

Up To Date

Fall Training

Training is underway with more classes coming up this month. Sign up at SiglerNorCal.com/training.

Free Air Knight

Through October 31, get a free Air Knight IPG Air Purifier when you buy five! With UV Light and ionization technology, Air Knight actively seeks out and reduces dust, dander and odors in the home.

Online Scheduling

The online scheduling option through Carrier's Dealer Locator is now open to all Temperature Tough and Temperature Tough Gold dealers.

Inventory Closures

Mark your calendars because Sigler Wholesale Distributors will be closed on the following Fridays:

- Oct 16 in Santa Rosa
- Oct 23 in South San Francisco
- Nov 6 in Concord
- Nov 13 in San Jose



What's New on *SiglerTV*

**Controls Verification Procedure
&**



Alan Hinsch and Manny Munoz in the South San Francisco warehouse

Driving Sales in a Slower Market

In today's competitive market, protecting your bottom line isn't just about driving top-line sales, it's about tightening your operations, pushing maximum efficiency out of every marketing dollar and staying ahead of the competition. Here are some reminders of how to finish the year strong.

Minimizing warranty expenses and callbacks starts in the driveway. Prevent costly second trips by implementing start up checklists which include airflow, static pressure and refrigerant charge.

Leverage Carrier's equipment diagnostics to shift your service team from reactive firefighting to predictive maintenance. The connected portal has diagnostic details from your past Infinity System jobs as well as Performance Series installations with IntelliSense equipment.

Maximize your Carrier Dealer Locator profile with your company details and photos. A lot of homeowners begin their dealer search at Carrier.com, so giving them a great first impression is critical. If eligible for the "Schedule" button or third party reviews, make sure they're used.

Streamline your inventory and labor through equipment standardization. Sticking to a core, streamlined lineup means your installers master the nuances of the equipment, cutting install hours and increasing the number of jobs completed.

Ensure your sales team capitalizes on the many Sigler and Carrier promotions. Homeowners are sensitive to upfront costs, so work to frame a premium system upgrade around immediate discounts and long-term energy savings. Be sure to reference SiglerNorCal.com/promos.

Don't let your call center sit idle when it's nice outside. Reach out to your existing customers by phone and text to schedule a routine maintenance or introduce them to some new products or services.

Most homeowners aren't sitting on a lot of cash, so get comfortable with Wells Fargo or other financing partners to offer your homeowner flexible buying options.

Lastly, utilize your Sigler Wholesale Distributors territory manager. They want to help you grow and succeed!

Concord

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p - 925.825.1540
e - CNCorders@siglers.com

Jimmy Hilton x8504
Steven Anello x8508
Rafael Maciel x8520
Steve Moorhead x8501
Richard Mosher x8626
Alyssa Pliler x8506
Gustavo Ramirez x8523
Linda Randall x8311
Josiah Teo x8535

San Jose

2390 Zanker Road
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AJ Brantley x8522
Taylor Abernathy x8321
Alex Aguayo x5386
Joseph Bautista x8309
Neena Flores x8327
Mike Ha x8305
Denise Jarquin x8346
Ann Martinez x8329
Mario Sanchez x8328
Timmy Ton x8339
Wendy Torres x8352
Pilar Zavaleta x8304

Santa Rosa

256 Sutton Place, #104
p - 707.361.7600
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Adonis Segrove x8407
Cianna Berry x8554
Kevin Johnson x8557

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



Sigler Club Fall Rewards program is here and runs through December 31, 2027. Get the service parts you need on hand before the predicted super El Niño arrives. Members enjoy the best pricing inside the program, as well as the following perks:

Platinum Level

4% rewards on Sigler Club parts
Double Points on Initial Qualifying Order

Gold Level

3% rewards on Sigler Club parts
Double Points on Initial Qualifying Order

Silver Level

2% rewards on Sigler Club parts
Double Points on Initial Qualifying Order

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!



When you need more airflow, be sure to use Shoemaker bar-type or egg crate products. 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.

When it has to look great, eight designer colors are available in addition to the standard soft white or driftwood tan. Regardless of the color, it will be a textured polyester powder coat paint that resists scratching, peeling, cracking, chipping or fading.

When you need it quick, Shoemaker offers red tag service with shipment in five days from their factory in Cle Elum, Washington.

During the month of October, ask for 10% off your first order of any bar-type, egg crate, custom color or red tag order.

Technical Tips

Q: Does it matter which recovery cylinder I use?

It's been more than two years since we began using equipment with R454B. However, some technicians are still using standard recovery tanks instead of designated R-454B compliant tanks.

A2L recovery tanks are designed to clearly identify cylinders intended for mildly flammable refrigerants and reduce the risk of using the wrong recovery equipment. A2L recovery tanks are commonly identified by a red band and a reverse-threaded connection. Using a standard recovery tank when an A2L-rated cylinder is required can create a safety hazard and may violate applicable equipment or workplace requirements.

For only \$12.50, Sigler Wholesale Distributors offers a cylinder swap program, but the refrigerant must be in the correct cylinder. A2L refrigerants (R-454B or R-32) cannot be returned in a standard cylinder, while A1 refrigerants (R-22, R410A or R407C) cannot be returned in an A2L cylinder. Regardless of the cylinder, the contents cannot be mixed. Lastly, note that when swapping tanks, it must be a like-for-like tank exchange.

If you need a new cylinder, call today and it will save you the headache:
Standard...DD830 or DD850
A2L.....P706-9007, P706-9008,
30LBA2L or 50LBA2L