

Up To Date

Carrier University

The Commercial Replacement Experts course will be held on June 14 in Santa Rosa. Program Dealers get at least one free registration.

Payne Bundles

Which Payne Bundle is your favorite? There are 42 opportunities to save money this summer.

Free In-N-Out Lunch

Receive a \$5 In-N-Out gift card when you will-call a FAP compressor, motor or circuit board valued at \$75 or more (non warranty).

2013 Incentive Trip

Details are now available for the 2013 Sigler Wholesale Distributors incentive trip to the Dominican Republic.

ecobee Online Training

Every Tuesday in June at 7:00 AM, ecobee will host a webinar training class on their homeowner and contractor web portals.



This Issue

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Technical Tips

Delivery drivers Wilson Lee
And Terence Casey

Sigler TV

Admit it – you’ve attended a really good class, got to the job, and wished you had taken better notes! It’s okay, we’ve all done it. There is a lot of detailed information in our industry and it’s hard to remember all of it.

However, it is critical that you stay up to date so you can provide your customers with the best service possible. In addition to the ongoing curriculum of live training, Sigler Wholesale Distributors wants to offer you an additional training resource via the internet.

We’ve started an online collection of short training videos for you and your team. These short 10-15 minute clips are designed to give you the information you need wherever and whenever it’s most convenient for you. They focus on technical issues, as well as sales tips and techniques.

We’re just getting started, but check them out today...

www.SiglerTV.com

password: swd

think Sigler Wholesale Distributors

Sigler TV works best with a fairly fast internet connection. Any computer made within the last five years should work fine.

Sigler TV is also available on your smart phone. Scan the QR Code below to go directly to the site...



Right now, five videos are available...

**2-Stage Furnace Control Options
Repair, Replace or Dry R-22
Carrier 90% Furnaces
Carrier Online OpCost Calculator
Using Accurate Utility Costs**

Going forward, we will be adding many more videos. We’d like your feedback on which topics should be presented. If you have any ideas, comments, questions or technical needs, please contact Jon at jmalkovich@siglers.com.

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Featured Products



Excess Inventory Sale

When price is the most important factor for your homeowner, Payne is a great solution. If the homeowner still wants to save more money, consider offering them some excess inventory from Sigler Wholesale Distributors.

The following products are an example of some new and unused equipment that is available. So, this is your opportunity to cash in with ridiculous savings!

- 14 SEER, 2.5-Tons - \$700
- 100K 93% 2-Stage with X13 - \$1100
- 110K 80% - \$450
- R-22 5-Ton Fan Coil - \$300
- 13 SEER SlimLine 1.5-Tons - \$1000
- 100K 92% - \$700
- Heat Pump Stat - \$20
- HighWall DFS 0.75-Ton - \$700

Ask any customer service representative for more information.

ecobee Smart Si

The new ecobee Smart Si thermostat is here. This innovative device is much more than a thermostat – it's a WiFi enabled interface for your heating and cooling system. Now your homeowners can program and adjust their system from the control, a computer, a smart phone or tablet device. The control can even show live weather forecasts!



EB-SMARTSI-01

Through June 31, 2012, mention this article and take advantage of the special **introductory price of \$150!** Sorry, limit one per customer. Even at the normal price of \$193, this control will quickly become one of your favorites. Ask about online training for the homeowner and contractor web portals.

Technical Tips

Q: But the filter is clean, that can't be the problem...right?

How many times have you arrived on a site for a service call and found a perfectly clean filter? Probably just as often as arriving to find one that resembles a carpet more than a filter.

So what does a spotless filter really mean? It could mean the homeowner is astute and changes filters regularly, but it could also indicate some maintenance oversight until the malfunction occurred. Perhaps, the first thing the homeowner thought about before calling for service was to change the filter.

If you see a brand new filter, it's worth taking the time to ask the homeowner

about their typical filter maintenance routine. Could the dust-packed filter that sits in the trash can on the side of the house be part and parcel to the call for service?

If you think so, first inspect the blower wheel for accumulation of dirt and debris on the inside of the blades. This can greatly impact airflow. If the wheel is dirty, it might also be time to thoroughly inspect the condition of the indoor coil prior to verifying system operating pressures. A dust packed coil can result in low airflow, poor heat exchange, and a description of "it just doesn't cool like it used to".