

## SHIPMENTS

Product	Feb. '07	Feb. '06	% Chg.	2 Mos. '07	2 Mos. '06	% Chg.
<b>MAJOR APPLIANCES</b>						
<b>TOTAL</b>	<b>4,758,200</b>	<b>5,191,500</b>	<b>-8.3%</b>	<b>8,783,900</b>	<b>9,685,200</b>	<b>-9.3%</b>
<b>CLEANUP - TOTAL</b>	<b>1,044,700</b>	<b>1,173,600</b>	<b>-11.0%</b>	<b>1,984,100</b>	<b>2,143,100</b>	<b>-7.4%</b>
Compactors	8,100	9,100	-11.0%	15,100	17,900	-15.6%
Dishwashers - Total	526,100	564,400	-6.8%	958,500	1,037,500	-7.6%
Built-in	516,800	552,600	-6.5%	943,500	1,015,900	-7.1%
Portable	9,300	11,800	-21.2%	15,000	21,600	-30.6%
Disposers	510,500	600,100	-14.9%	1,010,600	1,087,800	-7.1%
<b>COOKING - TOTAL</b>	<b>1,617,800</b>	<b>1,740,500</b>	<b>-7.0%</b>	<b>3,033,800</b>	<b>3,344,900</b>	<b>-9.3%</b>
Electric Cooking - Total	445,400	482,500	-7.7%	824,200	891,700	-7.6%
Surface Cooktops	44,200	44,600	-0.9%	75,300	84,200	-10.6%
Gas Cooking - Total	251,300	279,000	-9.9%	461,300	520,000	-11.3%
Surface Cooktops	40,300	46,700	-13.7%	73,600	85,300	-13.7%
Microwave Ovens	921,100	979,000	-5.9%	1,748,300	1,933,200	-9.6%
<b>FOOD PRESERVATION - TOTAL</b>	<b>835,900</b>	<b>866,800</b>	<b>-3.6%</b>	<b>1,522,200</b>	<b>1,669,300</b>	<b>-8.8%</b>
Freezers - Total	141,400	144,300	-2.0%	262,900	287,900	-8.7%
Chest	87,700	94,900	-7.6%	169,300	198,400	-14.7%
Upright	53,700	49,500	8.5%	93,600	89,500	4.6%
Refrigerators	694,500	722,500	-3.9%	1,259,300	1,381,400	-8.8%
<b>LAUNDRY - TOTAL</b>	<b>1,259,800</b>	<b>1,410,600</b>	<b>-10.7%</b>	<b>2,243,800</b>	<b>2,527,900</b>	<b>-11.2%</b>
Dryers - Total	583,400	653,100	-10.7%	1,018,500	1,169,200	-12.9%
Electric	475,900	532,400	-10.6%	824,800	942,100	-12.5%
Gas	107,400	120,700	-11.0%	193,700	227,000	-14.7%
Washers	676,500	757,500	-10.7%	1,225,400	1,358,700	-9.8%
<i>Note: Figures (in units) include shipments for the U.S. market whether imported or domestically produced. Export shipments are not included. Source: Association of Home Appliance Manufacturers (AHAM).</i>						
<b>HVAC EQUIPMENT</b>						
<b>TOTAL</b>	<b>2,259,762</b>	<b>2,756,391</b>	<b>-18.0%</b>	<b>4,181,797</b>	<b>5,185,129</b>	<b>-19.4%</b>
<b>AIR CONDITIONERS - TOTAL</b>	<b>1,084,139</b>	<b>1,530,949</b>	<b>-29.2%</b>	<b>1,939,363</b>	<b>2,574,691</b>	<b>-24.7%</b>
Room	894,500	1,134,400	-21.1%	1,480,000	1,653,200	-10.5%
Unitary	189,639	396,549	-52.2%	459,363	921,491	-50.2%
<b>DEHUMIDIFIERS</b>	<b>89,900</b>	<b>49,900</b>	<b>80.2%</b>	<b>128,200</b>	<b>84,300</b>	<b>52.1%</b>
<b>FURNACES (Central) - TOTAL</b>	<b>202,497</b>	<b>235,961</b>	<b>-14.2%</b>	<b>378,622</b>	<b>525,883</b>	<b>-28.0%</b>
Gas	196,477	229,610	-14.4%	365,561	512,812	-28.7%
Oil	6,020	6,351	-5.2%	13,061	13,071	-0.1%
<b>HEAT PUMPS</b>	<b>136,621</b>	<b>155,251</b>	<b>-12.0%</b>	<b>253,653</b>	<b>329,419</b>	<b>-23.0%</b>
<b>WATER HEATERS - TOTAL</b>	<b>746,605</b>	<b>784,330</b>	<b>-4.8%</b>	<b>1,481,959</b>	<b>1,670,836</b>	<b>-11.3%</b>
Residential - Total	734,211	772,924	-5.0%	1,456,839	1,645,842	-11.5%
Electric	374,864	398,365	-5.9%	744,864	837,575	-11.1%
Gas	359,347	374,559	-4.1%	711,975	808,267	-11.9%
Commercial - Total	12,394	11,406	8.7%	25,120	24,994	0.5%
Electric	5,022	4,880	2.9%	10,482	10,370	1.1%
Gas	7,372	6,526	13.0%	14,638	14,624	0.1%
<i>Note: Figures (in units) for room air conditioners and dehumidifiers from Association of Home Appliance Manufacturers. Figures for unitary air conditioners and heat pumps from Air-Conditioning and Refrigeration Institute. Figures for furnaces and water heaters from Gas Appliance Manufacturers Association.</i>						
<b>CONSUMER ELECTRONICS</b>						
<b>TOTAL</b>	<b>3,412,176</b>	<b>438,834</b>	<b>N/A</b>	<b>7,230,741</b>	<b>6,437,476</b>	<b>12.3%</b>
Camcorders	374,083	96,313	N/A	651,712	578,443	12.7%
DVD Players	1,117,899	61,054	N/A	2,167,769	1,517,313	42.9%
Analog TVs (direct-view)	367,588	120,473	N/A	1,155,000	1,955,115	-40.9%
Digital TVs	1,491,774	151,728	N/A	3,138,931	2,060,298	52.4%
TV/DVD	60,832	9,266	N/A	117,329	326,307	-64.0%
<i>Note: Total market statistics for the U.S. regardless of brand name or country of origin. Source: Consumer Electronics Association.</i>						

