

## Up To Date

### Fall Training

Fall training concludes in November with Carrier University and Furnace technical training with Greg Sanchez

### Inventory Closures

Sigler Wholesale Distributors will be closed for inventory on the following Fridays...

- Nov 8 in South San Francisco
- Nov 22 in San Jose

### Fall Cool Cash

Carrier's Cool Cash promotion ends on November 15. The deadline to complete the installation is 11/30 and all claims must be submitted by 4:00 on 12/15.

### What's New on SiglerTV

Check out these new videos on SiglerTV.com:

- Moments with Russ – Launching Idaho and California
  - Online Standard Warranty Claims
- The password is swd.



A full warehouse of Mitsubishi products in South San Francisco

## This Issue

Up To Date  
Mitsubishi M-Series  
Featured Products  
Technical Tips

## Mitsubishi M-Series Ductless Systems

While still focusing on Carrier and Toshiba-Carrier ductless split systems, Sigler Wholesale Distributors is re-launching the Mitsubishi M-Series product with several exciting changes...

### Product

Mitsubishi is synonymous with quality and innovation – accordingly, they have one of the most complete product offering in the industry. Mitsubishi has non-inverter systems, cooling only and heat pump inverter systems, ducted systems and multi-zone systems up to 8:1 and four tons. Not every application is appropriate for a ducted system. With Mitsubishi options, you will close more deals and satisfy more customers.

### Inventory

For you to be successful in the field, we have to maintain a healthy stock of the products you sell. We recently doubled our M-Series inventory and commit to stocking the products you need. Let us know if you have any specific product requirements or concerns.

### Programs

Mitsubishi's Diamond Contractor program is a powerful tool which can

help you attract more customers and keep them satisfied. Sigler Wholesale Distributors has enhanced that program to include a year-end rebate, co-op advertising and assistance in meeting the training requirements. Ask your territory manager for more details.

### Training

Sigler Wholesale Distributors is offering three training programs for you and your technicians. These service seminars will provide you with an overview of information required for installing and servicing M- and P- series systems. The training is offered in Concord on 12/3, in South San Francisco on 12/4 and in San Jose on 12/5.

### Tools

Mitsubishi has plenty of tools to help assist you in the home. We can provide you with color brochures, iPad apps and home show give-aways to make your presentations more memorable.

### Pricing

You can't win without a competitive price. Ask a customer service representative or your territory manager for an updated price page today!

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Greg Sanchez x8405

**Marketing**

Sabrina Sahota x8514

**Credit & Accounting**

Connie Watts x5158

**Administrative Support**

Duvi Sigler x8605

## Featured Products



### Carbon Monoxide Alarms

Have you noticed a recent emphasis on carbon monoxide alarms by local inspectors? Yep, we listened when you were telling the stories. Accordingly, Sigler Wholesale Distributors now stocks three models of Kidde alarms. Kidde is an industry leader in home safety alarms.

**Battery Operated CO, Fire & Smoke**

**\$25.71**

**Battery Operated CO**

**\$18.93**

**Sealed Battery (10 Years) Smoke**

**\$17.63**

These alarms are feature packed and perfect for your jobs, whether they're required or not. Offering protection against the dangers of carbon monoxide should be an easy sale on every one of your jobs

### Pro-1 Thermostats

With so many thermostats on the market, you need to consider what's important to you. Something that is intuitive and easy to use? A control that can be labeled with your name and phone number? Something that isn't available at Home Depot or Lowe's? A manufacturer with a robust rewards program so you can get free stuff? A stat that can be easily upgraded since all models use the same sub base? Maybe a wireless option?

If this is what you're trying to find, Pro-1 is your solution. Sigler Wholesale Distributors stocks a wide range of Pro-1 thermostats at great prices!

During the month of November, mention this article and we'll give you a free T705 thermostat with the purchase of a Carrier Performance Series furnace. Or, use the value of the T705 to upgrade to a more deluxe Pro-1 model. Either way, you can't lose!



## Technical Tips

**Q: Is the factory pre-set heating speed the best choice?**

The vast majority of installed furnaces probably have the heating speed set to the factory installed speed tap. However, this doesn't mean it's the best setting for your installation. Here are a few factors to consider when determining the heating speed tap.

All furnaces have a "rated" temperature rise, the difference between return air and supply air during operation. The rated rise can be found in the Installation Instructions and unit nameplate, and will typically read something like "Air Temperature Rise °F = 40-70". In this example, a temperature rise less than 40 degrees would result in potential

condensation in the primary heat exchanger, and over 70 could result in limit trips. Most manufacturers prefer a fan speed selection that provides operation in the mid to 2/3 point of the rated rise, in this example 55 to 60.

From a comfort standpoint, a rise at the lower end can result in "cold blow" and "noisy" complaints, while a rise at the top end can result in excessive cycling on the limit and temperature swings.

So, check the operating temperature rise and make a fan speed adjustment to provide the end-user both comfort and equipment longevity.