

Up To Date

Fall Sigler Club

More than \$14,000 in Amazon Gift cards are being distributed to the spring Sigler Club participants. Be sure to sign up with a qualifying \$1000 order to get your own rebates! New this season are EZ Flex and Infinity Air Purifier replacement filters.

Fall Training

A new VRF sales focused training class has been added to the fall schedule. Registration for this and other classes is online at SiglerNorCal.com/training.

Thanksgiving Holiday

All Sigler Wholesale Distributors locations will be closed on November 24 and 25.

Inventory Closures

Sigler Wholesale Distributors will be closed for inventory on the following dates:

- Nov 4 – S. San Fran.
- Nov 11 – San Jose



What's New on SiglerTV

Heat Pumps, Part 2 (5 videos)

Jammie Simmons and Gilbert Eugenio, preparing for inventory in the San Jose warehouse

Optional Labor Warranties

In a slowing market like this, it's important to differentiate yourself from other contractors. It's also wise to craft solutions for your homeowner that save them money and give them peace of mind. Now, what if you could accomplish both of those goals while minimizing your potential liability in the future? Yep, optional labor warranties are a great idea!

Sigler Wholesale Distributors has partnered with JB Warranties to provide you with direct access to a full suite of warranties at competitive rates; for example...

- Two-year labor only for an AC system with \$85/hr reimbursement = \$163
- Five-year labor only for a HP system with \$105/hr reimbursement = \$356
- Ten-year labor only for a HP system with \$150/hr reimbursement = \$891

Commercial, mini-split, water heater, zoning and accessory plans are also available.

There are several good strategies for how you could use these. Maybe include a

two-year labor warranty as part of pre-paid annual service program? Maybe include a ten-year labor warranty with your Infinity systems? Maybe solicit a new policy on your jobs past jobs installed within the past 24 months? With the flexibility and power of JB Warranties, the possibilities are almost endless!

Okay, but what about the fine-print? How hard is it to get paid? JB Warranties has a table that assigns an hourly allowance for every component in a system. For example, a gas valve is 1 hour, an inverter board is 2 hours and a compressor is 4 hours. The claim pays a \$65 trip charge plus the number of hours allowed per that table. Labor rates between \$85 and \$300 per hour are available to align with your business needs. Once submitted through the simple online process, most claims are paid within 30 days. If the homeowner moves, there is no cost to transfer the policy.

Talk to your Sigler Wholesale Distributors territory manager today about how to grow your business and capture long term customers with JB Warranties.

Sigler

Wholesale Distributors

THE PRODUCTS YOU NEED
THE VALUE YOU DESERVE

Concord

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Featured Products

Blower Motors



Have you placed your qualifying Sigler Club order yet? If not, one thing you'll definitely want to include are the Totaline and MARS multi-horsepower motors. These make truck-stock a breeze with one blower motor which is able to satisfy several jobsite applications.

Totaline 4 Speed Motors, 1075 RPM

- P257-E5460 = 1/6 - 1/2 HP, 115V
- P257-E5470 = 1/5 - 3/4 HP, 115V
- P257-E5461 = 1/6 - 1/2 HP, 208/230V
- P257-E5471 = 1/5 - 3/4 HP, 208/230V

MARS 4-Speed Motors, 1075 RMP

- 10463 = 1/6 - 1/2 HP, 115V
- 10466 = 1/5 - 3/4 HP, 115V
- 10464 = 1/6 - 1/2 HP, 208/230V
- 10467 = 1/5 - 3/4 HP, 208/230V

Still got some room on your truck, check out the Totaline FlexPSC products that upgrades a furnace with an existing PSC blower motor to a more efficient ECM model. Both the P257-FLEXPSC40 and P257-FLEXPSC41 are in stock today!

Airflow is critical. Have you ever compared the performance on a stamped face register versus a bar-type register?

At the same velocity, the airflow through a bar-type register can be more than double that through a stamped face register. It's similar on the return side as well. An egg crate grille can move more than 40% more air than a stamped face grille at the same velocity. So, which are you using? Are you giving your homeowners the airflow that they need to be comfortable and the airflow that they paid for?

Check out pages 18 and 19 of the Supply and Installation Accessory Reference Guide for Shoemaker's 945 and 950 adjustable blade supply registers, 620FG and 600 egg crate return grilles and the 905 bar type return grille. During the month of November, ask for 10% off your first high performance register and grille order. Ask anyone at Sigler Wholesale Distributors for more information including detailed airflow and performance data.

Technical Tips

Q: How do I troubleshoot a pressure switch?

A pressure switch is simply a spring loaded normally-open switch that closes when a diaphragm is pulled in under negative pressure. If there is not enough suction to overcome the spring tension within a set amount of time, the furnace will generate a fault code.

In the heat of battle, it may appear that the pressure switch is the obvious reason for the pressure switch fault. But, how do you know for sure if it's bad or just doing its job? By using a manometer and a tee fitting, you will be able to see what the switch sees for vacuum. If the pressure switch has a make point of -0.83" of water column and your tee'd in manometer is only

reading -0.52", that would tell you that the switch is doing its job and that a vent or drain restriction may be problem. Once the restriction is cleared and the vacuum pressure is greater than the -0.83", the switch will make.

Another advantage to using a tee is that it can show intermittent pressure switch faults. With this configuration, the furnace will be able to run while your manometer is monitoring the vacuum pressure. Is the pressure slowly dropping? Is the pressure bouncing? All of these scenarios may help you in truly identifying the root cause of the pressure switch fault.