# Wholesale

## **Up To Date**

#### **TPWEM01-A Price**

The price of the popular Carrier Côr thermostat, TPWEM01-A, has gone down to \$245. Please update your price pages.

#### **New Online Training**

Carrier has released several new online training courses. Some focus on products, like the new DFS 101 course, while others focus on business development, like the new Create Lifetime Customers series of courses. Most of these courses count toward the FAD training requirement. Go to www.HVACpartners.com, click on "Learning Center" then "My Learning Center."

#### **FAD Full Year Financing**

Remember, all Carrier
Factory Authorized
Dealers can continue
offering subsidized Wells
Fargo financing for up to
72 months. This is a
great promotion until Cool
Cash begins for all eligible
dealers in September.



## What's New on Sigler

Ductless Overview (4 videos)
40MHH Improvements
Ductless Controls
(the password is swd)

Inventory of the Carrier ductless highwall fan coil units

## **Greenspeed Labor Warranty**

Carrier is excited about the launch of the new 24VNA0 Air Conditioner with Greenspeed Intelligence. They are confident in the success of this new product and continued success of the similar 25VNA0 Heat Pump. They want to extend that confidence and peace of mind to you and your homeowners. Through May of 2019, the Greenspeed AC and HP products are eligible for a 3-year limited labor warranty with the cost reimbursed 100% by the factory!

#### Step 1 –

Go to <a href="www.climateshieldcomplete.com">www.climateshieldcomplete.com</a> and click on "Enroll" to set up an account with AIG Service Net Warranty.

#### Step 2 -

Purchase a 24VNA0 or 25VNA0 system with Infinity furnace / fan coil and Infinity control. Note that the products must all be purchased at the same time to be included in the labor coverage.

#### Step 3 -

Purchase an extended warranty coverage from Climate Shield The plan covered 100% by the factory is a 3-year labor only plan starting on the 31<sup>st</sup> day with \$100/hour labor, \$85 trip charge and a \$35 part allowance. If you upgrade the homeowner to a higher labor rate plan or longer term, you will still be reimbursed for the cost of the plan outlined above and you'd be responsible for the difference.

#### Step 4 –

After Carrier validates the model numbers and serial numbers, you'll receive a credit from Sigler Wholesale Distributors for the full cost of the 3-year labor plan outlined above.

#### Additional Details -

There are a lot of additional details that you should review. Start by logging into www.hvacpartners.com and click on Marketing tools, Programs & Promotions and then Warranty Programs. Coverage and claims are subject to AIG's service terms and conditions. agreement Coverage must be purchased within 30 days of product installation. Any 24VNA0 AC systems purchased more than 30 days ago are eligible, but must be registered by September 15. Offer is only available for owner-occupied residences.

For more information, check out www.SiglerNorCal.com



THE PRODUCTS YOU NEED THE VALUE YOU DESERVE

#### Concord

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Celeste Wolf x8507 Steven Anello x8509 Catie Bier x8516 Steve Moorhead x8501 Ofelia Norwood x8505 Jeff Padilla x8502 Linda Randall x8311 Adam Winship x8512

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Vidal Lara x8308 Joseph Bautista x8309 Tracy Conner x8326 Mike Ha x8305 Clayton Schultz x8324 Bill Sperbeck x8302

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Debbie Russitano x8412 Pete Martinez x8406 Tricia Maychrowitz x8404 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) Joe Wagner x5326

## **Featured Products**

## 24AAA549 & 561

The transition from the 24AAA6 to the 24APB6 is complete. The new units look better, are quieter, are included in Carrier's Cool Cash promotions and almost always rate higher.

"Almost always?" Yes, there were a few 4-ton and 5-ton ratings with the 24AAA6 that cannot be achieved with the 24APB6. To help you in those circumstances where ratings out-weigh the other benefits, Carrier is keeping some limited stock of the 24AAA648 and 24AAA660. However, the model numbers are changing to the 24AAA549 and 24AAA561. This effectively gives you two options for both of the discontinued models:

24AAA648

**→** 24APB648

**→** 24AAA549

24AAA660

→ 24APB660

<sup>)</sup> → 24AAA561

New AHRI certificates are available for these models and your Sigler Wholesale Distributors territory manager can help you with the systems and match-ups.



When you're not using Carrier's Infinity Series equipment, you have several choices for zoning. A great option is ZoneFirst. While you may not recognize the name, ZoneFirst was the first company that successfully developed and marketed HVAC Zoning Systems back in the 1950's. Their zone board can be used with any non-communicating thermostat and the dampers are easily connected with telephone wire (25-feet included).



During the month of August, buy one ZoneFirst system from Sigler Wholesale Distributors and get a free Bypass Eliminator Kit! Limit one per customer and this unfortunately does not apply to special new construction pricing.

## **Technical Tips**

#### Q: I pushed the contactor and the condenser fan didn't start, now what?

Step back, think about what you did, then look at the unit schematic.

Many of the high efficiency condensing units are using ECM type condenser fan motors. ECM type motors will either have a 24 VAC input, or a PWM signal from a circuit board that provides a start command to the motor. Even though the motor may have line voltage applied, manually depressing the contactor will not provide the signal to the motor, so guess what – it doesn't start or operate.

The units with circuit boards in them generally give you a hint that there might be a signal provided from a

different source. However, the recently released 24ABP6 unit does not have a circuit board, it just takes the 24VAC signal from the contactor coil connections (key words here are "coil connections", aka 24 volts). Troubleshooting these motors are similar to what you are used to doing with ECM type motors in furnaces. Line voltage to the motor when power applied to the unit, signal voltage (either PWM VDC signal or 24VAC, depending on the product) on a call for operation.

Oh, by the way, manually depressing the contactor isn't the safest servicing technique...just saying.