

Up To Date

Spring Training

Technical training will be offered in all three Bay Area locations in March and April along with Carrier University Infinity Sales Training in April. Register online today by visiting SiglerNorCal.com/register

Carrier Price Increase

Carrier Corporation has announced a price increase up to 6% on all products. Please ensure you are now using the correct pricing.

Dealer Ad Kit

Carrier's Cooling Ad Kit is now available with new pictures, advertising templates and resources.

Williams Wall Furnaces

It's not too late to get Williams Wall Furnaces at last year's pricing!

- 2509822 = \$461
- 3509822 = \$491
- 5009822 = \$667
- 1403822 = \$538
- 2203822 = \$705
- 3003822 = \$751



What's New on *SiglerTV*

**New Gas Flex
Fan Toggle Switch (3 videos)
Refrigeration Cycle (2 videos)**
(the password is swd)

Jon Malkovich at the 2019 Sigler Wholesale Distributors Dealer Meeting

2019 Dealer Programs

Have you ever stopped to think about Carrier's tagline, "Turn to the Experts?" It communicates Carrier's manufacturing position as the leader in the industry and identifies Carrier Dealers as experts in installation, service and customer satisfaction. Carrier Dealers have the opportunity to partner with a brand that homeowners universally recognize and respect as the best. The combination of Carrier's superior product line, and you as the Expert, is a combination that homeowners appreciate.

Sigler Wholesale Distributor's 2019 Carrier Dealer Programs are filled with the tools to help you succeed this year. The program includes lead generation options, financing programs, dealer apps, technical and sales training, co-op opportunities, exclusive products for add-on-replacement, an income extension opportunity, a trip to Singapore and much more. Sigler Wholesale Distributors has and will continue to support and partner with Bay Area Carrier Dealers in their sales efforts and continue to reward them for their loyalty.

In 2019, there are four dealer programs:

Comfort Dealer

This program is designed for a growing contractor who is just starting out with the Carrier brand. The program includes

many benefits designed to help them work more efficiently, increase the number of leads and convert those into profitable jobs.

Comfort Dealer Plus

Similar to the Comfort Dealer program but with two key enhancements – participation in Carrier's consumer rebate program, Cool Cash, and a listing on Carrier's online dealer locator. Both are great tools to grow a business!

Temperature Tough Dealer

The benefits in the Temperature Tough program are ideal for mid-sized and more established Carrier dealers. Income extension, combination rating tools and co-op marketing are the most popular benefits in this program.

Temperature Tough Gold Dealer

This program is similar to Temperature Tough Gold with even larger co-op rates. That makes it a perfect fit for the largest Carrier dealers in the Bay Area.

For more information about any of these programs, talk to your Sigler Wholesale Distributors territory manager. To register, go to www.SiglerCarrier.com and select "Click here to enroll" inside the Dealer Programs section. Don't delay as there is a 5% discount for all enrollments prior to March 15!

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Featured Products



Airex is a Southern California based company that makes innovative products for the HVAC industry. Their Titan Outlet and E-Flex Guard products offer an aesthetic solution for meeting code.

Titan Outlet is a wall outlet enclosure with excellent weather proofing capabilities. It fits over and seals around wall surface piping penetrations, utilizing elastomeric gaskets and seals, as required by building, energy, and mechanical codes



E-Flex Guard is insulation protection for refrigeration piping. The flexible PVC insulation protector complies with mandatory requirements where adhesive tapes are no longer allowed by code, and as specifically prescribed by the new building, residential and energy codes.



Filter maintenance is a big part of our responsibility to homeowners. We need to ensure that they have an efficient system that operates safely throughout the year. Accordingly, you're probably going to be replacing lots of filters this spring – so why not stock up?

This March, when you do stock up on Flanders filters, you'll get a little pick-me-up at the same time! Get a Starbucks gift card from Sigler Wholesale Distributors each time you buy a box of Flanders pleated filters or two boxes of Flanders synthetic filters.

With great inventory and competitive prices, this is a win-win for you and your homeowners!



Technical Tips

Q: I have a code 33, what should I do?

First thing to ask for is the operating temperature rise. "Temperature rise?" you ask. Yep the difference between return air temp and supply air temp while operating. If it's a 2-stage machine, check both low stage and high stage because no telling what mode the system is in when it trips the limit.

When you take temperature rise, don't do it with a laser gun at the registers, use a quick reading thermometer such as a type-K thermocouple. Get some actual numbers at the unit and don't forget to stay away from radiated heat of the heat exchangers with your supply probe.

The temperature rise will point us down the proper path so we can key in on the inevitable...low airflow, high manifold pressure, etc. Limit switches open because they are getting hot, I know, a novel thought, but the simplest thing to keep in mind. Trust the manufacturers know what they are doing when producing a piece of equipment (and agency testing it), so don't think you have to re-invent the wheel here.

You just have to take a couple of quick measurements and that will tell you what you need to know. Crushed duct, insulation on the coil, the possibilities are endless. Bottom line the limit is getting hot.