

# 2017 HVAC Market Report

Prepared for: New York State Energy Research and Development Authority

Issued: July 11, 2018

# **HVAC Market Share by Efficiency and Capacity**

## **January 1, 2017 - December 31, 2017**

This report is based on sales data reported to D+R International by HARDI members participating in the Unitary HVAC Market Report.

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**Prepared for:** NYSERDA

**Data Timeframe:** January 1, 2017 - December 31, 2017

**Custom Region:** NY and Northeastern, excluding NY

**Notes:** Q denotes areas where there was insufficient data to release a number or develop market estimates.

## Introduction

Heating, Air-conditioning & Distributors International (HARDI) and D+R International have been partnering since 2012. Distributor members of HARDI send their monthly sales data to D+R. In turn, D+R prepares quarterly updates of the HVAC markets for each participating distributor member.

## Estimation Methodology

The annual market size estimates are based on a stock-replacement model, developed by D+R using existing HVAC equipment stock data from the Energy Information Administration's 2009 Residential Energy Consumption Survey. D+R estimated equipment sales by dividing the total stock by average lifetimes of equipment to determine the number of probable replacements in a given year. HVAC equipment in new housing was estimated from U.S. Census data. D+R also developed a heat pump adjustment factor to account for heat pumps replacing some air conditioners, particularly in the cooling-dominated regions.

While this model drives the baseline market size, all other reporting metrics are based on the HARDI distributor data. These include:

- market growth
- efficiency distribution
- ducted/ductless percentage (within ASHPs and ACs)
- refrigerant type

Collected sales information always includes the distributor, branch location, model number, ZIP code shipped from, sales date, and quantity. D+R matches the model number to manufacturer specifications to determine values included in this report.

## Definitions

This section is an overview of what equipment and metrics D+R tracks and how D+R classifies them.

**N-Value:** Sample size (total number of units) used in the analysis based on data collected from distributors.

**Estimated Unit Sales:** Estimate number of units sold based on N-value and market size estimates model (described in estimation methodology).

## Products

**Air Conditioner:** Split and packaged, single fuel air conditioning systems that have a SEER rating.

- Includes: split system AC, packaged AC
- Excludes: room air conditioners, dual fuel packaged units, package terminal air-conditioners

**Air-Source Heat Pumps:** Split and packaged, single fuel heat pump systems that have a SEER rating.

- Includes: split system ASHP, packaged ASHP
- Excludes: reverse cycle room air conditioners, dual fuel packaged units, package terminal air-source heat pumps, ground-source heat pumps

**Furnaces:** All ducted fossil fuel, single fuel furnaces that have an AFUE rating.

- Includes: split system ASHP, packaged ASHP
- Excludes: reverse cycle room air conditioners, dual fuel packaged units, package terminal air-source heat pumps, ground-source heat pumps

**Boilers:** All natural gas and fuel oil boilers that have an AFUE rating.

- Excludes: Water furnaces or other systems that contain an air-handler

**Ducted:** ACs and ASHPs (as defined above) that have ducting.

**Ductless:** Split system ACs and ASHPs (as defined above) that do not have ducts but do have an indoor air handler(s). These products often have inverter driven, variable speed compressors and are referred to as ductless mini-splits.

**Ground Source Heat Pumps (GSHP):** Split and packaged, single fuel air conditioning systems that use the ground (as opposed to the air) as a heat transfer mechanism.

- Includes: split system GSHP, packaged GSHP
- Excludes: All room type air conditioners, ASHPs of all kinds

## Metrics

**SEER (nominal):** Nominal Seasonal Energy Efficiency Ratio of the outdoor condensing unit.

**HSPF:** Heating Season Performance Factor. In the case of split systems, the “lowest matched pair” value is reported.

**EER:** Energy Efficiency Ratio. In the case of split systems, the “lowest matched pair” value is reported.

**AFUE:** Annualized Fuel Utilization Efficiency of the equipment.

**Capacity (nominal):** Nominal heating or cooling capacity for the piece of equipment. For air conditioners, ground source heat pumps, and air source heat pumps, this is the capacity of the equipment to the closest half ton increment. For furnaces and boilers, this is the manufacturer specified input capacity.

#### Notes on data coverage

- D+R International does not make any distinctions between residential and commercial sales of HVAC systems/products. D+R International only aggregates and publishes distributor data. D+R International does not track the type of consumer that distributors sell to.
- HARDI includes data collected from NYC and Long Island in the HARDI Mid-Atlantic region, while the rest of NY State is covered under the HARDI Northeast region. NYSERDA incorporates all of NYS into its NY data. This may lead to differences and discrepancies between NYSERDA reports and HARDI data.

The NE region defined by NYSERDA (does not contain NYS) is to be included for comparison purposes.

- In some circumstances, metrics like AFUE, HSPF, fuel type, and EER could not be assigned due to insufficient submitted information. In these cases, D+R has excluded these units from the analysis and as a result, the total estimates for tables using these metrics will not sum to the total estimates for the entire category. When viewing the underlying data formatted for Open New York, these data with missing values can be viewed as having a value of “NA”. In no case did missing values from any metric exceed 5% of the total sample pool for the category.

#### Suggested Citation

- D+R International. 2018. 2017 HVAC Market Report, prepared for the New York State Energy Research and Development Authority.

<b>Air Conditioners</b>		
	<u>Northeastern</u>	<u>NY</u>
N-value	24,894	22,512

<b>Air Conditioners - Percentage of Sales by Nominal SEER</b>		
<u>SEER</u>	<u>Northeastern</u>	<u>NY</u>
13.00 - 13.99	53.5%	59.6%
14.00 - 14.99	19.8%	9.8%
15.00 - 15.99	0.9%	11.5%
16.00 - 16.99	19.3%	13.7%
17.00 - 17.99	4.0%	1.7%
18.00 - 18.99	0.2%	0.6%
19.00 - 19.99	1.7%	0.3%
20.00 - 20.99	0.2%	1.0%
21.00 - 21.99	0.4%	0.8%
22.00 - 22.99	0.0%	0.0%
23.00 - 23.99	0.0%	0.6%
24.00 - 24.99	0.0%	0.5%
25.00 - 25.99	0.0%	0.0%
>= 26.00	0.0%	0.0%
<b>Est. Unit Sales</b>	<b>95,149</b>	<b>128,387</b>

