

SHIPMENTS

Product	March '07	March '06	% Chg.	3 Mos. '07	3 Mos. '06	% Chg.
MAJOR APPLIANCES						
TOTAL	6,505,000	7,333,600	-11.3%	15,283,900	17,018,900	-10.2%
CLEANUP - TOTAL	1,313,000	1,392,100	-5.7%	3,297,100	3,535,300	-6.7%
Compactors	10,300	12,300	-16.3%	25,400	30,200	-15.9%
Dishwashers - Total	735,300	791,500	-7.1%	1,693,800	1,828,900	-7.4%
Built-in	722,700	774,200	-6.7%	1,666,200	1,790,000	-6.9%
Portable	12,600	17,300	-27.2%	27,600	38,900	-29.0%
Disposers	567,300	588,400	-3.6%	1,577,900	1,676,200	-5.9%
COOKING - TOTAL	2,153,200	2,537,900	-15.2%	5,181,800	5,882,800	-11.9%
Electric Cooking - Total	615,500	658,900	-6.6%	1,432,000	1,550,600	-7.6%
Surface Cooktops	55,600	58,900	-5.6%	130,900	143,100	-8.5%
Gas Cooking - Total	350,400	372,600	-6.0%	811,500	892,500	-9.1%
Surface Cooktops	51,500	56,900	-9.5%	125,100	142,200	-12.0%
Microwave Ovens	1,187,300	1,506,400	-21.2%	2,938,200	3,439,700	-14.6%
FOOD PRESERVATION - TOTAL	1,164,700	1,311,800	-11.2%	2,687,000	2,981,100	-9.9%
Freezers - Total	183,800	213,900	-14.1%	446,700	501,800	-11.0%
Chest	115,100	142,000	-18.9%	284,400	340,400	-16.5%
Upright	68,800	71,900	-4.3%	162,400	161,300	0.7%
Refrigerators	980,900	1,097,900	-10.7%	2,240,200	2,479,300	-9.6%
LAUNDRY - TOTAL	1,874,100	2,091,800	-10.4%	4,118,000	4,619,700	-10.9%
Dryers - Total	877,500	963,900	-9.0%	1,895,900	2,133,000	-11.1%
Electric	711,600	777,300	-8.5%	1,536,400	1,719,400	-10.6%
Gas	165,900	186,600	-11.1%	359,500	413,600	-13.1%
Washers	996,600	1,128,000	-11.6%	2,222,000	2,486,700	-10.6%

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).

HVAC EQUIPMENT						
TOTAL	4,164,751	4,670,355	-10.8%	8,297,233	9,793,281	-15.3%
AIR CONDITIONERS - TOTAL	2,596,529	3,003,223	-13.5%	4,486,577	5,516,761	-18.7%
Room	2,155,800	2,527,700	-14.7%	3,635,700	4,180,800	-13.0%
Unitary	440,729	475,523	-7.3%	850,877	1,335,961	-36.3%
DEHUMIDIFIERS	186,500	119,500	56.1%	314,700	203,800	54.4%
FURNACES (Central) - TOTAL	274,850	315,758	-13.0%	653,472	841,641	-22.4%
Gas	269,186	309,969	-13.2%	634,747	822,781	-22.9%
Oil	5,664	5,789	-2.2%	18,725	18,860	-0.7%
HEAT PUMPS	195,470	247,430	-21.0%	449,123	575,799	-22.0%
WATER HEATERS - TOTAL	911,402	984,444	-7.4%	2,393,361	2,655,280	-9.9%
Residential - Total	895,697	969,494	-7.6%	2,352,536	2,615,336	-10.0%
Electric	441,414	477,521	-7.6%	1,186,278	1,315,096	-9.8%
Gas	454,283	491,973	-7.7%	1,166,258	1,300,240	-10.3%
Commercial - Total	15,705	14,950	5.1%	40,825	39,944	2.2%
Electric	6,231	6,208	0.4%	16,713	16,578	0.8%
Gas	9,474	8,742	8.4%	24,112	23,366	3.2%

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.

CONSUMER ELECTRONICS						
TOTAL	3,102,609	2,932,697	5.8%	9,061,021	6,779,656	33.7%
Camcorders	544,486	431,876	26.1%	1,196,198	914,006	30.9%
DVD Players	1,217,102	1,039,752	17.1%	3,384,871	2,496,011	35.6%
Digital TVs	1,341,021	1,461,069	-8.2%	4,479,952	3,369,639	33.0%

Note: Total market statistics for the U.S. regardless of brand name or country of origin. Source: Consumer Electronics Association.

FORECASTS

MAJOR HOME APPLIANCES — Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	21,403.5	19,234.2	19,965.1
2	22,593.8	20,605.5	21,244.3
3	18,810.4	18,528.2	18,991.4
4	17,149.0	17,714.9	17,998.3

For 2007, a 4.8% decline to 76.083 million units
For 2008, a 2.8% increase to 78.199 million units
Data Source: AHAM Forecast Source: Delano Data Insights

FLAT-PANEL (LCD and Plasma) TELEVISIONS — Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	1,656.7	2,897.8	3,671.2
2	2,921.9	4,215.0	5,216.4
3	3,696.2	5,225.6	5,823.5
4	5,453.1	7,190.3	9,015.8

For 2007, a 42.3% increase to 19.529 million units
For 2008, a 21.5% increase to 23.727 million units
Data Source: CEA Forecast Source: Delano Data Insights

MICROWAVE OVENS — Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	3,439.7	2,938.2	3,093.9
2	3,272.2	2,961.3	3,079.8
3	3,503.2	3,534.7	3,640.7
4	3,471.9	3,614.2	3,654.0

For 2007, a 4.7% decrease to 13.048 million units
For 2008, a 3.2% increase to 13.468 million units
Data Source: AHAM Forecast Source: Delano Data Insights

RESIDENTIAL ELECTRIC WATER HEATERS — Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	1,315.1	1,186.3	1,249.4
2	1,178.5	1,113.7	1,141.5
3	1,168.2	1,172.9	1,185.8
4	1,178.0	1,198.0	1,207.6

For 2007, a 3.5% decline to 4.671 million units
For 2008, a 2.4% increase to 4.784 million units
Data Source: GAMA Forecast Source: Delano Data Insights

DISHWASHERS — Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	1,828.9	1,693.8	1,734.5
2	1,817.3	1,733.7	1,764.9
3	1,796.1	1,805.1	1,864.7
4	1,809.2	1,868.9	1,921.2

For 2007, a 2.1% decrease to 7.102 million units
For 2008, a 4.2% increase to 7.285 million units
Data Source: AHAM Forecast Source: Delano Data Insights

ROOM AIR CONDITIONERS — Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	4,180.8	3,635.7	3,719.3
2	5,011.0	4,565.0	4,816.1
3	714.8	730.5	760.5
4	148.7	122.1	140.0

For 2007, a 10.0% decline to 9.053 million units
For 2008, a 4.2% increase to 9.436 million units
Data Source: AHAM Forecast Source: Delano Data Insights

Note: All forecasts begin in Q2/2007