

Up To Date

2024 Dealer Meeting

The Sigler Wholesale Distributors 2024 Dealer Meeting in Napa will be February 2 and 3.

2023 Co-Op Claims

The deadline to submit all 2023 co-op advertising claims is Monday, January 15, 2024.

Wall / Desk Calendar

There are still some 2024 wall / desk calendars available.

Social Media Database

Not sure what to do with social media? Every month, Carrier now publishes useful and relative content that can be used by your business.

Wholesale Live

If you're holding this newsletter in your hand, you may be unaware of the video version. Be sure to check out the short video every month at www.SiglerNorCal.com/wholesale-newsletter.



What's New on *SiglerTV*

**Furnaces and Ultra Low NOx
(6 videos)**

One of the new photos in the updated Carrier ad kit and social media database

Ultra Low NOx Regulations

As the clock struck midnight and we all rung in a new year, the Bay Area Air Quality Management District rule 9-4 took affect. "A person shall not sell, install or offer for sale within the district...any natural gas-fired fan type central furnace manufactured after January 1, 2024, that emits more than 14 nanograms of nitrogen oxides." Throughout much of the Bay Area, you're now only able to install product made last year or an Ultra Low NOx furnace.

First, where is the district? Check out www.SiglerNorCal.com/ulnmap. Ignore the colors which signify current air quality conditions – any property inside the colored boundary is within the BAAQMD district.

What about product with a 2023 serial number? The plan is to have enough inventory to get through the winter. Furnaces and rooftop units made last year will have a -CA suffix on the model number. If ordering online or with a customer service representative, it's important that you consider the installation address as it would be a waste

to install a -CA product in Vacaville, Santa Cruz or Healdsburg as those cities are outside the BAAQMD district and your installation may use regular furnaces regardless of the serial number.

Once the old furnaces are gone, what are the options? The first is a heat pump. If natural gas is still desired, then Carrier has a limited offering of Ultra Low NOx furnaces which emit less than 14 ng/J.

58SU0 – 80% Comfort Series

59SU5 – 95% Comfort Series

58CU0 – 80% Infinity Single Stage

59CU5 – 95% Infinity Single Stage

These new furnaces look the same on the outside but are significantly more expensive due to the stainless-steel heat exchanger, variable speed inducer motor and other components needed for it to operate safely. There are also some unique trap requirements, and the 95% models may not be used in a downflow orientation. Be sure to thoroughly read and understand the price pages and contact Sigler Wholesale Distributors if anything is unclear or confusing.

Concord

1920 Mark Court, #100
p - 925.825.1540
e - CNCorders@siglers.com

Jimmy Hilton x8504
Steven Anello x8509
Tim Benjamin x8530
Steve Moorhead x8501
Josh Parrish x8517
Alyssa Pfler x8506
Linda Randall x8311
Adam Winship x8512

San Jose

2390 Zanker Road
p - 408.453.3300
e - SAJorders@siglers.com

AJ Brantley x8522
Taylor Abernathy x8321
Alicia Alvarez x7568
Alex Aguayo x5386
Joseph Bautista x8309
Neena Flores x8327
Mike Ha x8305
Denise Jarquin x8346
Daisy Marquina x8934
Ann Martinez x8329
Elly Moreno x8320
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 x8407
Nicholas Coleman x8552
Kathryn Habara x8555

South San Francisco

229 Littlefield Avenue, #1
p - 415.330.6600
e - SSForders@siglers.com

Carlos Angel x8417
Pete Martinez x8406
Tricia Maychrowitz x8404
Kai Sorensen x8415

Technical Support

415.330.6666 (call or text)

Featured Products



A clean home is a healthy home – and there's nothing healthier than clean air delivered continuously into every room of the home all day, every day. That's why Sigler Wholesale Distributors is excited to partner with a world leader in advanced media filtration, IQAir.

Their PerfectPro Series is designed supply particle-free air with up to 50 times more filtration power than ordinary filtration systems. Their commercial grade Advanced Microfiber Filtration creates an almost impenetrable barrier for pollution particles with less resistance than typical HVAC filters.



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. You can do both with optional labor warranties!

Sigler Wholesale Distributors has partnered with JB Warranties to provide you with direct access to a full suite of warranties at competitive rates. Maybe include a two-year labor warranty as part of a pre-paid annual service program? Maybe include a ten-year labor warranty with your Infinity systems? Maybe solicit a new policy on your jobs installed within the past 24 months? With the flexibility and power of JB Warranties, the possibilities are almost endless! Multiple labor rates are available to align with your business needs.

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

Technical Tips

Q: If a furnace is tripping on high limit, do I simply lower the gas pressure?

When a furnace is overheating and causing a high limit fault, don't immediately lower the gas pressure to bring down the temperature rise. Instead, start by confirming airflow throughout the house. Check if all supply registers are open and filter is not impacted with dirt.

Then you will want to check the heat rise of the furnace. This is done by taking a temperature reading near the furnace in the return and supply plenums using a type K thermistor or probe type thermometer. Using an infrared temperature gun is not recommended and will not give you an accurate temperature reading.

Attach your manometer to the gas valve and confirm the manifold pressure using the chart in the install manual. Natural gas in the Bay Area has an avg heat value of 1000 to 1025 and a specific gravity of 0.58. Setting the gas pressure correctly is imperative for proper combustion. Never use the nomenclature sticker gas pressure range listed inside the furnace to set gas pressure. It must be set at the specified pressure listed in the gas pressure chart of the manual.

Lastly, the blower speed of the furnace can be adjusted to set the temperature rise within the correct range of the factory specs.