

Up To Date

Price Increase

Carrier Corporation has announced a nationwide price increase up to 6%. It goes into effect with all orders shipped on or after December 1, 2017.

Fall Training Blitz

Greg Sanchez is teaching one more technical class this year, "Furnace Installation and Start-Up." You can register online at SiglerNorCal.com/register.

Cool Cash Promotion

Carrier's Cool Cash promotion ends on Thursday, November 30. All systems must be installed and claimed before 4 PM on Friday, December 29.

Planning for Profit

The Grandy & Associates team is hosting their popular Planning for Profit course on November 15-16 in San Jose. It's two days of coaching, tax tips, labor pricing software and more.



What's New on *SiglerTV*

Pressure Switches (3 videos)

DIP Switches (2 videos)

(the password is swd)

Jimmy Hilton showing off the newest Infinity Touch Control.

New Infinity Touch Control

The new Infinity Touch Control is here! Five years ago, Carrier revolutionized the market with the Infinity Touch Control. They're at it again with the -B series model that features several nice upgrades at the same price as the current model.

After unpacking the box, the first thing you and your homeowner will notice is the updated appearance. The control has a larger flat glass face and the graphics and fonts have been updated.

The control also has a motion/occupancy sensor. Version 1.1 of the software that is currently installed can change the system from AWAY to HOME when occupancy is detected. A future software change will allow the homeowner to put the system into AWAY mode when no occupancy is detected. These upgrades will soon make the control eligible for PG&E's "Smart Thermostat" rebate program.

The WiFi hardware on the new -B series control has also been updated to 802.11n protocol. This means a faster connection to the home's WiFi and a faster

connection to Carrier's MyInfinity server. Also a long range Bluetooth radio was added which will allow the use of wireless remote sensors. These sensors will be available in early 2018 and can be assigned to zones, averaged or prioritized. You will be able to offer your homeowner more control strategies.

When helping a homeowner set up their new control, make sure you talk to them about assigning you as the dealer and granting remote access. When visible to you on Carrier's Connected Contractor Portal, you'll be alerted when there is an issue with the system and can remotely diagnose several service issues.

To support the launch of this new Infinity Touch Control, Carrier has introduced a Cool Cash "trade-in" promotion to incentivize homeowners with older Infinity controls to upgrade. A \$200 rebate is available when they replace any older model with the -B series control. This promotion follows the same contribution model as Cool Cash with the dealer contributing 50%. For more information, check out www.CarrierIncentives.com.

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Featured Products



With the recent North Bay fires, do you have any customers who are concerned about their indoor air quality? Totaline has teamed up with Five Seasons to offer you the CinQuartz Portable True HEPA Air Cleaner. This is the best portable HEPA Air Cleaner on the market because it uses HEPA filtration, UVC germicidal light and photo catalytic oxidation.

This air cleaner effectively removes and destroys allergens, lung damaging atmospheric dust, biological and chemical contaminants and odors, such as formaldehyde, toluene, benzene, cooking odors, tobacco smoke, bacteria, viruses, mold and lots more.



Several Sigler Wholesale Distributors employees have one in their own home. Ask them what they think about it!

FSP900

\$718.75



Sigler Wholesale Distributors is proud to offer Pro1 thermostats. With a broad product offering that includes wireless zoning, large displays, common backplates, customizable name badges and the most affordable WiFi control options in the industry, Pro1 is a great line of thermostats.



When stocking your trucks for pre-season maintenance, add a box of Pro1 thermostats to your list. In the month of November, Sigler Wholesale Distributors will take 10% off the normal price when you buy a box of ten. For more information, check out page 23 of the Sigler Wholesale Distributors Supply and Installation Accessory Reference Guide.

Technical Tips

Q: Ever troubleshoot a unit that works perfectly?

Yep, do it all the time! If you don't know what it's supposed to be doing when it's working properly, how ya gonna know what it's doing when it's not?

Code 41 on variable speed furnaces tells you there is a blower motor fault. If you have the motor simulator kit (KGBSD0301FMS), it's an easy 2-minute process. If you don't have the motor simulator, you're digging in and taking voltage readings in some pretty tight spaces with small connections, and you could be led astray by your meter or your probes.

There is a step in the process where you are going to check the blower

motor serial input signal. With the plug to the motor disconnected from the board, the voltage will be a stable 5VDC. Next, reconnect the plug and re-check the voltage value looking for fluctuations. There is the problem!

Today's digital meters act differently. We've tested operating systems with 3 different meters, and all produced a different result. By checking a perfectly operating unit, we learned what to expect.

Take 5 minutes during this year's pre-season maintenance and test your meter to know what it does. Better to know, than to guess.