

## Up To Date

### Spring Sigler Club

*The Spring Sigler Club is here, offering great deals on parts and supplies.*

*Diamond Level members get the best pricing locked in through June 30 and receive rewards of 2.5% on all parts purchases through August 31.*

### Technical Training

*Two 2-hour training classes are being offered on Carrier residential controls with multi-stage equipment. These classes can qualify for Carrier University hours and NATE CEH credits.*

### Compressor Pricing

*The 2015 Compressor Pricing Guide is available with useful information on Copeland, Danfoss, LG, Carlyle and Totaline stock compressors.*

### What's New on SiglerTV

*Check out this new video on SiglerTV.com:*

- *Air Advice*

*The password is swd.*



Dennis Merideth and Dario Marroquin  
in the Concord store

## This Issue

Up To Date

AirAdvice for Homes

Featured Products

Technical Tips

## AirAdvice for Homes

Looking for a way to sell more indoor air quality products? What if you were able to test your homeowner's air and then prescribe solutions which will help solve the problems which were identified? Now you easily can with Air Advice for Homes!

Carrier is excited to partner with AirAdvice, the premier indoor air quality program in the marketplace. Their testing equipment can detect indoor pollutants and diagnoses hidden indoor air quality issues which may be the cause of an uncomfortable, unhealthy and unsafe home. The process is easy and the AirAdvice monitor will allow you to sell more indoor air quality products.

After arriving at the home for a sales appointment or service call, plug in the monitor. That's all there is to it – it immediately begins collecting data. After 30 minutes, the monitor sends the data by cellular network to AirAdvice servers. In seconds, the servers analyze the data, create a report, and email it to you while you're still in the home.

You are now empowered with a selling tool that's clear and simple. This isn't a

quick readout or random sample. It's a comprehensive, full color report. Homeowners don't understand handheld tool readouts. The AirAdvice customer-friendly charts and graphs explain what was tested, why it was tested, what are acceptable levels, what was found in the home, and the solutions you can provide. Customers buy when they have information that they can understand.

For more information, check out the video on [www.SiglerTV.com](http://www.SiglerTV.com) and talk to your Sigler Wholesale Distributors Territory Manager. They can show you a sample of the report and introduce you to Steve Nokleby, the regional AirAdvice sales manager. If you're interested, the monitor can be purchased directly from AirAdvice, but Carrier dealers will receive a \$375 discount and co-op funds can be used to offset the investment.

Studies have shown that 90% of homes have at least one IAQ problem. However, homeowners don't realize this and fail to understand the importance of indoor air quality. Show your customers what's going on in their home, propose how you will solve those problems, and grow your indoor air quality sales!

# Sigler

Wholesale Distributors

THE PRODUCTS YOU NEED  
THE VALUE YOU DESERVE

### Concord

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Dario Marroquin x8505

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### Marketing

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### Credit & Accounting

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R-Z: Dina Rowell x5326

### Administrative Support

Debbie Russitano x8412

## Featured Products

### Free Filter Shipping

One key to a dealer's long-term success is a strong maintenance agreement program. Those programs may look different from dealer to dealer, but sometimes include filter delivery for those DIY customers. If some of your programs include this feature, Sigler Wholesale Distributors wants to help.

Through the end of June, we'll ship two EZ-Flex filters to any residence in the Bay Area and pay the freight to get it there. This effectively lowers the cost of your program and allows you to be more competitive with internet retailers. For more details on the EZ-flex filters available, check out page 57 of your 2015 residential price pages.



### Thermaflex

Sigler Wholesale Distributors is proud to sell Thermaflex, the global leader in flexible duct products for both commercial and residential applications.

Sigler Wholesale Distributors has a huge inventory of several different Thermaflex products...

**25' Silver Jacket R-6**

**25' Silver Jacket R-8**

**25' EverClean R-8**

**7' Acoustic Duct Assemblies**

Through the end of April, get a \$25 Amazon.com gift card when you buy ten boxes of Thermaflex. If those boxes are EverClean, we'll triple it to \$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: What's your airflow?

As we approach the season for cooling tune-ups and change-outs, identifying the proper cooling fan tap or dipswitch setting is essential for system charging and performance. Most furnaces have a nominal cooling airflow capacity value in the nomenclature, but is nominal, correct?

Sometimes when matching furnace and coil dimensions, or efficiency requirements, a furnace with a nominal airflow capacity higher than the outdoor section nominal capacity is selected. If left on the factory default fan setting you may end up with too much air and have trouble charging.

Typically the airflow indicated in the model number is a value at 0.5" external static pressure. However, 0.5" is rare, and most systems operate at 0.7" or higher. If the factory default is based on 0.5", and the system is truly operating at 0.7", you will be short on air.

So what should you do? Look at the fan performance chart in the installation book and start looking at values in the 0.7" range. Most cooling system requirements today are 350 CFM per nominal ton. Find the fan speed tap that best matches your CFM requirements at 0.6" to 0.7" and start there.