

Up To Date

Carrier Price Increase

Effective March 2, 2026, Carrier is having a nationwide price increase of up to 6% on residential and commercial products.

2026 Dealer Programs

Carrier Dealer program registration is now open at Siglers.com.

Spring Training

The curriculum is set with four new training classes. Register for all of them at SiglerNorCal.com/training.

Sigler TV

Full length class videos on Sigler TV now contain chapter details so you can more easily find the topics of interest to you.

Customer Appreciation

Mark your calendars for the industry's best customer appreciation lunch and trade shows:

- 3/31 - Santa Rosa
- 4/14 - S San Francisco
- 4/21 - Concord
- 4/28 - San Jose



What's New on *SiglerTV*

ULN SPP Sales, Design & Install

Michael Ha, Ann Martinez, Alex Aguayo, Timmy Ton, and Wendy Torres in the San Jose store

Carrier Cool Cash and Cool Financing

Carrier is bringing back its highly anticipated Spring Cool Cash Promotion and coupling it with a new Cool Financing offer. Both options run from March 1 through May 31, 2026 for registered Comfort Plus, Temperature Tough and Temperature Tough Gold Dealers.

For the Cool Cash option, several homeowner rebates are available, including the following:

- Infinity System AC or HP = \$1700
- Toshiba-Carrier VRF = \$1400
- Performance System HP = \$800
- Performance System AC = \$600
- Crossover System HP = \$350
- Mini Split System = \$350 and up
- Infinity Air Purifier = \$200
- Infinity Zoning = \$100 and up

There is a lot of fine print, and the system rebates require a Carrier branded control. Be sure to confirm the rebate specifics with your Sigler Wholesale Distributors Territory Manager or at the promotion website, CarrierIncentives.com.

For the Cool Financing option, the focus is on the 0% APR for 60 months financing

plan. The offer is designed to improve close rates at the kitchen table by keeping consumer monthly payments low while reducing dealer costs through factory-backed rate reductions. The promotional rates for dealers are as follows:

- Infinity Series System = 6.98%
- Performance Series System = 6.98%
- Comfort Series System = 9.98%

There is less fine print around this program, but it's still wise to confirm the details with your Territory Manager. The rate reductions only apply to Wells Fargo plan 2158.

Registered dealers may participate in either the Cool Cash or Cool Financing promotions, however, active Factory Authorized Dealers may offer both simultaneously! This is yet another big advantage to the CFAD program. Just be sure to use plan 2158 as other financing plans would not qualify for reimbursement with Cool Cash.

Lastly, please mark your calendar as the claiming deadline for both promotions is 4:00 PM on Tuesday, June 30, 2026.

For more information, check out www.SiglerNorCal.com

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Technical Support

415.330.6666 (call or text)

Featured Products

Sigler Club



The spring edition of Sigler Club Rewards program is here and runs through May 31, 2026. Get the parts you need on hand for repairs ahead of the first heat wave. Members enjoy the best pricing through the season as well as the following perks:

Platinum Level

4% rewards on Sigler Club parts

Gold Level

3% rewards on Sigler Club parts

Silver Level

2% rewards on Sigler Club parts

Bronze Level

75 rewards points on initial order

Iron Level

50 rewards points on initial order

Rewards can be redeemed for a variety of fun items for you or your team. Browse the catalog at SiglerClubRewards.com and submit your qualifying order today!

There are plenty of reasons why homeowners are opting for electrification. Sometimes it's not easy with electrical challenges being one of the biggest hurdles, however, Advanced Distributor Products has a solution! Known for their innovative evaporator coils, ADP also makes two 115-volt products that make switching to a heat pump easier.



First is their eFurnace product. Shaped like a furnace but containing only a 115V blower section, this allows you to complete a traditional change-out with a heat pump and separate furnace coil. Also in their lineup is a 115V fan coil product. Shaped like a traditional single piece fan coil, it contains both a blower section and coil section.

Technical Tips

Q: Do I have to set the system capacity on the 45MUHA fan coil?

When matching a 37MUHAQ heat pump with a 45MUHAQ air handler utilizing 24-volt control (scenario 3) you must set the system capacity. This is done via the ENC1 rotary dial and ensures that the unit delivers the correct airflow.

The ENC1 rotary dial is found on the (side facing) main board inside the air handler. The default setting from the factory is "0". Control scenario 1 and 2 do not require any change to the ENC1 setting and "0" allows the S1/S2 communication to detect the size of the heat pump. But when using control scenario 3 there is no communication between the units and so you must set

the ENC1 rotary dial to the correct setting. For example, if you have a 45MUHAQ36 matched with a 37MUHAQ36, the ENC1 setting should be moved from "0" to "A" to deliver 3 tons of airflow. But if the 45MUHAQ36 is matched with a 37MUHAQ30, the ENC1 setting needs to be moved from "0" to "9" to only deliver 2.5 tons of airflow.

The chart for ENC1 capacity settings can be found in the installation literature or on the front cover of the air handler. When adjusting ENC1 or any other switches on these units, remember to power down the unit before making any adjustments.