

Up To Date

Free Lunch

Save up an appetite for a delicious BBQ lunch at all three Bay Area Sigler Wholesale Distributors locations. Food and fun will be served on...

- 3/22 in Concord
- 3/23 in S. San Fran
- 3/24 in San Jose

Spring Training

Did you get the Spring Training schedule? Four different classes are being held throughout the Bay Area in March, April and May. Two other classes are also in Sacramento.

Cool Cash

Carrier's consumer rebate program, Cool Cash, is back! It began on March 1 and runs until May 31. Factory Authorized Dealers can reasonably offer rebates up to \$1400 and other dealers may offer up to \$1250. New this year, an air purifier may be used instead of a thermostat to create the "System."



What's New on SiglerTV

Coil Moisture – Dirty Coils
Coil Moisture – High Pressure
Coil Moisture – Unbalanced Ckts
(the password is swd)

The 2016 Carrier Dealer Meeting will be at Levi's Stadium in Santa Clara

2016 Carrier Dealer Programs

The Sigler Wholesale Distributors dealer meeting will be on March 10 at Levi's Stadium in Santa Clara. As in the past, there are four different programs, one of which might be right for you and your business! Those who partner with Carrier and Sigler receive a ton of benefits and here is a sneak peak at what will be shared in Santa Clara...

Sigler Wholesale Distributors has partnered with some new vendors that can help make your website more effective. APEX Chat can add a "Chat Now" window that you may have seen on other consumer websites. Also, Website Video can produce affordable videos that play on your site. Or, if you're looking to start from scratch, there are three different pre-approved vendors that can help you get started.

A good online reputation continues to be a key to success in the contracting business. A few new vendors join the team and can help you solicit reviews and even establish a review system for your technicians. Review Buzz, Sequoia and Demand Force all approach the project in different and unique ways. Some of them also offer new tools to turn your database

of customer data into future profits.

iCreate Local is a new tool that helps you create direct-mail ads and send them to targeted mailing lists. They also offer customer satisfaction surveys, text messaging subscriptions, print media, brochures, apparel and promotional items. All dealers will have their iCreate Local account pre-loaded with up to \$500!

Getting leads is great, but improving how you close those deals is another area of focus for the 2016 dealer programs. HVAC Proposal Builder Pro, My Sigler Solutions, Sigler Selling Solutions and Cool Front are four iPad-based tools that help you present options to the homeowners in a unique way that helps ensure you get the deal signed.

If paying for the investment is difficult for some of your customers, a new partnership with Microf – Rent To Own may help, along with great rates from Wells Fargo Retail Credit. Finally, Cool Cash is back with some helpful changes, and the Carrier Consumer Loyalty Rebate has expanded to offer homeowners \$100 when changing out a 30-year old furnace or condenser.

Sigler

Wholesale Distributors

THE PRODUCTS YOU NEED
THE VALUE YOU DESERVE

www.SiglerNorCal.com

Concord

1920 Mark Court, #100

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f – 925.825.1427

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Catie Bier x8516
Dario Marroquin x8505
Jimmy Hilton x8512
Steve Moorhead x8501
Bob Tomlinson x8502

San Jose

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John Schurr x8300
Mike Ha x8305
Vidal Lara x8308
Phyllis LaVoy x8307
Dave Peters x8314
Linda Randall x8311
Bill Sperbeck x8302
Brett Sutton x8312

South San Francisco

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Tricia Maychrowitz x8404
Ashley Taylor 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

Refrigerants



We all know about R-22 and R-410a, but as prices of R-22 trend upward, are you up to speed on the alternatives?

NU-22B is the only R-22 replacement you need and here's why:

- NU-22B closely mimics the operating characteristics of R-22, making it the high-performance choice for both OEM and service replacement uses.
- You won't need any product-specific tools or supplies to use NU-22B. It's compatible with all standard oils and all standard equipment components and materials used in R-22 systems.
- NU-22B is in use in thousands of installations throughout the world. It is nonflammable, nontoxic and is classified A1 by ASHRAE.

Learn more by watching the video on SiglerTV by searching for "Nu-22".

Here are all of the current jug prices:

- R-410A \$100
- R-22 \$410
- Nu-22B \$210

Since 1947, Shoemaker Manufacturing Company has produced high quality air distribution products for the HVAC industry. The Shoemaker brand is most often associated with their premium line of high quality residential grilles, registers and diffusers. Shoemaker also has a great line of Commercial and Industrial registers, grilles, diffusers, dampers and louvers that have been installed in many high-profile projects across the United States. The Shoemaker name is both well respected and highly recognized in the HVAC marketplace for high quality products and outstanding service.



Sigler Wholesale Distributors is proud to carry a full assortment of Shoemaker grilles, registers and diffusers. Mention this article during the month of March and we'll give you up to 10 free Shoemaker products as you buy one and get one free!

Technical Tips

Q: How do I adjust fan speed on these new furnaces?

The new 58CTY and 59TP6 furnaces are starting to move out the door, and these furnaces have a Pulse Width Modulated ECM motor. The PWM motors receive a command signal from the unit circuit board. The heat speed is dictated by the heating capacity of the furnace via the model plug while the cooling and continuous fan speeds are dictated by dipswitch settings.

The furnaces are shipped with the cooling and continuous fan settings at a "default" position. These dipswitches must be adjusted in most installations to match the air delivery of the cooling system applied. Thankfully, doing so is quite easy.

Switch Block 2 (SW2) is a row of 8 switches. Switches SW2-3 through SW2-5 adjust the continuous or low cool speed, SW2-6 through SW2-8 adjust the cooling (or high cool) speed. The unit schematic has a reference chart that shows settings for nominal tonnage values at 350 cfm/ton. The installation book has a fan performance table that shows actual cfm values at a given external static pressure for the various dipswitch setting combinations.

For more information on this set up, go to www.siglernorcal.com and select SiglerTV. To find this video, type "58CTY" in the search box.