

Up To Date

Save the Date

The Sigler Wholesale Distributors dealer meeting will be in Pleasanton on Friday, February 28.

Fundraiser Results

Because of your generosity (and insatiable appetite for See's chocolate), the Children's Hospital of Northern California received a donation of \$1389. Thank you!

2019 Co-Op Claims

All co-op claims for 2019 must be submitted to Sabrina Sahota by January 15, 2020.

2020 Sale Items

Some old and obsolete items are still available at crazy-low prices. Go to SiglerNorCal.com/2020sale

FAD Full Year Financing

Active Carrier Factory Authorized Dealers can continue offering Wells Fargo financing with rate discounts from Carrier on their most popular plans.



What's New on *SiglerTV*

Ductless and VRF (30 videos)

Thank you – 2019

(the password is swd)

Brett Hayes in Concord is saying "Thank you!" Check out the whole video at www.SiglerTV.com.

New Year...New Goals...New Mission

As is often the case in a new year, many people look back at the previous and set goals for what they hope to accomplish in the coming months. This can be a valuable exercise for companies as well, and Sigler Wholesale Distributors has a new set of goals and a mission statement for the future. In 2020, we want to...

Ensure our employees are experts in the industry.

Increase order accuracy and decrease transaction time.

Build stronger relationships with existing customers.

By focusing on these goals, we hope to fulfill our mission, which is...

To help our dealers reach their goals by focusing on employee development and customer service!

Why share this information with you? Studies show that your chances of achieving your goals is greatly enhanced if you share them with others. It also

provides us with some accountability when we're failing. If you're a Carrier dealer in the San Francisco Bay Area and we're not helping you reach your goals, please let us know. Notify your territory manager, or call Jon Malkovich at x8500.

Two tangible ways we will get started in the right direction is with our 2020 dealer programs and our 2020 dealer meeting. While the dealer programs may appear unchanged from past years, they're not. We've been working with several new vendors and are eager to introduce you to their products and services.

Our marquee event for dealers this year will be the dealer meeting on Friday, February 28. We are hosting a trade show so large that we have to hold it at the Alameda County Fairgrounds! You'll want to bring your entire team because there will be opportunities for all of them to learn and benefit.

Stay in touch with your Sigler Wholesale Distributors territory manager in the coming weeks for more details and how to sign up for the program and meeting.

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

Taylor Abernathy x8321

Joseph Bautista x8309

Mike Ha x8305

Ann Martinez x8329

Elly Moreno x8320

Jose Rodriguez x8335

John Schurr x8300

Timmy Ton x8339

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

Pat Burke x8334

Greg Sanchez x8405

Marketing

Sabrina Sahota x8514

Credit & Accounting

Lynette Francis (a-q) x5158

Brenda Habben (r-z) x5326

Featured Products

GOSS 
PROFESSIONAL TORCH EQUIPMENT

Since 1940, Goss has been serving industries with a full range of flame tools and accessories. Because of their reputation for high quality products, Sigler Wholesale Distributors now has their most popular brazing kit in stock.



KA-725-M12P – \$228.16

Milwaukee 

With more than 60 different items in stock, Sigler Wholesale Distributors is your best source for Milwaukee Tools. Known for having “Nothing but Heavy Duty,” Milwaukee tools are the best value you can find. They offer heated jackets, flashlights, drills, knives, tool boxes and much more.

It's important that you start off the year with the right tools. To help you do that, Sigler Wholesale Distributors in the Bay Area is offering 50% off any Milwaukee item when you buy another of equal or greater value. Have fun shopping!

Buy a drill, get a fan 50% off!

Buy drill bits, get sawzall blades 50% off!

Buy a blower, get a jobsite radio 50% off!



Technical Tips

Q: I'm getting codes 33, 13, 34 and 14 on an 80%...what's up with that?

“What's up” is the clue in that question. What isn't going up is most likely the answer...flue issues.

With current 80% furnaces, the draft safeguard switch is auto-reset and is in series with the main limit circuit of the control system. If the vent isn't right and the system isn't drafting properly, it's a race between tripping the draft safeguard or creating a condition for poor burning characteristics (unstable flame due to inadequate combustion air). In marginal draft conditions the draft safeguard trips first, resulting in code 33. Trip 3 times on the draft safeguard during a call for heat and you strike out on code 13 for 3 hours.

In really poor draft conditions, the air to gas mixture is just too poor to maintain a stable flame. You'll hear turbulence, flame flutter, and may even smell aldehydes. The unstable flame results in flame sense failure, and again, 3-strikes you're out, code 14.

When troubleshooting, be sure to witness the operation under “normal” conditions (closet door closed, attic hatch closed, etc). Also keep in mind bathroom exhaust fans or kitchen fans that can draw the flue products down the pipe. Last but not least, if you're going to close yourself in the attic or closet, make sure someone knows how to get you out!