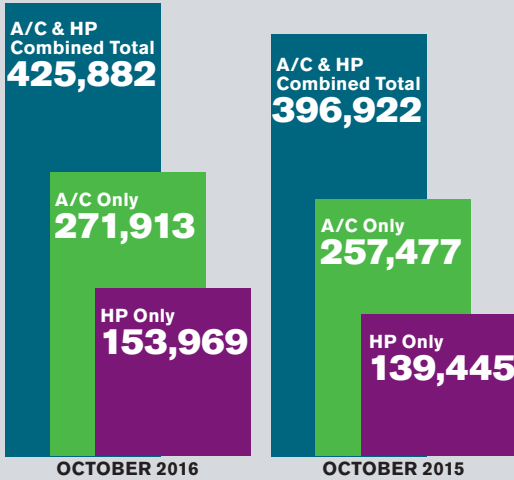


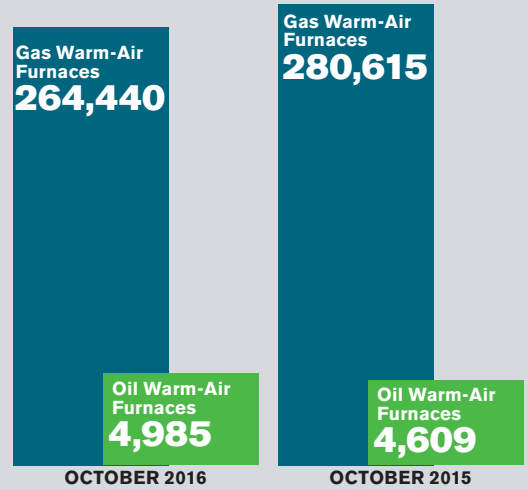
CENTRAL A/C AND AIR-SOURCE HEAT PUMPS

U.S. shipments of central air conditioners and air-source heat pumps totaled 425,882 units in October 2016, up 7.3 percent from 396,922 units shipped in October 2015. U.S. shipments of air conditioners increased 5.6 percent to 271,913 units, up from 257,477 units shipped in October 2015. U.S. shipments of air-source heat pumps increased 10.4 percent to 153,969 units, up from 139,445 units shipped in October 2015.



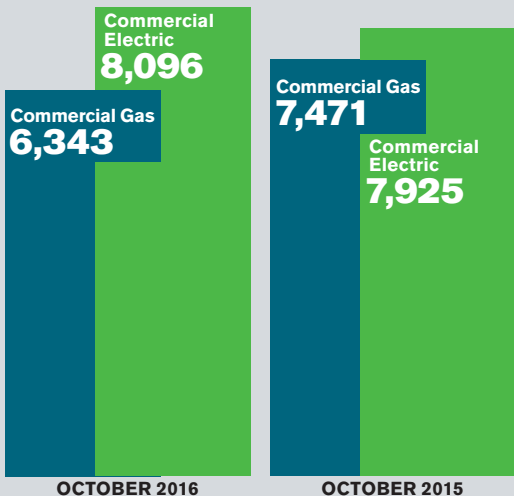
SHIPMENTS STATUS OF WARM-AIR FURNACES

U.S. shipments of gas warm air furnaces for October 2016 decreased 5.8 percent to 264,440 units, down from 280,615 units shipped in October 2015. Oil warm air furnace shipments increased 8.2 percent to 4,985 units in October 2016, up from 4,609 units shipped in October 2015.



COMMERCIAL STORAGE WATER HEATERS

Commercial gas storage water heater shipments decreased 15.1 percent in October 2016 to 6,343 units, down from 7,471 units shipped in October 2015. Commercial electric storage water heater shipments increased 2.2 percent in October 2016 to 8,096 units, up from 7,925 units shipped in October 2015.



RESIDENTIAL STORAGE WATER HEATERS

U.S. shipments of residential gas storage water heaters for October 2016 decreased 1.9 percent to 298,405 units, down from 304,156 units shipped in October 2015. Residential electric storage water heater shipments decreased 4.3 percent in October 2016 to 289,068 units, down from 302,199 units.

