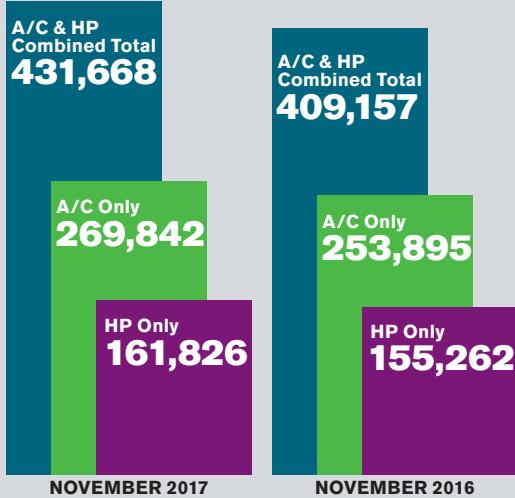


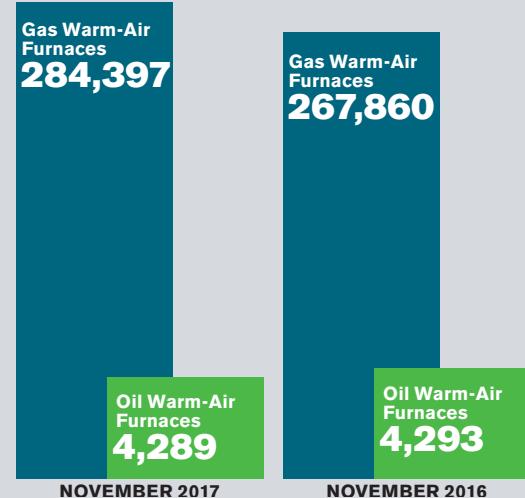
CENTRAL A/C AND AIR-SOURCE HEAT PUMPS

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.



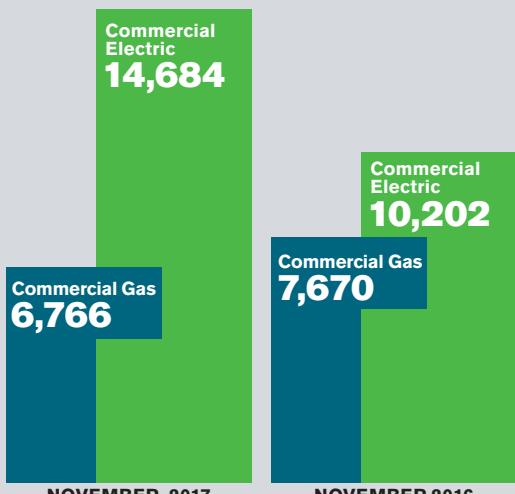
GAS AND OIL WARM-AIR FURNACES

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.



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.



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.

