

## Up To Date

### Price Increases

While Carrier residential products are not having a price increase in January, several other products are going up. The list includes Carrier commercial rooftop units, Totaline replacement parts, Delta exhaust fans, Thermaflex duct and many others. Please ask for the latest pricing and account for these increases in your quotations.

### Holiday Closure

All Sigler Wholesale Distributor locations will be closed on December 24 and 25. All locations will close at noon on December 31.

### Calendars

The Sigler Wholesale Distributors 2019 desk calendars are here.

### Sigler Club

It's not too late to enroll in the Sigler Club program. This is the best way to lock in the lowest price on heating parts this season.



## What's New on SiglerTV

Heat Transfer Basics  
Flipping the Refrigeration Cycle  
iWave-R Air Purifier  
(the password is swd)

Talking to your homeowners about financing is easier than you think!

## Wells Fargo Consumer Financing

This time of year, it's impossible to ignore the financing options a consumer has. Whether purchasing a mattress, TV or refrigerator, financing is always offered. Are you missing out on homeowners who want to purchase their next heating and air conditioning system with financing?

Based on Carrier's internal data, the average sale with retail credit is higher than the average sale paid with cash. Dealers using the 60 month financing plan also sell twice as many Infinity Series systems than those using 12-month financing. Make sure you give your consumers a choice by leveraging longer term financing plans to provide them with convenient monthly payments on high efficiency equipment!

Carrier and Wells Fargo have teamed up to make it easier than ever. You can add a link to your website so consumers can apply online before you arrive for the sales call. Or, a paperless credit card application is available via your company's tablet so the consumer can apply during the sales call. Either way, the credit approval process is simple and

approval takes just a few seconds.

Some of the most popular plans include:

- 0% APR for 24 months = 10.77%
- 0% APR for 36 months = 13.08%
- 0% APR for 48 months = 15.10%
- 0% APR for 60 months = 16.98%
- 0% APR for 72 months = 18.96%
- No interest if paid in 6 months = 2.77%
- No interest if paid in 12 months = 4.69%
- No interest if paid in 18 months = 8.23%

Please note that all of these programs come with significant rules and specific language which couldn't be condensed into this article. The rates shown above were effective on 7/19/2018 and are subject to change without notice. Before offering any financing to a homeowner, it's important that you understand all of the implications for you and your homeowner.

Start by talking to Shawn Targgart, the Wells Fargo representative dedicated to Carrier dealers. He can be easily reached by phone at 260.215.1047 or by email at shawntarggart2@wellsfargo.com.

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## Featured Products



Sigler Wholesale Distributors is excited to now offer the iWave-R. This is the world's first self-cleaning, no maintenance needlepoint bi-polar ionization generator designed specifically for treating air in residential duct A/C systems. As the air flows past the iWave-R, positive and negative ions actively purify the supply air, killing mold, bacteria and viruses in the coil and living space. The ionization process also reduces allergens, smoke and static electricity, as well as controlling odors (cooking, pet, VOCs) and other particles in the air without creating ozone or any harmful byproducts.



4900-20



Your business specializes in HVAC, right? You have the H mastered along with the AC. But what about the V? Talking to your customers about their ventilation needs is just as important as everything else you do for the homeowner.

Sigler Wholesale Distributors is proud to represent Delta products and their complete line of Breez Ventilation Systems. Delta is devoted to innovative products that are high-efficiency and energy-saving. All of their fans use DC motors for superior sound ratings and smaller duct sizes than the competition. With Delta, you get superior quality with pricing that you will love.

Check out page 47 of the new Sigler Wholesale Distributors Supply and Installation Accessory Reference Guide. During the month of December, you can buy one and get one free on their entire-lineup. Sorry, this deal does not apply to special new construction pricing and the limit is five per company.

## Technical Tips

### Q: The pressure switch in this furnace isn't making, now what?

First questions we ask are "what have you done and what have you checked?" The approach to furnace pressure switch codes should have some semblance of order, not just a 'bad switch, changed it, same issue'.

Some tubing, a couple of tee's and a manometer is the first place to start. Connect a manometer and see what the draft is, then compare it to the make point of the switch. If the draft isn't sufficient it's time to start looking at possible causes.

With both 80% and 90% furnaces the first thing to check is that the ports for the tubing are clear. Don't pull the tube

and give it a puff, instead, pull the tube and insert a piece of stat wire to see if there is a bit of resistance. Blowing in the tube may dislodge the debris that was blocking the port, leaving it in a place that may let it return a couple days later (especially with 90% furnaces).

With an 80% furnace, check the flue and inducer outlet for blockage. With a 90% furnace, check for low spots holding water in both combustion and vent pipes and verify the trap isn't gunked up.

Last but not least, never underestimate the hornets, birds, and squirrels!