

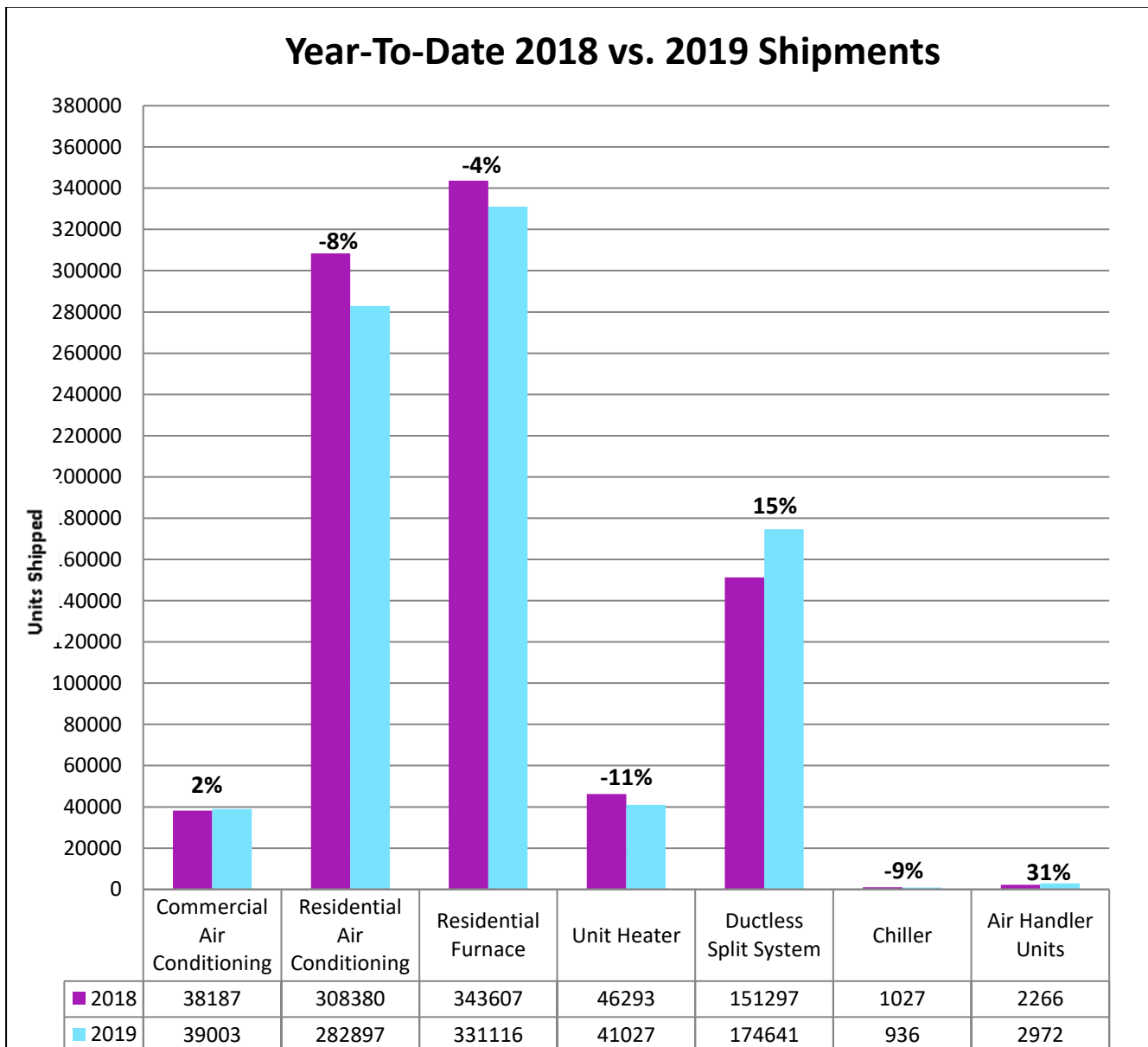


January 24, 2020

Air Handlers and Ductless Split Systems show the largest increase in 4th Quarter of 2019

Mississauga, Ontario – Increases were seen in Air Handlers (31%) and Ductless Split Systems (15%), followed by Commercial AC (2%) in year-to-date of the fourth quarter of 2019. Remaining units showed a decrease in the number of shipments beginning with Unit Heaters (-11%), Chillers (-9%), Residential AC (-8%) and Residential Furnaces (-4%).

The following chart provides specific data for each product; YTD Canadian shipments for select HVACR equipment ending the 4th 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.

4th Quarter Shipments				
	2018	2019	%Chg	Quarterly Res. Market Comparison
Residential Air Conditioning	32865	30506	-7%	2018 139,811
Residential Furnace	106946	107330	0%	2019 137,836 -1.43% Change
Commercial Air Conditioning	10441	11152	7%	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	20212	14914	-26%	
Ductless Split System	30527	25350	-17%	
Chiller	277	204	-26%	
Air Handler Units	573	412	-28%	

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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