<b>Air Conditioners, Ducted - Percentage of Sales by Nominal SEER</b>		
<u>SEER</u>	<u>Northeastern</u>	<u>NY</u>
13.00 - 13.99	54.1%	62.2%
14.00 - 14.99	20.0%	10.1%
15.00 - 15.99	0.8%	11.7%
16.00 - 16.99	19.4%	14.2%
17.00 - 17.99	3.4%	1.6%
18.00 - 18.99	0.2%	0.0%
19.00 - 19.99	1.7%	0.1%
20.00 - 20.99	0.2%	0.0%
21.00 - 21.99	0.2%	0.1%
22.00 - 22.99	0.0%	0.0%
23.00 - 23.99	0.0%	0.0%
24.00 - 24.99	0.0%	0.0%
25.00 - 25.99	0.0%	0.0%
>= 26.00	0.0%	0.0%
<b>Est. Unit Sales</b>	<b>93,987</b>	<b>122,610</b>

<b>Air Conditioners, Ductless - Percentage of Sales by Nominal SEER</b>		
<u>SEER</u>	<u>Northeastern</u>	<u>NY</u>
13.00 - 13.99	0.7%	3.8%
14.00 - 14.99	4.9%	3.8%
15.00 - 15.99	6.9%	8.9%
16.00 - 16.99	10.5%	3.1%
17.00 - 17.99	49.3%	2.9%
18.00 - 18.99	0.7%	12.2%
19.00 - 19.99	0.3%	5.3%
20.00 - 20.99	5.9%	21.6%
21.00 - 21.99	14.8%	14.9%
22.00 - 22.99	1.0%	0.1%
23.00 - 23.99	3.9%	12.5%
24.00 - 24.99	1.0%	10.9%
25.00 - 25.99	0.0%	0.0%
>= 26.00	0.0%	0.0%
<b>Est. Unit Sales</b>	<b>1,162</b>	<b>5,777</b>

Air Conditioners - Percentage of Sales by Ducting Type		
<u>Ducting Type</u>	<u>Northeastern</u>	<u>NY</u>
Ducted	98.8%	95.5%
Ductless	1.2%	4.5%
<b>Est. Unit Sales</b>	<b>95,149</b>	<b>128,387</b>

Air Conditioners - Percentage of Sales by Refrigerant Type		
<u>Refrigerant</u>	<u>Northeastern</u>	<u>NY</u>
R-22	0.1%	0.1%
R-410A	99.9%	99.9%
<b>Est. Unit Sales</b>	<b>95,149</b>	<b>128,387</b>

Air Conditioners - Percentage of Sales by Capacity		
<u>Tonnage</u>	<u>Northeastern</u>	<u>NY</u>
0.5	0.0%	0.0%
1.0	0.3%	1.8%
1.5	14.8%	12.0%
2.0	26.1%	23.2%
2.5	20.7%	25.6%
3.0	21.0%	15.4%
3.5	5.4%	5.6%
4.0	7.4%	8.5%
4.5	0.0%	0.5%
5.0	4.5%	7.5%
<b>Est. Unit Sales</b>	<b>95,149</b>	<b>128,387</b>

Air Conditioners, Ducted - Percentage of Sales by Capacity		
<u>Tonnage</u>	<u>Northeastern</u>	<u>NY</u>
0.5	0.0%	0.0%
1.0	0.0%	0.0%
1.5	14.7%	11.3%
2.0	26.1%	23.4%
2.5	20.9%	26.7%
3.0	20.9%	15.7%
3.5	5.4%	5.8%
4.0	7.4%	8.9%
4.5	0.0%	0.5%
5.0	4.5%	7.9%
<b>Est. Unit Sales</b>	<b>93,987</b>	<b>122,610</b>

Air Conditioners, Ductless - Percentage of Sales by Capacity		
<u>Tonnage</u>	<u>Northeastern</u>	<u>NY</u>
0.5	0.0%	0.0%
1.0	23.4%	39.5%
1.5	16.8%	28.6%
2.0	26.3%	18.6%
2.5	3.3%	2.3%
3.0	25.0%	9.3%
3.5	0.7%	1.1%
4.0	4.6%	0.6%
4.5	0.0%	0.1%
5.0	0.0%	0.0%
<b>Est. Unit Sales</b>	<b>1,162</b>	<b>5,777</b>

<b>Air Conditioners - Capacity SEER Cross-Tabulation for Northeastern Region</b>					
<u>Tonnage</u>	<u>13 SEER</u>	<u>14 SEER</u>	<u>15 SEER</u>	<u>16 SEER</u>	<u>17+ SEER</u>
0.5	0.0%	0.0%	0.0%	0.0%	0.0%
1.0	0.0%	0.0%	1.4%	0.0%	4.1%
1.5	10.3%	30.4%	23.4%	15.0%	2.2%
2.0	25.1%	30.3%	0.0%	23.6%	32.0%
2.5	24.5%	21.6%	72.9%	13.7%	0.1%
3.0	19.8%	12.2%	0.5%	28.0%	38.6%
3.5	6.3%	1.2%	0.9%	9.2%	0.0%
4.0	8.4%	3.2%	0.0%	6.3%	16.1%
4.5	0.0%	0.0%	0.0%	0.0%	0.0%
5.0	5.6%	1.1%	0.9%	4.3%	6.9%
<b>Est. Unit Sales</b>	<b>50,892</b>	<b>18,878</b>	<b>833</b>	<b>18,331</b>	<b>6,215</b>

<b>Air Conditioners - Capacity SEER Cross-Tabulation for NY</b>					
<u>Tonnage</u>	<u>13 SEER</u>	<u>14 SEER</u>	<u>15 SEER</u>	<u>16 SEER</u>	<u>17+ SEER</u>
0.5	0.0%	0.1%	0.0%	0.0%	0.0%
1.0	0.2%	0.1%	0.9%	0.0%	28.6%
1.5	14.9%	4.0%	6.2%	6.9%	20.7%
2.0	26.2%	16.7%	12.2%	26.5%	16.9%
2.5	31.0%	18.0%	17.7%	24.0%	0.2%
3.0	13.0%	13.2%	23.7%	21.2%	12.5%
3.5	4.4%	16.2%	2.8%	7.8%	0.7%
4.0	5.4%	27.5%	6.0%	9.4%	11.1%
4.5	0.8%	0.0%	0.0%	0.0%	0.1%
5.0	4.2%	4.3%	30.5%	4.2%	9.2%
<b>Est. Unit Sales</b>	<b>76,501</b>	<b>12,552</b>	<b>14,822</b>	<b>17,600</b>	<b>6,912</b>

