



INSTITUTE OF HEATING  
AND  
AIR CONDITIONING INDUSTRIES, INC.

**CEA Member Spotlight**

May 18, 2022



INSTITUTE OF HEATING  
AND  
AIR CONDITIONING INDUSTRIES, INC.

A nonprofit trade association dedicated to the advancement of the heating and air conditioning industries. The association represents contractors, manufacturers, distributors, utilities, and related businesses actively engaged in the heating, ventilation, air conditioning, refrigeration, and sheet metal industries

# Who Are We?

## IHACI/ICN Staff

- Executive Director – Carlos Ruiz
- Operations/Accounting Manager – Ari ManSonHing
- Membership – Mary Ann Garcia
- Education and Training – Lisa Marie De Roma
- ICN Account Executive – Karina Ball

## Membership – Over 600

- Affiliates – 111
- Associates – 61
- Contractors – 364
- Distributors – 19
- Manufacturers – 52
- Utilities - 5



# What We Do

## Provide Advocacy for our Industry

- Represent membership through affiliation with the California Contractors State License Board (CSLB), California Energy Commission (CEC), Californians for Compensation Reform (CCR), California Chamber of Commerce, California Occupation Safety and Health Administration (OSHA), California Public Utilities Commission (CPUC), Los Angeles Area Chamber of Commerce.

## Continuing HVAC education and Training

- Implementors of the four California investor-owned utilities Statewide HVAC education and training programs through curriculum developed by IHACI contractor professionals.

## Indoor Comfort News (ICN) Trade Publication

- Publishers of ICN with circulation of over 26,000 readers.

## Industry Tradeshow

- Host annual event with over 120 vendors and 4,000 attendees during the month of November in the city of Pasadena, California.

## The Common Goal!

### Compliance

- Stakeholder in the development of the CEC's HVAC long term Strategic Plan
- Member of the Western HVAC Performance Alliance
- Supports the CSLB and government jurisdictions with compliance.
- Supports the need for QI/QM on system installations
- CEA's Compliance working group participation
- IHACI develops diagnostic tool "By Contractors for Contractors"
- Visual Service (VS)
  - Utilized Bluetooth technology and real-time data collection
  - Awarded TECH Quick Start Grant
  - D.O.E. Paths Workforce Development Program
  - Pathway to contractor self compliance - CEC Compliance Workshop.



# The Problems

## Contractors

Contractors report that finding trained and qualified technicians is the number one problem in meeting demand and growing their business

## Technicians

Today it takes 3-5 years for a technician to become an asset to a contractor

## Manufacturers

Improper installation remains the number one cause of equipment failure

## Government

Energy efficiency, compliance with energy codes, and climate goals remain elusive and challenging

