

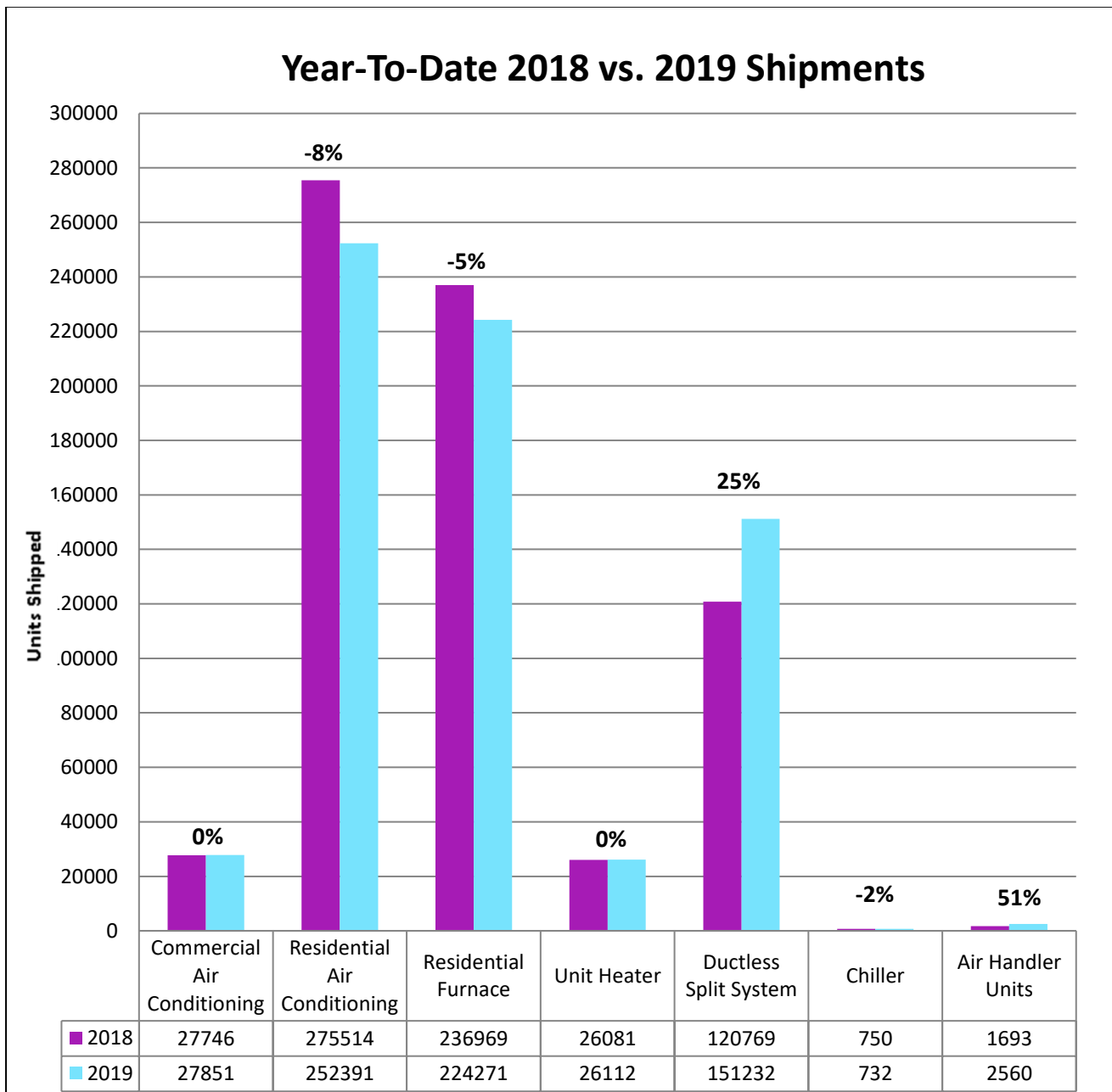


October 22, 2019

## Air Handlers and Ductless Split Systems show the largest increase in 3rd Quarter of 2019

Mississauga, Ontario – Increases were seen in Air Handlers (51%) and Ductless Split Systems (25%), while no change in Unit Heaters (0%) and Commercial AC (0%) in year-to-date of the third quarter of 2019. Remaining units showed a decrease in the number of shipments beginning with Residential AC (-8%), Residential Furnaces (-5%) and Chillers (-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						
	2018	2019	%Chg	Quarterly Res. Market Comparison		
Residential Air Conditioning	84758	83455	-2%	2017	176,051	
Residential Furnace	91293	87647	-4%	2018	171,102	<b>-2.89% Change</b>
Commercial Air Conditioning	10987	11509	5%	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	12489	12251	-2%			
Ductless Split System	50515	57986	15%			
Chiller	<b>206</b>	<b>214</b>	4%			
Air Handler Units	<b>771</b>	<b>812</b>	5%			

**NOTE:** Minor adjustments have been made to the 2018 3<sup>rd</sup> Quarter and Year-to-date for Residential Furnace and 2018 Year-to-date Ductless Split Systems

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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