

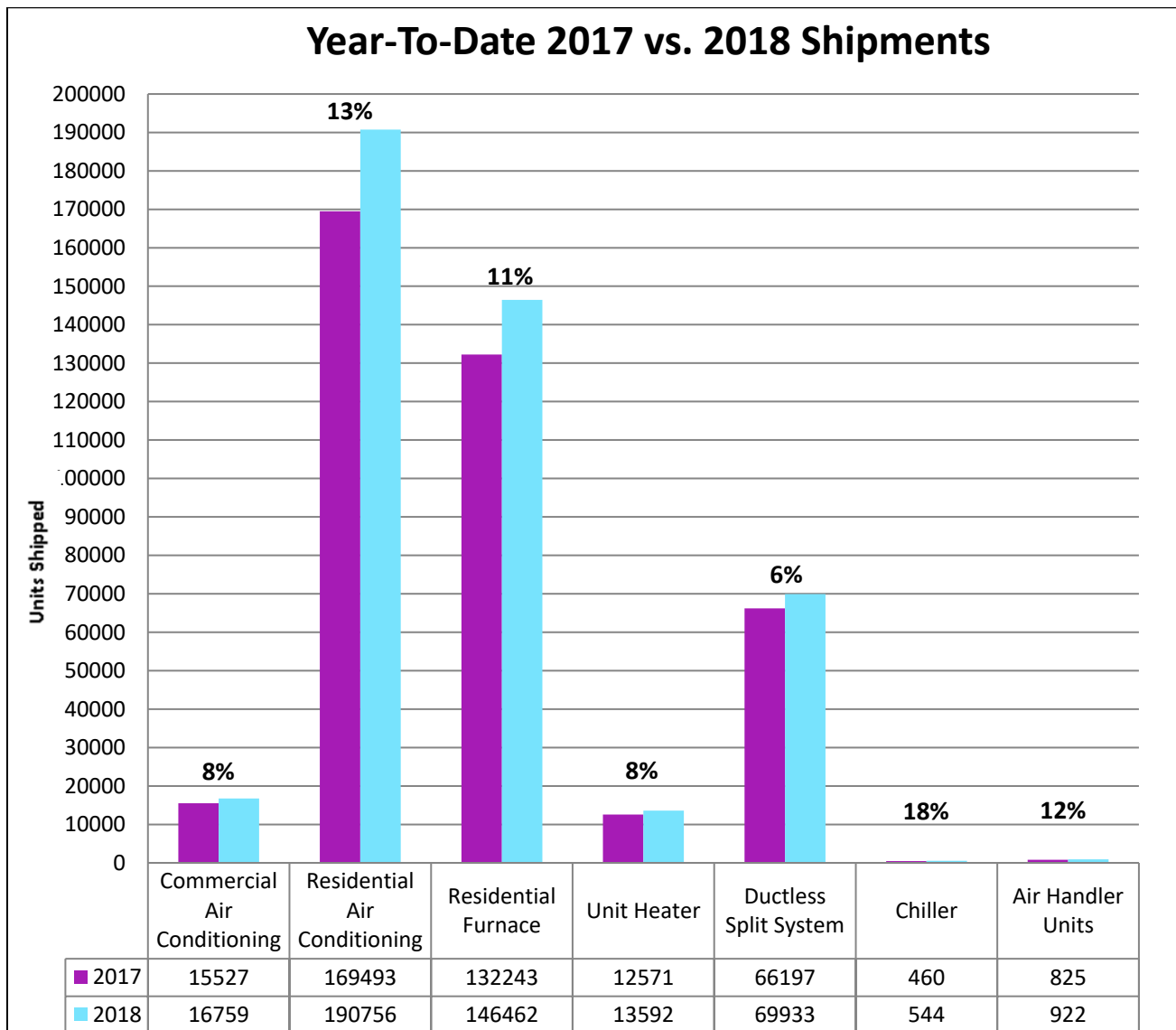


July 30, 2018

All HVACR Product Segments show increase in the 2nd Quarter of 2018

Mississauga, Ontario – All units showed an increase in the number of shipments in the 2nd Quarter of 2018 beginning with Chillers (18%) followed by Residential Air Conditioning (13%), Air Handler Units (12%), Residential Furnaces (11%), Commercial Air Conditioning (8%) followed by Unit Heaters (8%) and Ductless Split Systems (6%).

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				
	2017	2018	%Chg	Quarterly Res. Market Comparison
Residential Air Conditioning	128305	146140	14%	2017 194,946
Residential Furnace	66641	70357	6%	2018 216,497 9.95% Change
Commercial Air Conditioning	8789	9772	11%	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	6316	7195	14%	
Ductless Split System	35203	36178	3%	
Chiller	234	245	5%	
Air Handler Units	414	414	0%	

NOTE: 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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