

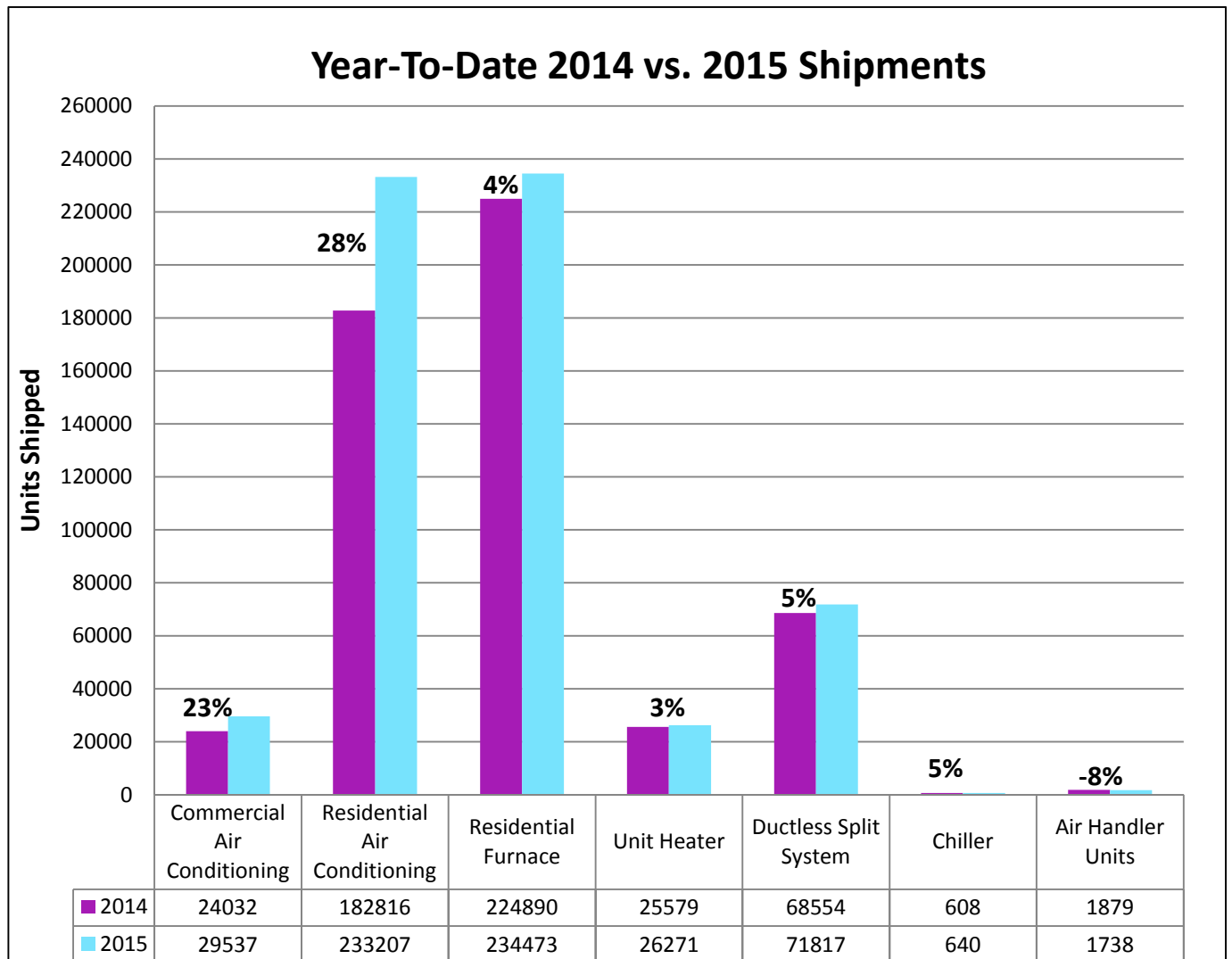


October 21, 2015

### Commercial and Residential A/C show Increase in the 3<sup>rd</sup> Quarter 2015

Mississauga, Ontario – Commercial Air Conditioning (26%) and Residential Air Conditioning (19%) showed the largest increases year-to-date at the end of the second quarter of 2015. Additionally, Chillers (12%), Unit Heaters (8%), Residential Furnaces (7%), and Ductless Split Systems (5%) also showed an increase. Only Air Handler Units showed a decrease at - 9%.

The following chart provides specific data for each product; YTD Canadian shipments for select HVACR equipment ending the 2<sup>nd</sup> quarter. An expansion factor has been included to compensate for the non-participating portion of the market.



The following chart shows comparative 3<sup>rd</sup> quarter Canadian shipments of select HVACR equipment.

3rd Quarter Shipments				
	2014	2015	%Chg	Quarterly Res. Market Comparison
Residential Air Conditioner	49390	70670	43%	2014 145,358
Residential Furnace	95968	96569	1%	2015 167,240 <b>13.08% Change</b>
Commercial Air Conditioner	9738	10829	11%	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	10731	10735	0%	
Ductless Split System	20810	21576	4%	
Chiller	195	179	-8%	
Air Handler Units	733	700	-5%	

**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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