

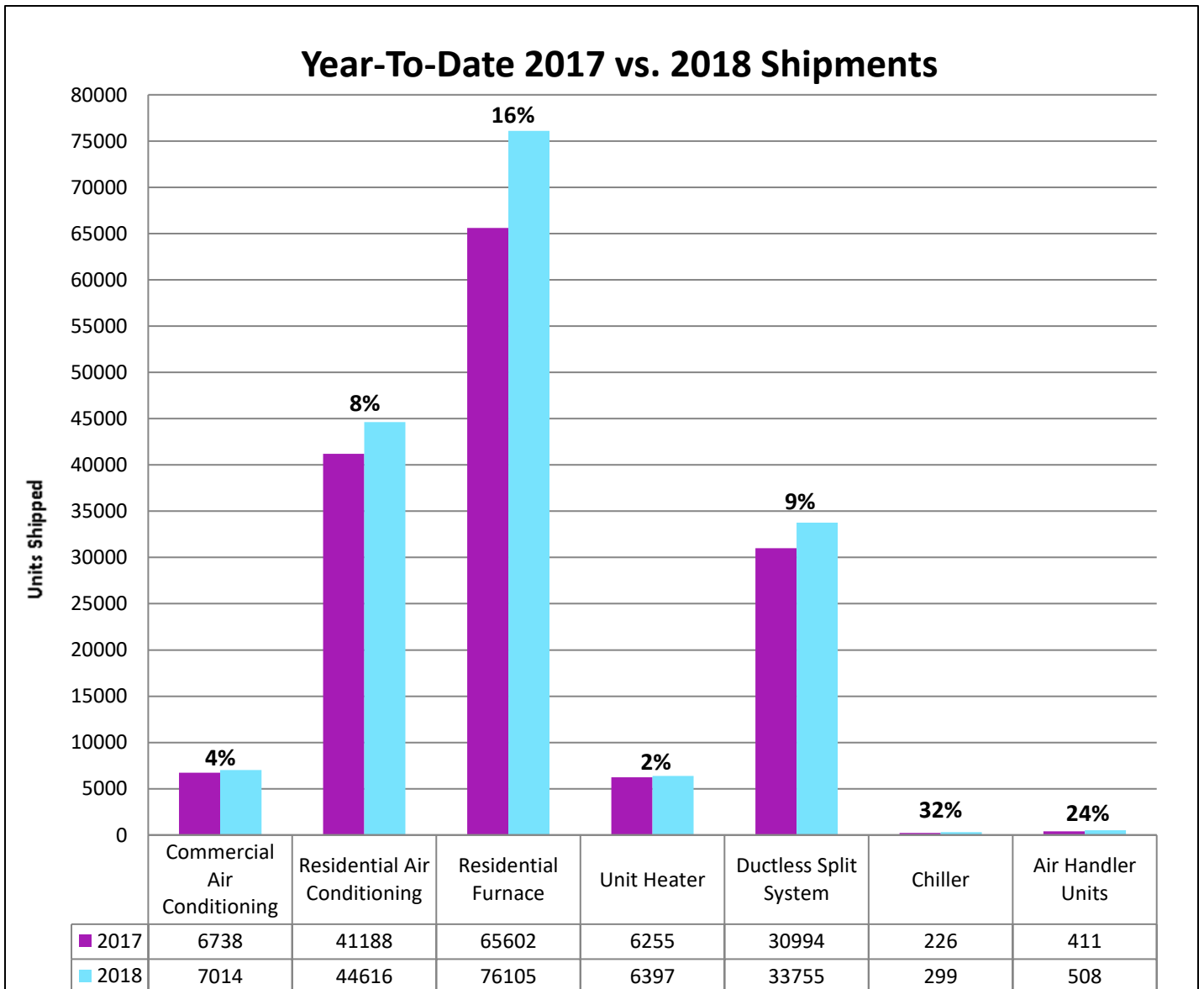


April 20, 2018

All HVACR Product Segments show increase in the 1st Quarter of 2018

Mississauga, Ontario – All units showed an increase in the number of shipments in the 1st Quarter of 2018 beginning with Chillers (32%) followed by Air Handler Units (24%), Residential Furnaces (16%), Ductless Split Systems (9%), Residential Air Conditioning (8%), Commercial Air Conditioning (4%) and Unit Heaters (2%)

The following chart provides specific data for each product; YTD Canadian shipments for select HVACR equipment ending the 1st quarter. An expansion factor has been included to compensate for the non-participating portion of the market.



The following chart shows the quarterly residential market comparison which denotes the percentage change in residential product shipments between this quarter and the same quarter last year.

Quarterly Residential Market Comparison					
	2017	2018	%Chg	Quarterly Res. Market Comparison	
Residential Air Conditioning	41188	44616	8%	2017	106,790
Residential Furnace	65602	76105	16%	2018	120,721 11.54% Change

NOTE: Minor adjustments have been made to 1st quarter 2017 and Year-to-date for Residential Furnace shipment totals.

“Residential air conditioning” means ducted split system air conditioning and heat pumps up to 5 tons; “ductless splits” means heat pumps and conditioning condensing units (cooling only); “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; “air handling unit” means a device used to condition and circulate air containing a blower, filter, sound attenuators and dampers.

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

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