

Up To Date

2016 Dealer Meeting

The Sigler Wholesale Distributors dealer meeting will be on March 10 at Levi's Stadium in Santa Clara. For more information, talk to your territory manager or store manager. Don't miss it!

The New HVACpartners

At first, it may seem a bit confusing, but the new HVACpartners.com is a powerful website. For training, an interactive video is on Carrier's "My Learning Center."

Supply Reference Guide

The new Supply and Installation Accessories Reference Guide is now available. Inside you'll find pricing on more than 1500 supply products stocked at Sigler Wholesale Distributors.

San Joaquin Valley

Before bidding a job in the San Joaquin Valley, remember the mitigation fee! Ask for more details.



What's New on *SiglerTV*

New Furnaces – 58CTY & 59TP6

Secondary HX Cleaning

Evergreen IM Motors

(the password is swd)

Some employees spent a weekend learning about replacement parts

What We Learned that Can Help You

In January, a group of Sigler Wholesale Distributors employees volunteered a weekend to fly to Southern California and attend training on Totaline replacement components. We learned enough to fill a dozen newsletters, but here are some highlights that can help you be more successful in your business.

The Evergreen IM motor is great, so they're now in stock in all three Bay Area locations. It is an ECM, designed to replace existing PSC furnace blower motors. Without installing a new furnace, you can now offer higher motor efficiency, soft start for quieter operation and better external static pressure control with constant torque. Two motors cover all applications, so it's the ideal truck-stock motor. There are four speed selections and it's in NEMA 48-frame for a belly-band mount with a 1/2" diameter by 5" long shaft. Learn more on SiglerTV.

GE-6005 (1/2 HP) \$183

GE-6010 (1 HP) \$283

At this time of year most people associate the digital manometer with being used to accurately check gas manifold pressure, but it doesn't stop there. Use it to confirm

the make point of a furnace pressure switch, the draft on an inducer, the pressure in an equipment room as compared to atmosphere or structure. Checking duct static is another task where the digital manometer can come in handy. Show a homeowner the effects of a restrictive filter, check the static on an existing system before moving forward with a replacement proposal, or verify operation of a newly installed system.

SDMN5 (standalone) \$125
ADMN2 (accessory head) \$116

Think electronic air cleaners are gone? Not anymore! The Totaline high efficiency electronic air cleaners have been designed to remove atmospheric and household dust, pollen, mold spores, bacteria, pet dander, cooking smoke and more...down to 0.01 micron! They contain a lifetime filter that is environmentally friendly and may be preferable to some compared to disposable filters. At rated airflow, the electronic air cleaner achieves a MERV 14 rating.

P102-14A-D (≤1400 CFM) \$270
P102-20-D (≤2000 CFM) \$295

Sigler

Wholesale Distributors

The Products You Need
The Value You Deserve

www.SiglerNorCal.com

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Marketing

Sabrina Sahota x8514

Credit & Accounting

A-Q: Connie Watts x5158
R-Z: Dina Rowell x5326

Administrative Support

Debbie Russitano x8412

Featured Products

nest or cōr



Want to save \$100 on every 90% Performance Series furnace you buy this month? How about \$50 on every 80% Performance Series as well? You can when you buy either of these bundles:



The Nest Learning Thermostat and Nest Protect smoke & CO alarm



The Carrier Cōr Thermostat and any Kidde smoke alarm

The 90% Performance Series furnaces are the 59SP2, 59SP5, 59TP5 and 59TP6. The 80% Performance Series furnaces are the 58PHY, 58CTX and 58CTY. Discount applies to normally priced furnaces only. For more details, ask a customer service representative.

BOSS 125 Multi-Seal is a multi-purpose construction sealant that will replace Vulkem and many other sealants you have on your truck.

It cures on exposure to atmospheric moisture to form a highly durable and flexible sealant. It has been formulated to offer outstanding adhesion to most common building materials including vinyl, aluminum, steel, concrete, wood and glass. It can be applied and tooled under most weather conditions and is paintable in under an hour with most latex paints. It won't slump and can be used in vertical, horizontal or overhead joints.

Think you have use for a few tubes? During the month of February, buy two tubes and Sigler Wholesale Distributors will give you a \$5 Starbucks gift card. Sorry, limit six cards per customer.



Technical Tips

Q: The board looks the same, but it doesn't work?

Looks can be deceiving, and unless you know the proper part number, or the superseded part number, taking a chance on something that "looks the same" may not be worth it.

One example is with the IGC (Integrated Gas Control) used in packaged rooftop equipment. Some units use a hall-effect sensor to prove inducer operation, others use a pressure switch. Physically the boards look very similar, but functionally they are different. Put a hall-effect board in a unit requiring a pressure switch board, and you drive yourself nuts chasing a pressure switch fault (fault code 6).

So what's an easy way to identify the proper replacement board part number for Carrier equipment? The Totaline Mobile Technician App. With this app you can access bill of material search, including parts supersession so you'll know if you are pulling the proper board off your truck stock, or the guy before you missed it by 'this much'.

The free app is available in Android and Apple, phone or tablet applications. It also has extensive cross-referencing capabilities to help with your universal parts and supplies needs. Go to www.totaline.com to learn more, or find it on Apple App Store or Google Play.