

Up To Date

Carrier Price Increase

The costs of labor, trucking, raw materials and tariffs continue to drive price increases in our industry. Carrier has recently announced a 3% nationwide price increase on all products effective on September 10.

Cool Cash

Carrier's Cool Cash promotion has begun! Registered Carrier Dealers may offer homeowners great financing or rebates up to \$1350. The promotion runs until November 15 with the installation and claims deadline of 4:00 PM on December 15, 2018.

Inventory Closures

We will be closed for inventory on...

- 11/2 in Concord
- 11/9 in San Jose
- 11/16 in South San Francisco

The Thursday prior to these dates, the store will be closing early at 3:00.



What's New on *SiglerTV*

Ductless Installation/Setup

(12 videos)

(the password is swd)

Firefighters battling a wildfire in California

Candy Bar Community Fundraiser

In 2018, California wildfires have claimed the lives of at least eight people and have destroyed more than 1,000 homes and buildings. They've burned through more than 600,000 acres of land, prompting evacuation orders for thousands of people across the state. This all comes just one year after the deadliest and most expensive fire season ever in California history.

Right now, there are thousands of men and women fighting fires across California. It's a challenging job that can tragically result in serious injury or death. The Wildland Firefighter Foundation's main focus is to help families of firefighters who were killed in the line of duty and to assist injured firefighters and their families.

Since 1999, the Wildland Firefighter Foundation has provided emergency support services to the families of firefighters who were seriously injured or killed in the line of duty. Families left behind, many with young children, often find themselves with few resources, and the foundation steps in to help. They work

to bridge the gap of resources not already provided by the government during these challenging and difficult times.

Wildland firefighters represent the diversity of the land they protect. They are federal, state, local and private sector firefighters as well as volunteers from rural communities and towns across the United States. Many are long-time career professionals, some much newer to the job. They're ordinary people doing an extraordinary job, a community of committed individuals who work and train to protect our private and public lands.

This month, Sigler Wholesale Distributors is proud to support the Wildland Firefighter Foundation. In Concord, San Jose and South San Francisco, we will be selling See's Chocolate bars for \$3 each or 2 bars for \$5. Because of a generous donation by Sigler Wholesale Distributors, 100% of your purchase price will go directly to Wildland Firefighter Foundation and the families they serve.

For more information about this charity, check out www.wffoundation.org.

Concord

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Celeste Wolf x8507
Steven Anello x8509
Catie Bier x8516
Steve Moorhead x8501
Ofelia Norwood x8505
Jeff Padilla x8502
Linda Randall x8311
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San Jose

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Vidal Lara x8308
Joseph Bautista x8309
Tracy Conner x8326
Tai Nelson x8329
Mike Ha x8305
Bill Sperbeck x8302

South San Francisco

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Debbie Russitano x8412
Pete Martinez x8406
Tricia Maychrowitz x8404
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



Totaline now offers an ECM upgrade to existing furnaces with PSC furnaces. This motor connects directly to standards PSC furnace and air-handler boards and fits a wide variety of direct drive blower motor applications.

The key homeowner benefit of a motor upgrade is reduced operating costs. This ECM motor is 82% efficient compared to a standard PSC which is only 60%. With lower operating costs, a homeowner may wish to run their system in fan-only mode more often. That results in additional benefits including better air filtration, and more even temperatures throughout the home.



P257-FLEXPSC40 (1/4 - 1/2 HP)

P257-FLEXPSC41 (3/4 - 1 HP)



ADP is the perfect match for your heating and air conditioning systems. Since 1992, Advanced Distributor Products (ADP) has been a leading manufacturer of high-quality indoor HVAC equipment and is now the #1 producer of residential evaporator coils in the USA!

ADP evaporator coils are designed to match perfectly with any HVAC system. They offer a professional appearance, perfect furnace fits and enhanced features for fast installations and easy serviceability. ADP provides low height solutions for tight spaces and a broad product offering to reach higher SEER levels at a lower cost.

ADP is also the exclusive manufacturer of indoor cooling equipment featuring Microban® antimicrobial product protection. Microban works to continuously inhibit the growth of mold for added protection that lasts the lifetime of your system, providing your homeowner peace-of-mind.

Technical Tips

Q: On a hybrid system, what temps should I use for change-over and lock-outs?

This question has at least three answers, all of the answers requiring more questions to determine a path to success.

Answer number one is to set the change-over from heat pump to furnace at the thermal balance point. I can hear it now – “Thermal balance point, how do I find that info?” The thermal balance point can be found by comparing the building load vs. the unit capacity on the Balance Point Worksheet for the unit in question. Essentially this is the point where the load in the space outpaces the capacity of the heat pump at a given outdoor air temp.

Answer number two is to set the change-over at the economic balance point. The economic balance point is where it is cheaper to run the furnace than it is to run the heat pump. Obviously this takes some knowledge of utility rates, a piece of information you may not have readily available at the time of installation and start-up. Check with your project manager and see if they ran an analysis at the time of sale that would provide it.

Answer number three is the easy way out, and we suspect is the most common – leave it at factory default and let the homeowner fiddle with it. They probably will anyway!