

## Up To Date

### Fall Cool Cash

*Carrier's consumer promotion ends on November 15. Dealers have until November 30 to complete the installation and all claims must be made by 4:00 PM on December 15.*

### Fall Sigler Club

*The Fall Sigler Club is going strong with huge savings on stock parts, plus an opportunity for you to earn rewards at Best Buy!*

### 115-Volt Highwall DFS

*The special system price of \$840 is extended for the 38MAQB09R1 and 40MAQB09B1. This 115-volt highwall ductless split system has a capacity of 9000 Btuh and is rated at 24.5 SEER / 15.0 EER.*

### 2017 Calendar

*Need an early stocking-stuffer? The 2017 Sigler Wholesale Distributors desk/wall calendar is now available.*



## What's New on *SiglerTV*

**Code 31 (six videos)**  
**Limit Switches (three videos)**  
**PWM Motors (three videos)**  
*(the password is swd)*

Greg Sanchez in a scene from a recent video on [www.SiglerTV.com](http://www.SiglerTV.com)

## Resources for your Organization to Learn

Yep, this is a skilled trade, and skill takes effort, time and experience. The good news is there are many avenues available to you today.

There are apps that allow you to find installation instructions, technical data, and troubleshooting tips. Most of these apps are provided by major manufacturers of tools and equipment within the HVACR industry. The newly released Carrier Technician App allows one to access literature and parts information for most Carrier equipment. You're able to reach the information by inputting either the serial number or model number, or by scanning the unit's bar code.

There are training videos accessible 24/7 that are short and sweet and may provide you an opportunity to 'experience' a situation before you actually experience that situation. Emerson Climate Technologies, Yellow Jacket, Bacharach, to name a few, all have online videos available.

Here at Sigler Wholesale Distributors, a good portion of our in-class training the last couple of years has been posted on SiglerTV. If you missed a class, or just wanted to get a quick refresher, check out SiglerTV at [www.siglernorcal.com](http://www.siglernorcal.com) (password: swd). It's not as good as

being in a classroom, but does provide a reasonable alternative – all from the comfort of your Barcalounger.

Carrier also has a robust database of training opportunities inside My Learning Center. Once logged into HVACpartenrs, click on the blue My Learning Center icon under "Quick Links."

While a few classroom courses are offered in the Bay Area every year, this site also shows upcoming events across the country. For instance, if you really want to send somebody to the two-day BDR course on residential maintenance programs, there is a class coming up in Austin, Texas.

The majority of people at My Learning Center click on "Self-Paced Online" and watch one of the 73 videos that are available. Most are free, pertaining to Carrier products, programs and promotions. Others are more focused on business development and are taught by some of the finest instructors in the industry. While there is a nominal fee for some, it's a smart investment.

Help us help you...tell us what works, and why. Tell us what doesn't and why. But know this...if it was all as easy as pushing a button to get an answer, where would that leave you?

**Concord**

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Celeste Wolf x8507  
Catie Bier x8516  
Linda Randall x8311  
Jimmy Hilton x8512  
Ofelia Norwood x8505  
Steve Moorhead x8501  
Bob Tomlinson x8502

**San Jose**

1070 Commercial St, #106

p – 408.453.3300  
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John Schurr x8300  
Joseph Bautista x8309  
Mike Ha x8305  
Vidal Lara x8308  
Phyllis LaVoy x8307  
Clayton Schultz x8324  
Bill Sperbeck x8302

**South San Francisco**

229 Littlefield Avenue, #4

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Tricia Maychrowitz x8404  
Eric McMillan x8401  
Pete Martinez x8406  
Adonis Segrove x8407

**Regional Manager**

Jon Malkovich x8500

**Technical Support**

Greg Sanchez x8405

**Marketing**

Sabrina Sahota x8514

**Credit & Accounting**

A-Q: Emily Wohlf x5158  
R-Z: Dina Rowell x5326

**Administrative Support**

Debbie Russitano x8412

## Featured Products

### ECM Motor Testers



Some great tools exist to help you troubleshoot ECM motors. The TECMate/TECINSpect, **GE-A447**, hooks directly to the ECM and 24 volts. If the motor operates with this tool, both the motor module and motor are okay. If the motor does not operate, verify the high voltage connection before replacing the motor module. Ohm out the motor prior to completing your diagnosis. TECMate should not be used on 2.5 motors.

An additional tool, the ECM Motor Simulator, **KGBSD0301FMS**, is used to troubleshoot furnace codes 15, 41, and 42. It simulates a good ECM blower or inducer motor. Used with self-test, if the code does not reappear the motor module should be replaced. If the code does reappear, you can focus on the harness or control board.

These tools provide guess-free, stress-free, accurate diagnosis in a fraction of the time spent using voltmeter and troubleshooting charts.

Sigler Wholesale Distributors is proud to sell Pro1 thermostats and controls. They're easy to use with very large numbers, and programming is a simplified step-by-step process. The T855i WiFi thermostat is full of features, yet is value-priced at only \$104.

In addition to great thermostats, Pro1 also has a wireless zoning kit. Both the wall sensors and damper controls are wireless which makes your next retrofit job easy.

During the month of November, buy one T855i WiFi thermostat and get one T855i WiFi thermostat for only \$20. For more information, ask a customer service representative, or search SiglerTV for "Pro1" to watch a short video on the features and benefits of this thermostat.



## Technical Tips

**Q: Tech tip #60? No way!**

Time flies when you're having fun! And who says this business isn't 'fun'?

So...59+ tips - some good, some marginal, but all brought to you based on calls received on a daily basis, with the hope that what is reported by some may prove useful to others.

That's the name of this game, getting exposure to different topics of discussion and being prepared for something you may not have experienced personally, but the Tech Tip put it on your radar and provided you an avenue for further investigation. As the lead article this month mentions, it's a "skilled trade", and skill

is a combination of knowledge, experience, and knowing where to find answers. Sometimes TSOHK (the school of hard knocks) is the best teacher, but reality says that is a long path to take at times when there are alternatives.

In our latest training class, there was a list of topics to "consider" prior to the beginning of class - intention being to fuel some thought during class discussion. Two of the points follow: "If you're the smartest person in the room, you're in the wrong room." "Luck favors the prepared". We hope that the previous 59 have helped you be "prepared".