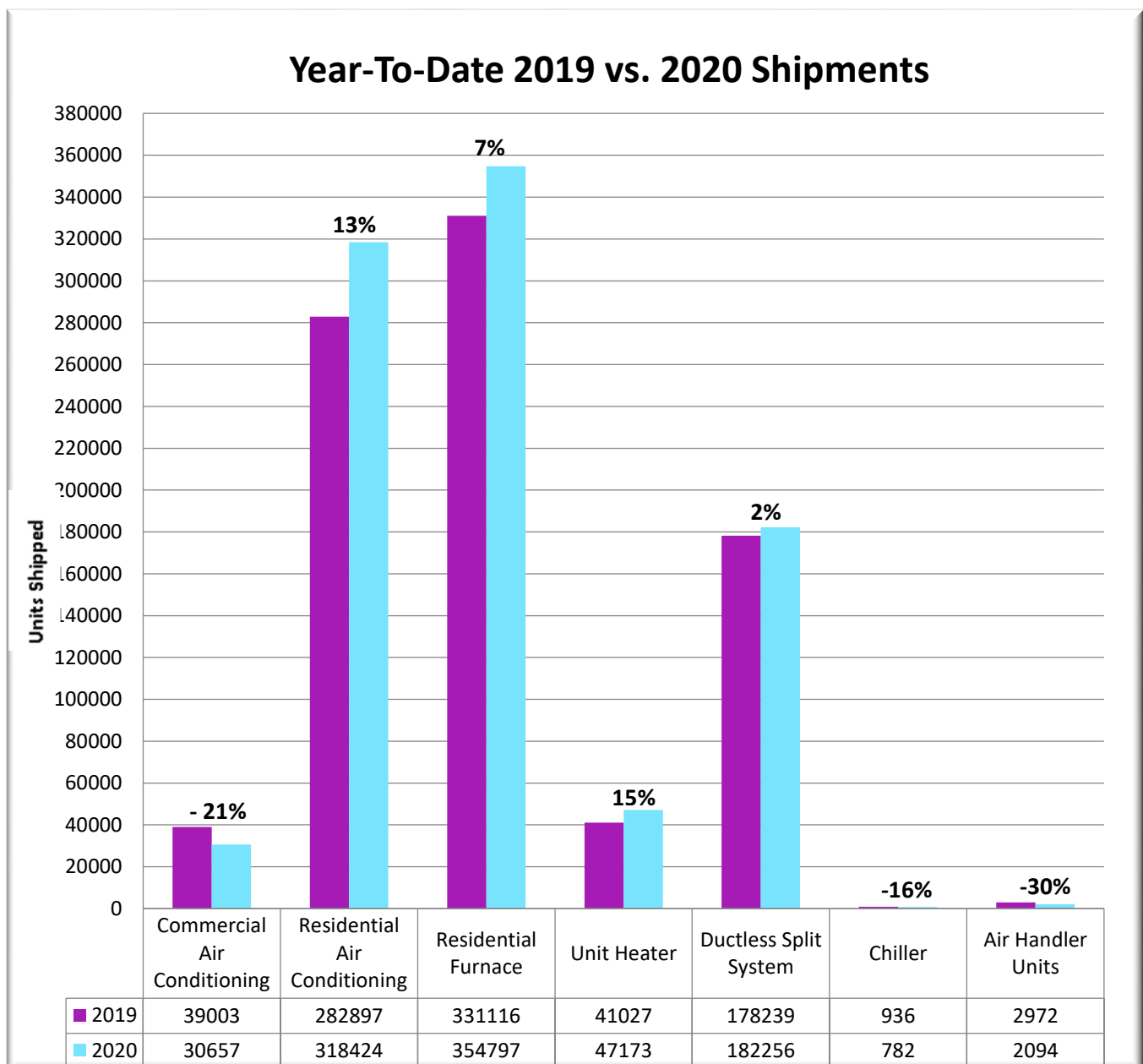


January 27, 2021

Unit Heaters and Residential AC show largest increase in 4th Quarter of 2020

Mississauga, Ontario – Unit Heaters (15%), Residential AC (13%) followed by Residential Furnace (7%) and Ductless Split System (2%) showed an increase in the number of shipments at the end of 4th quarter. Remaining units showed a decrease in the number of shipments beginning with Air Handlers (-30%), Commercial AC (-21%) and Chillers (-16%).

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						
	2019	2020	%Chg	Quarterly Res. Market Comparison		
Residential Air Conditioning	30506	50796	67%	2019	137,836	
Residential Furnace	107330	144250	34%	2020	195,046	29.33% Change
Commercial Air Conditioning	10502	8221	-22%	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	14914	20871	40%			
Ductless Split System	26607	41760	57%			
Chiller	204	194	-5%			
Air Handler Units	412	467	13%			

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.

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