

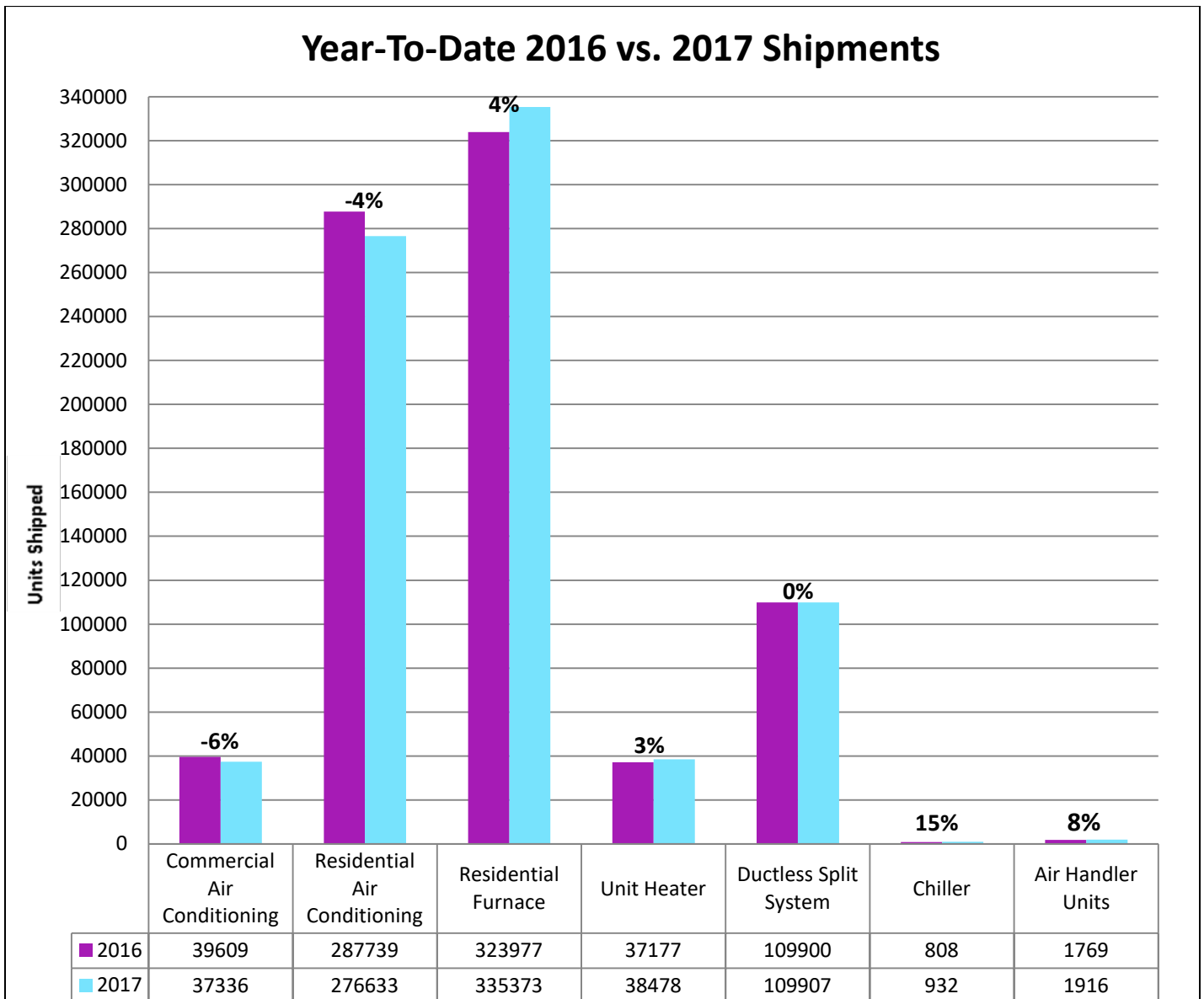


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## Chillers, Air Handlers, Residential Furnaces and Unit Heaters show Increase in the 4th Quarter of 2017

Mississauga, Ontario – Increases were seen in Chillers (15%), Air Handler Units (8%), Residential Furnaces (4%) and Unit Heaters (3%), while no change in Ductless system (0%) in the 4th quarter of 2017. Remaining units showed a decrease in the number of shipments beginning with Commercial Air Conditioning (-6%), followed by Residential Air Conditioning (-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						
	2016	2017	%Chg	Quarterly Res. Market Comparison		
<b>Residential Air Conditioning</b>	39037	32434	-17%	2016	147,832	
<b>Residential Furnace</b>	108795	105719	-3%	2017	138,153	<b>-7.01% Change</b>
<b>Commercial Air Conditioning</b>	11963	10924	-9%	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.		
<b>Unit Heater</b>	15132	14366	-5%			
<b>Ductless Split System</b>	22071	16413	-26%			
<b>Chiller</b>	<b>203</b>	<b>269</b>	33%			
<b>Air Handler Units</b>	<b>374</b>	<b>407</b>	9%			

“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.