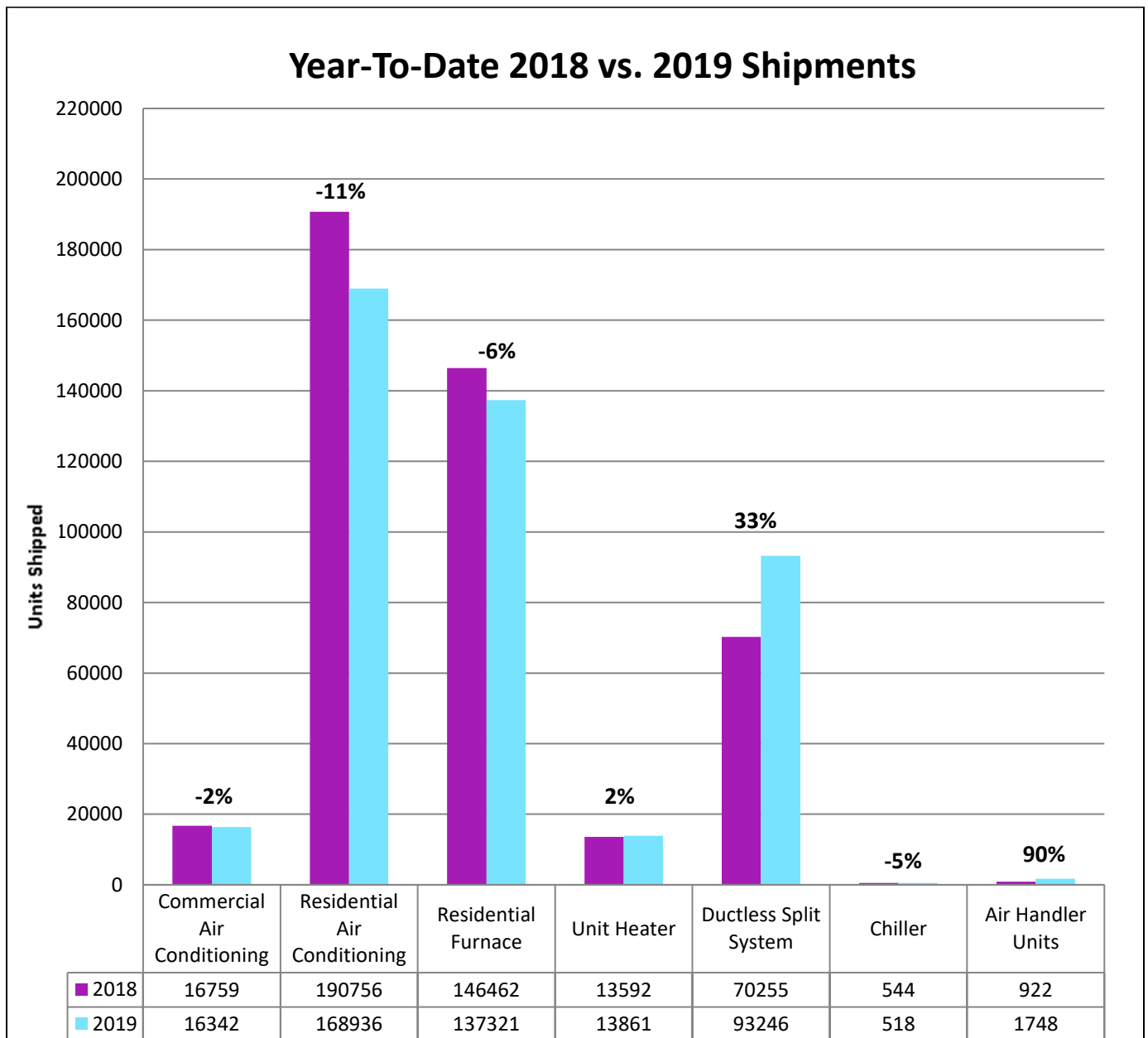


July 23, 2019

## Air Handlers show the largest increase in 2nd Quarter of 2019

Mississauga, Ontario – The largest increases year-to-date at the end of the second quarter of 2019 was that of Air Handlers (90%). Additionally, Ductless Split Systems (33%) and Unit Heaters (2%) showed an increase. Remaining units showed a decrease in the number of shipments beginning with Residential AC (-11%), Residential Furnaces (-6%) Chillers (-5%) and Commercial AC (-2%).

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        |            |            |      |  |
|------------------------------|------------|------------|------|--|
|                              | 2018       | 2019       | %Chg | Quarterly Res. Market Comparison   |
| Residential Air Conditioning | 146140     | 120008     | -18% | 2017 216,497   |
| Residential Furnace          | 70357      | 62181      | -12% | 2018 182,189 <b>-18.83% Change</b>   |
| Commercial Air Conditioning  | 9772       | 9429       | -4%  | 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                  | 7195       | 7280       | 1%   |  |
| Ductless Split System        | 36499      | 56343      | 54%  |  |
| Chiller                      | <b>245</b> | <b>288</b> | 18%  |  |
| Air Handler Units            | <b>414</b> | <b>825</b> | 99%  |  |

**NOTE:** Minor adjustments have been made to the 2018 Year-to-date 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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