Air Source Heat Pumps		
	Northeastern	NY
N-value	9,395	10,720

Air Source Heat Pumps - Percentage of Sales by Nominal SEER		
SEER	Northeastern	NY
13.00 - 13.99	0.6%	0.4%
14.00 - 14.99	20.2%	14.2%
15.00 - 15.99	10.1%	6.2%
16.00 - 16.99	6.4%	8.3%
17.00 - 17.99	4.5%	4.2%
18.00 - 18.99	9.0%	20.2%
19.00 - 19.99	7.2%	14.4%
20.00 - 20.99	14.8%	11.0%
21.00 - 21.99	4.7%	5.0%
22.00 - 22.99	8.6%	3.3%
23.00 - 23.99	1.3%	2.2%
24.00 - 24.99	0.5%	2.5%
25.00 - 25.99	6.0%	2.2%
>= 26.00	6.0%	5.7%
<b>Est. Unit Sales</b>	<b>35,857</b>	<b>61,164</b>

Air Source Heat Pumps, Ducted - Percentage of Sales by Nominal SEER		
SEER	Northeastern	NY
13.00 - 13.99	1.6%	1.1%
14.00 - 14.99	54.6%	77.8%
15.00 - 15.99	19.9%	9.3%
16.00 - 16.99	6.6%	5.1%
17.00 - 17.99	7.2%	2.5%
18.00 - 18.99	4.5%	1.7%
19.00 - 19.99	0.6%	0.1%
20.00 - 20.99	3.8%	2.0%
21.00 - 21.99	1.0%	0.3%
22.00 - 22.99	0.0%	0.0%
23.00 - 23.99	0.0%	0.0%
24.00 - 24.99	0.0%	0.1%
25.00 - 25.99	0.0%	0.0%
>= 26.00	0.0%	0.0%
<b>Est. Unit Sales</b>	<b>13,007</b>	<b>10,110</b>

Air Source Heat Pumps, Ductless - Percentage of Sales by Nominal SEER		
SEER	Northeastern	NY
13.00 - 13.99	0.0%	0.3%
14.00 - 14.99	0.6%	1.6%
15.00 - 15.99	4.5%	5.6%
16.00 - 16.99	6.3%	9.0%
17.00 - 17.99	2.9%	4.6%
18.00 - 18.99	11.6%	23.8%
19.00 - 19.99	10.9%	17.3%
20.00 - 20.99	21.0%	12.7%
21.00 - 21.99	6.8%	5.9%
22.00 - 22.99	13.5%	4.0%
23.00 - 23.99	2.0%	2.6%
24.00 - 24.99	0.8%	3.0%
25.00 - 25.99	9.5%	2.6%
>= 26.00	9.4%	6.9%
<b>Est. Unit Sales</b>	<b>22,850</b>	<b>51,054</b>

Air Source Heat Pumps - Percentage of Sales by Ducting Type		
<u>Ducting Type</u>	<u>Northeastern</u>	<u>NY</u>
Ducted	36.3%	16.5%
Ductless	63.7%	83.5%
<b>Est. Unit Sales</b>	<b>35,857</b>	<b>61,164</b>

Air Source Heat Pumps, Ducted - Percentage of Sales by Refrigerant Type		
<u>Refrigerant</u>	<u>Northeastern</u>	<u>NY</u>
R-22	0.0%	0.0%
R-410A	100.0%	100.0%
<b>Est. Unit Sales</b>	<b>13,007</b>	<b>10,110</b>

Air Source Heat Pumps - Percentage of Sales by Capacity		
<u>Tonnage</u>	<u>Northeastern</u>	<u>NY</u>
0.5	0.1%	0.7%
1.0	15.9%	17.4%
1.5	25.1%	20.8%
2.0	24.6%	20.7%
2.5	8.4%	9.4%
3.0	16.6%	19.0%
3.5	1.1%	3.8%
4.0	5.1%	6.1%
4.5	0.5%	0.0%
5.0	2.6%	2.1%
<b>Est. Unit Sales</b>	<b>35,857</b>	<b>61,164</b>

Air Source Heat Pumps, Ducted - Percentage of Sales by Capacity		
<u>Tonnage</u>	<u>Northeastern</u>	<u>NY</u>
0.5	0.0%	0.0%
1.0	0.0%	0.0%
1.5	19.5%	6.0%
2.0	29.4%	16.8%
2.5	14.0%	18.7%
3.0	21.5%	22.2%
3.5	2.1%	8.7%
4.0	5.3%	15.1%
4.5	1.1%	0.2%
5.0	7.1%	12.2%
<b>Est. Unit Sales</b>	<b>13,007</b>	<b>10,110</b>

Air Source Heat Pumps, Ductless - Percentage of Sales by Capacity		
<u>Tonnage</u>	<u>Northeastern</u>	<u>NY</u>
0.5	0.2%	0.9%
1.0	25.0%	20.8%
1.5	28.3%	23.7%
2.0	21.8%	21.4%
2.5	5.2%	7.5%
3.0	13.8%	18.4%
3.5	0.5%	2.8%
4.0	4.9%	4.3%
4.5	0.2%	0.0%
5.0	0.1%	0.0%
<b>Est. Unit Sales</b>	<b>22,850</b>	<b>51,054</b>

Air Source Heat Pumps, Ducted - Percentage of Sales by HSPF		
HSPF	Northeastern	NY
7.70-8.19	2.4%	7.3%
8.20-8.49	55.1%	74.4%
8.50-8.99	10.4%	8.3%
9.00-9.49	19.9%	5.7%
9.50-9.99	4.3%	0.8%
10.00-10.49	0.1%	0.8%
10.50-10.99	0.3%	0.0%
11.00+	7.6%	2.6%
<b>Est. Unit Sales</b>	<b>11,996</b>	<b>9,734</b>

Air Source Heat Pumps, Ductless - Percentage of Sales by HSPF		
HSPF	Northeastern	NY
7.70-8.19	0.1%	0.2%
8.20-8.49	2.0%	5.2%
8.50-8.99	4.1%	6.0%
9.00-9.49	8.2%	16.8%
9.50-9.99	10.8%	13.4%
10.00-10.49	28.1%	13.7%
10.50-10.99	8.4%	11.6%
11.00+	38.2%	33.0%
<b>Est. Unit Sales</b>	<b>22,678</b>	<b>50,900</b>

