

Up To Date

TARP

It's not too late to place a fall pre-season TARP order to boost your rewards.

Fall Training

One more technical training class remains on the calendar for November and December. Register online today by visiting SiglerNorCal.com/register.

Williams Wall Furnaces

Heating season is around the corner and you're likely to need some wall furnaces. Check out these great prices!

- 2509822 = \$475
- 3509822 = \$506
- 5009822 = \$687
- 1403822 = \$590
- 2203822 = \$709
- 3003822 = \$755

Inventory Closures

We will be closed for inventory on...

- 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*

Variable Speed Inducers
MR-MQ Motor Replacements
Ductless Products (7 videos)
(the password is swd)

Celeste Wolf teaching a session at the Sigler offsite team training event

Online Training Resources

It's critical that you and your team stay sharp on all elements of the business. To help you accomplish these goals, Sigler Wholesale Distributors can help.

Sigler TV is a great resource to refresh your memory on what was taught at a recent training class. For more than four years, most training classes offered by Sigler Wholesale Distributors have been video recorded and diced into 5-10 minute segments. The result is more than 430 videos where Greg Sanchez, Jon Malkovich and others will refresh your memory on the products that we sell. It's easy to access at www.SiglerTV.com. The password is "swd" (think **S**igler **W**holesale **D**istributors). All of the videos are free.

Carrier Corporation's My Learning Center is another great resource. Their "Learning Paths" program offers a series of online and video courses tailored to specific positions within your company. These include:

- Carrier Product Overview (12 courses)
- Customer Service Rep (17 courses)

- Financial Operations I (12 courses)
- Financial Operations II (8 courses)
- Marketing Manager (9 courses)
- People Management (9 courses)
- Sales Consultant I (18 courses)
- Sales Consultant II (14 courses)
- Sales Manager (15 courses)
- Service Manager I (12 courses)
- Service Manager II (6 courses)
- Technician (12 courses)

The technician path also includes five courses that are designed for use as a virtual-reality simulation. Information about the required hardware is available on the site or from your Sigler Wholesale Distributors territory manager.

There is a cost for most of these courses and some are eligible CFAD training hours. To access the curriculum, start by logging into HVACpartners.com. In the main menu, click on "Learning Center" and then "My Learning Center" from the dropdown list. Then, scroll to the bottom and click on "Access My Learning Center." If you need assistance, your Sigler Wholesale Distributors territory manager is happy to help.

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

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Vidal Lara x8308

Taylor Abernathy x8321

Joseph Bautista x8309

Mike Ha x8305

Ann Martinez x8329

Elly Moreno x8320

Jose Rodriguez x8335

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South San Francisco

229 Littlefield Avenue, #4

p - 415.330.6600

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Debbie Russitano x8412

Pete Martinez x8406

Tricia Maychrowitz 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



Manufacturers of ordinary air filtration systems claim that their systems filter particles larger than 0.3 microns. IQAir is different. Their filtration systems are proven to filter ultrafine particles down to 0.003. When it comes to cleaning your air, IQAir is the proven choice and Sigler Wholesale Distributors has the inventory in stock to support you.

Perfect 16

With a MERV 16 rating and low pressure drop, this filter removes ultrafine particles such as dust, pollen, mold spores, bacteria, viruses and pollution particles. Using a handheld laser particle counter before and after the installation, you can certify that the system is making the homeowner's air 10-times cleaner.

Nanomax 2" Filter

This ultra-high performance filter for residential systems also reduces fine and ultrafine particles by up to 95%, but fits into a standard 2" return air filter grille or media cabinet.



Sigler Wholesale Distributors is proud to offer Pro1 thermostats. With a broad product offering that includes wireless zoning, large displays, common backplates, customizable name badges and the most affordable WiFi control options in the industry, Pro1 is a great line of thermostats.



When stocking your trucks for pre-season maintenance, add a box of Pro1 thermostats to your list. In the month of November, Sigler Wholesale Distributors will take 10% off the normal price when you buy a box of ten. For more information, check out the fall TARP flyer or the Supply and Installation Accessory Reference Guide.

Technical Tips

Q: What do I need to know about the new FER furnaces?

The main difference is the indoor blower motor. PSC motors will no longer be in the line-up, and will be replaced with Fixed Speed Constant Torque (FCT) motors as the base offering. These motors have 24 volt torque taps for adjusting cooling, heating, and continuous fan speeds.

The next level up is the Variable Speed Constant Torque (VCT) motor. With furnaces containing these motors, the fan selection is based on dipswitch settings for cooling and continuous fan, which provides a broader range of adjustment than the FCT product. Heating airflow is fixed based on the heating capacity of the furnace.

The top level is the Variable Speed Constant Airflow (VCA) motor. Furnaces with these motors can be paired with the Infinity control to provide the best in airflow match for the system. If utilized with a conventional thermostat, the cooling and continuous fan settings are set via dipswitches. Heating airflow is fixed based on the heating capacity of the furnace.

So, it's wise to get familiar with adjusting dipswitches. The installation instructions provide visual instruction, along with fan performance tables. The unit schematics also have visuals and nominal settings to help guide the process.