

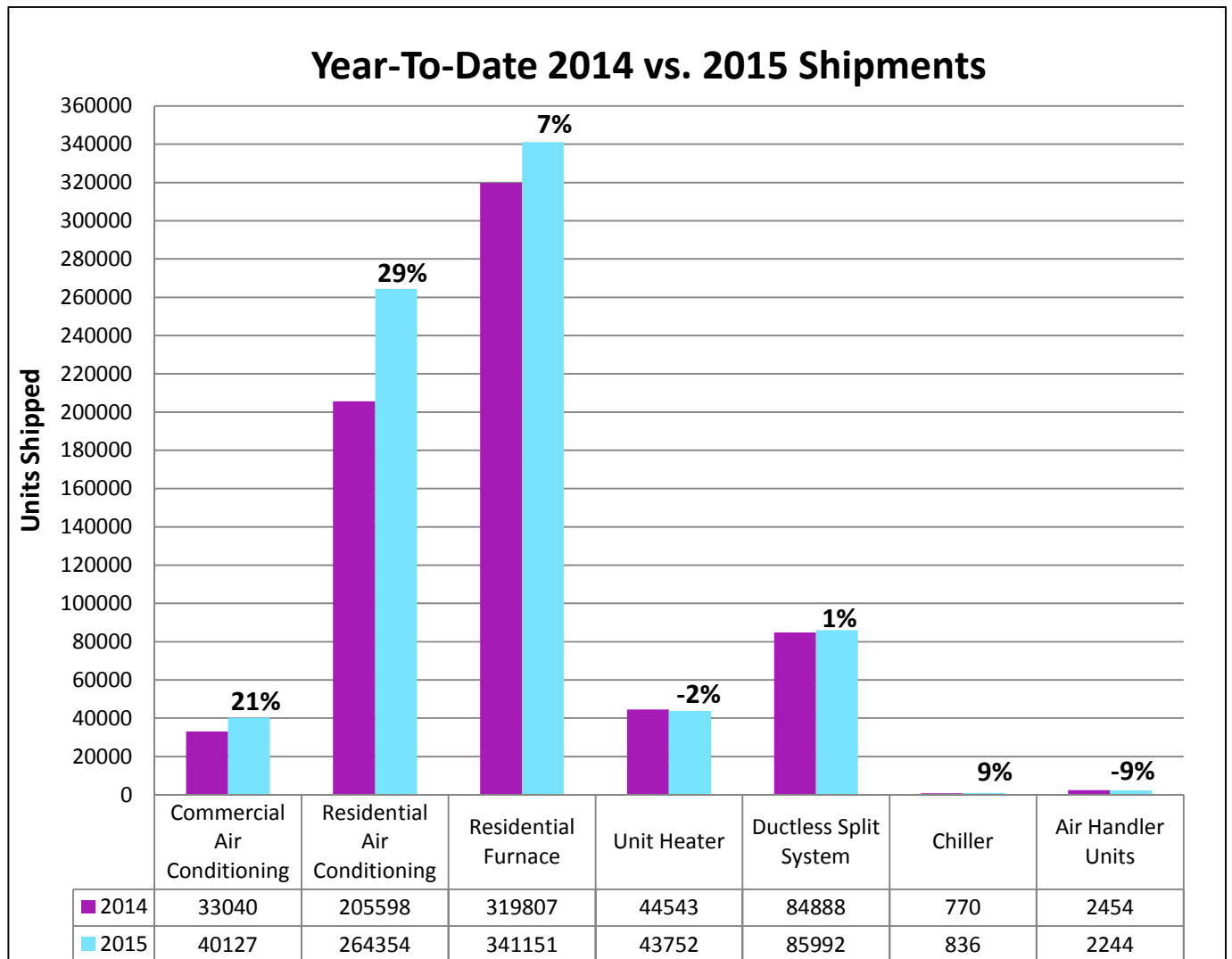


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## Residential Market Showed Greatest Increase in 4<sup>th</sup> Quarter 2015

Mississauga, Ontario – Residential Air Conditioning (29%) and Commercial Air Conditioning (21%) showed the largest increases year-to-date at the end of the fourth quarter of 2015. Additionally, Chillers (9%), Residential Furnaces (7%), and Ductless Split Systems (1%) also showed an increase. While Air Handler Units (- 9%) and Unit Heaters (- 2%) showed a decrease.

The following chart provides specific data for each product; YTD Canadian shipments for select HVACR equipment ending the 4<sup>th</sup> quarter. An expansion factor has been included to compensate for the non-participating portion of the market.



The following chart shows comparative 4<sup>th</sup> quarter Canadian shipments of select HVACR equipment.

4th Quarter Shipments				
	2014	2015	%Chg	Quarterly Res. Market Comparison
<b>Residential Air Conditioning</b>	22782	34411	51%	2014 118,137
<b>Residential Furnace</b>	95355	106846	12%	2015 141,257 <b>16.37% Change</b>
<b>Commercial Air Conditioning</b>	9008	11323	26%	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>	18964	16945	-11%	
<b>Ductless Split System</b>	16334	12414	-24%	
<b>Chiller</b>	162	196	21%	
<b>Air Handler Units</b>	575	506	-12%	

**NOTE:** “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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