Air Source Heat Pumps, Ducted - Percentage of Sales by Nominal EER		
EER	Northeastern	NY
< 10.00	0.0%	0.2%
10.00 - 10.99	3.6%	0.7%
11.00 - 11.99	61.0%	37.8%
12.00 - 12.99	24.4%	56.4%
13.00 - 13.99	5.8%	3.3%
14.00 - 14.99	4.2%	1.5%
15.00 - 15.99	0.0%	0.0%
16.00 - 16.99	1.1%	0.1%
17.00 - 17.99	0.0%	0.0%
18.00 - 18.99	0.0%	0.0%
19.00 - 19.99	0.0%	0.0%
20.00+	0.0%	0.0%
<b>Est. Unit Sales</b>	<b>12,068</b>	<b>9,728</b>

Air Source Heat Pumps, Ductless - Percentage of Sales by Nominal EER		
<u>EER</u>	<u>Northeastern</u>	<u>NY</u>
< 10.00	9.5%	15.0%
10.00 - 10.99	8.8%	17.5%
11.00 - 11.99	1.2%	3.1%
12.00 - 12.99	38.1%	34.0%
13.00 - 13.99	33.6%	21.9%
14.00 - 14.99	1.3%	2.0%
15.00 - 15.99	4.7%	4.2%
16.00 - 16.99	0.6%	0.9%
17.00 - 17.99	0.0%	0.0%
18.00 - 18.99	2.2%	0.5%
19.00 - 19.99	0.0%	0.9%
20.00+	0.0%	0.0%
<b>Est. Unit Sales</b>	<b>22,464</b>	<b>51,025</b>

Air Source Heat Pumps - Capacity SEER Cross-Tabulation for Northeastern Region					
<u>Tonnage</u>	<u>13 SEER</u>	<u>14 SEER</u>	<u>15 SEER</u>	<u>16 SEER</u>	<u>17+ SEER</u>
0.5	0.0%	0.0%	0.3%	0.2%	0.2%
1.0	1.7%	0.0%	1.9%	12.4%	23.8%
1.5	3.4%	26.0%	18.5%	1.2%	28.6%
2.0	8.6%	30.8%	41.4%	22.2%	20.3%
2.5	1.7%	19.7%	7.9%	17.9%	3.9%
3.0	24.1%	12.6%	20.3%	37.1%	15.1%
3.5	5.2%	2.3%	3.3%	0.7%	0.3%
4.0	25.9%	2.7%	2.8%	5.5%	5.9%
4.5	0.0%	0.4%	3.2%	0.2%	0.1%
5.0	29.3%	5.5%	0.3%	2.8%	1.8%
<b>Est. Unit Sales</b>	<b>221</b>	<b>7,244</b>	<b>3,622</b>	<b>2,305</b>	<b>22,464</b>

Air Source Heat Pumps - Capacity SEER Cross-Tabulation for NY					
<u>Tonnage</u>	<u>13 SEER</u>	<u>14 SEER</u>	<u>15 SEER</u>	<u>16 SEER</u>	<u>17+ SEER</u>
0.5	0.0%	0.0%	0.3%	0.0%	1.0%
1.0	4.5%	0.1%	2.5%	37.7%	19.9%
1.5	2.3%	6.4%	11.5%	1.3%	26.9%
2.0	0.0%	14.2%	27.9%	2.3%	23.6%
2.5	54.5%	20.1%	7.6%	9.4%	7.1%
3.0	6.8%	26.2%	33.0%	43.7%	13.5%
3.5	11.4%	8.8%	8.7%	0.4%	2.7%
4.0	13.6%	13.9%	6.0%	2.3%	5.0%
4.5	0.0%	0.0%	0.3%	0.0%	0.0%
5.0	6.8%	10.4%	2.1%	2.8%	0.3%
<b>Est. Unit Sales</b>	<b>251</b>	<b>8,701</b>	<b>3,806</b>	<b>5,107</b>	<b>43,300</b>

<b>Air Source Heat Pumps - Capacity HSPF Cross-Tabulation for Northeastern Region</b>						
<u>Tonnage</u>	<u>7.70-8.19</u>	<u>8.20-8.49</u>	<u>8.50-8.99</u>	<u>9.00-9.49</u>	<u>9.50-9.99</u>	<u>10.00+</u>
0.5	0.0%	0.0%	0.2%	0.0%	0.0%	0.3%
1.0	0.0%	2.6%	0.9%	5.1%	0.3%	29.3%
1.5	14.6%	25.9%	9.0%	25.2%	35.6%	26.7%
2.0	23.2%	30.7%	46.4%	19.8%	38.8%	18.7%
2.5	11.0%	19.4%	12.5%	5.8%	7.1%	4.3%
3.0	13.4%	13.8%	12.1%	39.6%	10.8%	12.0%
3.5	6.1%	2.0%	6.2%	0.1%	0.0%	0.3%
4.0	6.1%	2.1%	4.9%	3.3%	0.6%	7.3%
4.5	0.0%	0.2%	6.2%	0.0%	0.0%	0.0%
5.0	25.6%	3.1%	1.8%	1.1%	6.9%	1.0%
<b>Est. Unit Sales</b>	<b>313</b>	<b>7,068</b>	<b>2,172</b>	<b>4,248</b>	<b>2,973</b>	<b>17,900</b>

<b>Air Source Heat Pumps - Capacity HSPF Cross-Tabulation for NY</b>						
<u>Tonnage</u>	<u>7.70-8.19</u>	<u>8.20-8.49</u>	<u>8.50-8.99</u>	<u>9.00-9.49</u>	<u>9.50-9.99</u>	<u>10.00+</u>
0.5	0.0%	0.0%	0.0%	0.0%	0.0%	1.5%
1.0	0.0%	0.7%	0.4%	24.3%	0.1%	27.2%
1.5	32.1%	3.6%	36.1%	17.3%	13.8%	27.3%
2.0	12.1%	13.0%	30.4%	9.8%	66.4%	14.9%
2.5	18.6%	17.3%	9.5%	5.1%	1.7%	9.7%
3.0	23.6%	37.8%	10.5%	40.6%	7.7%	9.9%
3.5	4.3%	7.3%	3.9%	0.2%	8.4%	2.6%
4.0	0.7%	12.1%	5.3%	1.3%	1.6%	6.8%
4.5	0.0%	0.1%	0.3%	0.0%	0.0%	0.0%
5.0	8.6%	8.1%	3.6%	1.5%	0.2%	0.1%
<b>Est. Unit Sales</b>	<b>799</b>	<b>9,911</b>	<b>3,846</b>	<b>9,129</b>	<b>6,921</b>	<b>30,029</b>

