



HVACR Manufacturers and Industry Professionals Report a Strong Economy Heading into the 2020 AHR Expo

Of 1,418 total respondents (both attendees and exhibitors)...

79%

reported that 2020 prospects for business are expected to be good or excellent

75%

expect business to increase



25%

expect business to increase more than 10%

Looking back, how did 2018 sales prospects compare to 2019?

70%

reported at least 10% growth

34%

reported significantly more than 10% growth

Top three 2020 market segments with a good or excellent outlook →



72% Light Commercial



67% Hospital & Health Industries



64% Residential

Others include:

- Data and Telecom Centers
- Heavy Commercial
- Schools
- Non-School Institutional
- Office Buildings
- Lodging
- Manufacturing/Industrial
- Restaurants/Hospitality
- Laboratories/Cleanrooms
- International Market

? What market segments have the best prospects for 2020?



72% Maintenance/Replacement



67% Retrofit/Renovation



64% New Construction

? How do customers allocate importance when choosing products?

#1 Reliability was voted the most important consideration by both attendees and exhibitors

Attendees

2. First Costs
3. Comfort
4. Energy Efficiency
5. Maintenance
6. Indoor Air Quality
7. Sustainability

Exhibitors

2. Energy Efficiency
3. Indoor Air Quality
4. First Costs
5. Maintenance
6. Comfort
7. Sustainability

? What's on the radar for 2020?* Opportunities, Issues and Concerns

- Tariffs
- Energy efficiency & DOE regulations
- Low GWP refrigerants and R22 phase out
- Growth of data centers
- Regulatory compliance and new standards
- Lack of skilled workforce and opportunities to grow the trades
- Automation and self-diagnostic controls
- Energy considerations
- Modularization
- Deregulation and implications to competition
- Growth of big box retailers
- Global market
- Short-term implications of a trade war
- Consolidation of manufacturers
- SEER regulations
- IoT, IIoT and system protocols
- Digitalization
- Outcome of the 2020 Election and resulting economy
- Indoor Air Quality and consumer considerations
- New Technologies – VRF, mini-splits, geothermal, tankless, VRV, green initiatives, etc.

*Responses were open-ended.