

## Up To Date

### Customer Barbeque

All three Sigler Wholesale Distributor locations in the Bay Area are hosting a customer appreciation barbeque with free food, product demonstrations and prizes. Don't miss it!

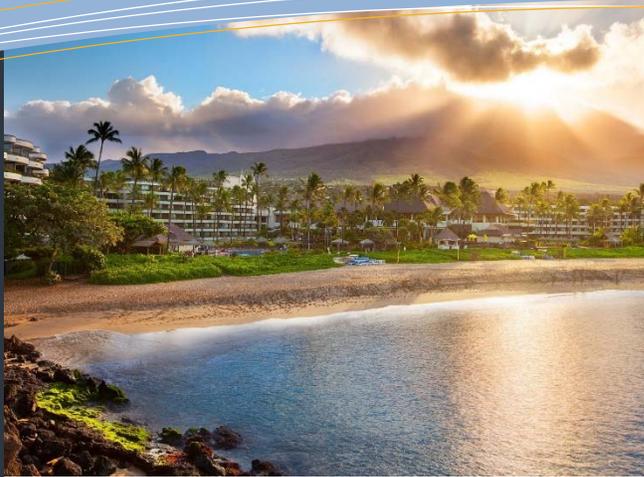
- Tuesday, May 8 in South San Francisco
- Wednesday, May 9 in Concord
- Thursday, May 10 in San Jose

### Spring Training

More technical, sales and business classes are on the schedule for May. You can still register online at [SiglerNorCal.com/register](http://SiglerNorCal.com/register).

### Price Increases

With tremendous volatility in the raw materials markets, several manufacturers have announced price increases, including Shoemaker, Delta, Williams, ECCO and more. Please make sure you are calling in for the most current prices.



## What's New on SiglerTV

**Airflow Basics**  
**Understanding Static Pressure**  
**Using a Duct Calculator**  
*(the password is swd)*

Sunrise over the Sheraton Maui Resort & Spa on Ka'anapali Beach

## Hawaii Incentive Trip

Located on 23 oceanfront acres at legendary Pu'u Keka'a (Black Rock) on Ka'anapali Beach, Sheraton Maui Resort & Spa is a perfect setting for the 2019 Sigler Wholesale Distributors incentive trip.

Whether you are looking for adventure, a romantic retreat or a fun-filled vacation, you'll discover everything you imagine Hawaii should be. Nearby, you can explore the majestic peaks of West Maui Mountains, the lush green rainforest of Waihe'e Valley and the island's most famous snorkeling beaches. You will want to take advantage of everything the resort offers. Pamper yourself at the healing spa, relax on the beach, sign up for scuba lessons or hit the links at a nearby golf course. Every evening, you can be dining poolside at the hotel's many restaurants or venturing out to experience the nearby world-class cuisine.

This amazing trip will begin on Monday, February 11 with flights returning on Sunday, February 17. All guests will be able to fly commercial out of SFO, SJC, OAK or SMF.

The cost per couple is only \$7000. This can be completely offset by accumulating points every time you buy equipment, parts and supplies from Sigler Wholesale Distributors. Active program dealers also have the opportunity to pre-purchase points at a great discount. This makes the trip very affordable for dealers of any size to join in the fun! For example, a Comfort Dealer who buys about \$150,000 in products could probably go on the trip for less than \$2700 out-of-pocket. How else can you spend a week in Hawaii for that little?

Because of limited rooms at the resort, this trip will fill up quickly. Please submit your completed registration form and copies of your valid driver's license by the end of May. Late registration forms will be accepted on a first-come-first-serve basis as space is available. It's going to be a great trip and we look forward to seeing you there!

For more details about this incentive trip, or a registration form, please talk to your Sigler Wholesale Distributors territory manager.

# Sigler

Wholesale Distributors

THE PRODUCTS YOU NEED  
THE VALUE YOU DESERVE

## Concord

1920 Mark Court, #100

p - 925.825.1540

e - CNCorders@siglers.com

Celeste Wolf x8507

Steven Anello x8509

Catie Bier x8516

Linda Randall x8311

Jimmy Lightfoot x8502

Ofelia Norwood x8505

Steve Moorhead x8501

Adam Winship x8512

## San Jose

1070 Commercial St, #106

p - 408.453.3300

e - SAJorders@siglers.com

Vidal Lara x8308

Joseph Bautista x8309

Tracy Conner x8326

Marcus Garcia x8321

Mike Ha x8305

Clayton Schultz x8324

Bill Sperbeck x8302

Bryan Sperbeck x8322

## South San Francisco

229 Littlefield Avenue, #4

p - 415.330.6600

e - SSForders@siglers.com

Debbie Russitano x8412

Tricia Maychowitz x8404

Pete Martinez x8406

John Pro x8425

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) Joe Wagner x5326

## Featured Products



# 5-2-1

Sigler Wholesale Distributors is excited to now represent Testo. Backed by 60 years of measuring engineering experience, Testo provides the best quality, service and value in the industry.



### TESTO-550

Digital manifold kit with Bluetooth integration, includes two temperature clamp probes and a service case.

### TESTO-590-7702

Hook clamp meter with a unique design to make it easier to grab wires without using hands, includes a thermocouple adapter.



### TESTO-805-I

Infrared thermometer with wireless smart probe that provides non-contact temperature readings.

Ever wonder why you change so many run caps every summer? Seems like more every year, doesn't it? Do you remember when run caps lasted a lot longer?

While there are a few factors involved, the main reason parts don't last as long is because start components have been considered an accessory for standard efficiency equipment for many years and they are no longer factory installed. A start capacitor with a potential relay wired to the start and run terminals on the run-cap AND to T-1 on the contactor will cut inrush current in half! Properly installed start components protect the run capacitor and contactor from high heat and voltage every time the unit starts – keeping the system working as it should much longer.

In May, every time you buy a 24AAA5 air conditioner, Sigler Wholesale Distributors will offer you the 5-2-1 compressor saver (model CSRU2) for only \$10!

## Technical Tips

### Q: What's better, paper or electronic?

Oh I can hear the conversation now: "Why carry a big ol' binder when I have a mobile device?" Truth be told, there are benefits to both avenues, and it's time we figure out what works best when, and start to implement the process.

How many times have you picked up the phone to call a tech support line just to find the definition or description of a fault code? Yea, I know, the codes should be in the unit and not just the literature, but the units are so loaded with warning labels, manufacturers have run out of room for fault code charts. If you regularly install a particular product or brand, start

downloading the troubleshooting guides before you need them. Spend a couple minutes getting familiar with where the information is located within the document, and see if there are diagrams or flow charts that would be easier to read or follow if it was on an 8.5"x 11" sheet of paper as opposed to a 5.5" screen.

If you are more comfortable with electronic info, make sure you know how to access information and have your log-in information handy. Nothing worse than being frustrated with an HVAC system that's acting up, only to have some salt thrown on the wound because you forgot a password.