## FORECASTS

<b>AUTOMATIC WASHERS – Shipments (Thousands of Units)</b>			
Qtr:	2006	2007	2008
1	2,486.7	2,262.9	2,337.6
2	2,260.8	2,159.1	2,206.6
3	2,406.2	2,451.9	2,515.6
4	2,346.2	2,442.4	2,491.2
<i>For 2007, a 1.9% decline to 9.316 million units For 2008, a 2.5% increase to 9.551 million units Data Source: AHAM Forecast Source: Delano Data Insights</i>			
<b>DRYERS – Shipments (Thousands of Units)</b>			
Qtr:	2006	2007	2008
1	2,133.0	1,909.0	1,959.7
2	1,873.3	1,751.5	1,800.5
3	2,013.0	2,063.3	2,094.2
4	1,955.4	2,033.6	2,070.4
<i>For 2007, a 2.7% decline to 7.757 million units For 2008, a 2.2% increase to 7.925 million units Data Source: AHAM Forecast Source: Delano Data Insights</i>			
<b>FREEZERS – Shipments (Thousands of Units)</b>			
Qtr:	2006	2007	2008
1	501.8	459.1	476.3
2	489.3	469.7	468.3
3	616.7	610.5	618.4
4	539.9	558.8	577.6
<i>For 2007, a 2.3% decline to 2.098 million units For 2008, a 2.0% increase to 2.141 million units Data Source: AHAM Forecast Source: Delano Data Insights</i>			
<b>GAS RANGES and OVENS – Shipments (Thousands of Units)</b>			
Qtr:	2006	2007	2008
1	892.5	803.3	830.6
2	869.2	821.4	857.7
3	894.6	890.1	909.7
4	929.7	952.9	963.4
<i>For 2007, a 3.3% decrease to 3.468 million units For 2008, a 2.7% increase to 3.561 million units Data Source: AHAM Forecast Source: Delano Data Insights</i>			
<b>GAS FURNACES – Shipments (Thousands of Units)</b>			
Qtr:	2006	2007	2008
1	822.8	666.5	716.5
2	718.4	668.1	726.9
3	842.7	825.8	844.0
4	812.8	865.6	872.5
<i>For 2007, a 5.3% decline to 3.026 million units For 2008, a 4.4% increase to 3.160 million units Data Source: AHAM Forecast Source: Delano Data Insights</i>			
<b>DEHUMIDIFIERS – Shipments (Thousands of Units)</b>			
Qtr:	2006	2007	2008
1	203.8	271.1	301.7
2	714.8	639.2	682.1
3	367.3	444.4	460.0
4	169.7	191.1	151.3
<i>For 2007, a 6.2% increase to 1.546 million units For 2008, a 3.2% increase to 1.595 million units Data Source: AHAM Forecast Source: Delano Data Insights</i>			
<i>Note: All forecasts begin in Q1/2007</i>			