

# WHOLESALE the ALER

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## NORTH STAR



Bundled up on a cold winter day outside Hulbert Supply's Burlington, Vt., store are current and former members of the company's Board of Directors. From left are Larry Hulbert, Doug Hulbert, Bob Miner, Darren Dalton, Betsy Miner, John Peria, Mike Provost, Allison Hulbert-Bruce, Lance Hulbert, Jim Yandow, Dale Miner and Don Hulbert.

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## ASHRAE and AHR Expo survey reveals optimism of HVAC/R manufacturers

Westport, Ct. — According to a recent ASHRAE and AHR Expo survey sent to more than 1,000 HVACR manufacturers worldwide, there is growing optimism for improving economic prospects in 2015. Based on survey results, 87% of the respondents said their prospects for business were either "excellent" (26%) or "good" (61%) for the coming year. And 13% of the respondents felt prospects were "fair."

These results reflect a significant 8% jump over last year's survey that found 79% of respondents expected the economy would be better in 2014 than 2013. It also represents a sizable 17% increase in optimism over the previous year's survey when 70% of the respondents thought 2013 would be better than 2012.

In keeping with this positive outlook for next year, 96% of the HVACR manufacturers believe 2015 sales will continue to increase, with 47% expecting sales increases of between 5% and 10%. Further, 29% of respondents forecast sales increases more than 10%, and 20% expect increases of less than 5%. Only 3% expected sales to remain the same. This represents a 6% jump over last year's forecast and an impressive 16% increase over the 2013 survey.

When asked which market segments would be the most promising in the New Year, "Hospitals/Healthcare" ranked first in the "excellent" (Turn to Survey shows... page 114.)



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