

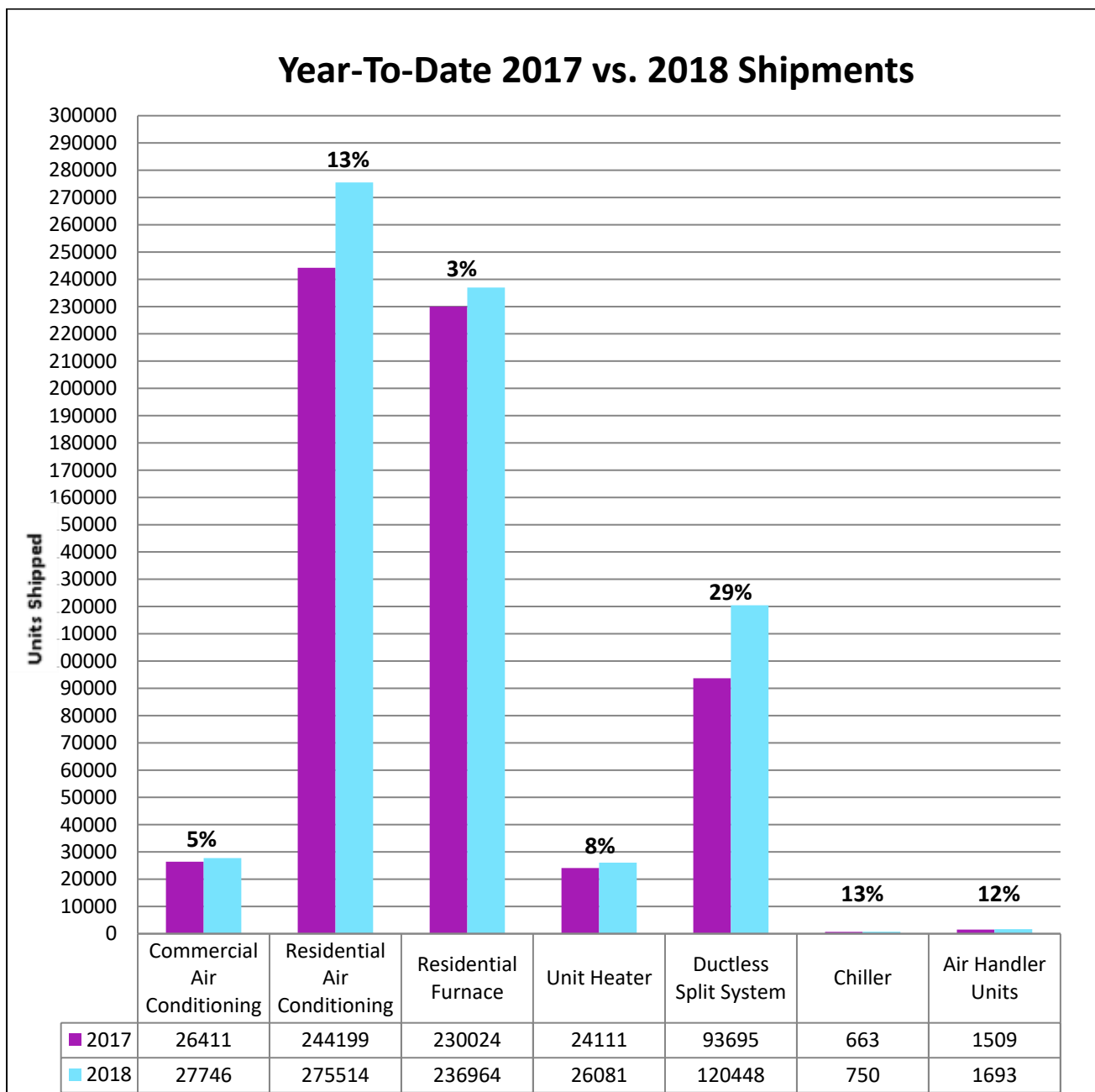


October 19, 2018

## All HVACR Shipments show a year-over year increase in 3<sup>rd</sup> Quarter of 2018

Mississauga, Ontario – Ductless Split Systems (29%), Chillers (13%) and Residential Air Conditioning (13%) showed the largest increases year-to-date at the end of the third quarter of 2018. Additionally, Air Handlers (12%), Unit Heaters (8%) Commercial Air Conditioning (5%) and Residential Furnace (3%) showed an increase.

The following chart provides specific data for each product; YTD Canadian shipments for select HVACR equipment ending the 3<sup>rd</sup> 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				
	2017	2018	%Chg	Quarterly Res. Market Comparison
Residential Air Conditioning	74706	84758	13%	2017 173,108
Residential Furnace	98402	91290	-7%	2018 176,048 <b>1.67% Change</b>
Commercial Air Conditioning	10885	10987	1%	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	11540	12489	8%	
Ductless Split System	27498	50515	84%	
Chiller	<b>203</b>	<b>206</b>	1%	
Air Handler Units	<b>684</b>	<b>771</b>	13%	

**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.

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