

## Up To Date

### 2013 Calendar

The new Sigler Wholesale Distributors 2013 calendar is now available. Ask for one today!

### Holiday Hours

All Sigler Wholesale Distributors locations will be closed on Tuesday, December 25 and Tuesday, January 1.

### Fall Cool Cash

The Cool Cash incentive has ended. Homeowners must claim all rebates by 4:00 PM on December 15.

### New Price Pages

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

### What's New on SiglerTV

Check out these new videos on SiglerTV.com:

- Carrier Air Purifiers
- Residential Zoning Design
- 3-Zone Kit

The password is swd.



## This Issue

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Roland Cervantes and Josh Cobb in the Concord warehouse

## Payne Furnace Special Pricing

This holiday season, Sigler Wholesale Distributors is celebrating with special pricing on Payne furnaces. Whether you're looking for 80%, 92% or 95% solutions, your homeowners will be warm, and you'll have some extra spending cash in your wallet!

Payne Heating & Cooling began in 1914 when D.W. Payne and his son began building gravity-type furnaces in a converted barn in Los Angeles. A short time later, the company offered the first floor furnace that could be installed in a home's conventional crawl space area.

In 1933, Payne introduced the first forced-air, down-discharge furnace. The

company also was the first to market a forced-air furnace approved for closet installation. Today, Payne maintains a simple line of dependable products with a full 10-year parts limited warranties. The furnaces are all manufactured in Indianapolis, Indiana, at the same facility that builds Carrier furnaces.

Below are the details of the special pricing which is available through December 31. The offer is quite simple – take advantage of the pricing to win a few more jobs and boost your bottom line at the same time. Homeowners and contractors who want dependable heating and cooling systems at a reasonable price turn to Payne.

80% Furnaces	92% Furnaces	95% Furnaces
PG8JAA024045 \$351	PG92SAS30040A \$516	PG95SAS30040A \$604
PG8JAA024070 \$352	PG92SAS42060B \$546	PG95SAS42060B \$633
PG8JAA036070 \$352	PG92SAS48080B \$685	PG95SAS48080B \$744
PG8JAA042090 \$382	PG92SAS60100C \$722	PG95SAS60100C \$771
PG8JAA048090 \$388		
PG8JAA066110 \$419		

Pricing is valid until December 31, 2012 on products from Sigler Wholesale Distributors warehouses in Concord, San Jose and South San Francisco. In the unlikely event of an inventory shortage, we will not be obligated to substitute similar products at the same price. Orders subject to standard terms and conditions.

**Concord**

1920 Mark Court, #100

p – 925.825.1540

f – 925.825.1427

Steve Moorhead x8501

Catie Bier x8516

Chris Cobb x8503

Jimmy Hilton x8512

Jimmy Lightfoot x8502

**San Jose**

1070 Commercial St, #106

p – 408.453.3300

f – 408.452.1822

John Schurr x8300

Dave Peters x8314

Linda Randall x8311

Bill Sperbeck x8302

Brett Sutton x8312

**South San Francisco**

229 Littlefield Avenue, #4

p – 415.330.6600

f – 415.330.6670

John Coleman x8413

Missy Bier x8407

Pete Martinez x8406

Tricia Maychrowitz x8404

**Regional Manager**

Jon Malkovich x8500

**Technical Support**

Greg Sanchez x8405

**Marketing**

Sabrina Sahota x8514

**Credit & Accounting**

Debbie Russitano x8418

**Administrative Support**

Duvi Moreno x8605

## Featured Products

### SteelCrest

If your customers are looking to add artistic or architectural style to their home, consider SteelCrest. Custom supply air registers, return air filter frames or return air grilles are available.



Manufactured in Phoenix, Arizona, SteelCrest offers standard production in 4 weeks or rush service in 2 weeks. Everything is custom made, so the design options are truly unlimited – any size opening, any design, any color. Maybe you can offer registers with a team logo for a man cave?

For those looking to enhance home décor at a lower cost, Steelcrest also manufactures a value line of registers. Ask for more details.

### Broan ULTRA

Are you talking to your customers about bathroom fans? If not, why? Especially on full-cut in jobs, it's a logical inclusion that will result in increased margins and a higher level of customer satisfaction. Even though you don't need another reason, Sigler Wholesale Distributors has a special offer this December. With every Infinity furnace and Infinity Touch control you buy this month, get any Broan bathroom exhaust fan for free.

Along with a full selection of Broan exhaust fans, the new Broan ULTRA fans are now in stock. These new fans install up to 60% faster in retrofits and are truly revolutionary. Featuring a DC motor, all of the fans are rated at the quietest sound rating, <0.3 Sones. The 80 CFM models, at 5.8 watts, are almost 10 times more efficient than Energy Star requirements.

For more product details, specifications and installation videos, check out [www.BroanULTRA.com](http://www.BroanULTRA.com).

## Technical Tips

**Q: Why is this heat pump blowing cold air when it didn't before now?**

Begin by testing the defrost cycle of the heat pump. Most manufacturers provide a speed-up option within the control system that allows you to verify the timing of the defrost circuit, and each function that should occur during the defrost cycle.

Next is the refrigerant charge. To check the charge during winter conditions, manufacturers typically provide a heating "check chart" that will confirm a relatively reasonable relationship between pressures and temperatures. Use this as a guideline for whether or not a charge is proper. Please note, "check charts" should not be used for adjusting the charging

during the heating mode. If the temperature pressure relationship does not compare well to the check chart, it's best to recover and weigh-in during cool ambient conditions.

Electric strip heat is the wildcard in this scenario. Some installations do not have supplemental heat, and if the homeowner has not lived in the home through a cooler winter, they may not have noticed. Another potential is that a circuit of the electric heat has failed, and the total kW output is lower than the design. When checking out a heat pump call, make sure you verify that all stages of supplemental heat are functioning as designed.