Issue 10
2020

PERIODIC NEWSLETTER FOR
THE VALUED CUSTOMERS OF
SIGLER WHOLESALE DISTRIBUTORS
IN THE SAN FRANCISCO BAY AREA

Wholesale

Up To Date

COVID-19 Limited Hours

During this time, our hours of operation will be 7:00 to 3:30.

Fall Training

Six technical, two sales and two Carrier University classes are remaining on the schedule for this fall. Register for all classes at: SiglerNorCal.com/training. All classes will be virtual but are still engaging and interactive.

Inventory Closures

Please mark your calendars for the following branch closures:

- *Carrier Factory Parts: 10/21 through 10/26*
- *San Jose: 11/12 @ 3:00 & 11/13*
- *Concord: 11/19 @ 3:00 & 11/20*
- *South San Francisco: 12/3 @ 3:00 & 12/4*

Sigler Club

It's back! Join the club this fall for discounts on parts and supplies plus rewards from Amazon!

Denise Jarquin and Pilar Zavaleta in the San Jose store

What's New on SiglerTV

Ductless Applications
Ductless Installation (4 videos)
Ductless Troubleshooting
Why Choose Aprilaire

Inventory Issues and Delays

2020 has brought us challenges beyond our wildest dreams. The global impact of COVID-19 has touched nearly all aspects of everyone's life and daily routines. Our industry is not immune and the impact has been profound. While we've made it through shelter in place, virtual training and touchless service calls, the issue currently affecting our industry is product availability. Whether a factory is making dishwashers, computers or furnaces, these three factors are nearly universal.

The first factor is canceled orders in March and April. While Sigler Wholesale Distributors didn't cancel any orders with any of our suppliers, many of our distributor peers did. Since factories aren't equipped to stockpile inventory and strive for "Lean" or "Just in time" operations, a drop in demand for orders resulted in them cutting production.

Next is the virus itself. Many factories are in rural areas where the impact was more widespread. This summer, one of our suppliers had more than 20% of their workforce on quarantine due to illness or exposure. When orders started flowing in, many manufacturers wanted to build product but could not due to staffing.

The third factor also affected staffing and it was the CARES act. While congress sought to provide a needed lifeline to many out-of-work American's, some used the opportunity to stay at home and earn more money than they did while working.

Since these three issues affect nearly all manufacturers and all factories rely on components from outside sources, the issues compound on each other. It's likely that we see issues into 2021.

So, what is Sigler Wholesale Distributors doing about it? We are not delaying any inbound shipments and working with suppliers to get products to us as quickly as possible. We have more items on order than ever before and are getting creative to provide you with something that will allow you to complete your work on time. Our unwavering commitment to Carrier dealers goes further. We are reserving some product for you, ensuring that your backorders are filled first and ship out on the truck first.

Sigler
Wholesale Distributors

The Products You Need
The Value You Deserve

Concord
1920 Mark Court, #100

p - 925.825.1540
e - CNCorders@siglers.com

Jimmy Hilton x8504
Steven Anello x8509
Catie Bier x8516
Eric Lynds x8502
Steve Moorhead x8501
Ofelia Norwood x8505
Linda Randall x8311
Adonis Segrove x8407
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
Neena Flores x8327
Mike Ha x8305
Denise Jarquin x8346
Ann Martinez x8329
Elly Moreno x8320
Timmy Ton x8339
Pilar Zavaleta x8304

South San Francisco
229 Littlefield Avenue, #4

p - 415.330.6600
e - SSForders@siglers.com

Debbie Russitano x8412
Pete Martinez x8406
Tricia Maychrowitz x8404

Regional Manager
Jon Malkovich x8500

Technical Support
Pat Burke x8334
Greg Sanchez x8405

Marketing
Lauren Ray x7292

Credit & Accounting
Vanessa Cas. (a-q) x5158
Brenda Habben (r-z) x5326

Featured Products

40MBAA Fan Coil

The Carrier ductless family is expanding and now includes a multi-poise fan coil unit. Similar in shape to Carrier's FX4 fan coil, this unit will soon be available in 2-ton, 3-ton and 4-ton sizes.

It has a variable speed ECM motor capable of handling 0.8" ESP with constant air volume. It also features a built-in 24V thermostat interface and can accommodate electric strip heaters. Like all other ductless systems, it achieves incredible SEER efficiencies and draws power from the outdoor unit. Ideal for required HP applications where 230 volts is not available in the attic, this is a versatile unit that will surely become a favorite for many Carrier dealers.

1:1 Applications
40MBAAQ24XA3 & 38MAQB24R3
40MBAAQ36XA3 & 38MBRBQ36AA3
40MBAAQ48XA3 & 38MBRBQ48AA3

Multi-Zone Applications
40MBAAQ24XA3 & 38MGRQ30 / 36 / 48

ZONEFIRST™

When you're not using Carrier's Infinity Series equipment, you have several choices for zoning. A great option is ZoneFirst. While you may not recognize the name, ZoneFirst was the first company that successfully developed and marketed HVAC Zoning Systems back in the 1950's. Their zone board can be used with any non-communicating thermostat and the dampers are easily connected with telephone wire (25-feet included).

During the month of October, buy one ZoneFirst system from Sigler Wholesale Distributors and get one free! Limit one per customer and this unfortunately does not apply to customers with special new construction pricing.

Technical Tips

Q: The breaker to the outdoor unit tripped, now what?

In the interest of safety, we'd suggest you not simply reset the breaker and see what happens. Tripped breakers indicate an overload condition, and you should investigate some things prior to re-applying power to the outdoor unit.

First is to visually verify the condition of all high voltage connections from the breaker to the disconnect, disconnect to unit, and all internal connections within the unit. Look for loose connections, connections that show signs of overheating, stray strands of wire or frayed connections. An often elusive and easily overlooked item is carbon tracing or debris on the contactor line voltage connections.

Next, pull out your ohmmeter and check the compressor and motor for a short to ground or winding short. Do this from the wires as it is not safe to pull the compressor plug and go straight to the compressor pins. If no shorts are found, isolate the compressor wires from the contactor and re-apply power to the unit. If the breaker doesn't trip, create a demand for cooling and see if the condenser fan motor starts and the breaker stays set. If the fan runs, turn off power, re-connect the compressor, put your amp clamp on the compressor lead, re-apply power and create a demand for cooling. Observe and work from there. A safe approach is the best approach.