

## Up To Date

### Price Increases

*Carrier Corporation has announced a price increase up to 6% effective February 1, 2021.*

*Additionally, most supply manufacturers have announced a similar increase in early 2021. Be sure to add some extra cost to your bids and be on the lookout for updated price pages.*

### 2021 Calendars

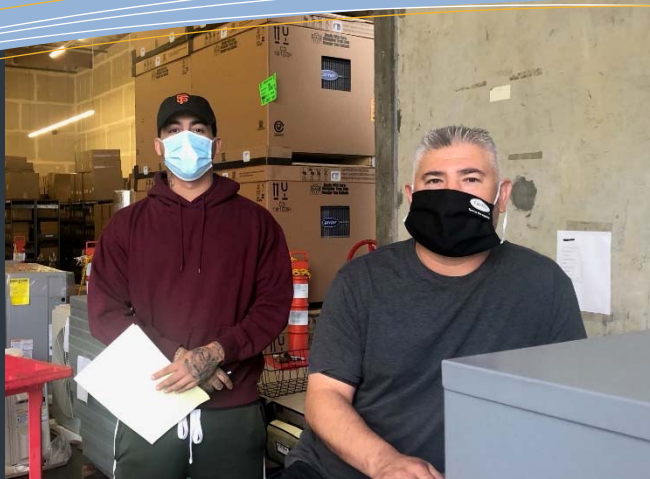
*The 2021 wall/desk calendars are now available. Pick one up or ask to have one sent with your next order.*

### Co-Op Deadline

*All eligible co-op advertising claims must be submitted by January 15, 2021.*

### 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*

Thank you  
Indoor Air Quality (10 videos)

Ron Gomez and Mario Sanchez in the  
San Jose warehouse

## The new [www.SiglerTV.com](http://www.SiglerTV.com)

In 2012, Sigler Wholesale Distributors launched [www.SiglerTV.com](http://www.SiglerTV.com). It started as a few crude videos that are embarrassing to watch now, but evolved into a video library with segments from most of the live training classes that occurred in this region throughout the last several years.

Finding a video to watch was easy in 2012, however there are now nearly 600 with more being added each month. Continuing to organize them in a long list is impractical and it was difficult for you to find the video that you were seeking. The site has been totally re-launched and all of the videos are in six main categories:

- Full Length Classes
- General Information
- Installation
- Sales
- Service
- What's New

Start your searching by clicking on one of those buttons and inside you'll find sub-categories and even some tertiary categories. If you're still struggling to find

what you want to see, a search feature is available based on some key words from the videos.

Our hope is that you use this tool...as a tool. It's available for you and your team prior to dispatching to a service call or it can be a great resource during a holiday weekend. Also, consider using some of the classes as part of your on-boarding process with new employees. There is content that is applicable to everyone.

Be sure you routinely check out the "What's New" category which lists all of the videos that were created in the last month. After a month passes, they'll still be available by using the search or category buttons, but a newer set of videos will be loaded to ensure this category is always fresh and relevant. The "Full Length Classes" is another new feature and will allow you to view an entire class from beginning to end in one video. We'll use this going forward but will also dig into the archives and load a few of them throughout this month.

Happy watching and learning!

# 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

Tim Haffner x8513

Eric Lynds x8502

Steve Moorhead x8501

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



Winter is upon us and you don't want to get stuck with the wrong parts in your truck. If you're looking for the fastest and easiest way to repair your customers' Carrier equipment, know that Factory Authorized Parts are always the right choice.

When you choose to install a Factory Authorized Part, you'll not only find an exact, drop-in replacement, but you'll also find an option that maintains original OEM efficiency – that means less time on the job for you, and a better solution for your customer.

Sigler Wholesale Distributors is stocked up on Factory Authorized Parts in preparation for the winter ahead. Inducer assemblies, blower motors, igniters, gas valves, three-wire-pilots and more are all in stock and ready to go.

Choose Sigler Wholesale Distributors and Factory Authorized Parts every time you need to make a repair.



For more than 60 years, Mason Industries has been the premier supplier of spring mounts and housings for the HVAC industry. Their products are practical for nearly all installations – residential and commercial. They can prevent noise and high frequency vibration.

Several Mason products are readily available at Sigler Wholesale Distributors, including the "Super W" waffle pads, NDA double-deflection neoprene mounts, IMF spring mounts, 30N spring double-deflection spring hangers and more.



During the month of January, mention this article and save 10% on all Mason products from local inventory.

## Technical Tips

### Q: The single-stage hybrid heat thermostat wiring has me confused?

Yep, get in line, you're not the first. The reason for the confusion typically lies in the fact that different thermostat manufacturers utilize different terminal designations which may or may not match up with the equipment. The two most asked about connections are about the "O" terminal at the furnace, and the "gas heat" terminal at the thermostat.

Like most air handlers, furnaces do not have an "O" terminal on the circuit board, so there is no place to land a wire. Simply put, the "O" terminal will just pass through with a wire nut at the furnace and connect to the "O" at the outdoor unit. "O" is used to energize

the reversing valve in cooling mode.

The "gas heat" connection at the thermostat will vary with thermostat manufacturer, but is typically going to be labelled "W1". With a hybrid heat system, the first stage of heat is heat pump and is actually energized via the "Y" terminal on the thermostat. The easiest method to get this connection proper is to look at the literature for the thermostat in question and find the description of "Heat Pump, 2H/1C".

Remember, "W2" at the heat pump is the interlock to energize the furnace during defrost, so wire to W at the furnace.