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January 12, 2018

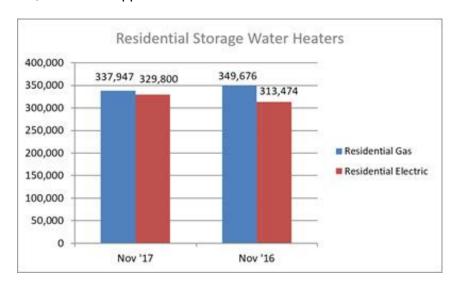
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AHRI Releases November 2017 U.S. Heating and Cooling Equipment Shipment Data

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for November 2017 decreased 3.4 percent, to 337,947 units, down from 349,676 units shipped in November 2016. Residential electric storage water heater shipments increased 5.2 percent in November 2017, to 329,800 units, up from 313,474 units shipped in November 2016.

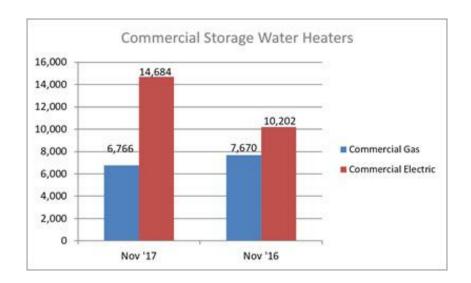


Year-to-date U.S. shipments of residential gas storage water heaters increased 3.9 percent, to 3,971,350, compared to 3,821,921 shipped during that same period in 2016. Residential electric storage water heater shipments increased 5.0 percent year-to-date, to 3,772,893 units, compared to 3,592,682 shipped during the same period in 2016.

| Year-to-Date | | | |
|------------------------------|-------------|-------------|-------|
| Storage Water Heaters | Nov '17 YTD | Nov '16 YTD | %CHG. |
| Residential Storage Gas | 3,971,350 | 3,821,921 | +3.9 |
| Residential Storage Electric | 3,772,893 | 3,592,682 | +5.0 |

Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased 11.8 percent in November 2017, to 6,766 units, down from 7,670 units shipped in November 2016. Commercial electric storage water heater shipments increased 43.9 percent in November 2017, to 14,684 units, up from 10,202 units shipped in November 2016.

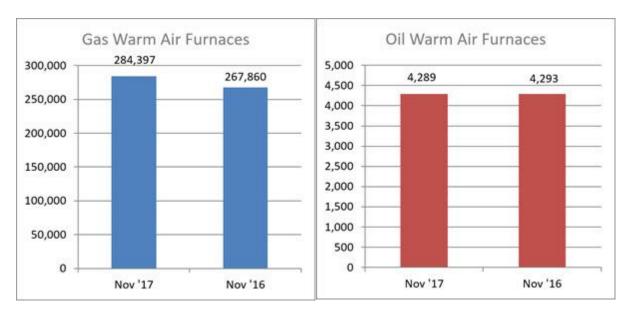


Year-to-date U.S. shipments of commercial gas storage water heaters decreased 4.9 percent, to 85,121 units, compared with 89,507 units shipped during the same period in 2016. Year-to-date commercial electric storage water heater shipments increased 23.8 percent, to 138,914 units, up from 112,229 units shipped during the same period in 2016.

| Year-to-Date | | | |
|-----------------------------|-------------|-------------|-------|
| | Nov '17 YTD | Nov '16 YTD | %Chg. |
| Commercial Storage Gas | 85,121 | 89,507 | -4.9 |
| Commercial Storage Electric | 138,914 | 112,229 | +23.8 |

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for November 2017 increased 6.2 percent, to 284,397 units, up from 267,860 units shipped in November 2016. Oil warm air furnace shipments decreased 0.1 percent, to 4,289 units in November 2017, down from 4,293 units shipped in November 2016.

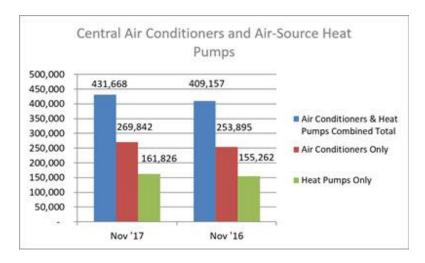


Year-to-date U.S. shipments of gas warm air furnaces increased 6.9 percent, to 2,823,080 units, compared with 2,639,877 units shipped during the same period in 2016. Year-to-date U.S. shipments of oil warm air furnaces increased 0.9 percent, to 32,538 units, compared with 32,233 units shipped during the same period in 2016.

| Year-to-Date | | | |
|-----------------------|-------------|-------------|--------|
| | Nov '17 YTD | Nov '16 YTD | % Chg. |
| Gas Warm Air Furnaces | 2,823,080 | 2,639,877 | +6.9 |
| Oil Warm Air Furnaces | 32,538 | 32,233 | +0.9 |

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 431,668 units in November 2017, up 5.5 percent from 409,157 units shipped in November 2016. U.S. shipments of air conditioners increased 6.3 percent, to 269,842 units, up from 253,895 units shipped in November 2016. U.S. shipments of air-source heat pumps increased 4.2 percent, to 161,826 units, up from 155,262 units shipped in November 2016.



Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 6.5 percent, to 7,332,033, up from 6,885,504 units shipped in November 2016. Year-to-date shipments of central air conditioners increased 5.9 percent, to 4,891,764 units, up from 4,619,585 units shipped during the same period in 2016. The year-to-date total for heat pump shipments increased 7.7 percent, to 2,440,269, up from 2,265,919 units shipped during the same period in 2016.

| Year-to-Date | | | |
|-------------------------------|-------------|-------------|--------|
| | Nov '17 YTD | Nov '16 YTD | % Chg. |
| Air Conditioners & Heat Pumps | 7,332,033 | 6,885,504 | +6.5 |
| Air Conditioners Only | 4,891,764 | 4,619,585 | +5.9 |
| Heat Pumps Only | 2,440,269 | 2,265,919 | +7.7 |

U.S. Manufacturers' Shipments of Central Air Conditioners and Air-Source Heat Pumps

| Month | | YTD | | | |
|-----------------------------------|---------|-----------------------|-----------------------------------|-----------|-----------------------|
| Size Description (000) BTUH | Total | % Change from 2016 | Size Description (000) BTUH | Total | % Change from 2016 |
| Under 16.5 | 12,500 | -8 | Under 16.5 | 210,680 | +6 |
| 16.5-21.9 | 51,504 | 0 | 16.5-21.9 | 889,330 | +12 |
| 22-26.9 | 77,141 | +4 | 22-26.9 | 1,339,869 | +7 |
| 27-32.9 | 64,435 | +10 | 27-32.9 | 1,097,298 | +6 |
| 33-38.9 | 86,100 | +7 | 33-38.9 | 1,476,041 | +5 |
| 39-43.9 | 31,842 | +6 | 39-43.9 | 550,492 | +4 |
| 44-53.9 | 46,225 | +7 | 44-53.9 | 807,872 | +5 |
| 54-64.9 | 38,960 | +3 | 54-64.9 | 670,569 | +4 |
| 65-96.9 | 8,185 | +5 | 65-96.9 | 103,037 | +2 |
| 97-134.9 | 6,037 | +12 | 97-134.9 | 79,708 | +7 |
| 135-184.9 | 4,426 | +16 | 135-184.9 | 53,700 | +9 |
| 185-249.9 | 1,735 | +11 | 185-249.9 | 23,083 | +10 |
| 250-319.9 | 1,182 | +14 | 250-319.9 | 15,002 | +15 |
| 320-379.9 | 343 | +10 | 320-379.9 | 3,934 | +7 |
| 380-539.9 | 325 | +12 | 380-539.9 | 4,331 | +21 |
| 540-639.9 | 286 | +44 | 540-639.9 | 3,043 | +20 |
| 640-799.9 | 125 | +100 | 640 & Over | 1,368 | +100 |
| 800.0-899.9 | 89 | +100 | 800.0-899.9 | 675 | +100 |
| 900.0-999.9 | 63 | +100 | 900.0-999.9 | 662 | +100 |
| 1,000.0-1,199.9 | 62 | +100 | 1,000.0-1,199.9 | 460 | +100 |
| 1,200.0 & Over | 103 | +100 | 1,200.0 & Over | 879 | +100 |
| TOTAL | 431,668 | +5 | TOTAL | 7,332,033 | +6 |

BTUHs of 64.9 and below are for residential units; 65.0 and above for commercial.

NOTE: A shipment is defined as when a unit transfers ownership; a consignment is not a transfer of ownership. Industry data is aggregated from the information supplied by AHRI member companies that participate in the statistics program and can be subject to revision. Published year-to-date data is inclusive of all revisions. No other AHRI data (e.g., by state or region) is available to the general public other than that published. AHRI does not conduct any market forecasting and is not qualified to discuss market trends. For previous monthly shipment releases and historical data, please see http://www.ahrinet.org/statistics.

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About AHRI

The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) is the trade association representing manufacturers of air conditioning, heating, and commercial refrigeration, and water heating equipment. An internationally recognized advocate for the industry, AHRI develops standards for and certifies the performance of many of these products. AHRI's 300+ member companies manufacture quality, efficient, and innovative residential and commercial air conditioning, space heating, water heating, and commercial refrigeration equipment and components for sale in North America and around the world.