

## Up To Date

### Dealer Meeting

*Sigler Wholesale Distributors will be hosting a dealer meeting in Napa on February 10 and 11. Talk to your territory manager for more information or register at [SiglerNorCal.com/register](http://SiglerNorCal.com/register)*

### Friday, January 13

*Many of our customer service reps will be leaving a few hours early to get to the Totaline regional training in Long Beach that weekend. We apologize in advance for any inconvenience, but we'll come back more equipped to help you!*

### Price Increase

*Carrier Corporation had a nationwide price increase on January 2, 2017. Please make sure you're using the correct price pages. An updated supplies and installation accessories reference guide with several new items will be available in mid-January.*



## What's New on *SiglerTV*

**Zoning Basics**  
**You Play Tech Rep I**  
**You Play Tech Rep II**  
*(the password is swd)*

Meritage Resort in Spa in Napa, site of the 2017 Dealer Meeting

## Work Smarter in 2017

Solving challenging HVAC/R problems is your job. Helping you get the right parts, supplies and equipment you need is ours. With Carrier's new Service Tech app for Android and Apple iOS, you and your team can work smarter in 2017.

Whether it is for warranty repairs for Carrier Equipment or for non-warranty repairs on any make or any brand of equipment, the Carrier Service Technician app can help identify the right part. If you tried the Totaline app, this is dramatic improvement that you will appreciate. The Carrier Service Tech app provides an easy to use, powerful app that is designed to help the technician standing in front of a unit. The app helps them at the jobsite to find out what parts they need to make repairs.

The key features include:

- Search by scanning the unit's bar code, entering serial number or entering model number
- Quickly locate a complete parts break-down for the equipment
- View relevant technical literature for the equipment
- Lookup warranty entitlement and service history based on serial number

- Easy cross-reference tool for compressors, aftermarket motors, filter driers and more Totaline parts
- Ability to create jobs and add parts to that job which can then be emailed to your office or the closest Sigler location

To download this free app, search for "Carrier Service Technician" in the Apple app store or Google Play. Or, scan one of the QR codes below:



Scan for Apple iOS devices



Scan for Android devices

**Concord**

1920 Mark Court, #100

p – 925.825.1540  
f – 925.825.1427

Celeste Wolf x8507  
Catie Bier x8516  
Linda Randall x8311  
Jimmy Hilton x8512  
Ofelia Norwood x8505  
Steve Moorhead x8501  
Bob Tomlinson x8502

**San Jose**

1070 Commercial St, #106

p – 408.453.3300  
f – 408.452.1822

Vidal Lara x8308  
Joseph Bautista x8309  
Mike Ha x8305  
Phyllis LaVoy x8307  
Clayton Schultz x8324  
Bill Sperbeck x8302

**South San Francisco**

229 Littlefield Avenue, #4

p – 415.330.6600  
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Tricia Maychrowitz x8404  
Eric McMillan x8401  
Pete Martinez x8406  
Adonis Segrove x8407

**Regional Manager**

Jon Malkovich x8500

**Technical Support**

Greg Sanchez x8405

**Marketing**

Sabrina Sahota x8514

**Credit & Accounting**

A-Q: Emily Wohlf x5158  
R-Z: Dina Rowell x5326

**Administrative Support**

Debbie Russitano x8412

## Featured Products

### Help Wanted



Are you or anyone you know looking for a new job in the New Year? Sigler Wholesale Distributors is looking to fill several positions in Concord, San Jose and South San Francisco:

**Warehouse Associate**

Responsible for pulling customer orders, loading trucks, stocking shelves, maintaining inventory and keeping the warehouse clean and organized.

**Customer Service Representative**

Responsible for assisting customers with their orders for HVAC equipment, parts and supplies, answering phones and interacting with walk-in customers to input orders into our system, and providing great customer service throughout the sales process.

All applicants should be friendly, smart, eager to learn and willing to work hard.

For more information, please contact Jon Malkovich at [jmalkovich@siglers.com](mailto:jmalkovich@siglers.com).

Is there really a difference in the various brands of B-Vent? Believe it or not – yes! Sigler Wholesale Distributors is proud to represent the premier brand in the marketplace, Ecco Manufacturing.

Compared to what you may be using today, Ecco is better because...

- It can be supported by metal strap
- After putting it together, it can be unlocked and separated
- It's not greasy and easier to piece together with their quick-lock system
- Galvalume casing is superior to galvanized sheet metal

In January, Sigler Wholesale Distributors will offer you \$25 in free Ecco B-Vent product with every 80% furnace you buy. The limit is \$200 per customer and this promotion does not apply to special new-construction pricing or job quotes. For sizes and the complete product offering, check out page 22 of your Sigler Supply and Installation Accessory Reference Guide.

## Technical Tips

**Q: What single tool do you think this the most useful?**

When it comes to purchasing tools, there is a certain pleasure that comes along for the ride when you buy something that is designed to be used for multiple tasks. The digital manometer is one such tool.

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.

Sigler Wholesale Parts and Supplies division carries a couple of different brands so you can find one to fit your budget and needs.

Our most popular model is the Fieldpiece Dual Port Manometer, SDMN5. Mention this article and the guys and gals at the counter will give you a special price of \$110.