

Up To Date

New Price Pages

With the announced price increase, please make sure you are using new price pages for all purchases after 1/1/2013.

2013 Calendar

The Sigler Wholesale Distributors 2013 calendar is now available.

2012 Co-Op Deadline

Do you still have any outstanding co-op claims for 2012 advertising? Make sure you send those to Sabrina Sahota by January 18, 2013.

Salesperson Spiffs

Dealer salesperson spiffs on Infinity equipment, the Infinity Air Purifier and optional warranties are due by January 15, 2013.

What's New on SiglerTV

Check out these new videos on SiglerTV.com:

- *Thank You!*
- *Product Information Tool*

The password is swd.



A view of the new Sigler Wholesale Distributors iPad sales tool for dealers

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New Year's Resolutions

If you're like most people, you've made a list of New Year's Resolutions that will probably never get accomplished. Well, Sigler Wholesale Distributors wants to help you complete five of them...

Save Money

With the cost of most things going up, there is one safe-haven from increasing prices – Payne Bundles. Yes, that's right, there was no price increase on Payne Bundles! Special bundle pricing is still available on 80%, 92% and 95% furnaces along with 13 SEER, 13 SEER Dry and 14 SEER air conditioners.

Save Time

Life is busy and a great way to stay profitable is by saving time. Are you buying all of your supplies at the same time you buy your equipment? Sigler Wholesale Distributors has great pricing and availability on flex duct, registers, filters, b-vent, tape and much more.

Get Organized

The 2013 Sigler Wholesale Distributors desk calendar is a nice tool to help you get organized. It's not too late to get one for all the different places you work. Each month features a product that will

have special discounts detailed in the monthly Wholesale newsletter.

Use iPad for More than Angry Birds

If you own an iPad, it's probably loaded with some fun games. Now you can use it to grow your business by downloading the Sigler Wholesale Distributors Product Information Tool. This app is designed to help 2013 Temperature Tough Gold and Temperature Tough Dealers with in-home selling. It makes it really easy to show homeowners all the products that you can use to solve their comfort and indoor air quality needs. To download it, ask your territory manager for access to Sigler Apps.

Make More Money

One of the best ways to make more money is to sell more deluxe products. Only Carrier dealers can sell an inverter driven heat pump with a touch-screen communicating thermostat. No other brand in the world, including Bryant, has this revolutionary system. One of the best ways to learn about deluxe products and how to best sell them is with the online training site, www.SiglerTV.com. Use the password swd (think Sigler Wholesale Distributors).

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Featured Products

Williams Wall Furnaces

In addition to the popular Monterey top-vent wall furnaces, Sigler Wholesale Distributors is now stocking 22,000 and 30,000 direct-vent wall furnaces.



These furnaces use no inside air for operation and offer comfortable room heating solutions for your homeowners. Installation is easy as no electricity is required and all vent materials are included. A wall-mounted or cabinet-mounted thermostat is also provided.

Don't forget – when you're picking up top-vent wall heaters, Sigler Wholesale Distributors also has a complete supply of oval MetalFab type B vent in stock!

Polyken

Sigler Wholesale Distributors stocks several different kinds of Polyken brand tape for all of your installation and service needs. With over 50 years of experience, Berry Plastics offer the full gamut of adhesive technologies to suit the needs of almost any application.

558B2 - FlexFix Duct to Duct

555S2 - FlexFix Duct to Duct

557B2 - Duct to Metal

558CA - Cloth Universal Butyl

339A25 - Metal to Metal

All of these tapes are UL 181B-FX listed. Plus, they can contribute toward LEED certification credits – EA Credit 1 and EQ Credit 4.1.

During the month of January, every time you buy a furnace from Sigler Wholesale Distributors, you can buy any two rolls of Polyken tape and get a third roll free. You may not use three rolls with every installation, but it's a great opportunity to stock-up and save.

Technical Tips

Q: How's a guy supposed to troubleshoot with all these electronics?

Gone are the days of electro-mechanical machines with a ladder schematic that told you how a unit would operate. Most equipment today has some type of electronic board making decisions to energize, de-energize, and monitor particular circuits. The schematics show inputs and outputs, but the operational characteristics are not always evident by studying the schematic. This is where the "Sequence of Operation" becomes a necessity.

Most manufacturers will provide a sequence of operation in the Installation or Service Manual. It's a good idea to become familiar with the

sequence before you attempt to troubleshoot a system. If you know when a certain function is supposed to occur based on a given input, you can verify the input is correct then anticipate the resulting function. Be careful when it comes to "bypassing" inputs, such as furnace inducer proving switches. Quite often, the microprocessor will want to verify an input is "open", then "closed" at the appropriate step in the sequence – bypassing it at the wrong time in the sequence could create a fault. With electronic thermostats and control systems, be aware of time delays and cycle timers. The time delay is longer than the typical technician's patience.