

## Up To Date

### Refrigerant Pricing

Need a good price on refrigerant? How about:

- R-22: \$350
- R-410a: \$70
- Nu-22B: \$190

Availability is limited, so call today.

### Closed on July 3

All Sigler Wholesale Distributor locations will be closed on Friday, July 3. Happy Independence Day!

### Ultra Low-NOx

A mitigation fee must be paid on all 90% furnaces purchased in the Bay Area but sold in the San Joaquin Valley. Look for a letter in your mailbox or ask for more details if you are doing a job in that area.

### What's New on SiglerTV

Check out these new videos on SiglerTV.com:

- CoolFront Flat Rate Pricing
- Rx11 Flush

The password is swd.



## This Issue

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Keith Irving in the Concord warehouse

## Selling with Best-Better-Good

There are an unlimited number of sales techniques in the world, but a popular one is “Best-Better-Good.” Essentially, if you offer a homeowner three choices, they’re most likely to pick the middle option instead of your lowest cost choice. Plus a range of choices helps so you don’t have to make assumptions about what your customer wants or can afford. You can say things like “If the price is too high, consider the good system” or “You may appreciate the benefits of our best option.”

Without noticing it, you probably purchase products every day that are presented as “Best-Better-Good.” What did you see when you last booked a flight on www.southwest.com? Three columns of prices – “Business Select,” “Anytime” and “Wanna Get Away.” Ordered from a fast-food chain recently? What size value meal did you pick?

So, with all of the changes in Carrier equipment this year, is this approach still applicable? Absolutely! Carrier’s Infinity Series products would fit in the “Best” category. Performance Series would be “Better” with Comfort Series as the “Good” option. After filling in the model numbers, you’ll see that it works quite well.

### Air Conditioners

Best	Better	Good
24VNA9 5-Stage	24ACB7 2-Stage	24AAA5 1-Stage

### 90% Furnaces

Best	Better	Good
59MN7 Modulating ECM	59TP5 2-Stage X-13	59SC5 1-Stage PSC

### 80% Furnaces

Best	Better	Good
58CVX 2-Stage ECM	58CTY 2-Stage PWM	58STX 1-Stage PSC

To help make it easier for you to sell with this sales approach, Sigler Wholesale Distributors has lowered the price on the 24ACB7 Performance-Series 2-stage air conditioner. Plus, during the month of July, you’ll get rewarded with a gift card to www.amazon.com for every one you purchase:

- 24ACB724A003 \$25 gift card
- 24ACB736A003 \$50 gift card
- 24ACB748A003 \$75 gift card
- 24ACB760A003 \$100 gift card

Talk to your favorite customer service representative today for more information.

[www.SiglerNorCal.com](http://www.SiglerNorCal.com)

**Concord**

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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  
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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  
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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

### Dry R-22 Units

Yes, Sigler Wholesale Distributors still has inventory on all sizes of dry R-22 air conditioners and most sizes of dry R-22 heat pumps.

Remember, 14 SEER dry units can't be made, so this inventory marks the end of the dry R-22 era. Once they're gone, they're gone. This might be a good time to follow-up on old quotes and stress the urgency with any new proposals.

Dealers, remember to check the weekly inventory list that is emailed on Monday mornings. It shows inventory levels of all phase-out units, including dry R-22 models.



Maybe you're at a home performing a clean-and-check? Or, installing a 410a system with an old line set? Maybe you're trying to find a small coil leak? Or, you're on job with dirt and grime everywhere? Regardless, Nu-Calgon is the industry leader with products that can save you time and energy for these and many more scenarios.



For a complete list of products in inventory, check out pages 39-40 of the Sigler Wholesale Distributors supply price pages. Also, check out the Rx11 video at [www.SiglerTV.com](http://www.SiglerTV.com). Finally, during the month of July, buy any three Nu-Calgon products from Sigler Wholesale Distributors and we'll give you a free tub of Great Wipes waterless hand towels.

## Technical Tips

**Q: On an unloading scroll compressor, how do I know if it is loading?**

The unloading scroll has an internal solenoid that moves a ring assembly to open or close bypass ports within the scroll assembly. When de-energized the compressor is unloaded, when energized it's loaded.

From an operational standpoint, suction pressure should be reduced by 3 to 10% when switching from low to high capacity and compressor amperage should increase 20 to 45%.

Most controls schemes will provide 24 VAC to a solenoid plug located on the side of the compressor. The plug itself has internal rectification circuitry to provide a 24 VDC supply to the internal

solenoid. Step 1 is to verify 24 VAC to the plug assembly. With the solenoid removed from the compressor, you can check the outlet of the plug assembly for 18-24 VDC. Do not apply 24 VAC directly to the terminals on the compressor.

You can also remove the plug and ohm out the internal solenoid. Copeland has a couple of versions of the unloading scroll compressor in the marketplace. For the K4 model, internal solenoid resistance should be in the range of 32 to 60 ohms. The K5 model will have a solenoid resistance value of 330 or 1640 ohms, depending on the coil supplier.