<b>Air Source Heat Pumps, Ducted - Capacity HSPF Cross-Tabulation for Northeastern Region</b>						
<u>Tonnage</u>	<u>7.70-8.19</u>	<u>8.20-8.49</u>	<u>8.50-8.99</u>	<u>9.00-9.49</u>	<u>9.50-9.99</u>	<u>10.00+</u>
0.5	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
1.0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
1.5	16.2%	27.0%	5.8%	25.4%	0.0%	0.0%
2.0	24.3%	31.7%	25.5%	34.4%	8.9%	28.2%
2.5	5.4%	20.3%	20.2%	3.7%	0.0%	1.6%
3.0	14.9%	13.2%	20.6%	28.6%	51.1%	31.7%
3.5	4.1%	2.1%	8.0%	0.0%	0.0%	0.0%
4.0	6.8%	2.3%	7.7%	5.9%	0.0%	22.2%
4.5	0.0%	0.0%	9.2%	0.0%	0.0%	0.0%
5.0	28.4%	3.4%	3.1%	1.9%	40.0%	16.3%
<b>Est. Unit Sales</b>	<b>282</b>	<b>6,607</b>	<b>1,244</b>	<b>2,385</b>	<b>515</b>	<b>962</b>

<b>Air Source Heat Pumps, Ducted - Capacity HSPF Cross-Tabulation for NY</b>						
<u>Tonnage</u>	<u>7.70-8.19</u>	<u>8.20-8.49</u>	<u>8.50-8.99</u>	<u>9.00-9.49</u>	<u>9.50-9.99</u>	<u>10.00+</u>
0.5	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
1.0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
1.5	36.3%	4.1%	0.0%	2.0%	0.0%	11.9%
2.0	13.7%	16.1%	20.6%	13.3%	28.6%	13.6%
2.5	16.9%	21.8%	17.0%	9.2%	0.0%	0.0%
3.0	18.5%	20.4%	29.1%	27.6%	57.1%	42.4%
3.5	4.0%	10.0%	8.5%	2.0%	0.0%	0.0%
4.0	0.8%	16.5%	6.4%	21.4%	0.0%	25.4%
4.5	0.0%	0.0%	1.4%	0.0%	0.0%	0.0%
5.0	9.7%	11.1%	17.0%	24.5%	14.3%	6.8%
<b>Est. Unit Sales</b>	<b>707</b>	<b>7,246</b>	<b>804</b>	<b>559</b>	<b>80</b>	<b>337</b>

<b>Air Source Heat Pumps, Ductless - Capacity HSPF Cross-Tabulation for Northeastern Region</b>						
<u>Tonnage</u>	<u>7.70-8.19</u>	<u>8.20-8.49</u>	<u>8.50-8.99</u>	<u>9.00-9.49</u>	<u>9.50-9.99</u>	<u>10.00+</u>
0.5	0.0%	0.0%	0.4%	0.0%	0.0%	0.3%
1.0	0.0%	40.5%	2.1%	11.7%	0.3%	31.0%
1.5	0.0%	10.7%	13.2%	25.0%	43.0%	28.2%
2.0	12.5%	16.5%	74.5%	1.0%	45.0%	18.2%
2.5	62.5%	6.6%	2.1%	8.4%	8.5%	4.4%
3.0	0.0%	22.3%	0.8%	53.7%	2.3%	10.9%
3.5	25.0%	0.0%	3.7%	0.2%	0.0%	0.3%
4.0	0.0%	0.0%	1.2%	0.0%	0.8%	6.5%
4.5	0.0%	3.3%	2.1%	0.0%	0.0%	0.0%
5.0	0.0%	0.0%	0.0%	0.0%	0.0%	0.2%
<b>Est. Unit Sales</b>	<b>31</b>	<b>462</b>	<b>927</b>	<b>1,862</b>	<b>2,458</b>	<b>16,938</b>

<b>Air Source Heat Pumps, Ductless - Capacity HSPF Cross-Tabulation for NY</b>						
<u>Tonnage</u>	<u>7.70-8.19</u>	<u>8.20-8.49</u>	<u>8.50-8.99</u>	<u>9.00-9.49</u>	<u>9.50-9.99</u>	<u>10.00+</u>
0.5	0.0%	0.0%	0.0%	0.0%	0.0%	1.5%
1.0	0.0%	2.6%	0.6%	25.8%	0.1%	27.6%
1.5	0.0%	2.1%	45.6%	18.2%	14.0%	27.5%
2.0	0.0%	4.7%	33.0%	9.6%	66.9%	14.9%
2.5	31.3%	5.1%	7.5%	4.8%	1.8%	9.8%
3.0	62.5%	85.2%	5.6%	41.5%	7.2%	9.5%
3.5	6.3%	0.0%	2.6%	0.1%	8.5%	2.6%
4.0	0.0%	0.0%	5.1%	0.0%	1.6%	6.6%
4.5	0.0%	0.2%	0.0%	0.0%	0.0%	0.0%
5.0	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%
<b>Est. Unit Sales</b>	<b>91</b>	<b>2,665</b>	<b>3,041</b>	<b>8,570</b>	<b>6,841</b>	<b>29,692</b>

<b>Ground Source Heat Pumps - Percentage of Sales by Nominal EER</b>				
<u>EER</u>	<u>N-value</u>		<u>Northeastern</u>	<u>NY</u>
10.00 - 10.99	NY	Q*	Q*	Q*
11.00 - 11.99	Northeastern	Q*	Q*	Q*
12.00 - 12.99			Q*	Q*
13.00 - 13.99			Q*	Q*
14.00 - 14.99			Q*	Q*
15.00 - 15.99			Q*	Q*
16.00 - 16.99			Q*	Q*
17.00 - 17.99			Q*	Q*
18.00 - 18.99			Q*	Q*
19.00 - 19.99			Q*	Q*
20.00+			Q*	Q*
<b>Est. Unit Sales</b>			<b>Q*</b>	<b>Q*</b>

