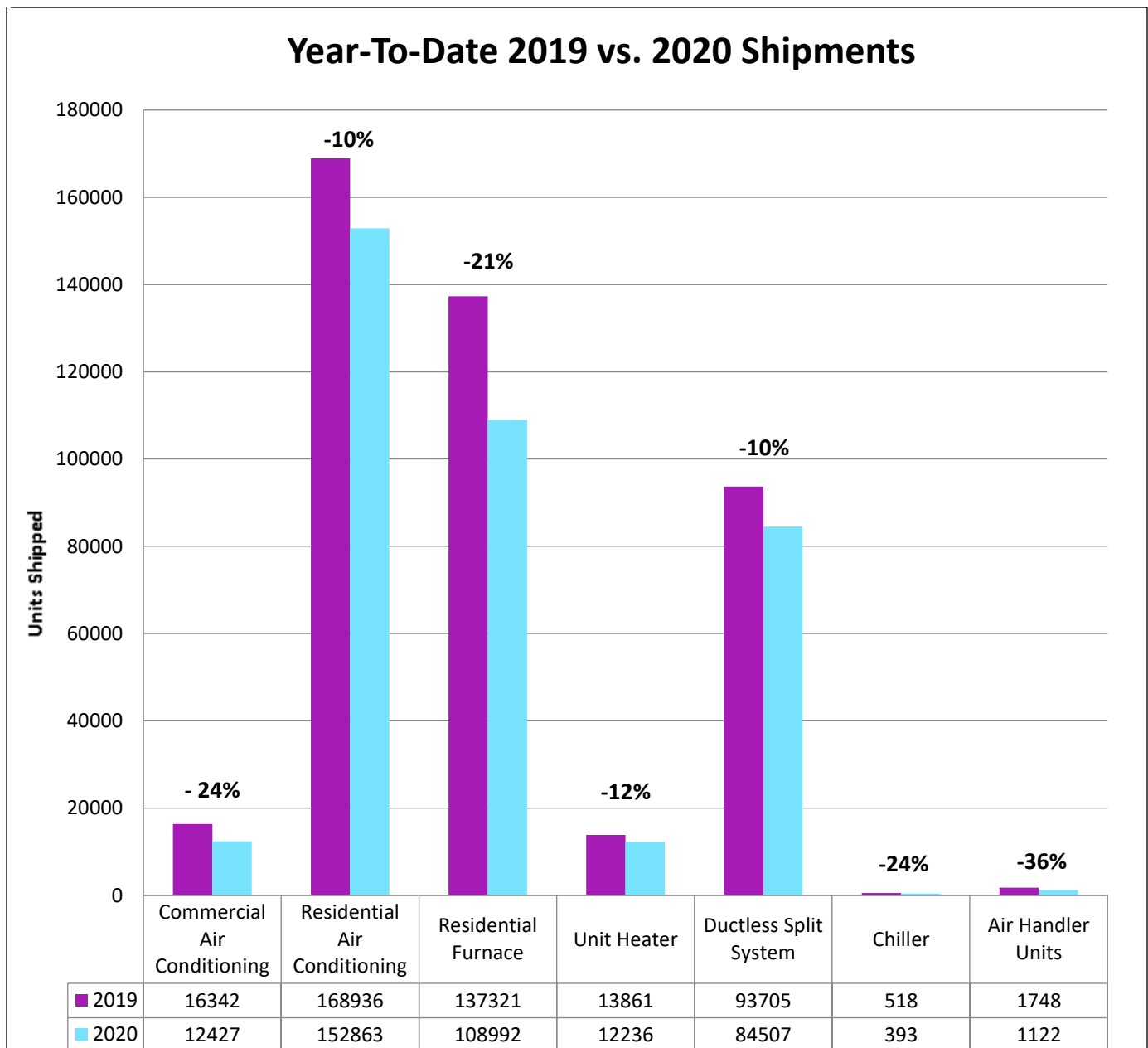


July 25, 2020

All HVACR Product Segments show decrease in 2nd Quarter of 2020

Mississauga, Ontario – All units showed a decrease in the number of shipments at the end of 2nd quarter beginning with Air Handlers (-36%), Chillers (-24%), Commercial AC (-24%), Residential Furnace (-21%), Unit Heater (-12%), Ductless Split Systems (-10%) and Residential AC (-10%).

The following chart provides specific data for each product; YTD Canadian shipments for select HVACR equipment ending the 2nd 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.

2nd Quarter Shipments				
	2019	2020	%Chg	Quarterly Res. Market Comparison
Residential Air Conditioning	120008	112779	-6%	2019 182,189
Residential Furnace	62181	45665	-27%	2020 158,444 -14.99% Change
Commercial Air Conditioning	9429	5851	-38%	The quarterly residential market comparison is meant to denote the percentage change in residential product shipments between this quarter and the same quarter last year.
Unit Heater	7280	5936	-18%	
Ductless Split System	56734	54823	-3%	
Chiller	228	153	-33%	
Air Handler Units	825	709	-14%	

NOTE: Minor adjustments have been made to the 2019: Quarterly and Year-to-date number of shipments for Ductless Split System.

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.

“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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