



IHACI HVAC TRADE SHOW

Seminar Schedule

AT THE HOTEL DENA IN THE JUSTINE BALLROOM

10:30 am - 11:30 am | Master Your First Year in the Field



Starting your career as a technician can be both exciting and overwhelming. This seminar is designed to equip first-year technicians/installers with the insights, habits, and skills that separate successful newcomers from those who struggle to find their footing. Through engaging presentations, real-world scenarios, and direct access to seasoned professionals, attendees will walk away with a clear roadmap for thriving in their first year on the job.

Panel Presenters: Get direct access to a panel of experienced HVAC business leaders, HVAC owners, seasoned HVAC professionals, and HVAC experts technicians and field supervisors. Ask your burning questions, hear their stories, and gain practical advice from those who've been where you are—and succeeded.

WHO SHOULD ATTEND?

New hires in technician/installer roles (0–12 months experience), apprentices or trainees entering the field, and managers looking to onboard and support new technicians more effectively.



Bob Wiseman,
IHACI President
MightyServ



Lawrence Castillo,
IHACI Vice President
Brody-Pennell Heating & AC



Dean Gilford,
IHACI Past-President
Kilowatt Heating, AC & Electric



Mitch Bailey,
IHACI Secretary/Treasurer
Bailey's Heating & Air, Inc.
(Air Heroes)



Babak Firoozi,
IHACI Board Member
A/C Control



Michael Hyde,
IHACI Board Member
Hydes Air Conditioning

12:00 pm - 1:00 pm | Evolve Your HVAC Business into a Heat Pump First Business



LARRY WATERS

This seminar is designed for HVAC professionals seeking to capitalize on a significant shift in the market. With heat pumps now outselling gas furnaces by an impressive 37%, a lucrative business opportunity awaits those who adapt. The session will focus on the practical steps and strategic advantages of pivoting from a traditional HVAC model to one that prioritizes heat pump technology. Attendees will learn how to leverage this growing demand to increase revenue, expand their service offerings, and position their business as a leader in sustainable and efficient heating and cooling solutions.



ELECTRIFY
MY HOME

1:30 pm - 2:30 pm | Refrigerant Reality Check: Navigating California's Virgin Refrigerant Sales Ban & Other Industry Trends



MICHAEL BORCHARD

Attendees at the IHACI Tradeshow in Pasadena won't want to miss this timely session from A-Gas on California's SB1206 Virgin Refrigerant Sales Ban, now fully in effect as of 2025, and what it means for your business. In addition to compliance under SB1206 and the AIM Act, we'll also address emerging industry challenges, including counterfeit cylinders and counterfeit refrigerant, and share practical strategies to protect your operations.

A-GAS®
TOGETHER WE CAN

3:00 pm - 4:00 pm | Heatcraft's Dual Refrigerant Class A2L/A1 Convertible Refrigeration System



DAVID BOLAÑOS

Learn how Heatcraft's Dual Refrigerant Class refrigeration system offers a safe, flexible, and cost-effective path to contractors and end users navigating EPA's new regulation and lowering inventory costs for distributors.



4:30 pm - 5:30 pm | A2L-Compatiblity & Efficiency: Airzone Zoning Controls for Ductless Units



VICTORIA GARCIA
MASSIMO



DANIEL CARILLO

Airzone zone control solutions for Ductless/ VRF systems deliver intelligent comfort by zone, increased energy efficiency, and personalized control for residential and commercial applications. With Title 24 making zoning mandatory in many California commercial spaces, smart zoning is more essential than ever. Airzone solutions can offer 30%+ energy savings, seamless integration with BMS and home automation, and full compatibility with A2L refrigerants for all major HVAC brands. We'll also present Aidoo, our solution for single-zone and ductless units, featuring OpenADR compatibility to support California's demand response and energy goals.

