

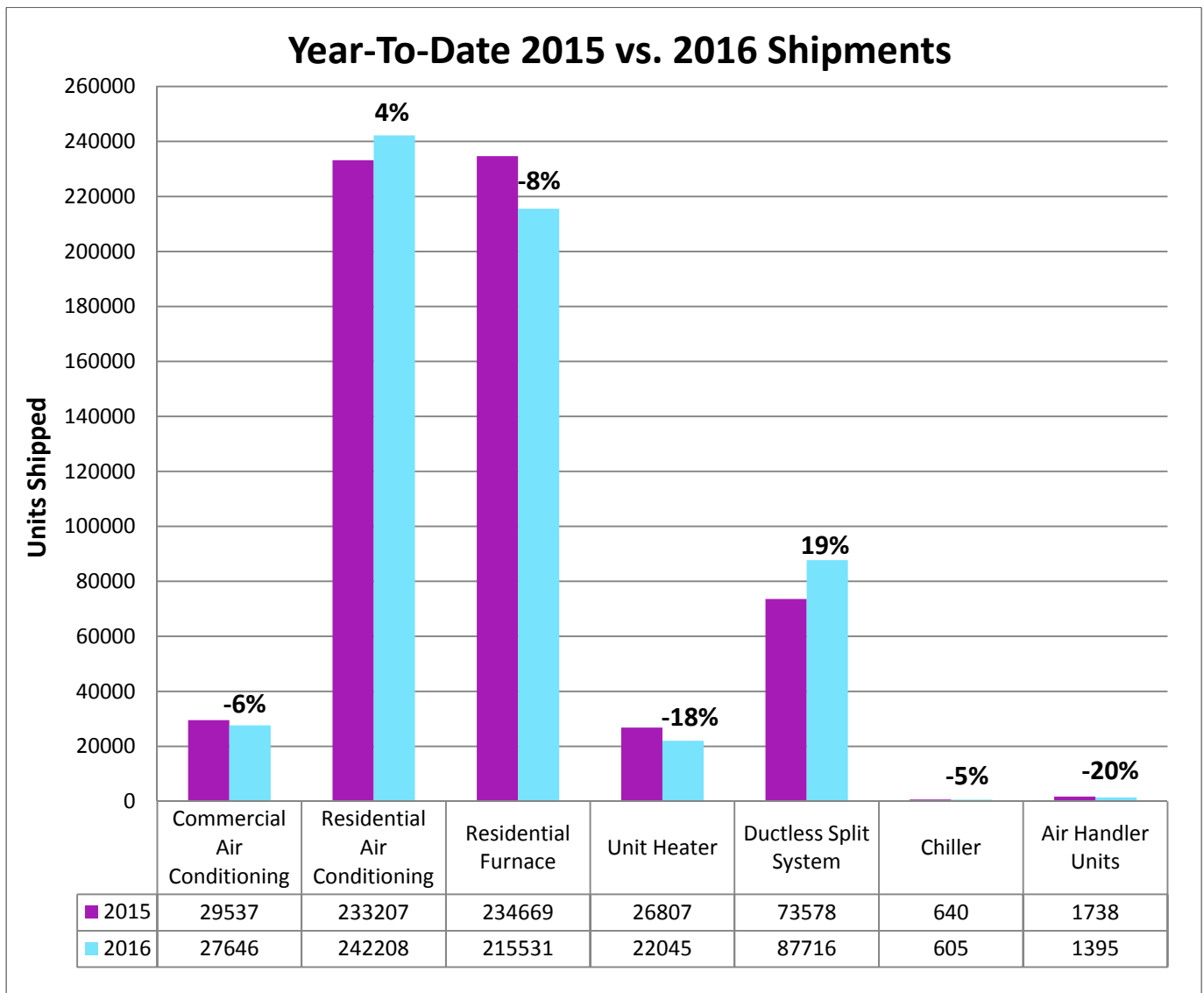


October 26, 2016

### Ductless Split Systems and Residential A/C show Increase in the 3rd Quarter 2016

Mississauga, Ontario – Ductless Split Systems (19%) and Residential Air Conditioning (4%) showed year-to-date increases in shipments at the end of the third quarter of 2016. Whereas the following products showed a decrease in shipments: Air Handler Units (-20%), Unit Heaters (-18%), Residential Furnaces (-8%), Commercial Air Conditioning (-6%) and Chillers (-5%).

The following chart provides specific data for each product; YTD Canadian shipments for select HVACR equipment ending the 3rd quarter. An expansion factor has been included to compensate for the non-participating portion of the market.



The following chart shows comparative 3rd quarter Canadian shipments of select HVACR equipment.

3rd Quarter Shipments						
	2015	2016	%Chg	Quarterly Res. Market Comparison		
Residential Air Conditioning	70670	71549	1%	2015	167,436	
Residential Furnace	96765	95103	-2%	2016	166,652	<b>-0.47% Change</b>
Commercial Air Conditioning	10470	10709	2%	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	10735	10826	1%			
Ductless Split System	21912	26740	22%			
Chiller	179	188	5%			
Air Handler Units	700	524	-25%			

**NOTES:** Minor adjustments have been made to 3rd quarter 2015 and 2016 and year-to-date 2015 and 2016 Ductless Split System, Residential Furnaces, and Unit Heater shipment totals. Additionally, it should be noted that in 2016 a participant joined the ductless split system category.

“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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