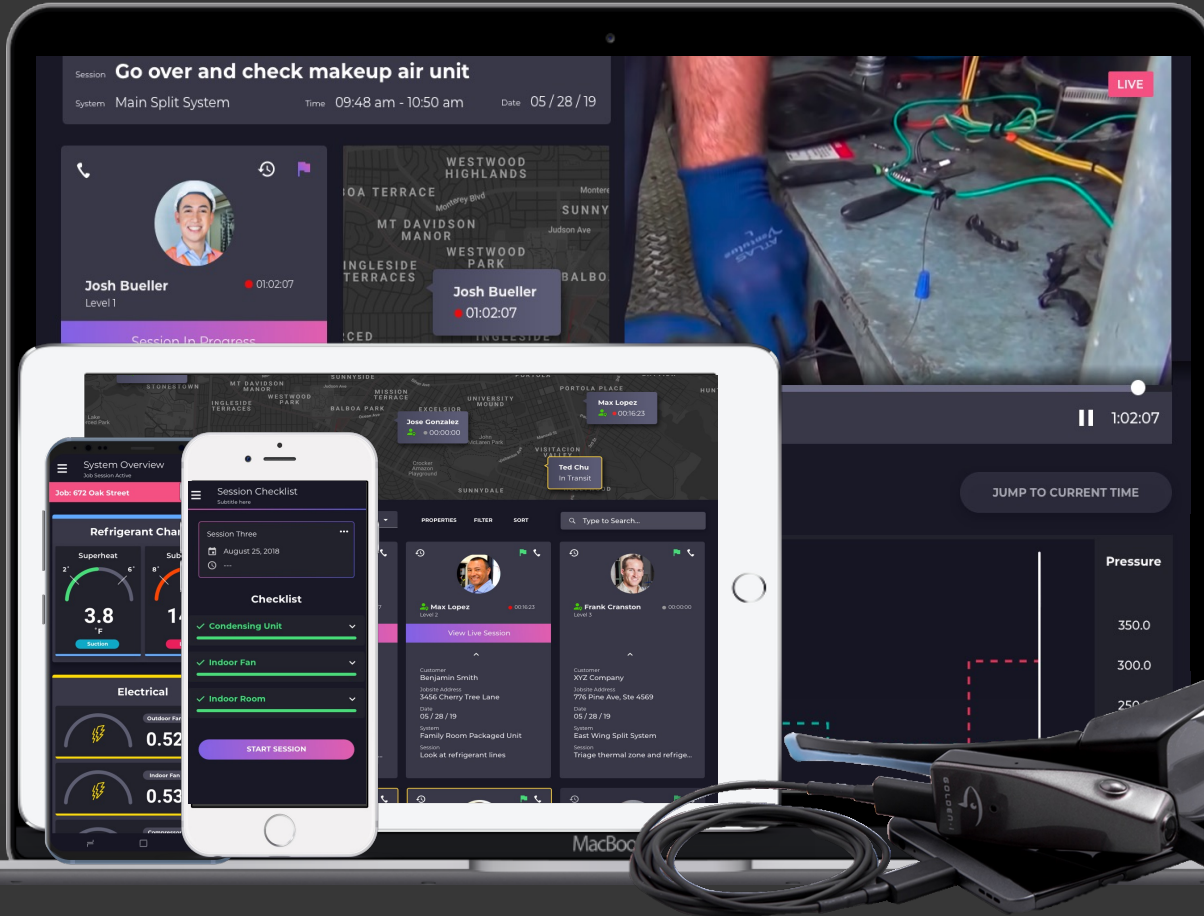
## Consumers

Consumers lack trust in contractors. The only information most consumers receive is billing

# MEET VISUAL SERVICE – A LIVE VIDEO ENABLED DIAGNOSTICS & MONITORING TECHNOLOGY FOR THE HVAC INDUSTRY

WITH VISUAL SERVICE WE USE

- **Bluetooth Enabled tools** in order to transmit LIVE data to a Service Manager.
- **Live Video** through smart glasses or a cell phone.



# Benefits

## WITH VISUAL SERVICE

- Energy Efficiency is elusive because of poor installation quality.
- Compliance with energy codes remains challenging because it is viewed as cumbersome.
- Climate Change goals are ambitious and require out of the box thinking.
- Government lacks trust in contractor performance.

Government

- **Visual Service** is a way to train a more qualified workforce to properly install and maintain HVAC equipment.
- **Visual Service** leverages existing and emerging technologies to provide real-time feedback during equipment installation.
- **Visual Service** provides Quality Assurance that documents installation and service from a job's beginning to end.
- **Visual Service** is a pathway to improve HVAC systems that can help meet climate goals through better installation practices, including those such as proper refrigerant management.
- **Visual Service** provides a means for high performing contractors to transparently demonstrate quality in EVERY installation.



# Thank you!

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Carlos Ruiz

Executive Director

Institute of Heating and Air Conditioning Industries

1-818-551-1555

[c.ruiz@ihaci.org](mailto:c.ruiz@ihaci.org)

