



NEWS RELEASE

For Immediate Release

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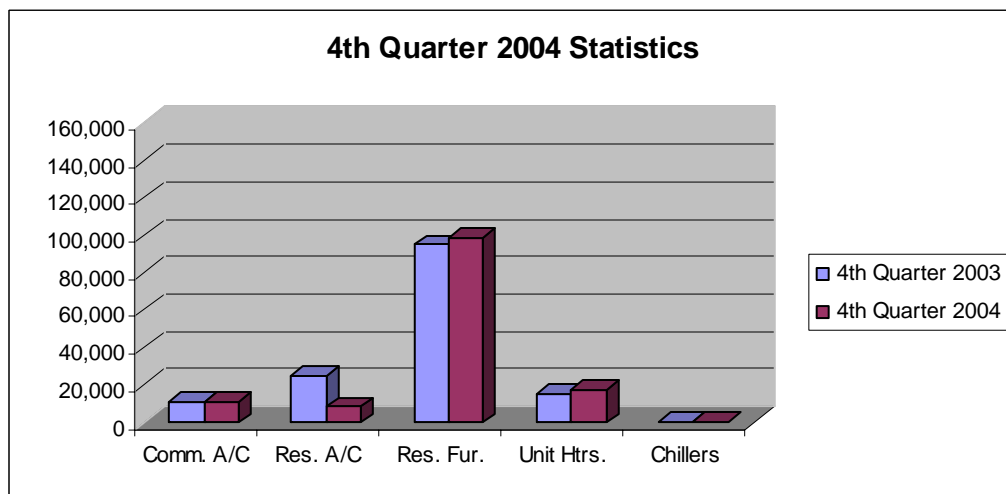
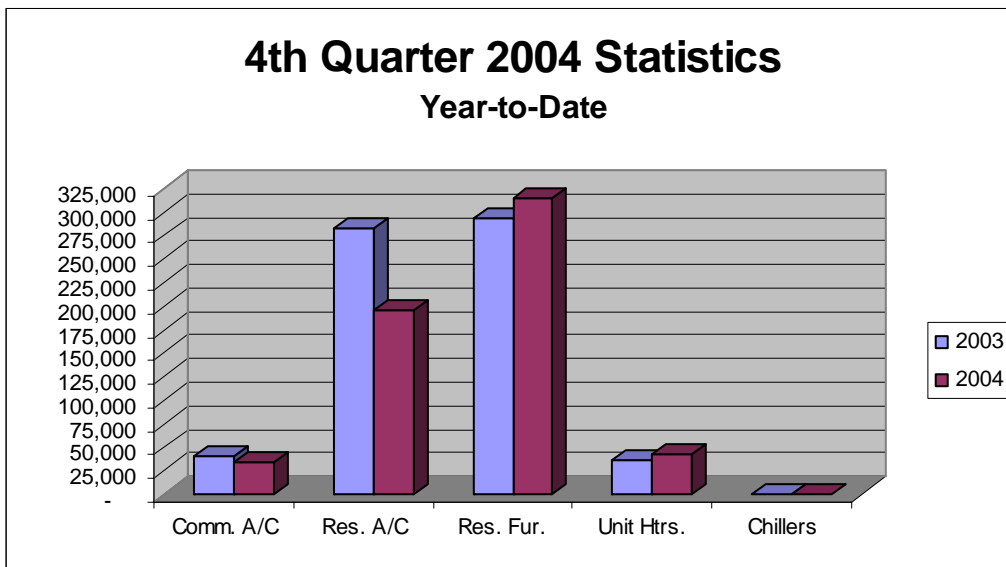
Unit Heaters Show Greatest Increase at Year End 2004

Mississauga, Ontario – During the 4th Quarter 2004, unit heater shipments showed the largest gain, increasing by 14%. Residential furnaces showed the second largest gain, increasing by 4% over the 4th Quarter 2003. All other sectors showed decreases including commercial air conditioning shipments by 3%, chiller bookings by 6% and residential air conditioning by 67%. For year-to-date, unit heaters increased by 19% over year-to-date 2003; chiller bookings shipments increased by 12% and residential furnaces by 8%. Commercial air conditioning shipments decreased by 16% and residential air conditioning shipments by 18% over the same period last year.

Key figures and trends are as follows:

- **Commercial air conditioning** shipments decreased 3%, from 11,285 in the fourth quarter of 2003 to 10,893 in the fourth quarter of 2004. Year-to-date shipments decreased by 16%, from 40,828 for the fourth quarter 2003 to 34,316 for the fourth quarter 2004.
- **Residential air conditioning** shipments decreased 67% from 24,996 in the fourth quarter of 2003 to 8,170 in the fourth quarter of 2004. Year-to-date shipments decreased by 18%, from 282,858 for the fourth quarter 2003 to 232,745 for the fourth quarter 2004.
* A member's reporting error in the second and third quarter of 2004 resulted in a significant decrease of 67% showing up in the fourth quarter.*
- **Residential furnace** shipments increased 4% from 95,193 in the fourth quarter of 2003 to 98,964 in the fourth quarter of 2004. Year-to-date shipments increased by 8%, from 292,127 for the fourth quarter 2003 to 314,049 for the fourth quarter 2004.
- **Unit heater shipments** increased by 14% from 15,481 in the fourth quarter of 2003 to 17,588 in the fourth quarter of 2004. Year-to-date shipments increased by 19%, from 36,962 for the fourth quarter 2003 to 43,976 for the fourth quarter 2004.
* Please note there was a calculation error in HRAI's November 11th, 2004, 3rd quarter report. The unit heaters year-to-date shipments were increased by 33%, from 21,481 for the third quarter 2003 to 26,387 for the third quarter 2004.*
- **Chiller** bookings decreased 6% from 197 in the fourth quarter of 2003 to 186 in the fourth quarter of 2004. Year-to-date shipments increased by 12%, from 666 for the fourth quarter 2003 to 749 for the fourth quarter 2004

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NOTE: “Residential air conditioning” means split system air conditioning and heat pumps up to 5 tons; including ductless split systems, “commercial air conditioning” means rooftops (combination heat/cool), packaged cooling and packaged heat pumps; “furnace” means residential forced air furnaces of all types (gas, oil, electric and combination); “chillers” include large tonnage liquid, reciprocating liquid and absorption chillers; “unit heater” means self-contained automatically controlled vented units limited to heating of non-residential space and also includes duct furnaces.

An expansion factor has been included to compensate for the non-participating portion of the market.

The HRAI Manufacturers Division is a national association representing companies who manufacture products for the Canadian heating, ventilation, air conditioning and refrigeration (HVACR) market. The Manufacturers Division is a Division of the Heating, Refrigeration and Air Conditioning Institute of Canada (HRAI). HRAI, established in 1968, is the umbrella association for HVACR manufacturers, wholesalers and contractors who provide to Canadians the products and services for indoor comfort and essential refrigeration processes.

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