

## Up To Date

### Free Financing

*If you're not already participating in Wells Fargo financing, now is the time to start! Dealers who join the program for the first time will receive a 5% discount on several financing plans for the first 12 months they are in the program. Several restrictions apply, so ask your territory manager for more details.*

### Fall Training

*Technical training will be offered in all three Bay Area locations along with sales training in Concord on November 1. Register online today by visiting [SiglerNorCal.com/register](http://SiglerNorCal.com/register).*

### Inventory Closures

*We will be closed for inventory on...*

- 10/25 in South San Francisco
- 11/8 in San Jose
- 11/15 in Concord

*The Thursday prior to these dates, the store will be closing early at 3:00.*



## What's New on *SiglerTV*

90% Pressure Switches (5 videos)

90% Vent Pipe Adapter

What's Causing Limit Trips

*(the password is swd)*

Kris Peradotto Jr. pulling an order for a customer in South San Francisco

## Heat Pumps and Hybrid Heat Systems

According to a US Department of Energy report, 9% of homes in California have solar panels on the roof. That percentage will surely climb as most new homes built after January 1 are required to have solar panels and the economics continue to be favorable for many homeowners to install panels on their existing homes. ([Source](#))

So, what does this trend mean for HVAC contractors in the Bay Area? As homeowners increasingly rely on electricity, you need to consider providing home comfort solutions that use electricity instead of natural gas.

One solution is a heat pump system. By pairing a heat pump with a fan coil, the homeowner can be comfortable throughout the year and be completely free of natural gas or propane. One drawback, however, is that the capacity of a heat pump diminishes as the outdoor temperature falls. On a cool morning when a homeowner is most in need of heat, a typical heat pump only provides about 2/3 of the nominal capacity. Electric heaters can help but they're very expensive to run. A better solution is a

system with an inverter driven compressor since the capacity of those systems don't fall off as dramatically as scroll compressors. Carrier's Infinity system with the 25VNA8 or 25VNA0 are ideal solutions.

Another solution is a hybrid heat system. This system combines a heat pump, gas furnace and evaporator coil. This solution is a perfect blend of electricity dependent performance on mild days and gas heating on the colder days. By using Carrier's online op-cost calculator, it's easy to determine the right outdoor temperature where the switch between the heat pump and gas furnace should occur. It's dependent on the load of the home, utility rates and whether thermal performance or economics is the driving factor. Sigler Wholesale Distributors has different Performance Series and Infinity Series hybrid heat systems included in the Sigler Selections tool. If you don't use one of these systems, just remember that any heat pump or furnace can be used along with a coil, bi-flow TXV and smart thermostat capable of switching between the two heat sources.

# Sigler

Wholesale Distributors

THE PRODUCTS YOU NEED  
THE VALUE YOU DESERVE

## Concord

1920 Mark Court, #100

p - 925.825.1540

e - CNCorders@siglers.com

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

## San Jose

1070 Commercial St, #106

p - 408.453.3300

e - SAJorders@siglers.com

Vidal Lara x8308  
Joseph Bautista x8309  
Mike Ha x8305  
Ann Martinez x8329  
Elly Moreno x8320  
Jose Rodriguez x8335  
Bill Sperbeck x8302

## South San Francisco

229 Littlefield Avenue, #4

p - 415.330.6600

e - SSForders@siglers.com

Debbie Russitano x8412  
Pete Martinez x8406  
Tricia Maychowitz x8404  
Alex Montilla x8426  
Adonis Segrove x8407

## Regional Manager

Jon Malkovich x8500

## Technical Support

Greg Sanchez x8405  
Pat Burke x8334

## Marketing

Sabrina Sahota x8514

## Credit & Accounting

Lynette Francis (a-q) x5158  
Brenda Habben (r-z) x5326

## Featured Products



Earlier this year, the popular Sigler Club was transformed into a newer and better program. It's now called Totaline Advantage Rewards Program (TARP) and features rewards from Amazon.com on everyday Totaline aftermarket parts purchases. Even if you were one of the many companies who took advantage in the spring, you'll want to stock up your trucks again because the rewards are huge!

Place a qualifying pre-season order between now and October 31 and you'll get 20 bonus reward points and a 50% bonus on your rewards accrued during the month of October. Talk to your favorite customer service representative today for a list of suggested products based on your order history.



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 Sigler Wholesale Distributors Supply and Installation Accessory Reference Guide. During the month of October, 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: What should I be doing when the phone isn't ringing?

The shoulder season is upon us once again. Mild days and cool nights – a time when homeowners think they've made it through another cooling season without a major breakdown. A time when those in the know should be recommending a thorough inspection and maintenance.

With the plethora of "you-fix-it" shows and websites, homeowners have been lulled in to the thought that replacing the filter twice a year should do the trick. Heck, they hung a thermostat on wall, how tough can HVAC be? With the latest in technology stuffed behind the panels in today's equipment, nothing could be farther from the truth.

A bug or critter crawling into the control panel of an inverter driven outdoor unit could spell disaster if they step in the wrong place, both for the critter and the inverter. A bee-hive, hornet nest, squirrel nut collection, or wayward bird is all it takes to restrict a flue pipe or condensate drain. An inadvertent step in the wrong location by the cable-guy could crush the return duct or crack a drain line. And what about the new roof installed with solar this summer...along with new vent pipes.

You get the point, there is more to seasonal maintenance than meets the eye. It's our job (and responsibility) to get the word out.