

## Up To Date

### Price Increase

*Carrier Corporation has announced a nationwide price increase up to 5%. We will work to minimize the increase and have new price pages soon.*

### Desk Calendar

*The 2014 Sigler Wholesale Distributors desk calendars are now available.*

### Mitsubishi Promotion

*The Mitsubishi \$50 gift card promotion ends on December 13, 2013.*

### 2014 Dealer Meeting

*The Sigler Wholesale Distributors 2014 Dealer Meeting will be at the Silverado Resort in Napa on February 7-8. Please Register by January 3.*

### What's New on SiglerTV

*Check out these new videos on SiglerTV.com:*

- *Moments with Russ – What gift do you give a man turning 100?*

*The password is swd.*



Concord truck driver, Phil Bradley

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## Year in Review

With most of 2013 behind us, we can look back upon a memorable year. Since it was hectic for most of us, we wanted to take this opportunity to reflect on where we've been in the past twelve months.

We started the year with an offer to help you stay organized and save some money. Because the Sigler Wholesale Distributors 2013 desk calendars were such a success, we did it again in 2014. Make sure you look for great promotions each month from the manufacturer featured on the calendar!

We launched new products like Carrier's Performance Air Purifier, and re-introduced Mitsubishi's M-series ductless and ducted mini-split systems.

Did you have fun while will-calling Factory Authorized Parts in our stores? Hopefully you spun the wheel and won something nice. Even if you didn't get the \$50 gift card, everyone is a winner with the special pricing and rebates in our Sigler Club pre-season programs.

JB & Associates was also introduced as our preferred provider of optional labor

warranties. Their online process and great programs make it the easy choice for several Carrier dealers who want to bring peace of mind to their homeowners.

Mid-year marked the launch of our new website, [www.SiglerNorCal.com](http://www.SiglerNorCal.com). There you will find Wholesale newsletter archives, SiglerTV videos (check out Moments with Russ), Carrier literature, obsolete inventory (use a 0.2 multiplier) and links to useful sites across the web.

In September, we held our second annual candy-bar community fundraiser. Through this event, we raised \$710 for Safe Families for Children in Northern California. Thank you for your generosity and support.

So, it certainly was a hectic year. Thank you for your business and helping make 2013 a good year. We look forward to partnering with you again in 2014.

Accordingly, we hope to see you at the Sigler Wholesale Distributors 2014 Dealer Meeting in Napa on February 7-8. Talk to your local store manager or territory manager for more information.

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## Featured Products

### Aluminum Coils

Earlier this year, Carrier began to manufacture a limited number of residential split system air conditioners and heat pumps with aluminum tube / aluminum fin technology. This is not the technology used by Carrier decades ago, but an improved coil with several technological improvements. Don't worry, the stub-outs for line-set connections remain copper.

To ensure that the new alloy and manufacturing processes result in a product that is superior to what we have today, the transition will be slow and deliberate. Right now, only one model available in Northern California has aluminum tubes: 24ABB324W0L3. However, as we move through 2014, expect more air conditioner and heat pump products to be introduced.

Note the "L" toward the end of the model number. While the AHRI ratings are the same, new certificates must be used the show this correct part number.

### Thermaflex

If you're looking for flex duct that provides a good value but doesn't empty your wallet, check out Thermaflex! Sigler Wholesale Distributors is stocked up with R-6, R-8, 7-foot assemblies and the feature-packed EverClean product.

Just in time for the holidays, we're again offering Amazon.com gift cards every time you buy 10 boxes of Thermaflex duct from Sigler Wholesale Distributors.



**10 Boxes of standard KM Flex = \$25**

**10 Boxes of EverClean Flex = \$75**

Offer is valid only on orders in Concord, San Jose or South San Francisco and does not apply to orders using new construction pricing or special quotes. Please talk with your favorite Sigler Wholesale Distributors customer service representative for complete details.

## Technical Tips

**Q: Whoa, this thing has no strip-heat, now what?**

Yea, we hear this one all the time. For a host of reasons heat pumps get installed without a supplemental heat source and the first cold snap the phone starts ringing off the hook. When you stumble upon one of these situations here is what you should consider.

First things first – heat pumps have a balance point, economic and thermal. A quick evaluation of the equipment installed and the load of the structure will help determine the required heater size for supplemental heat.

Next is the electrical requirement. Unfortunately, supplemental heat is at

times selected based on existing wire and disconnect size. That's not the best selection method, but it's understandable. Do the end user a favor and give it to them straight -- an electrical upgrade may be necessary. Better to be properly equipped than to be cold and wondering why.

The third point is finding the right components to do the job properly. Some supplemental heat packages are no longer available for older units. So you'll have to "part" them out or go find a third party source to obtain an after-market solution. Whatever route you take, ensure the components you install are agency listed.