

## Up To Date

### Rooftop Rampage

*Purchase two commercial KC, TC, or HC rooftop units from local stock and earn a \$150 gift certificate for Totaline brand parts and supplies. Available while quantities last.*

### Spring Cool Cash

*Carrier's Spring Cool Cash program has been extended! The program now ends on Friday, June 30. All installations must be completed by July 15 and all rebates must be claimed online by 4:00 PM on Monday, July 31.*

### Free Steelcrest Register

*The promotion continues where you can give all of your homeowners a free Steelcrest register. Any design, any finish, any color, up to 100 square-inches. Limit one per homeowner, no purchase is necessary.*

### Refrigerant Pricing

*Yes, it's crazy...please call for the latest prices.*



## What's New on *SiglerTV*

**Things that Ought to Get Our  
Attention (9 videos)**  
*(the password is swd)*

An old condensing unit that was damaged by dog urine

## Gorilla Coatings

Have you ever seen a condensing unit like the one pictured above? A dog must have thought it looked like a fire hydrant! In addition to family pets, this marketplace has several reasons why the condensing unit fin stock may deteriorate over time. Salty sea breezes can wreak havoc on a coil. Air pollution from nearby refineries can also cause plenty of damage. Even excessive cleaning with acid-based solvents can cause problems.

Fortunately, there is a way to protect your homeowner's investment. Gorilla Coatings Corp. is a licensee of Luvata Electrofin and they have the largest coating facility in Northern California. Their Insitu-ES2 treatment offers tremendous protection from pet urine, salt spray, salt air, humidity, exhaust from freeways, hydrogen sulfide, and more. Over the lifespan of your unit, your homeowners will experience increased operating efficiency because the fins will not deteriorate.

The Insitu-ES2 treatment is also durable and flexible. It will take more than a couple of bumps for it to breakdown and

Gorilla Coatings Corp. offers a 5 year limited standard warranty. Sigler Wholesale Distributors works closely with Gorilla and can have a coated unit delivered to your shop within a couple of weeks.

### Condenser Coil Only

**1.5-3.0 Ton Condensing Unit = \$250**

**3.5-5.0 Ton Condensing Unit = \$300**

### Entire Unit

**1.5-3.0 Ton Condensing Unit = \$400**

**3.5-5.0 Ton Condensing Unit = \$500**

In addition to condensing unit coatings, how else can you provide value to your homeowners? Are you looking at opportunities with bath fans, ductwork, registers or enhanced filtration?

Or, can you use condensing unit coating as a way to close the deal? What if you packaged \$1000 into the job and then offered the homeowner their choice of free coating, a free performance air purifier, a free 10-year labor warranty or 3 years of free maintenance? Homeowners like choosing a "free" gift!

**Concord**

1920 Mark Court, #100

p - 925.825.1540

f - 925.825.1427

e - CNCorders@siglers.com

Celeste Wolf x8507  
Catie Bier x8516  
Linda Randall x8311  
Jimmy Hilton x8512  
Jimmy Lightfoot x8513  
Ofelia Norwood x8505  
Steve Moorhead x8501

**San Jose**

1070 Commercial St, #106

p - 408.453.3300

f - 408.452.1822

e - SAJorders@siglers.com

Vidal Lara x8308  
Joseph Bautista x8309  
Mike Ha x8305  
Clayton Schultz x8324  
Bill Sperbeck x8302  
Bryan Sperbeck x8322

**South San Francisco**

229 Littlefield Avenue, #4

p - 415.330.6600

f - 415.330.6670

e - SSForders@siglers.com

Debbie Russitano x8412  
Tricia Maychrowitz x8404  
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

## Featured Products

### AFG-1404-181-BFX-2

**5-2-1**

Hardcast has released a new foil-grip tape with a superior grip and is easy to rip. Designed for galvanized metal, flex duct, PVC coated pipe, and PVC coated ductwork for an immediate airtight bond. The foil facer/butyl adhesive composite provides excellent UV resistance coupled with outstanding water resistance. The easy tear provides a fast installation for airtight seals on above and below grade ductwork applications.



Hardcast and Sigler Wholesale Distributors will be depleting the inventory of 1403-series foil-grip tapes. This new product, **AFG-1404-181-BFX-2** will be your go-to butyl tape in the future.

The case quantity is 24 rolls and the price is \$17.78 per roll. Get some today!

Start-up is the hardest time in the life of any type of electrical equipment. Ever notice that light bulbs almost always burn out when you first turn them on and not while they are on? This is due to the huge current that rushes in when a switch is thrown and power is first applied.

An air conditioner uses 5 to 10 times more power on start-up than it does while running. With this burst of power comes a surge of heat. This heat damages the compressor, the terminals, the windings and run capacitor. The 5-2-1 Compressor Saver protects these components by reducing the amount of time it takes for the compressor to start - in some cases up to 50%.

In June, every time you buy a 24AAA5 or 24AAA6 air conditioner, Sigler Wholesale Distributors will reduce the price of a 5-2-1 compressor saver to only \$10. That can be a savings of more than 70%! Ask about the CSRU1, CSRU2 and CSRU3 kits and which one is right for your job.

## Technical Tips

**Q: The pressures and temperatures are 'whack', what should I do?**

You never know what the guy before you did, and we've all seen some crazy stuff. First, look at the outdoor unit and try to determine what refrigerant the manufacturer had designed/intended that particular unit to utilize. Second, have a look at the indoor section and see if any changes were made to the metering device for the intended outdoor unit refrigerant requirement. Last but not least, take a deep breath and go back to basics.

There truly is no telling what transpired prior to your arrival, but once you confirm the intended refrigerant matches the indoor metering device, it's time to take a 10-minute break.

Turn off the power to the outdoor section, isolate the leads to the compressor, turn power back on and run the condenser fan for 10 minutes. Put a gauge on the liquid line service valve and compare the liquid line pressure at ambient to the outdoor section recommended refrigerant with a refrigerant temperature/pressure chart.

Pretty good odds something will look a bit hinky...if the pressure at ambient doesn't match the recommended refrigerant for the system, you know what you have to do.

Not fun, but the reality of the day.