

## Up To Date

### Shelter in Place Hours

Your business is essential and all of us at Sigler Wholesale Distributors thank you for the service that you're providing to the community. During this time, our hours of operation will be:

- § Concord:  
7:00-11:30, 12:30-3:00
- § San Jose:  
7:00-3:00
- § South San Francisco:  
7:00-11:30, 12:00-3:00

### Webinar Training

The new Infinity AC/HP installation and service webinar is on May 5.

### Russell Sigler Award

Congratulations to the 2020 Russell Sigler Award winners!

- § Air Quality Heating
- § Carol Flynn, Inc
- § Compare Heating
- § Connolly Heating
- § Hassler Heating
- § Moore Mechanical
- § Sandium, Inc
- § Schmitt Heating
- § Simpson Sheet Metal



## What's New on *SiglerTV*

2021 Incentive Trip  
Infinity Sales Training (4 videos)  
New Infinity Greenspeed Units  
(the password is swd)

The Sigler Wholesale Distributors team enjoying a "Zoom" happy hour

## New Infinity Greenspeed Condensing Units

Carrier's engineers have done it again! Even though the 24VNA0 and 25VNA0 Greenspeed air conditioner and heat pump were among the most efficient and technologically advanced units on the market, it wasn't good enough. We're excited to introduce Carrier's new 24VNA6 air conditioner with efficiencies up to 26 SEER and 25VNA4 heat pump with efficiencies up to 24 SEER.

In addition to market leading efficiencies, these units are packed full of other useful features and benefits. The modulating compressor ramps up and down in 1% increments between approximately 25% and 100%. This wide operating range will ensure ultimate levels of home comfort and customer satisfaction. These units are also incredibly quiet and even feature a homeowner-selectable option which restricts the compressor speed so it will never exceed 69 dB(A).

Another key highlight is serviceability as Carrier is the first manufacturer to offer software updates on a condensing unit via Bluetooth. A technician can access 145 diagnostic points from their cell phone

without ever touching the unit. This will result in even easier startup and troubleshooting. In the unlikely event there is a problem with the compressor during the first ten years, the original homeowner is protected with a one-time unit replacement warranty.

Sigler Wholesale Distributors hosted sales training on these new units last month and it can now be viewed online at [www.SiglerTV.com](http://www.SiglerTV.com). The installation and service training will be held on May 5 via Zoom webinar. If you haven't registered yet, ask your territory manager for the link.

Inventory of the current 24VNA0 and 25VNA0 is limited to stock on hand. Once those items are sold out, the new items will be available. Here's the best news -- they're priced the same as the current models!

Also, don't forget about the special Wells Fargo financing promotions available now at no cost to the dealer! Plan 4403 is 9.9% APR with 2% monthly payments and plan 4402 is no interest if paid in full within 12 months.

# 2021 Sigler Wholesale Distributors Incentive Trip



Lisbon is the picturesque capital city of Portugal, and is one of Europe's most charming and vibrant destinations. Sigler Wholesale Distributors is excited to announce this majestic city as the location of our 2021 incentive trip!

If you're not familiar with Portugal, it is a southern European country on the Iberian Peninsula, bordering Spain. Its location on the Atlantic Ocean has influenced many aspects of its culture: salt cod and grilled sardines are national dishes, the beaches are a major destination and much of the nation's architecture dates to the 1500s–1800s, when Portugal had a powerful maritime empire. Port wine was born in the valley of the River Douro and the city of Porto remains a key exporter of the fortified wine. The mild climate, unique cultural heritage superb cuisine, fine wines and hospitable people make it a perfect destination.

The home base for your adventures will be the opulent Corinthia Hotel in downtown Lisbon. This 5-star resort will provide you with easy access to all of the museums, palaces, churches and sites within Lisbon. Nonstop flights

from SFO to Lisbon are available aboard their national airline, Tap Air Portugal.

In addition to the history and culture within Lisbon, there are also many popular day trip opportunities around greater Portugal. These include the palaces and villas of Sintra, the beach resort town of Cascais, the golf resort town of Algarve, the historic walled city of Obidos, the surfing town of Nazare, the nature preserve of Serra da Arrabida and the vineyards of Azeitão.

