

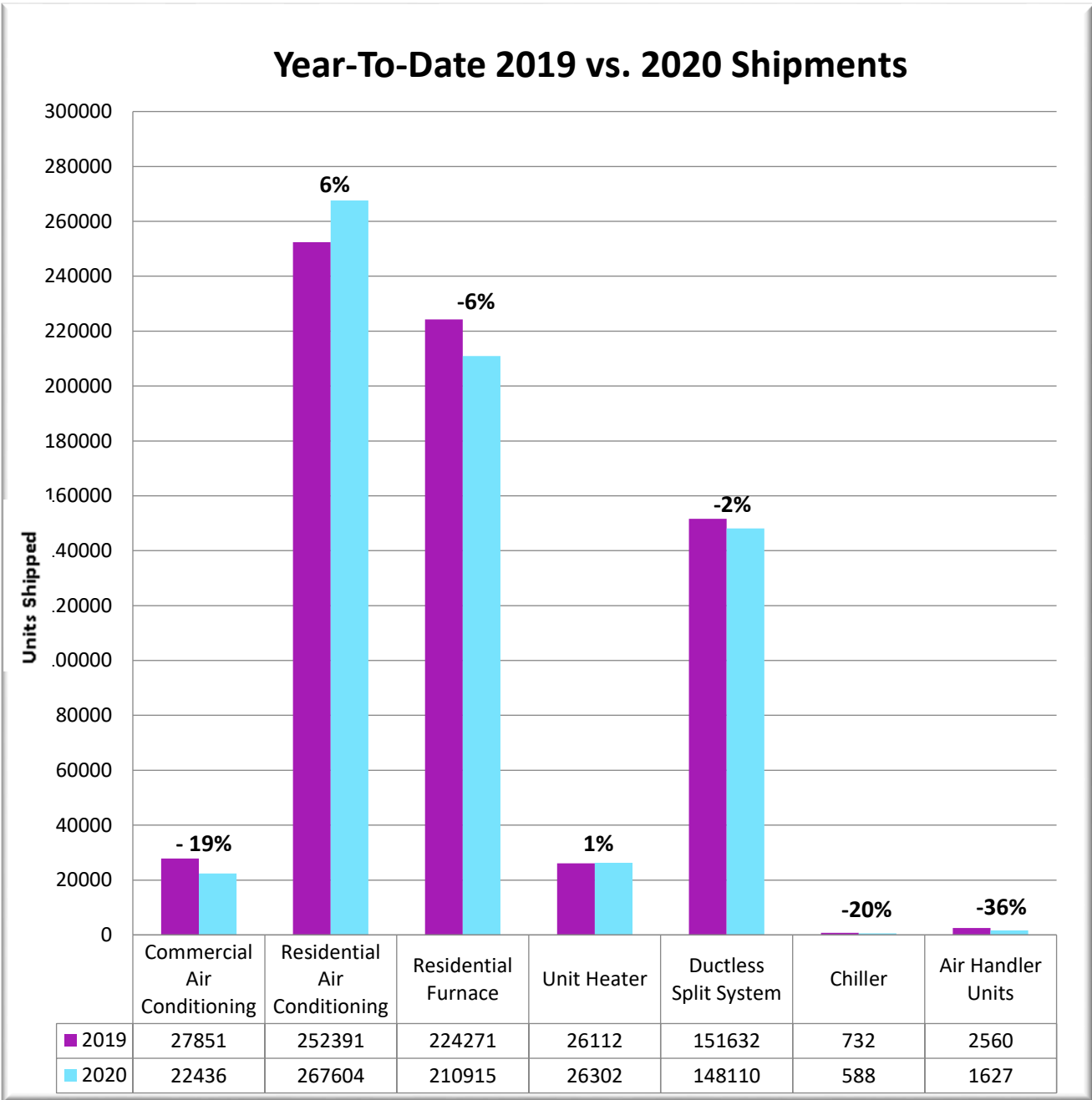


October 22, 2020

**Residential AC and Unit Heaters show increase in 3rd Quarter of 2020**

Mississauga, Ontario – Residential AC (6%) followed by Unit heaters (1%) showed an increase in the number of shipments at the end of 3rd quarter. Remaining units showed a decrease in the number of shipments beginning with Air Handlers (-36%), Chillers (-20%), Commercial AC (-19%), Residential Furnace (-6%), Ductless Split Systems (-2%).

The following chart provides specific data for each product; YTD Canadian shipments for select HVACR equipment ending the 3rd 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.

3rd Quarter Shipments						
	2019	2020	%Chg	Quarterly Res. Market Comparison		
Residential Air Conditioning	83455	114765	38%	2019	171,102	
Residential Furnace	87647	102595	17%	2020	217,360	<b>21.28% Change</b>
Commercial Air Conditioning	11509	10009	-13%	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	12251	14066	15%			
Ductless Split System	57927	65106	12%			
Chiller	<b>214</b>	<b>195</b>	-9%			
Air Handler Units	<b>812</b>	<b>505</b>	-38%			

**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.

For more information contact Caroline Czajko at [cczajko@hrai.ca](mailto:cczajko@hrai.ca) or 905-602-4700 ext. 234.