of poor filter maintenance, pull the blower and have a look. The good news is Carrier furnaces have the blower assembly on rails and a long wiring harness to make inspection a little less troublesome.

Take the extra 15 minutes and have a peek – you might be surprised at what you see, and can do to prevent a call-back later in the year.