

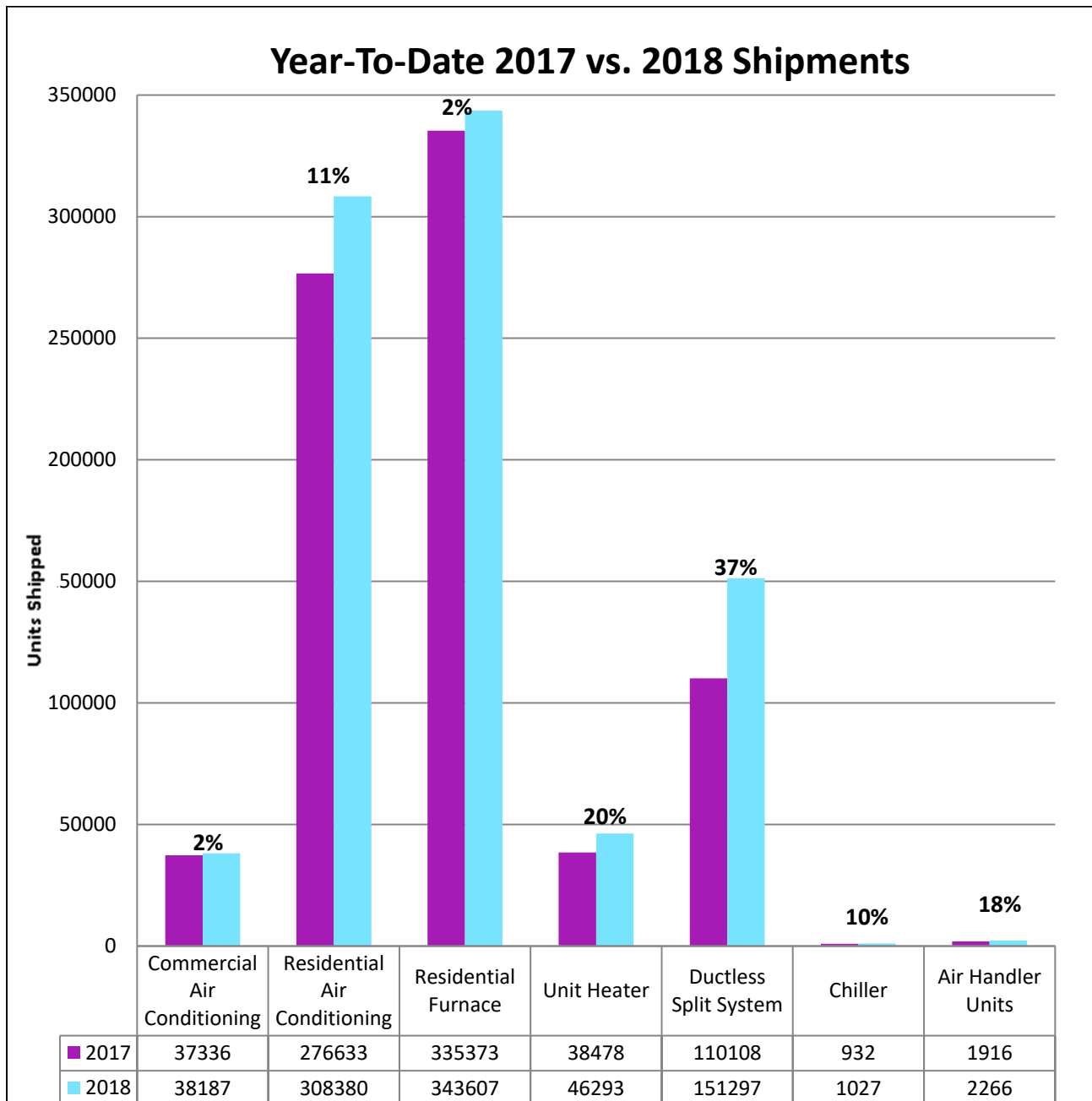


January 30, 2019

Ductless Split Systems and Unit Heaters show the largest increases in 4th Quarter of 2018

Mississauga, Ontario – Ductless Split Systems (37%), Unit Heaters (20%) showed the largest increases year-to-date at the end of the fourth quarter of 2018. Additionally, Air Handler Units (18%), Residential AC (11%), Commercial Air Conditioning (2%) and Residential Furnace (2%) showed an increase.

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				
	2017	2018	%Chg	Quarterly Res. Market Comparison
Residential Air Conditioning	32434	32865	1%	2017 138,153
Residential Furnace	105719	106946	1%	2018 139,811 1.19% Change
Commercial Air Conditioning	10924	10441	-4%	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	14366	20212	41%	
Ductless Split System	16413	30527	86%	
Chiller	269	277	3%	
Air Handler Units	407	573	41%	

NOTE: Minor adjustments have been made to the 2017 Year-to-date for 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.

For more information contact Caroline Czajko at cczajko@hrai.ca or 905-602-4700 ext. 234.