

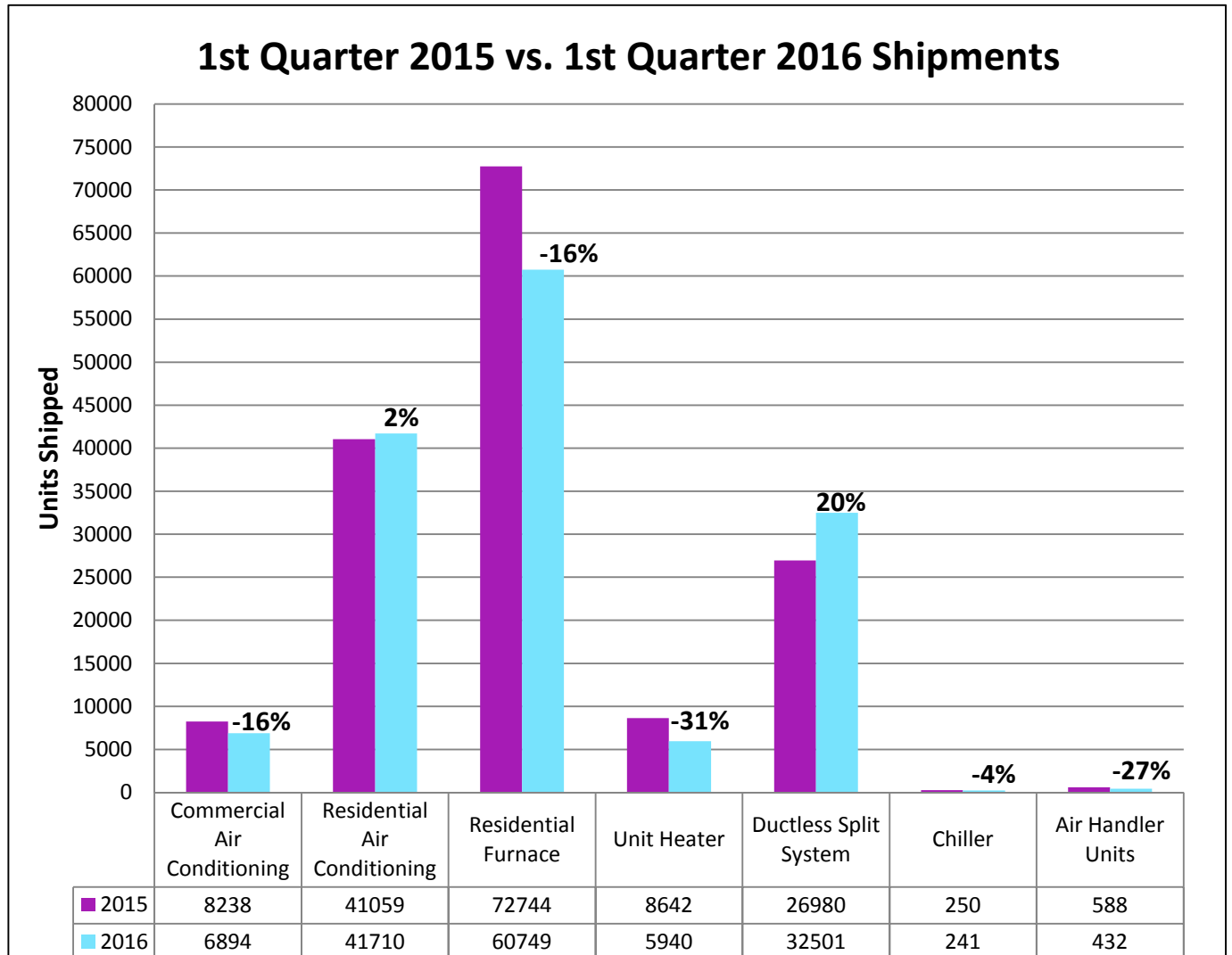


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## Ductless Split Systems & Residential Air Conditioning show Increase in the 1<sup>st</sup> Quarter of 2016

Mississauga, Ontario – Ductless Split Systems (20%) and Residential Air Conditioning (2%) showed increases in the 1<sup>st</sup> quarter of 2016. Remaining units showed a decrease in the number of shipments beginning with Unit Heaters (-31%), and followed by Air Handler Units (-27%), Commercial Air Conditioning (-16%) and Residential Furnaces (-16%), and Chillers (-4%).

The following chart provides specific data for each product; YTD Canadian shipments for select HVACR equipment ending the 1<sup>st</sup> 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.

Quarterly Residential Market Comparison						
	2015	2016	%Chg	Quarterly Res. Market Comparison		
Residential Air Conditioning	41059	41710	2%	2015	113,803	
Residential Furnace	72744	60749	-16%	2016	102,459	<b>-11.07% Change</b>

**NOTES:** “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. Additionally, it should be noted that in 2016 a participant joined the ductless split system category.

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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