

Up To Date

Incentive Trip

The 2020-2021 incentive trip to Maui is on October 1-7 or October 19-25.

Fall Training

Training continues this month with both in-person and livestream classes that focus on technical, sales and management topics. Register online at SiglerNorCal.com/training.

PuriFi Air Purification

PuriFi works and has real world test results that prove its effectiveness against SARS-CoV-2. A new training class is now available on Friday, October 29. Register at SiglerNorCal.com/training.

Inventory

Sigler Wholesale Distributors will be closed for inventory at 3:00 on the Thursday and all day on the Friday in:

- San Jose – Nov 5-6
- SSF – Nov 11-12
- Concord – Nov 18-19
- Santa Rosa – Dec 2-3



What's New on SiglerTV

Infinity Sales 101 (12 videos)
Siglers.com Basics (12 videos)

A training class in San Jose with socially distant participants in masks

Fall Sigler Club Program

Fall Sigler Club is here with discounts on parts and supplies as well as a rebate at the end of the season. The program launched on October 1, so now is a great time to place a qualifying order.

Join by placing a qualifying stock order of at least 10 pieces and at least \$1000. You will get the following benefits:

- Receive special pricing on the key parts and supply products that are listed in the catalog. This special pricing is valid through at least December 31, 2021, but members always get better pricing than other contractors on these key items.
- Earn rewards of 3% on all Totaline parts purchases through February 28, 2022. Rewards will be paid out on an Amazon.com gift card at the end of the season.
- Earn double points on your initial order if it is placed by October 31, 2021.
- Prepaid freight on initial order.
- Return up to 30% of the original order without restocking fees until December 31, 2021.

This season's 16-page catalog is filled with useful products including MARS motors, Honeywell heating parts, FAP circuit boards and gas valves, installation supplies, filter boxes, air purifiers and more.

If you still don't know what to order, check out page 2 of the program where five sample qualifying orders are detailed:

- Preventative Maintenance
- Condensing Unit Installation
- Condensing Unit Service
- Compressor Changeout
- Furnace Installation

Did you participate in the spring program? Sigler Wholesale Distributors territory managers are now handing out more than \$18,000 in Amazon.com gift cards that were earned during the spring program. Be sure to cash in this fall while keeping your trucks and shop stocked for the coming winter chill.

Ask your Sigler Wholesale Distributors territory manager for a catalog and place your qualifying order today!

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
Ashely James x8528
Eric Lynds x8502
Steve Moorhead x8501
Joshua Parrish x8517
Alyssa Piller x8506
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
Neena Flores x8327
Mike Ha x8305
Denise Jarquin x8346
Ann Martinez x8329
Elly Moreno x8320
Cynthia Rivera x8324
Mario Sanchez x8328
Timmy Ton x8339
Pilar Zavaleta x8304

Santa Rosa

256 Sutton Place, #104
p - 707.361.7600
e - STRorders@siglers.com

Adonis Segrove x8412
Jesse Cierley x8554
Nicholas Coleman x8552
Randy Shields x8551

South San Francisco

229 Littlefield Avenue, #4
p - 415.330.6600
e - SSForders@siglers.com

Debbie Russitano x8412
Pete Martinez x8406
Tricia Maychrowitz x8404
Kai Sorensen x8415

Technical Support
866.754.4822

Featured Products



In 1917, Walter Kidde founded the Walter Kidde Company, which produced the first integrated smoke detection and carbon dioxide extinguishing system for use on board ships. This invention marked just one of many firsts that would help make the world a safer place to live and define a 100-year history of industry leadership.

Heading into a busy heating season, now is a great time to stock up on smoke and CO alarms. The following items are all listed in the Sigler Club program and can be part of your qualifying order.



- "Living Room" Smoke Alarm
- "Bedroom" Smoke Alarm with Voice
- "Hallway" Smoke Alarm with Light
- "Kitchen" Smoke Alarm with CO Sensor
- Battery Powered CO Alarm
- 10-Year CO Alarm



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: Why is it taking a long time for the cooling to come on?

The time of the year for cooling and heating during the same day looms near. If their system is in "Auto" mode, be ready for the call from your homeowner.

Most popular thermostats have some type of delay or temperature delta that must be met before the system can change modes. The Infinity UI has an adjustable delay for auto mode heat/cool changeover. The default setting is 30 minutes, with a range of 5 to 120. You may have noticed a Simultaneous Heat/Cool configuration, but that is only available for zoning systems. It does shorten the delay time, but at a cost to efficiency.

If you're working on a Carrier multi-zone ductless system, the indoor display will show two dashes when one indoor unit is calling for a different mode than other indoor units. Auto mode should not be used, and the default is priority heat. An example of this mode conflict would be a south side upstairs bedroom having to wait for cooling until the main level north nursery is warmed up.

For most shoulder season complaints, instructing the homeowner on how to use auto mode during the installation and routine maintenance calls can go a long way in preventing avoidable callbacks.!