\* Q denotes insufficient information to develop full market estimates

Furnaces		
	Northeastern	NY
N-value	16,028	23,625

Furnaces - Percentage of Sales by Nominal AFUE		
AFUE	Northeastern	NY
80.00 - 80.99	18.9%	32.5%
81.00 - 81.99	1.0%	0.3%
82.00 - 82.99	1.1%	0.4%
83.00 - 83.99	1.3%	0.9%
84.00 - 84.99	0.2%	0.3%
85.00 - 85.99	4.4%	3.1%
86.00 - 86.99	3.4%	0.8%
87.00 - 87.99	0.1%	0.0%
88.00 - 88.99	0.0%	0.0%
89.00 - 89.99	0.0%	0.0%
90.00 - 90.99	0.7%	0.1%
91.00 - 91.99	0.0%	0.0%
92.00 - 92.99	20.7%	20.6%
93.00 - 93.99	0.0%	0.0%
94.00 - 94.99	0.0%	0.1%
95.00 - 95.99	11.9%	13.9%
96.00 - 96.99	30.1%	24.6%
97.00 - 97.99	6.2%	2.3%
98.00 - 98.99	0.0%	0.1%
99.00 - 99.99	0.0%	0.0%
<b>Est. Unit Sales</b>	<b>78,374</b>	<b>157,209</b>

Furnaces, Natural Gas - Percentage of Sales by Nominal AFUE		
AFUE	Northeastern	NY
80.00 - 80.99	21.0%	33.7%
81.00 - 81.99	0.3%	0.4%
82.00 - 82.99	0.0%	0.1%
83.00 - 83.99	0.5%	0.1%
84.00 - 84.99	0.0%	0.1%
85.00 - 85.99	0.0%	0.0%
86.00 - 86.99	0.0%	0.0%
87.00 - 87.99	0.0%	0.0%
88.00 - 88.99	0.0%	0.0%
89.00 - 89.99	0.0%	0.0%
90.00 - 90.99	0.4%	0.0%
91.00 - 91.99	0.0%	0.0%
92.00 - 92.99	23.3%	22.0%
93.00 - 93.99	0.0%	0.0%
94.00 - 94.99	0.0%	0.1%
95.00 - 95.99	13.4%	14.8%
96.00 - 96.99	33.9%	26.1%
97.00 - 97.99	7.0%	2.5%
98.00 - 98.99	0.0%	0.1%
99.00 - 99.99	0.0%	0.0%
<b>Est. Unit Sales</b>	<b>69,467</b>	<b>147,241</b>

<b>Furnaces, Fuel Oil - Percentage of Sales by Nominal AFUE</b>		
<u>AFUE</u>	<u>Northeastern</u>	<u>NY</u>
80.00 - 80.99	2.1%	13.3%
81.00 - 81.99	6.6%	0.2%
82.00 - 82.99	9.8%	5.3%
83.00 - 83.99	7.6%	13.4%
84.00 - 84.99	1.7%	2.9%
85.00 - 85.99	38.5%	50.3%
86.00 - 86.99	30.0%	13.2%
87.00 - 87.99	0.8%	0.1%
88.00 - 88.99	0.1%	0.0%
89.00 - 89.99	0.1%	0.1%
90.00 - 90.99	2.8%	1.0%
91.00 - 91.99	0.0%	0.0%
92.00 - 92.99	0.0%	0.0%
93.00 - 93.99	0.0%	0.0%
94.00 - 94.99	0.0%	0.0%
95.00 - 95.99	0.0%	0.0%
96.00 - 96.99	0.0%	0.0%
97.00 - 97.99	0.0%	0.0%
98.00 - 98.99	0.0%	0.0%
99.00 - 99.99	0.0%	0.0%
<b>Est. Unit Sales</b>	<b>8,906</b>	<b>9,701</b>

<b>Furnaces - Percentage of Sales by Input Capacity</b>		
<u>BTU/hr.</u>	<u>Northeastern</u>	<u>NY</u>
< 40,000	0.8%	0.3%
40,000 - 59,999	19.1%	20.3%
60,000 - 79,999	32.4%	34.0%
80,000 - 99,999	27.1%	28.8%
100,000 - 119,999	15.0%	13.1%
120,000 - 139,999	4.0%	2.4%
>= 140,000	1.7%	1.0%
<b>Est. Unit Sales</b>	<b>78,639</b>	<b>157,609</b>

<b>Furnaces, Natural Gas - Percentage of Sales by Input Capacity</b>		
<u>BTU/hr.</u>	<u>Northeastern</u>	<u>NY</u>
< 40,000	0.9%	0.3%
40,000 - 59,999	21.5%	21.5%
60,000 - 79,999	34.5%	35.7%
80,000 - 99,999	28.1%	28.6%
100,000 - 119,999	10.2%	11.0%
120,000 - 139,999	4.3%	2.4%
>= 140,000	0.4%	0.6%
<b>Est. Unit Sales</b>	<b>69,459</b>	<b>147,414</b>

<b>Furnaces, Fuel Oil - Percentage of Sales by Input Capacity</b>		
<u>BTU/hr.</u>	<u>Northeastern</u>	<u>NY</u>
< 40,000	0.1%	0.0%
40,000 - 59,999	0.6%	-0.1%
60,000 - 79,999	16.3%	9.7%
80,000 - 99,999	19.2%	34.1%
100,000 - 119,999	51.3%	45.8%
120,000 - 139,999	1.2%	2.9%
>= 140,000	11.2%	7.5%
<b>Est. Unit Sales</b>	<b>9,163</b>	<b>9,768</b>

<b>Furnaces - Percentage of Sales by Motor Type</b>		
<u>Motor Type</u>	<u>Northeastern</u>	<u>NY</u>
ECM	38.1%	27.6%
PSC	61.9%	72.4%
<b>Est. Unit Sales</b>	<b>76,749</b>	<b>152,145</b>

<b>Furnaces, Natural Gas - Percentage of Sales by Motor Type</b>		
<u>Motor Type</u>	<u>Northeastern</u>	<u>NY</u>
ECM	39.9%	28.6%
PSC	60.1%	71.4%
<b>Est. Unit Sales</b>	<b>68,508</b>	<b>142,951</b>

<b>Furnaces, Oil - Percentage of Sales by Motor Type</b>		
<u>Motor Type</u>	<u>Northeastern</u>	<u>NY</u>
ECM	23.1%	12.5%
PSC	76.9%	87.5%
<b>Est. Unit Sales</b>	<b>8,233</b>	<b>9,134</b>

