

Up To Date

Hours of Operation

All Sigler Wholesale
Distributors locations are
now open 7:00 – 4:00.

2021 Dealer Meeting

Save the date for the
2021 Sigler Wholesale
Distributors virtual dealer
meeting. It will be held
from 9:00 – 10:30 on
Wednesday, March 17.

Supply Price Guide

The updated Supply and
Installation Accessory
Reference Guide is now
available. Be sure to use
it for updated pricing, but
also for many new tools,
supplies, products and
accessories.

Spring Training

Registration is now open
for spring training with two
Carrier University classes,
five technical sessions
and three sales courses.
All training will be virtual,
but will still be interactive
and engaging. Please
register online today at
SiglerNorCal.com/training.



What's New on SiglerTV

Furnace Installation (53 videos)

Ductless Service (39 videos)

Ductless Installation (18 videos)

The Fairmont Kea Lani near Wailea
on Maui.

Upcoming Incentive Trips

Who needs a vacation? Because no Sigler Wholesale Distributor incentive trips happened in 2020, let's recap where we are with the upcoming trips:

Your 2019 purchase credits are for Singapore but the trip has now been postponed to April, 2022. If you weren't previously signed up but now want to join in this amazing adventure, there is some space available.

Your 2020 and 2021 purchase credits are being combined for a newly announced destination – Hawaii. Our belief is that you're eager to travel but would be more comfortable staying inside the United States for a while longer. So, we're combining two years of purchases into one mega-trip that will be more lavish than any trip ever offered before.

The fun begins in less than seven months when we fly into Maui on October 19. For six nights, relax and recuperate at the 5-star Fairmont Kea Lani resort in an 860 sqft suite with a marble bathroom, separate sleeping area and spacious balcony. Outside the doors is a white

sand beach, three pools, championship golf, fine dining, upscale shopping and the Willow Stream Spa. Your hosts from Sigler Wholesale Distributors will hold an opening night and closing night party with a lot of fun surprises in between. This will truly be a trip you will remember forever!

Because the trip combines two years of credits and is more upscale than normal, the cost is \$12,500 per couple or \$7650 per single occupancy guest. Remember, this can be completely offset by accumulating points every time you buy equipment, parts and supplies from Sigler Wholesale Distributors. Active program dealers also have the opportunity to pre-purchase points at a great discount. This makes the trip very affordable for dealers of any size to join in the fun. Space is filling up fast, but there are a few rooms left if you want to be in Hawaii this fall!

If you had your heart set on Portugal, now is not the time, but we will soon embark on that voyage. Your 2022 purchase credits are for that trip in early 2023, and the registration process will begin early next year.

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
Joshua Parrish x8517
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

Leandro Betancourt x8416
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

Room Air Purifier



Carrier launched a new website to capture some of the growing market of consumer-grade air purifiers. Two new air purifiers are offered for sale on the new site, www.CarrierAtHome.com.



While these products can be special-ordered for you to resell, the suggested strategy is that you continue offering a variety of commercial-grade air purifiers that are not available through online retailers. The following products are all readily available from Sigler Wholesale Distributors:

- Carrier OptiClean
- CinQuartz FSP900
- IQair Health Pro Plus

While 2020 was a rough year for most manufacturers, one company that was hit particularly hard was Advanced Distributor Products, the maker of ADP coils. Inside their production plant in central Mississippi, the impact of COVID-19 was very severe. Through some careful planning and a long-term mindset of doing what's right for dealers and distributors, ADP coils are now becoming more readily available at Sigler Wholesale Distributors.

ADP coils remain the premier coil in the marketplace. For a coil that matches the width of the furnace in almost all applications, a wide assortment of horizontal plenum coils and a dedicated downflow coil, choose ADP.



Technical Tips

Q: On a ductless system why is room temperature warmer than the set point?

Ductless multi-zone units are amazing at getting warm and cool air into hard to reach spaces. Depending on the model, five indoor units can have a max combined refrigerant pipe length of over 300 feet! With numbers like that, a designer may feel invincible when laying out one of these systems.

Multi zone systems allow a small amount of refrigerant through a satisfied indoor coil. This normal operation can influence negative effects on room dwellers if the indoor units are oversized or installed in separate stories or thermal zones. Zone over-conditioning can be curbed by adjusting the default low indoor

airflow setting to off with thermal off operation. This process can be found in the wireless remote service manual found at SiglerNorCal.com under Tech Tips. This means the hot gas will still be flowing through the coil, and if you have a louver, it will still be open, but the fan will stop running and potentially not over condition the space.

When designing these correctly sized systems, the indoor units should be on the same level/floor, similar thermal zones and the set points should be set reasonably close to each other. If you do have a two story house, go with a couple of single zone units to handle the different levels and loads.