

Up To Date

Online Ordering

Have you tried Sigler Wholesale Distributors online ordering system? Check pricing, inventory and place orders for will-call or delivery from the convenience of your office or living room sofa.

IAQ Promotion

In July, get an Infinity Air Purifier for only \$100 when you buy an Infinity furnace and Infinity condensing unit. Get a Performance Air Purifier for only \$100 when you buy a Performance Series furnace and Performance Series condensing unit. Ask a customer service representative for details.

Two-stage AC Warranty

Carrier's enhanced warranty program is still available for older two-stage condensing units with a first time compressor failure within 10 years of production. A discounted replacement unit is the best way to go!



What's New on *SiglerTV*

PWM Motors
PWM Heating Airflow
PWM Cooling Airflow)
(the password is swd)

Steven Anello pulling a sheet metal order in the Concord warehouse

Marketing Made Simple with iCreate Local

Last year, Sigler Wholesale partnered with iCreate Local to help Carrier dealers with turnkey marketing solutions. This partnership provides an easy to use online marketing platform with a variety of marketing options specific to the dealer and their needs. Dealers can select from predesigned templates or create their own with ready to use content, lifestyle and system images. Everything is fully customizable with uploaded logos or photos of trucks and crew. If help is needed, the iCreate Local team is available every step of the way to ensure the finished product will maximize results.

While this service is open to all Carrier dealers, in 2017, Carrier Temperature Tough and Temperature Tough Gold dealers once again received free advertising money in their iCreate Local account. If you haven't spent it already, get started today!

What can you do with iCreate Local?

Brochures – create flyers, tri-folds and brochures to hand out to homeowners. The four-page product brochure is a

custom “Best-Better-Good” selling tool while simple two-page brochures are available for all of the Carrier products.

Postcards – Several direct-mail options exist including a sophisticated demographic-based mailing to target areas, thank you cards and reminder cards.

Digital – Send emails or text messages to your current customers with important information or coupons.

Apparel – Great shirts, jackets and hats are available with embroidered company and Carrier logos.

With iCreate Local, co-op is easy. They work with Sabrina Sahota to ensure everything is eligible and ready to submit.

For more details or a tutorial through their website, please contact your Sigler Wholesale Distributors territory manager. Or, you may contact iCreate Local directly at support@i-createlocal.com or by phone at 865-690-1990. Now is the time to plan your fall marketing campaigns.

THE PRODUCTS YOU NEED
THE VALUE YOU DESERVE

Concord

1920 Mark Court, #100

p - 925.825.1540

f - 925.825.1427

e - CNCorders@siglers.com

Celeste Wolf x8507

Catie Bier x8516

Linda Randall x8311

Jimmy Hilton x8512

Jimmy Lightfoot x8513

Ofelia Norwood x8505

Steve Moorhead x8501

San Jose

1070 Commercial St, #106

p - 408.453.3300

f - 408.452.1822

e - SAJorders@siglers.com

Vidal Lara x8308

Joseph Bautista x8309

Mike Ha x8305

Clayton Schultz x8324

Bill Sperbeck x8302

Bryan Sperbeck x8322

South San Francisco

229 Littlefield Avenue, #4

p - 415.330.6600

f - 415.330.6670

e - SSForders@siglers.com

Debbie Russitano x8412

Paul Hayes x8418

Tricia Maychrowitz x8404

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

Featured Products

Single Phase VRF



Carrier has a robust line of single-phase VRF products that is poised to take over the market. If you're familiar with Mitsubishi, this is the same product type as the PUMY "S-Series" systems.

Convenient price sheets are now available with all of the popular fan coil options. The efficiencies in all sizes are between 17.8-18.6 SEER and an inexpensive interface kit allows the homeowner or building owner to use whatever thermostat they'd like. Most impressive is the pricing! Ask your territory manager today about pricing and upcoming training



AirScape, the maker of ventCool is the premier whole house fan manufacturer on the market. If you think "premier" and "Whole house fan" are words that don't belong together, you haven't seen this next generation of fans. Incredibly quiet and remarkably efficient, these products can provide a tremendous value to homeowners in the Bay Area. With a press of a button, insulated dampers open and the ECM motor starts to quietly draw air out of the house and into the attic.

Ask for more information about all of the models, sizes, features and benefits.



ventCool-17	\$878
ventCool-25	\$1234
ventCool-35	\$1500
ventCool-50	\$1656

Technical Tips

Q: Whoops, here it is?

Wholly-moly, what happened with summer arriving this season? Yep, we all saw the forecasts, and we all questioned the prognosticators of weather to come. Next thing you know, it's 100° + in areas north, east, and south of the bay.

It wasn't too long ago trucks were stocked with the basics, but the basics have changed. Compressor run caps are tapping on 70 to 80 µF (who carries that on their truck?). TXV's are the norm since 2006, but do you have one on hand that will do the job?

So how do you prepare for that? You don't. No way of knowing whether the prognosticators are accurate, homeowners will be at home, systems had a 'pre-season' check, power supplies will hold up, or Mother Nature won't play games with us.

Return trips don't pan out for anyone in the chain. Is it better to solve the issue on the first trip, or diagnose and return? (Talk to your dispatcher, bet they have an opinion). In the past we've asked 'what do you have in your tool pouch?' The real question is defining your 'tool pouch'. We have some ideas we think will work, give Sigler Wholesale Distributors a ring.

So what's the story with this tip? Go back to the basics!