

Up To Date

Carrier Ductless

Carrier's new line of 1:1 and multi-zone ductless HP split systems are now in stock with pricing that is blowing away the competition. Plus, the parts warranty is now 10 years on all components for residential installations.

Carrier Cool Cash

The Spring Cool Cash promotion has ended. The installation deadline is June 15 and all claims must be submitted by 4:00 on June 30.

Special Financing Rate

Until July 31, the discount rate has been lowered to 11.25% for the "0% APR with 36 equal monthly payments" consumer financing option.

What's New on SiglerTV

Check out these new videos on SiglerTV.com:

- Compressor Cross Reference Tool
 - AirScape Installation
- The password is swd.



Bryan and Bill Sperbeck with the AirScape demo in the San Jose store

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Cost Effective Systems for the Rebates

Remember the good old days when a 12 SEER unit was always 12 SEER? And an enhanced bump coil always added 1 SEER to the system? Obviously those days are gone and have been replaced with 7 digit long AHRI numbers and combination ratings that don't always make sense and are nearly impossible to obtain online. However, given the rebates that are available in the marketplace, it's critical that we get it right.

One of the most popular rebate programs in this area is BayRen and the requirements for their air conditioner rebate are now 15.0 SEER and 12.7 EER. Thankfully, we have great systems which are very cost effective in achieving those efficiency levels. All of the vertical and horizontal systems listed below can result in a \$1350 rebate for the homeowner (see www.bayren.org for more details).

| | | | | |
|--------------|----------------|-------------|-------------|---------|
| 24AAA518A003 | 59SP2A040E1410 | C36A142C126 | 16.0 / 13.0 | 7980197 |
| | | C36H142P036 | 16.0 / 13.0 | 7980204 |
| 24AAA524A003 | 59SP2A060E1412 | C36A142C126 | 16.0 / 13.0 | 7980369 |
| | | C36H142P426 | 16.0 / 13.0 | 7980377 |
| 24AAA530A003 | 59SP2A060E1714 | C36A175C126 | 16.0 / 13.0 | 7980565 |
| | | C36H175P146 | 16.0 / 13.0 | 7980573 |
| 24AAA536A003 | 59SP2A060E1714 | C36A175C126 | 15.0 / 12.7 | 7980749 |
| | | C36H175P146 | 16.0 / 13.0 | 7980757 |
| 24AAA542A003 | 59SP2A080E2120 | C48A210C156 | 15.0 / 12.7 | 7983079 |
| | | C60H210P296 | 16.0 / 13.0 | 7983110 |
| 24AAA548A003 | 59SP2A080E2120 | C48A210C156 | 15.0 / 12.7 | 7983745 |
| | | C60H210P296 | 15.0 / 12.7 | 7983776 |
| 24AAA660A003 | 59SP2A100E2120 | C60A210C166 | 15.0 / 12.7 | 7988809 |
| | | C60H210P196 | 15.0 / 12.7 | 7988827 |

For more information about these systems, or for help finding ratings for your specific needs, check out www.SiglerRatings.com or talk to your Sigler Wholesale Distributors territory manager or local customer service representative.

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
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
Eric McMillan x8401
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



A whole house fan? Aren't those things noisy, inefficient and unsightly? Not anymore! Today's generation of whole house fans use ECM motors to quietly pull air from an open window into the attic. In this marketplace, that makes a lot of sense. In fact, if you're not offering whole house fans, your competition probably is!



Sigler Wholesale Distributors stocks a full assortment of AirScape products to satisfy your customer's needs. Ask for a price page today. Plus, during the month of June, mention this article and take \$100 off the 2.5e, 3.5e and 4.4e models, or \$50 off the 1.7 model.



There's a distinction of significance between a company that sells products "Manufactured in the USA" and a company that sells products that are "Designed and Manufactured in Our Factory in the USA". CPS actually manufactures most of what they design at their facility in Florida. Their manufacturing strategy is to make the critical parts and components in house to ensure their quality and to outsource the non-critical "commodity" items.

Accordingly, their factory is fully equipped to produce anything from SMT electronic circuit boards to high precision mechanical parts requiring multi axis CNC machining centers. They know what they're doing and have the tools to do it.

So, if you need quality tools for the job at a price that won't break the bank, look no further than CPS. This June, take 10% off the full selection of CPS products at Sigler Wholesale Distributors.

Technical Tips

Q: Customers are asking about Hybrid Heat, what do I need to know?

With the growing popularity of residential solar panels, homeowners are beginning to ask about heat pumps and Hybrid Heat systems. A Hybrid Heat split system consists of a furnace, a heat pump outdoor section, an indoor coil with a bi-flow TXV and a Hybrid Heat compatible thermostat. This thermostat must have multiple outputs, the ability to obtain outdoor air temperature, and parameter settings to determine when to operate a given heat source.

You and the homeowner can select an outdoor air temperature to switch between heat pump operation and gas heat, known as the balance point.

This value can be thermal (a point at which the heat pump capacity no longer meets the heat loss profile), or economic (a point at which operating gas is more efficient than heat pump). With solar powered homes, change-over points are typically set based on thermal balance points.

Systems can be created with a basic furnace and heat pump, or top-end variable speed heat pumps. Variable speed units have the ability to maintain capacity at much lower outdoor ambient temperatures. Thus, they are ideal for homeowners who want to maximize heat pump operation.