<b>Furnaces - Percentage of Sales by Nominal AFUE and Motor Type in Northeastern Region</b>		
<u>AFUE</u>	<u>ECM</u>	<u>PSC</u>
80.00 - 80.99	4.0%	27.8%
81.00 - 81.99	2.0%	0.5%
82.00 - 82.99	0.0%	1.8%
83.00 - 83.99	0.9%	1.3%
84.00 - 84.99	0.0%	0.2%
85.00 - 85.99	1.4%	5.7%
86.00 - 86.99	2.2%	3.7%
87.00 - 87.99	0.1%	0.1%
88.00 - 88.99	0.0%	0.0%
89.00 - 89.99	0.0%	0.0%
90.00 - 90.99	0.0%	0.5%
91.00 - 91.99	0.0%	0.0%
92.00 - 92.99	0.6%	33.9%
93.00 - 93.99	0.0%	0.0%
94.00 - 94.99	0.0%	0.0%
95.00 - 95.99	4.9%	16.2%
96.00 - 96.99	67.3%	8.3%
97.00 - 97.99	16.6%	0.0%
98.00 - 98.99	0.0%	0.0%
99.00 - 99.99	0.0%	0.0%
<b>Est. Unit Sales</b>	<b>29,213</b>	<b>47,150</b>

<b>Furnaces, Natural Gas - Percentage of Sales by Nominal AFUE and Motor Type in Northeastern Region</b>		
<u>AFUE</u>	<u>ECM</u>	<u>PSC</u>
80.00 - 80.99	4.3%	31.5%
81.00 - 81.99	0.0%	0.5%
82.00 - 82.99	0.0%	0.0%
83.00 - 83.99	0.0%	0.9%
84.00 - 84.99	0.0%	0.0%
85.00 - 85.99	0.0%	0.0%
86.00 - 86.99	0.0%	0.0%
87.00 - 87.99	0.0%	0.0%
88.00 - 88.99	0.0%	0.0%
89.00 - 89.99	0.0%	0.0%
90.00 - 90.99	0.0%	0.0%
91.00 - 91.99	0.0%	0.0%
92.00 - 92.99	0.6%	38.9%
93.00 - 93.99	0.0%	0.0%
94.00 - 94.99	0.0%	0.0%
95.00 - 95.99	5.3%	18.6%
96.00 - 96.99	72.0%	9.5%
97.00 - 97.99	17.7%	0.0%
98.00 - 98.99	0.0%	0.0%
99.00 - 99.99	0.0%	0.0%
<b>Est. Unit Sales</b>	<b>27,313</b>	<b>41,060</b>

**Furnaces, Fuel Oil - Percentage of Sales by Nominal AFUE and Motor Type in Northeastern Region**

<u>AFUE</u>	<u>ECM</u>	<u>PSC</u>
80.00 - 80.99	0.0%	3.1%
81.00 - 81.99	30.3%	0.3%
82.00 - 82.99	0.0%	13.6%
83.00 - 83.99	14.0%	4.2%
84.00 - 84.99	0.0%	1.5%
85.00 - 85.99	21.0%	43.9%
86.00 - 86.99	33.9%	28.4%
87.00 - 87.99	0.8%	0.9%
88.00 - 88.99	0.0%	0.1%
89.00 - 89.99	0.0%	0.1%
90.00 - 90.99	0.0%	4.0%
91.00 - 91.99	0.0%	0.0%
92.00 - 92.99	0.0%	0.0%
93.00 - 93.99	0.0%	0.0%
94.00 - 94.99	0.0%	0.0%
95.00 - 95.99	0.0%	0.0%
96.00 - 96.99	0.0%	0.0%
97.00 - 97.99	0.0%	0.0%
98.00 - 98.99	0.0%	0.0%
99.00 - 99.99	0.0%	0.0%
<b>Est. Unit Sales</b>	<b>1,899</b>	<b>6,090</b>

**Furnaces - Percentage of Sales by Nominal AFUE and Motor Type in NY**

<u>AFUE</u>	<u>ECM</u>	<u>PSC</u>
80.00 - 80.99	11.7%	40.4%
81.00 - 81.99	0.0%	0.5%
82.00 - 82.99	0.0%	0.5%
83.00 - 83.99	1.1%	0.8%
84.00 - 84.99	0.0%	0.2%
85.00 - 85.99	1.0%	3.8%
86.00 - 86.99	0.6%	0.8%
87.00 - 87.99	0.0%	0.0%
88.00 - 88.99	0.0%	0.0%
89.00 - 89.99	0.0%	0.0%
90.00 - 90.99	0.0%	0.1%
91.00 - 91.99	0.0%	0.0%
92.00 - 92.99	2.7%	28.0%
93.00 - 93.99	0.0%	0.0%
94.00 - 94.99	0.2%	0.0%
95.00 - 95.99	14.7%	13.3%
96.00 - 96.99	59.9%	11.4%
97.00 - 97.99	7.9%	0.0%
98.00 - 98.99	0.2%	0.0%
99.00 - 99.99	0.0%	0.0%
<b>Est. Unit Sales</b>	<b>41,999</b>	<b>109,952</b>

<b>Furnaces, Natural Gas - Percentage of Sales by Nominal AFUE and Motor Type in NY</b>		
<u>AFUE</u>	<u>ECM</u>	<u>PSC</u>
80.00 - 80.99	12.0%	42.2%
81.00 - 81.99	0.0%	0.5%
82.00 - 82.99	0.0%	0.1%
83.00 - 83.99	0.0%	0.2%
84.00 - 84.99	0.0%	0.0%
85.00 - 85.99	0.0%	0.0%
86.00 - 86.99	0.0%	0.0%
87.00 - 87.99	0.0%	0.0%
88.00 - 88.99	0.0%	0.0%
89.00 - 89.99	0.0%	0.0%
90.00 - 90.99	0.0%	0.0%
91.00 - 91.99	0.0%	0.0%
92.00 - 92.99	2.7%	30.2%
93.00 - 93.99	0.0%	0.0%
94.00 - 94.99	0.2%	0.0%
95.00 - 95.99	15.1%	14.4%
96.00 - 96.99	61.6%	12.3%
97.00 - 97.99	8.2%	0.0%
98.00 - 98.99	0.2%	0.0%
99.00 - 99.99	0.0%	0.0%
<b>Est. Unit Sales</b>	<b>40,832</b>	<b>101,992</b>

