

# SHIPMENTS

# FORECASTS

Product	Oct '02	Oct '01	% Chg.	10 Mos. '02	10 Mos. '01	% Chg.
<b>MAJORS—TOTAL</b>	<b>4,565,500</b>	<b>4,458,500</b>	<b>+ 2.4</b>	<b>49,328,000</b>	<b>47,214,500</b>	<b>+ 4.5</b>
<b>CLEANUP—TOTAL</b>	<b>977,600</b>	<b>930,700</b>	<b>+ 5.0</b>	<b>9,830,400</b>	<b>9,246,300</b>	<b>+ 6.3</b>
Compactors	9,500	10,000	- 5.1	94,300	96,200	- 2.0
Disposers	495,400	476,600	+ 4.0	4,710,400	4,582,800	+ 2.8
<b>Dishwashers - Total</b>	<b>472,700</b>	<b>444,100</b>	<b>+ 6.4</b>	<b>5,025,700</b>	<b>4,567,400</b>	<b>+10.0</b>
Built-in	461,100	432,600	+ 6.6	4,901,100	4,450,800	+10.1
Portable	11,700	11,500	+ 1.3	124,600	116,500	+ 6.9
<b>COOKING—TOTAL</b>	<b>1,623,800</b>	<b>1,555,200</b>	<b>+ 4.4</b>	<b>17,337,700</b>	<b>16,925,300</b>	<b>+ 2.4</b>
<b>Electric Ranges - Total</b>	<b>438,700</b>	<b>418,900</b>	<b>+ 4.7</b>	<b>4,291,600</b>	<b>4,107,700</b>	<b>+ 4.5</b>
Built-in	63,300	58,300	+ 8.5	616,500	580,700	+ 6.2
Freestanding	334,000	320,900	+ 4.1	3,248,300	3,121,100	+ 4.1
Surface Cooktops	41,500	39,700	+ 4.5	426,700	405,800	+ 5.2
<b>Gas Ranges - Total</b>	<b>277,300</b>	<b>255,800</b>	<b>+ 8.4</b>	<b>2,623,200</b>	<b>2,435,200</b>	<b>+ 7.7</b>
Built-in	5,500	5,900	- 5.9	54,800	55,400	- 1.2
Freestanding	237,100	218,900	+ 8.3	2,232,400	2,068,400	+ 7.9
Surface Cooktops	34,700	31,100	+11.6	336,000	311,300	+ 7.9
<b>Microwave Ovens/Ranges</b>	<b>907,700</b>	<b>880,600</b>	<b>+ 3.1</b>	<b>10,422,900</b>	<b>10,382,400</b>	<b>+ 0.4</b>
<b>FOOD PRESERVATION—TOTAL</b>	<b>913,700</b>	<b>900,300</b>	<b>+ 1.5</b>	<b>10,266,600</b>	<b>9,660,000</b>	<b>+ 6.3</b>
<b>Freezers - Total</b>	<b>213,600</b>	<b>195,000</b>	<b>+ 9.5</b>	<b>2,061,700</b>	<b>1,792,800</b>	<b>+15.0</b>
Chest	119,800	106,800	+12.2	1,196,500	1,044,500	+14.5
Upright	93,800	88,200	+ 6.3	865,300	748,200	+15.6
<b>Refrigerators</b>	<b>700,100</b>	<b>705,400</b>	<b>- 0.7</b>	<b>8,204,900</b>	<b>7,867,200</b>	<b>+ 4.3</b>
<b>LAUNDRY—TOTAL</b>	<b>1,050,400</b>	<b>1,072,300</b>	<b>- 2.0</b>	<b>11,893,000</b>	<b>11,382,900</b>	<b>+ 4.5</b>
<b>Dryers - Total</b>	<b>497,800</b>	<b>517,400</b>	<b>- 3.8</b>	<b>5,577,800</b>	<b>5,314,700</b>	<b>+ 5.0</b>
Electric	387,100	401,100	- 3.5	4,375,100	4,194,000	+ 4.3
Gas	110,600	116,200	- 4.8	1,202,700	1,120,600	+ 7.3
<b>Washers</b>	<b>552,700</b>	<b>554,900</b>	<b>- 0.4</b>	<b>6,315,200</b>	<b>6,068,200</b>	<b>+ 4.1</b>

