

## Up To Date

### Cool Cash in August

Yes, Carrier's consumer rebate program Cool Cash is starting early this fall. Homeowners purchasing a system after August 1 can cash in with rebates up to \$1250 for a 59MN7, 24VNA9 and WiFi Infinity Touch control system. Unfortunately, forms aren't yet available but will be mailed to 2015 program dealers as soon as possible.

### Ice Cream Sundaes

Freeze away your refrigerant leaks and your hunger on Thursday, August 13. All three Sigler Wholesale Distributor locations will be serving ice cream sundaes while providing information and special pricing on A/C Leak Freeze products.

### What's New on SiglerTV

Check out this new video on SiglerTV.com:

- Setting 58CTY airflow  
The password is swd.



## This Issue

Up To Date

Ductless Split Systems

Featured Products

Technical Tips

Some of the new Carrier Ductless Split inventory in Concord

## Ductless Splits are now 25% of the Market

According to recent AHRI industry data for the nine counties in the Bay Area, more than 25% of the installed systems  $\leq 5$  tons were ductless. Is a quarter of your business ductless? Are you missing out on those opportunities to sell more equipment?

With ductless split systems, there are innovative and flexible solutions that can be specifically tailored to meet your customer's needs. Target those problem spots in a home or office that never seem to be comfortable enough with a ducted system alone. Home additions that lack access to get ducting to the new area are perfect applications for ductless. Also, light commercial systems offer the capacity and flexibility for smaller retail spaces. If you're trying to squeeze a traditional split system into every application where it's not a good fit, somebody else is offering ductless and winning the job.

Sigler Wholesale Distributors has two great brands of ductless split systems in inventory – Mitsubishi and Carrier. The May edition of the price pages have all of the new model numbers and systems for both brands.

You may have been selling Mitsubishi for years and know it's a good product. But, why should you consider Carrier ductless split systems?

**Pricing** – Simply put, the pricing on Carrier ductless split systems are amazing. You're able to offer an incredible value to your homeowners.

**Applications** – High wall, ducted, ceiling cassette and floor mounted fan coils are available for the 1:1 heat pump systems, or mix-and-match these fan coils with a multi-zone heat pump.

**Installation** – All of the multi-zone heat pumps home-run the line sets back to the condensing unit so no branch box is necessary (even on the 4-ton model). All of the fan coils include the control.

**Warranty** – When installed in single family and multi-family residential applications, these systems have an industry leading 10 year limited parts warranty. The limited parts warranty for commercial applications is 7 years.

Need any more reasons? Probably not, so start quoting ductless today!

# Sigler

Wholesale Distributors

THE PRODUCTS YOU NEED  
THE VALUE YOU DESERVE

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

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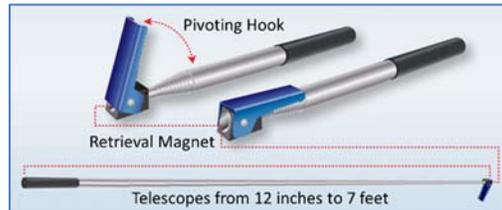
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## Featured Products

### Filter Pusher / Puller

If you're doing rooftop unit maintenance, this filter puller/pusher from Sensible Products is for you! At only 12 inches long, it easily fits into your tool bag. Yet, once on the roof, it telescopes to 7 feet long! The hook easily pivots into position so you can slide filters in and out of the largest rooftop units with ease. Plus, a powerful magnet will help you retrieve dropped hardware from inside the unit.



FPP – \$24.29

Also from Sensible Products, don't forget about these other useful tools...

**FBG** Filter Box Grabber

**UCT-1** Schrader Core Remover

**HH-013** Slide Driver, 3"

**HH-012** Slide Driver, 7"

**HH-011** Slide Driver, 10"



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 \$31.44)

Buy **\$200** in Shoemaker products and get a free **T855** (normally \$63.39)

Buy **\$300** in Shoemaker products and get a free **T855i** (normally \$99.99)

## Technical Tips

### Q: I don't have the exact replacement capacitor, what can I use?

First and foremost, the proper replacement capacitor will have the same microfarad rating and equal to or greater voltage rating. Simple right, but what about the plus or minus game we've all heard about?

The mfd rating on a capacitor is typically guaranteed to be within 6% (usually marked on the capacitor). So if a new capacitor is 6% off, even the right one might be wrong, right?

The most commonly accepted practice in the industry is  $\pm 10\%$  on the mfd rating with run capacitors, equal to or +20% with start capacitors, and never lower on the voltage with either. Our

preference, and recommendation is +10%, -5% for run capacitors.

One word of caution, sometimes equipment manufacturers will use an OEM capacitor that has a different rating than that listed on a motor. In these situations, the equipment and motor manufacturers have done the testing before hand, and although one may think it's 'wrong from the factory', it isn't. Stick to the OEM value.

Last but not least, if you have to replace a capacitor under the  $\pm 10\%$  process, take out the Sharpie and make note of it on the capacitor so the guy behind ya knows.