

## Up To Date

### 2019 Dealer Meeting

*The 2019 Sigler Wholesale Distributors Dealer Meeting is February 26, 27 and 28. Space is filling up, so talk to your territory manager today.*

### Carrier Price Increase

*Carrier Corporation has announced a price increase up to 6% on all products. Please ensure you are using the correct pricing for any jobs that will be purchased after March 1, 2019.*

### FAP Food Cards

*Carrier and Totaline Factory Authorized Parts is once again offering you a free lunch! Get a \$5 gift card when purchasing a non-warranty FAP part.*

### CFAD National Meeting

*All Carrier Factory Authorized Dealers are invited to Carrier's national meeting in Huntington Beach on March 14 and 15.*



## What's New on *SiglerTV*

**Furnace Introduction (6 videos)**

**Furnace Installation (31 Videos)**

**90% Furnace Enhancements**

*(the password is swd)*

Nadia Chavez in the South San Francisco store.

## The New and Improved Infinity Air Purifier

Last year, supplier issues forced Carrier to suddenly discontinue their popular Infinity Air Purifier and Performance Air Purifier products. This disruption left a large hole in the IAQ offering for many Carrier dealers. While a couple of new products were introduced in an attempt to fill that hole, it wasn't quite the same.

Fortunately it's back!

Yes, Carrier has approved a new supplier to produce their patented air purifier. The old Infinity Air Purifier (11" wide with a barbed wire style electrical array) is still discontinued. The old Performance Air Purifier (7" wide with TV antenna style electrical array) has been improved and will now assume the name "Infinity Air Purifier."

What's special about the new Infinity Air Purifier? It is now rated at MERV 15 and has 96% germicidal deactivation of the flu virus, common cold virus and streptococcus bacteria. The furnace models have cabinet dimensions that match Carrier's 17.5" and 21" wide furnaces and the initial pressure drops are

more reasonable than other filtration products available. Three other fan coil models are available with cabinet dimensions for the Carrier fan coils.

When talking about indoor air quality with homeowners, don't forget about Air Advice. This indoor air monitoring tool provides detailed reports on air quality in just 30 minutes. Plug it in at the beginning of your sales calls and have an intelligent conversation about air quality when you're presenting the homeowner with their options.

Studies have shown that more than 90% of all homes have at least one indoor air quality problem. With Air Advice, you can solve problems that impact your customers' health, comfort, and safety. The Air Advice tests the levels of temperature, relative humidity, carbon monoxide, carbon dioxide, volatile organic compounds (VOCs), and particulates in the air. Carrier has negotiated with Air Advice for some special pricing for Carrier dealers. Contact Jeff Mounts at 888-959-4686 or [jmounts@airadviceforhomes.com](mailto:jmounts@airadviceforhomes.com).

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## Featured Products

### 3-Wire Pilot

Nearly two years ago, a shortage developed on replacement 3-wire pilot assemblies (part number LH680005). The supplier stopped making them even though thousands of old Carrier and BDP furnaces were still in operation throughout the country.

Robert Shaw has now developed a replacement part to fill this void. It has a differential expansion pilot with a 3-lead SPDT switch for use with a hot surface ignitor or spark ignition. Like the obsolete part, it uses the same yellow, white and green wires with a Molex plug adaptor.



1830-620



Airflow is critical. Have you ever compared the performance on a stamped face register versus a bar-type register?

At the same velocity, the airflow through a bar-type register can be more than double than through a stamped face register. It's similar on the return side as well. An egg crate grille can move more than 40% more air than a stamped face grille at the same velocity. So, which are you using? Are you giving your homeowners the airflow that they need to be comfortable?

Sigler Wholesale Distributors has increased inventory of high-performance Shoemaker grilles and registers. Check out pages 18 and 19 of the new Supply and Installation Accessory Reference Guide for Shoemaker's 945 and 950 adjustable blade supply registers, 620FG and 600 egg crate return grilles and the 905 blade return grille. Ask anyone at Sigler Wholesale Distributors for detailed performance data and compare for yourself!

## Technical Tips

**Q: The inducer doesn't start, I changed the board and the same thing happened?**

The first thing we ask when this call comes in is "did you see a fault code about pressure switch?" We are not specific about pressure switch codes because most techs get wrapped around the axle on counting blinks, 23 or 32 – you know how that goes!

Here's the deal, a pressure switch can be open or it could be closed. With Carrier furnaces, anything that utilizes a pressure switch to prove draft will be Normally Open (N.O.), and being such should be open on a call for heat. Makes sense right? If the switch is supposed to prove draft and it's closed when you call for heat, how is it going to prove draft?

On a call for heat, the first thing that happens is the CPU (fancy term for circuit board) checks to ensure the pressure switch is open. If it is, the inducer will start, if it isn't, the board will blink a code indicating pressure switch is stuck closed. Techs see the "pressure switch" code, recognize the inducer never started and assume it's a "board issue." What's even more interesting (and fun), is when a tech gets a pressure switch didn't close code, jumps the pressure switch, then gets no inducer operation – has to be both the board and the switch, eh?

Count the blinks, recount the blinks, and think...