Note: Figures (in units) cover domestic shipments of U.S.-produced products. Numbers do not add up due to overlapping product categories. Microwave ovens/ranges category embraces microwave ovens and combination microwave oven/ranges. Source: Association of Home Appliance Manufacturers (AHAM).

Product	Oct '02	Oct '01	% Chg.	10 Mos. '02	10 Mos. '01	% Chg.
<b>PORTABLE APPLIANCES (Kitchen Electrics) —TOTAL</b>	<b>12,904,568</b>	<b>10,543,192</b>	<b>+22.4</b>	<b>80,165,173</b>	<b>75,729,914</b>	<b>+ 5.9</b>

Note: Blenders, Breadmakers, Coffee Makers, Coffee Mills & Grinders, Can Openers, Food Choppers, Food Processors, Fry Pans, Griddles, Irons, Juicers, Electric Knives, Mixers, Toasters, Toaster Ovens/Broilers, Counter Top Ovens, and Waffle Irons. Figures (in units) are for domestic shipments, regardless of country of origin. Source: Association of Home Appliance Manufacturers (AHAM).

Product	Oct '02	Oct '01	% Chg.	10 Mos. '02	10 Mos. '01	% Chg.
<b>PORTABLE APPLIANCES (Air Treatment) —TOTAL</b>	<b>2,243,583</b>	<b>2,922,837</b>	<b>-23.2</b>	<b>10,979,626</b>	<b>12,309,579</b>	<b>-10.8</b>

Note: Air Cleaners, Air Heaters – Fan Forced, Heater Fan, Low Silhouette, PTC Ceramic, Radiant, Humidifiers – Evaporative Console, Evaporative Table Top, Impeller, Steam, Warm Mist. Figures (in units) are for domestic shipments, regardless of country of origin. Source: Association of Home Appliance Manufacturers (AHAM).

Product	Oct '02	Oct '01	% Chg.	10 Mos. '02	10 Mos. '01	% Chg.
<b>PORTABLE APPLIANCES (Kitchen Electrics and Air Treatment) —TOTAL</b>	<b>15,148,151</b>	<b>13,466,029</b>	<b>+12.5</b>	<b>91,144,798</b>	<b>88,039,494</b>	<b>+ 3.5</b>
<b>HVAC—TOTAL</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>AIR CONDITIONERS - TOTAL</b>	<b>268,205</b>	<b>237,811</b>	<b>+12.8</b>	<b>10,723,786</b>	<b>9,815,587</b>	<b>+ 9.3</b>
Room	-2,200	11,000	-119.7	5,991,700	5,459,500	+ 9.8
Unitary	270,405	226,811	+19.2	4,732,086	4,356,087	+ 8.6
<b>DEHUMIDIFIERS</b>	<b>21,000</b>	<b>21,400</b>	<b>- 2.0</b>	<b>762,800</b>	<b>795,300</b>	<b>- 4.1</b>
<b>FURNACES (Central) - Total</b>	<b>334,532</b>	<b>310,435</b>	<b>+ 7.8</b>	<b>2,685,813</b>	<b>2,560,995</b>	<b>+ 4.9</b>
Gas	319,834	294,572	+ 8.6	2,595,417	2,464,374	+ 5.3
Oil	14,698	15,863	- 7.3	90,396	96,621	- 6.4
<b>FURNACES (Duct)</b>	<b>775</b>	<b>997</b>	<b>-22.3</b>	<b>7,706</b>	<b>8,787</b>	<b>-12.3</b>
<b>HEAT PUMPS</b>	<b>88,191</b>	<b>94,248</b>	<b>- 6.0</b>	<b>1,283,097</b>	<b>1,253,917</b>	<b>+ 2.0</b>
<b>HEATERS (Unit) - TOTAL</b>	<b>18,111</b>	<b>21,436</b>	<b>-15.5</b>	<b>120,765</b>	<b>126,466</b>	<b>- 4.5</b>
Propeller Fan Type	17,806	20,950	-15.0	117,125	122,374	- 4.3
Blower Type	305	486	-37.2	3,640	4,092	-11.0
<b>FIREPLACES (Vent-Free Gas) - TOTAL</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>WATER HEATERS - TOTAL</b>	<b>717,364</b>	<b>767,907</b>	<b>- 6.6</b>	<b>7,718,928</b>	<b>7,763,037</b>	<b>- 0.6</b>
<b>Residential - Total</b>	<b>706,617</b>	<b>756,016</b>	<b>- 6.5</b>	<b>7,601,626</b>	<b>7,645,404</b>	<b>- 0.6</b>
Electric	333,647	356,267	- 6.3	3,587,615	3,591,678	- 0.1
Gas	372,970	399,749	- 6.7	4,014,011	4,053,726	- 1.0
<b>Commercial - Total</b>	<b>10,747</b>	<b>11,891</b>	<b>- 9.6</b>	<b>117,302</b>	<b>117,633</b>	<b>- 0.3</b>
Electric	3,695	4,231	-12.7	38,212	39,735	- 3.8
Gas	7,052	7,660	- 7.9	79,090	77,898	+ 1.5

