

Up To Date

2019 Dealer Meeting

The 2019 Sigler Wholesale Distributors Dealer Meeting is going to be an amazing event combining the individual meeting format with some main-stage presentations. Mark your calendars now for February 26, 27 & 28.

2018 Co-Op Deadline

Hurry up! Please get your co-op and claim requests submitted by January 15.

FAD Full Year Financing

Active Carrier Factory Authorized Dealers can continue offering Wells Fargo financing with a rate discount from Carrier. The 2019 program offers a discount up to 6% off the standard rates for qualifying products and financing plans.

Candy Bar Fundraiser

Thanks to your incredible generosity, \$971 was donated to the Wildland Firefighter Foundation. Thank you very much!



What's New on *SiglerTV*

ECM Motor Simulator
What's in a Heat Pump (9 videos)
(the password is swd)

Greg Sanchez teaching a class that is available online at SiglerTV

SiglerTV

Perhaps the Sigler Wholesale Distributors "Thank You" video from last Christmas was your first exposure to SiglerTV. While that video was a fun way to show our appreciation, there is so much more to SiglerTV than that single video.

Nearly seven years ago, SiglerTV was launched. That first video is still available for viewing today, but the quality has become better since then. Now, nearly 300 videos can be easily accessed on a computer, tablet or smart phone. Most of the videos are small segments from recent training classes, but other videos are also available. These include manufacturer product promotions and a series of interviews with Russ Sigler.

Last year, the videos on SiglerTV have been viewed more than 12,400 times. If you're not making SiglerTV a regular part of your training curriculum, you may be missing out. Here are some suggestions to help you make the most of this valuable resource.

Make sure your team knows how to search for videos. A simple search of

the model number or error code may yield some useful results for your team that is trying to install or troubleshoot a product. Watching a short video is often faster and easier than looking in the installation instructions or calling for technical support.

Show videos during your weekly training meetings. Even if your team was at the training class where the video was recorded, it can still be a great refresher. When your team is together talking about preventative maintenance on a secondary heat exchanger, show the video where Greg Sanchez explains why cleaning a secondary heat exchanger is important and how it can be done in a way that minimizes frustration. Whatever your topics are for the day, start by making a quick search on SiglerTV.

Don't be tempted to replace live classroom training with SiglerTV. Remember that this tool isn't intended to replace live training. Not all questions are posted in the videos and there is no substitute to learning in a classroom setting.

Sigler

Wholesale Distributors

THE PRODUCTS YOU NEED
THE VALUE YOU DESERVE

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Sabrina Sahota x8514

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(A-Q) Emily Wohlf x5158
(R-Z) Vanessa C. x5326

Featured Products



While completing service calls this winter, you may want to talk to your homeowners about the value of a furnace motor upgrade.

Let's face it, PSC motors are inefficient. They're so inefficient that starting in July, manufacturers can no longer install them in new furnaces. The good news is that those motors can be upgraded using the Evergreen IM motor from Genteq. Whether the furnace is 20 years old or 2 months old, an upgraded furnace will use less electricity to operate than it did with a PSC motor installed. In January, Sigler Wholesale Distributors will give you a \$25 Amazon.com gift card with each motor!



GE-6005 – Up to ½ HP

GE-6010 – up to 1 HP

05407402 – Bellyband



Sigler Wholesale Distributors is proud to offer mini-split tubing from Linesets Inc. Their K-FLEX Titan product features a durable polymeric jacket which makes installation easier. It offers incredible tear resistance, improved UV resistance and more protection from the weather. Several different sizes are now in stock:

30-foot or 50-foot lineset with 3/4" insulation on both tubes:

- BLSMSC143834## (1/4 and 3/8)
- BLSMSC141234## (1/4 and 1/2)
- BLSMSC385834## (3/8 and 5/8)
- BLSMSC383434## (3/8 and 3/4)

Single 100-foot roll of insulated tubing:

- BLSMSC1434100 (1/4)
- BLSMSC3834100 (3/8)
- BLSMSC1234100 (1/2)
- BLSMSC5834100 (5/8)
- BLSMSC3434100 (3/4)
- BLSMSC7834100 (7/8)

Custom sizes, lengths, wire options and fitting options are also available!

Technical Tips

Q: I have 24 volts to W on this HP but the compressor isn't running, now what?

Step back, take a deep breath, and whatever you do, don't change the outdoor circuit board! You are not the first to ask the question and you won't be the last.

As we all know, heat pumps will frost the outdoor coil during the heating cycle. In order to maintain capacity, the frost has to be removed occasionally, and the outdoor circuit board has the logic to control this process. During defrost the outdoor fan is turned off, the reversing valve is energized, and the system is essentially running in the cooling mode, potentially blowing cool air to the indoor space.

Enter supplemental heat – the electric heater installed at the indoor fan coil. When the outdoor unit enters a defrost cycle, part of the process is to close a contact to put 24V potential to the W terminal on the outdoor board. If wired properly to the indoor air handler, this signal will energize supplemental heat and help temper the air being delivered to the space during defrost. The W terminal has nothing to do with energizing the compressor, and that's why applying 24V to the terminal doesn't do much when you're standing at the outdoor unit. Just remember – energize Y, O, and G for cooling; energize Y and G for heating. W is for supplemental heat during defrost.