

Up To Date

2014 Dealer Programs

It's not too late to register for the 2014 dealer programs. Start at www.SiglerCarrier.com and select "Click Here to Enroll" at the bottom-left.

Carrier Scholarship

The Carrier Distributor's Education Foundation will again have scholarships available for children of dealers and contractors attending college in the 2014-2015 school year. Ask your territory manager for more details.

Spring Training

We're finalizing the spring training schedule now. Let us know what you want to learn! Look for the complete schedule of courses very soon.

What's New on SiglerTV

Check out these new videos on SiglerTV.com:

- Updated Infinity G Interlock
- Switch Cap Dual

The password is swd.



John Coleman and John Schurr at the 2014 Dealer Meeting in Napa

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Spring Cool Cash Promotion

Other than a week of extreme weather, not much can drive sales better than Carrier's consumer rebate program, Cool Cash. The promotion began on March 1 and will run through May 31, 2014.

As in previous years, the rebate amount is based on the system purchased. A 59MN7 and 24ANB system is eligible for a \$950 consumer rebate. Adding the WiFi Infinity Touch stat bumps it up to \$1100 and an Infinity Air Purifier can bring the total to \$1250. As in the past, the dealer cost is 50% of the rebate.

Consumers can also take advantage of financing from Wells Fargo in addition to these rebates. Several programs are available, but here are the most popular:

12 Month No Interest if Paid in Full with Regular Monthly Payments (Plan #1019). The cost is 5.00%, or 4.50% for active Factory Authorized Dealers.

0% APR with 36 Equal Payments (Plan #4091). The cost is 13.25% or 12.75% for active Factory Authorized Dealers

0% APR with 60 Equal Payments (Plan #4115). The cost is 16.45% or 15.95%

for active Factory Authorized Dealers.

There is a lot of fine print for each of these plans, so please make sure you understand them and ask your Sigler Wholesale Distributors Territory Manager if you have any questions.

While much is similar to previous Cool Cash promotions, there are some important changes. Last fall, Carrier introduced rebates to the dealer that offset much of the financing cost. Now, those rebates can only be used if the consumer is not getting a rebate. The financing detailed above can still be used, but rebates will go to the homeowner or the dealer – not both.

An exciting change is that active Factory Authorized Dealers may claim the financing rebates all year. During Cool Cash, there can still be only one rebate, but after May 31, Factory Authorized Dealers can claim a rebate to offset a large portion of the financing costs.

Also note that the SYSTXCCITN control is no longer part of the program. To get the \$150 rebate, the Infinity Touch with WiFi must be used.

Sigler

Wholesale Distributors

THE PRODUCTS YOU NEED
THE VALUE YOU DESERVE

Concord

1920 Mark Court, #100

p – 925.825.1540

f – 925.825.1427

Steve Moorhead x8501

Catie Bier x8516

Chris Cobb x8503

Josh Cobb x8505

Jimmy Hilton x8512

Bob Tomlinson x8502

San Jose

1070 Commercial St, #106

p – 408.453.3300

f – 408.452.1822

John Schurr x8300

Mike Ha x8305

Dave Peters x8314

Linda Randall x8311

Bill Sperbeck x8302

Brett Sutton x8312

South San Francisco

229 Littlefield Avenue, #4

p – 415.330.6600

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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

A-Q: Connie Watts x5158

R-Z: Dina Rowell x5326

Administrative Support

Duvi Sigler x8605

Featured Products

Pro Flush



Pro-Flush is an HVAC flushing solvent formulated for R-410a retrofits, refrigerant conversions and compressor burnouts. It's compatible with all compressor oils and refrigerants. It's also non-VOC and residue free.

PF-KIT - \$104.56

PF-16 (Solvent Refill) - \$52.31

The kit makes servicing quick, easy and safe, as well as assuring you get to the job with all necessary hardware in hand for 1-stop servicing. It includes a 16 oz container of Pro-Flush solvent, a refillable Pro-Flush injector tool pressure tank, pressure relief valve for added safety, large rubber adapter that flushes up to 1-1/4 line sets and a service hose.

One 16 oz can of Pro-Flush is typically more than enough to clean a residential line set.

SwitchCap Dual

SwitchCap Dual is a multiple value capacitor with two, easily switchable, capacitors in one simple package. Using easy to set switches, rather than jumper wires, SwitchCap is the future of multiple value capacitors.



SCAP-60D - \$45.30

The compressor side can be set between 15 and 60 μ F. The fan side can be set between 3 and 10.5 μ F.

During the month of March, buy 5 and get the 6th for free!

Technical Tips

Q: Why, when dropping 24 volts at the fan coil, does the motor not shut down?

Very common question, especially when the air handler is being used in an application that requires smoke shutdown or other building controls. Years ago the common fan coil air handlers had circuit boards with relays and built in fan-off time delays. Typically there was a jumper that could be "snipped" to defeat the off delay, problem solved.

Today's common fan coils have ECMx motors installed, and no circuit board with relays or jumpers. Line voltage is present to the motor any time power is applied to the fan coil. There are 24 volt inputs to the motor, known as speed or torque taps, each

programmed for a different air delivery and varying off-delays.

Dropping the 24 volts to the unit control system is essentially seen at the motor as a loss of call for fan. As long as line voltage is present, the motor will continue to run for the programmed off-delay for the speed tap in use. Fan coil installation instructions will indicate the timing for each tap, and will also indicate which speed tap has 0 seconds off delay.

So, the easy answer is look in the book and identify which speed tap has the 0 seconds off-delay, then utilize that tap.