

Up To Date

New Carrier Logo

Carrier Corporation plans to soon complete their spin-off from United Technologies and wanted to start the new company with a new logo. If you're doing any Carrier co-op advertising, be sure to download the updated logo from HVACpartners.

Carrier Price Increase

Carrier Corporation has announced a price increase up to 6% on all products, effective February 1, 2020. Please ensure you are now using the correct pricing.

2" MERV 13

The newest version of Title 24 requires MERV 13 filters in most applications. Accordingly, 2" filter grilles and 2" MERV 13 filters are now available.

Scholarships Available

The Distributors' Education Foundation scholarship application deadline is March 31.



What's New on *SiglerTV*

Why Install Infinity (2 videos)

Airflow Basics (2 videos)

Infinity Wiring

(the password is swd)

Daniel Varela, pulling an order in the Concord warehouse

A Dealer Meeting for Your Entire Team

The Sigler Wholesale Distributors dealer meeting in 2020 is going to be a different type of event – one that would benefit you and your entire team. Instead of mainstage presentations, we've invited more than 50 exhibitors to a giant trade show. In fact, it's so big that it's going to be at the Alameda County Fairgrounds!

The gates will open at 9:00 on Friday, February 28. Some of the exhibitors include:

HVAC Equipment and Controls

Carrier Residential, Commercial,
Ductless & VRF ▪ ADP Coils ▪ Ecobee
Honeywell ▪ IQair ▪ MicroMetl ▪ Nest
Pro1 ▪ Quiet Cool ▪ ZoneFirst

Marketing

Apex Chat ▪ Destination Motivation
iCreate Local ▪ iSearch by City
Review Buzz ▪ Scorpion
Shilling Sales

Operations / Logistics

Company Cam ▪ FieldEdge & CoolFront
Payzer ▪ Service Titan
XOi Technologies

Parts and Supplies

APCO ▪ Delta Fans ▪ Diversitech
Hardcast ▪ Linesets Inc ▪ K-Flex
Rectorseal ▪ Reflectix ▪ Reme Halo
Replacement Components
Smart Lock ▪ Veto Pro Pak

Sales Support

Enterprise Selling Solutions
JB & Associates ▪ Sales Builder Pro
Wells Fargo Financing

Tools

CPS ▪ Fieldpiece ▪ Lift ▪ Mars
Malco ▪ Milwaukee ▪ UEI

Sigler Wholesale Distributors

Credit Department ▪ Carrier Apps
Dealer Programs ▪ HVACpartners
SiglerTV ▪ Technical Support

On top of the many opportunities to learn what is new in the industry, there will be plenty of food, games, prizes and fun.

If you haven't done so yet, please register online at www.SiglerNorCal.com/register. If you have any questions, please reach out to your 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

Steve Moorhead x8501

Ofelia Norwood x8505

Jeff Padilla x8502

Linda Randall x8311

Adam Winship x8512

San Jose

1070 Commercial St, #106

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e - SAJorders@siglers.com

Vidal Lara x8308

Taylor Abernathy x8321

Joseph Bautista x8309

Mike Ha x8305

Ann Martinez x8329

Elly Moreno x8320

Jose Rodriguez x8335

John Schurr x8300

Timmy Ton x8339

South San Francisco

229 Littlefield Avenue, #4

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Debbie Russitano x8412

Pete Martinez x8406

Tricia Maychrowitz x8404

Alex Montilla x8426

Adonis Segrove x8407

Regional Manager

Jon Malkovich x8500

Technical Support

Pat Burke x8334

Greg Sanchez x8405

Marketing

Sabrina Sahota x8514

Credit & Accounting

Lynette Francis (a-q) x5158

Brenda Habben (r-z) x5326

Featured Products

Same Day Parts

Sigler Wholesale Distributors now offers same day parts delivery via a third-party courier service. Next time your technician is on the job and needs a part, wouldn't it make more sense to use this service instead of pulling him off the job and asking him to drive to the closest branch?

Step 1 – Order the part like you normally would from your favorite customer service representative.

Step 2 – Ask them for rapid delivery service and they will provide you with a quote and time estimate from a third-party courier service.

Step 3 – After your approval, pick-up typically occurs within an hour. The driver then goes straight to your jobsite and you're able to track his progress with a map on your cell phone.

Yes, this service is expensive, but given the high cost of labor and customer satisfaction, it might make sense!



Your business specializes in HVAC, right? You have the H mastered along with the AC. But what about the V? Talking to your customers about their ventilation needs is just as important as everything else you do for the homeowner.

Sigler Wholesale Distributors is proud to represent Delta products and their complete line of Breez Ventilation Systems. Delta is devoted to innovative products that are high-efficiency and energy-saving. All of their fans use DC motors for superior sound ratings and smaller duct sizes than the competition. With Delta, you get superior quality with pricing that you will love.

Check out page 47 of the Sigler Wholesale Distributors Supply and Installation Accessory Reference Guide. During the month of February, you can buy one and get one free on their entire lineup. Sorry, this deal does not apply to special new construction pricing and the limit is five per company.

Technical Tips

Q: I'm confused with this ductless 24V interface, can you help?

The first thing to do is identify the type of system you have, the ductless family of air handlers or a standard residential and multi-family air handlers. If the model number starts with a "40" it's a ductless product, if it starts with an "F" it's a standard air handler. From what we see locally most applications are with the ductless family of air handlers, so that's what we'll cover in this tip.

The wiring of the device is pretty straight forward as it is the junction point for the L1, L2, and S wires of the system for air handlers up to 2 tons. The larger 3 and 4 ton air handlers use L1, L2 and a separate 2 conductor for communication on P and Q (S1, S2).

There is a separate terminal block for the 24 volt thermostat connection which consists of R, C, Y, W, and G. Thermostats should be configured for standard control, not a heat pump.

The 24 volt interface kit comes configured from the factory for the FV type air handlers and dipswitches must be changed for ductless air handlers. Set SW1-1 "ON" for the display, SW1-2 to "ON" for ductless systems, SW2-1 "OFF" for heat pump, and SW3-2 "ON" for quickest ramping.

Remember, the dipswitches should be adjusted with no power applied to the interface kit.