<b>Furnaces, Fuel Oil - Percentage of Sales by Nominal AFUE and Motor Type in NY</b>		
<u>AFUE</u>	<u>ECM</u>	<u>PSC</u>
80.00 - 80.99	0.0%	16.3%
81.00 - 81.99	0.0%	0.3%
82.00 - 82.99	0.0%	6.0%
83.00 - 83.99	39.8%	8.5%
84.00 - 84.99	0.0%	3.1%
85.00 - 85.99	37.4%	52.9%
86.00 - 86.99	21.6%	11.7%
87.00 - 87.99	1.2%	0.0%
88.00 - 88.99	0.0%	0.0%
89.00 - 89.99	0.0%	0.2%
90.00 - 90.99	0.0%	1.3%
91.00 - 91.99	0.0%	0.0%
92.00 - 92.99	0.0%	0.0%
93.00 - 93.99	0.0%	0.0%
94.00 - 94.99	0.0%	0.0%
95.00 - 95.99	0.0%	0.0%
96.00 - 96.99	0.0%	0.0%
97.00 - 97.99	0.0%	0.0%
98.00 - 98.99	0.0%	0.0%
99.00 - 99.99	0.0%	0.0%
<b>Est. Unit Sales</b>	<b>1,141</b>	<b>7,960</b>

<b>Boilers</b>		
	<u>Northeastern</u>	<u>NY</u>
N-value	5,309	3,541

<b>Boilers - Percentage of Sales by Nominal AFUE</b>		
<u>AFUE</u>	<u>Northeastern</u>	<u>NY</u>
80.00 - 80.99	0.5%	3.1%
81.00 - 81.99	0.1%	0.2%
82.00 - 82.99	3.1%	16.0%
83.00 - 83.99	4.0%	9.6%
84.00 - 84.99	6.0%	5.5%
85.00 - 85.99	25.4%	22.8%
86.00 - 86.99	7.0%	3.9%
87.00 - 87.99	4.1%	1.1%
88.00 - 88.99	0.0%	0.0%
89.00 - 89.99	0.0%	0.0%
90.00 - 90.99	0.0%	1.0%
91.00 - 91.99	1.7%	2.1%
92.00 - 92.99	0.4%	0.3%
93.00 - 93.99	0.8%	0.2%
94.00 - 94.99	2.7%	2.1%
95.00 - 95.99	29.9%	26.9%
96.00 - 96.99	12.9%	4.1%
97.00 - 97.99	1.0%	1.0%
98.00 - 98.99	0.4%	0.1%
99.00 - 99.99	0.0%	0.0%
<b>Est. Unit Sales</b>	<b>64,766</b>	<b>95,679</b>

<b>Boilers, Natural Gas - Percentage of Sales by Nominal AFUE</b>		
<u>AFUE</u>	<u>Northeastern</u>	<u>NY</u>
80.00 - 80.99	0.9%	4.4%
81.00 - 81.99	0.0%	0.3%
82.00 - 82.99	5.1%	20.0%
83.00 - 83.99	4.8%	12.6%
84.00 - 84.99	3.1%	5.6%
85.00 - 85.99	3.9%	6.7%
86.00 - 86.99	0.0%	0.0%
87.00 - 87.99	2.1%	0.0%
88.00 - 88.99	0.0%	0.0%
89.00 - 89.99	0.0%	0.0%
90.00 - 90.99	0.0%	1.4%
91.00 - 91.99	2.8%	3.0%
92.00 - 92.99	0.6%	0.4%
93.00 - 93.99	1.4%	0.3%
94.00 - 94.99	4.6%	2.9%
95.00 - 95.99	46.5%	35.1%
96.00 - 96.99	21.8%	5.7%
97.00 - 97.99	1.8%	1.4%
98.00 - 98.99	0.6%	0.1%
99.00 - 99.99	0.0%	0.0%
<b>Est. Unit Sales</b>	<b>36,745</b>	<b>67,875</b>

<b>Boilers, Fuel Oil - Percentage of Sales by Nominal AFUE</b>		
<u>AFUE</u>	<u>Northeastern</u>	<u>NY</u>
80.00 - 80.99	0.0%	0.0%
81.00 - 81.99	0.0%	0.0%
82.00 - 82.99	0.3%	4.1%
83.00 - 83.99	2.7%	1.8%
84.00 - 84.99	10.7%	5.8%
85.00 - 85.99	58.9%	67.7%
86.00 - 86.99	17.5%	14.5%
87.00 - 87.99	7.3%	4.2%
88.00 - 88.99	0.0%	0.0%
89.00 - 89.99	0.0%	0.0%
90.00 - 90.99	0.0%	0.0%
91.00 - 91.99	0.0%	0.0%
92.00 - 92.99	0.0%	0.0%
93.00 - 93.99	0.0%	0.0%
94.00 - 94.99	0.0%	0.0%
95.00 - 95.99	2.5%	1.9%
96.00 - 96.99	0.0%	0.0%
97.00 - 97.99	0.0%	0.0%
98.00 - 98.99	0.0%	0.0%
99.00 - 99.99	0.0%	0.0%
<b>Est. Unit Sales</b>	<b>26,656</b>	<b>25,399</b>

<b>Boilers - Percentage of Sales by Input Capacity</b>		
<u>BTU/hr.</u>	<u>Northeastern</u>	<u>NY</u>
< 40,000	0.0%	0.2%
40,000 - 59,999	1.6%	0.4%
60,000 - 79,999	2.8%	7.4%
80,000 - 99,999	26.8%	17.5%
100,000 - 119,999	21.8%	20.6%
120,000 - 139,999	22.3%	24.4%
>= 140,000	24.6%	29.5%
<b>Est. Unit Sales</b>	<b>64,754</b>	<b>95,679</b>

<b>Boilers, Natural Gas - Percentage of Sales by Input Capacity</b>		
<u>BTU/hr.</u>	<u>Northeastern</u>	<u>NY</u>
< 40,000	0.0%	0.3%
40,000 - 59,999	2.9%	0.6%
60,000 - 79,999	3.2%	10.0%
80,000 - 99,999	24.4%	11.6%
100,000 - 119,999	14.8%	20.2%
120,000 - 139,999	23.7%	22.6%
>= 140,000	31.1%	34.7%
<b>Est. Unit Sales</b>	<b>36,732</b>	<b>67,875</b>

<b>Boilers, Fuel Oil - Percentage of Sales by Input Capacity</b>		
<u>BTU/hr.</u>	<u>Northeastern</u>	<u>NY</u>
< 40,000	0.0%	0.0%
40,000 - 59,999	0.0%	0.0%
60,000 - 79,999	2.2%	1.1%
80,000 - 99,999	31.2%	35.0%
100,000 - 119,999	32.5%	23.3%
120,000 - 139,999	20.7%	23.7%
>= 140,000	13.4%	16.9%
<b>Est. Unit Sales</b>	<b>26,656</b>	<b>25,399</b>