

Up To Date

Text us your photos

Hey technicians, text a photo of your job to 415.330.6666 and we'll send you a \$5 Starbucks gift card. You'll then receive periodic technical updates on Carrier and Payne products as well as specials that can save you money. (These periodic updates will come via text message, so standard text message rates apply).

Refrigerant Pricing

- R22 = \$350
- R410a = \$75

Fall Training

The fall training calendar is out and it features several different classes being offered on different days throughout the area.

What's New on SiglerTV

Check out these new videos on SiglerTV.com:

- Jimmy Kimmel Loves Willis Carrier
- ABM Smartphone Anemometer

The password is swd.



Children playing at the Shepherd's Gate home in Livermore

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Community Candy Bar Fundraiser

Since 1984, Shepherd's Gate has provided services and housing to over 11,000 battered and homeless women and children. They have two campuses in the Bay Area and can house up to 95 women and children.

Shepherd's Gate is much more than a shelter – they're a safe haven that strives to get women into a healthy lifestyle on their own. They realize that it takes more than a hot meal and a bed for the night to truly break free. It takes love, time and practical support. Shepherd's Gate strives to address all of the root causes of homelessness by providing education, counseling, case management, medical care, recovery programs, Bible studies, job training, parenting classes, childcare and more. They also understand that women can't focus on recovery when they're worried about their children. So, Shepherd's Gate welcomes them too, and provides the stability and security the whole family needs to thrive. They welcome anyone, regardless of religion, race, ethnicity, age disability marital status or veteran status.

This month, Sigler Wholesale Distributors is proud to support Shepherd's Gate. In

Concord, San Jose and South San Francisco, we will be selling See's chocolate bars for \$2 each or 3 bars for \$5. Because of a generous gift by Sigler Wholesale Distributors, 100% of your purchase price will go directly to Shepherd's Gate

If you don't have a sweet-tooth yet want to help, we have another option for you. Every time you watch a video this month on www.SiglerTV.com (password is swd), Sigler Wholesale Distributors will make an additional donation to Shepherd's Gate. So, learn about products, service and much more while helping the community.

For more information about this important community organization, check out www.ShepherdsGate.org.

Not all charities treat your donations the same. That's why it's important to use a service like www.chartynavigator.org. They give only three children's and family services organizations in the Bay Area a four star rating. Shepherd's Gate received this top score due to their accountability, transparency and financial prudence.

www.SiglerNorCal.com

Concord

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Featured Products



You just sold a \$20,000 Infinity system to a big home that seems to have custom everything. It's beautiful, yet you installed basic aluminum registers and grilles. Admit it, you've done it. But why?

Steelcrest offers a complete range of products that look great, but also provide unparalleled airflow and functionality. Their premium powder coat finish comes in a wide range of colors for the finest finishing available. Everything, even the screws, are made at their facility in Phoenix with the highest quality and craftsmanship in the industry.



On your next high-end job, consider offering Steelcrest to satisfy your homeowner's creativity, style and desire for the best.



Filter maintenance is a big part of our responsibility to homeowners. We need to ensure that they have an efficient system that operates safely throughout the year. Accordingly, you're probably going to be replacing lots of filters this fall – so why not stock up?

This September, when you do stock up on Flanders filters, you'll get a little pick-me-up at the same time! Get a Starbucks gift card from Sigler Wholesale Distributors each time you buy a box of Flanders pleated filters or two boxes of Flanders synthetic filters.

If air quality, due to nearby forest fires, is an issue for any of your homeowners, be sure to ask about Flanders carbon pleated filters. They utilize the latest technology in fine mesh activated carbon to capture odor. The uniqueness of the product is the filter media. The polyester media is filled with fine mesh activated carbon. They come in a variety of sizes as a special order.

Technical Tips

Q: What do you think of the new technology in the industry?

It's everywhere, in both the equipment and the tools we use, and it is changing fast. In the equipment, manufacturers continue to push for efficiency and operational options to combine savings with comfort. Open a panel on one of the latest variable speed pieces of equipment and you'll be hard pressed to find a contactor - it's a bunch of control boards and drives. While the comfort and diverse application these products provide are wonderful, technicians must step up their game to learn the products.

As for the tools, some of the products on the market are making it easier to collect and document important

information. The Bluetooth driven tools allow technicians to capture operating conditions in a smart device and forward, print, or e-mail the results. Airflow can be measured with a small anemometer and a smart-phone. Apps and websites are available for quick access to, literature, and parts information right on the spot – no need to call tech support.

The trick for the current HVAC technician is matching the old school fundamentals with the new school technology. Solid knowledge of the fundamentals, paired with the new technology can result in a win-win for everyone.