The cost per couple is \$7500. This can be completely offset by accumulating points every time you buy equipment, parts and supplies. Active program dealers also have the opportunity to pre-purchase points at a great discount. This makes it very affordable for dealers of any size to join in the fun! For more details or a registration form, talk to your Sigler Wholesale Distributors territory manager.

**Up to \$500 in  
Federal Tax Credits**

The Internal Revenue Code Section 25C tax credit for qualified energy efficiency improvements has been retroactively extended from January 1, 2018 until Dec. 31, 2020. A homeowner can now claim up to \$500 for qualifying expenditures.

- § Furnaces that meet or exceed 95% AFUE are eligible for a credit up to \$150.
- § Furnaces that utilize an advanced main air circulating fan are eligible for a credit up to \$50.
- § Split system AC systems that meet or exceed 16 SEER and 13 EER are eligible for a credit up to \$300.
- § Split system HP systems that meet or exceed 15 SEER, 12.5 EER and 8.5 HSPF are eligible for a credit up to \$300.

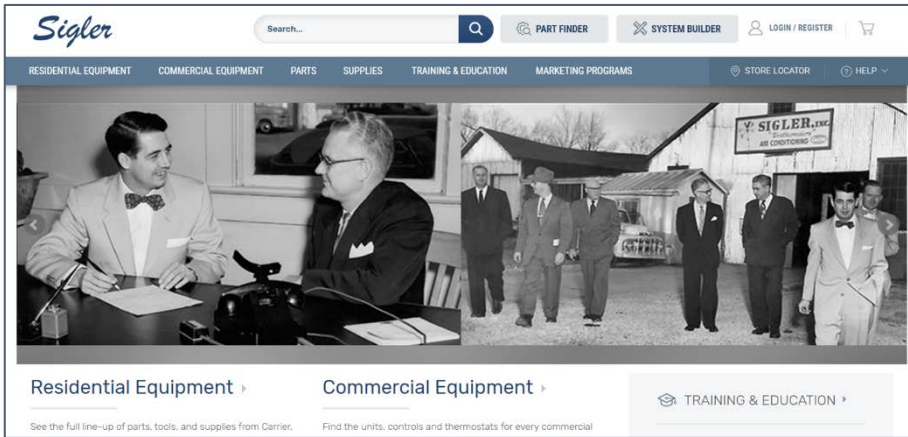
Please have your customers consult with their tax professional for further details. Manufacturer's certificates are available from your Sigler Wholesale Distributors territory manager or online at [www.MyCarrierRatings.com](http://www.MyCarrierRatings.com).

## Online Ordering

You can now check inventory and place orders for will-call or delivery with the new [www.Siglers.com](http://www.Siglers.com) website. Additionally, you'll want to check out the "Part Finder" for locating the right replacement components for your job, or the "System Builder" for designing the best system with the optimal efficiencies and features.

## Marketing Tools

Dealers enrolled in the 2020 Dealer Program now have access to the Marketing Programs portion of the updated [www.Siglers.com](http://www.Siglers.com) website. This includes all of the marketing forms, like advertising co-op claims, incentive trip registration, spiffs and more. In the coming months, we will be working on adding all of the marketing programs information.



If you have not yet registered for the new website, check out the video tutorials under the [HELP](#) section, or ask your territory manager for a registration token.



MARS is one of the most trusted brands in the HVAC/R market and Sigler Wholesale Distributors now stocks MARS motors and capacitors.



Both indoor and outdoor fan motors are available in fixed horsepower or multi-horsepower models. Their full line of 440 volt capacitors are made in America and have a five year limited warranty. MARS also makes the popular Turbo 200 and Turbo 200X universal run capacitors.

For your truck stock replacement parts, trust Sigler Wholesale Distributors and MARS!

## Carrier Online Training Courses

Carrier's My Learning Center portal offers online training paths that are specifically tailored to you and your team! Each path provides access to online content for one year from the time of registration, allowing you and your team to engage in professional development throughout the year. The prices are very reasonable and eligible for 100% co-op through July 31, 2020.

