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# *News Release*

**For Immediate Release**

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## **Canada, U.S. Industry Groups Sign Mutual Cooperation MOU**

**Mississauga, Ontario** – The Heating, Refrigeration, and Air-Conditioning Institute of Canada (HRAI) and the Air-Conditioning, Heating, and Refrigeration Institute (AHRI) recently signed a memorandum of understanding on mutual cooperation and assistance in providing services to their respective members, many of whom are common to both associations. The agreement was signed by HRAI Chair Gerry Cellucci and AHRI President Stephen Yurek during HRAI's annual meeting in August in Kananaskis, Alberta.

Specifically, HRAI and AHRI agreed to provide technical assistance to each other, on an as available basis, in understanding and responding to legislative, regulatory and code body proposals and activities regarding the safety, energy, and environmental aspects of building standards, product standards, or product installation requirements, whether such standards or requirements originate with a governmental or non-governmental entity.

The two organizations also agreed to present the policy interests of the other to its country's governmental authorities or code bodies, when there is no conflict between their respective interests and when mutually agreed, concerning the above-mentioned topics. HRAI and AHRI committed to working together to jointly provide proactive and robust services to each other's members in promoting common policy positions/statements, and communicating those positions to their respective governments and code bodies, and avoiding to the extent possible conflicting policy positions.

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“This agreement is an important step in solidifying the relationship between two key industry partners. HRAI has had an excellent working relationship with AHRI for more than 30 years” said HRAI President Warren Heeley, “This MOU will solidify our relationship and better define to our respective members how we support each other in the government affairs and standards-writing areas in each country. HRAI looks forward to continuing to work with AHRI to enhance these important services in the future.”

“We are very pleased with this agreement, and we are confident that it will result not only in a closer working relationship between our two associations, but also in a better, more coherent, more predictable market environment in our two nations, for your members and for our members,” said AHRI President and CEO Stephen Yurek. “We know from long experience that navigating the agencies and branches of the U.S. government can be a daunting task. Likewise, we are not all that familiar with the governmental structure in Ottawa, so it will be one of our goals through this agreement to help each other open doors and pave the way for an easier regulatory path in each of our capitals,” he said.

The Heating, Refrigeration and Air Conditioning Institute of Canada (HRAI), established in 1968, is the national trade association of manufacturers, suppliers, wholesalers and contractors in the Canadian heating, ventilation, air conditioning and refrigeration industry who provide the products and services for indoor comfort and essential refrigeration processes. HRAI has three (3) industry sector Divisions which are as follows: the HRAI Manufacturers Division; the HRAI Wholesalers Division and the HRAI Contractors Division.

The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) is the trade association representing manufacturers of air conditioning, heating, commercial refrigeration, and water heating equipment. An internationally recognized advocate for the industry, AHRI develops standards for and certifies the performance of many of these products. AHRI's 300 member companies account for more than 90 percent of the residential and commercial air conditioning, space heating, water heating, and commercial refrigeration equipment manufactured and sold in North America.

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