### Office Teams

- § Customer Service Representative (18 courses)
- § Financial Operations I (8 courses)
- § Financial Operations II (10 courses)
- § Marketing Manager (10 courses)
- § People Management (9 courses)

### Sales Teams

- § Carrier Product Overview (15 courses)
- § Sales Consultant I (18 courses)
- § Sales Consultant II (16 courses)
- § Sales Manager (15 courses)

### Service Teams

- § Service Manager I (12 courses)
- § Service Manager II (6 courses)
- § Technician Start-Up (12 courses)
- § Technician Fundamentals of Installation (9 courses)
- § Technician Fundamentals of Servicing (10 courses)
- § Technician Advanced Troubleshooting (5 VR courses)

Begin by clicking on [www.MLCtraining.com](http://www.MLCtraining.com) and login using your HVACpartners username and password. Click on "Learning Paths," then search, select and purchase the appropriate path. If you're looking for factory CFAD hours or NATE hours, several courses within these paths meet those training requirements.

While in My Learning Center, check out the virtual classroom training opportunities as well:

- § May 6-7: Customer Driven Choices (Grandy & Assoc)
- § May 20-21: Peak Performance Selling (Monte Lewis)
- § May 27-28: Building Sales Champions (SBE)

# 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

AJ Brantley x8522

Taylor Abernathy x8321

Joseph Bautista x8309

Mike Ha x8305

Ann Martinez x8329

Elly Moreno x8320

Gary Sokol x8336

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

Adonis Segrove x8407

### Regional Manager

Jon Malkovich x8500

### Technical Support

Pat Burke x8334

Greg Sanchez x8405

### Marketing

Lauren Ray x7292

### Credit & Accounting

Vanessa C (a-q) x5158

Brenda Habben (r-z) x5326

## Featured Products



UEi Test Instruments has been proudly family-owned and operated since 1954. Based in Portland, their products are affordable, durable and precise. Sigler Wholesale Distributors is excited to represent the UEi brand and now have the following items in stock:

**C161 Combustion Analyzer - \$488**

**DL429B Deluxe Clamp Meter - \$204**

**DL479 Standard Clamp Meter - \$99**

**EM201SPKIT Static Press Kit - \$204**

**HUB6 Refrigerant Charging Kit - \$447**

**INF165C Infrared Thermometer - \$45**

**PDT650 Pocket Thermometer - \$19**

**WRS110 Wireless Scale - \$146**



HUB6 Smart Refrigerant Charging Kit



Linesets Inc has four manufacturing facilities in the United States and a unique demand flow manufacturing technology which allows them to offer more options in the shortest leadtimes than anyone else. One of those options is K-Flex Titan insulation. Encased in a flexible composite material, K-Flex Titan offers excellent flexibility, abrasion and weather resistance, making it ideal for outdoor applications. Not only can it withstand the rigors of installation, but it can hold up to years of harsh conditions. The extreme durability and ease of installation of this product makes it the perfect solution for the installer and consumer.

Sigler Wholesale Distributors stocks several sizes of ductless and VRF pipes for your upcoming jobs. Line sets are available in 30' and 50' lengths while individual tubes are available in 100' lengths. If you have a custom need, Linesets Inc can handle flares, wire, special fittings, site tagging and custom lengths up to 100 feet.

## Technical Tips

### Q: Can I increase the airflow on a ducted minisplit fan coil with a 24V interface?

A fully variable speed outdoor unit paired with an indoor ducted air handler can be a solution to a problem. If not properly designed and installed, it could become the problem.

The KSAIC0301230 interface kit enables the use of a conventional 24-volt thermostat with a minisplit inverter system. Now, the end user can use any thermostat they prefer instead of the communicating controls available from Carrier. The kit also allows a minisplit condensing unit to be paired with certain FMC4Z or FV4 fan coils. For this application, you'll want to check out the detailed instructions and additionally accessory part numbers.

The 40MBDQ is a ducted air handler that is designed for short duct runs. However, the static pressure setting can be increased if required. If more airflow is needed from a 40MBDQ, the RG57 remote or KSACN0501AAA wall control have to be used. Both ship inside the box with these indoor units.

If you have the 24 volt interface kit installed with the 40MBDQ, the kit will need to be temporarily bypassed while adjusting settings using one of the Carrier controls mentioned above. Once set, unplug the communicating control, set the 24 volt kit dip switches and wire it back in play. The setting will be stored in the AHU board.