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. Other figures from Gas Appliance Manufacturers Association. Shipment totals for Direct-Vent Furnaces, Vented Furnaces, Vented and Unvented Room Heaters, and Gas and Oil Boilers are reported by GAMA on a quarterly basis, and will appear in Managers Update when available.

Product	Oct '02	Oct '01	% Chg.	10 Mos. '02	10 Mos. '01	% Chg.
<b>CONSUMER ELECTRONICS—TOTAL</b>	<b>4,636,078</b>	<b>5,534,365</b>	<b>-16.2</b>	<b>43,531,409</b>	<b>46,500,394</b>	<b>- 6.4</b>
Camcorders	441,084	469,052	- 6.0	4,492,046	4,201,952	+ 6.9
DVD Players	1,538,972	1,516,211	+ 1.5	11,789,575	9,062,764	+30.1
Televisions (direct view)	1,604,772	1,927,840	-16.8	15,088,326	16,685,063	- 9.6
Televisions (projection)	54,262	82,848	-34.5	582,072	744,672	-21.8
Television/VCR Combos	251,596	411,939	-38.9	2,647,890	3,681,091	-28.1
VCR Decks	745,392	1,126,475	-33.8	8,931,500	12,124,852	-26.3

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

Product	Oct '02	Oct '01	% Chg.	10 Mos. '02	10 Mos. '01	% Chg.
<b>VACUUM CLEANERS—TOTAL</b>	<b>1,776,687</b>	<b>1,572,941</b>	<b>+13.3</b>	<b>16,390,248</b>	<b>16,002,781</b>	<b>+ 2.4</b>

Note: Figures (in units) combine upright, canister and stick models. Source: Vacuum Cleaner Manufacturers Association.

VCR and Camcorder Shipments (Thousands of Units)			
Qtr:	2001	2002	2003
1	4,801.6	3,710.5	2,794.0
2	5,014.5	4,484.4	3,323.0
3	4,915.2	4,042.1	3,290.3
4	5,462.6	4,364.6	3,810.3

For 2002, a 17.8 percent decrease to 16,601 million units.  
For 2003, a 20.4 percent decrease to 13,218 million units.  
Data Source: CEA Forecast Source: Delano Data Insights

Electric Range Shipments (Thousands of Units)			
Qtr:	2001	2002	2003
1	1,182.4	1,292.8	1,238.5
2	1,196.8	1,294.6	1,276.5
3	1,309.6	1,265.4	1,323.6
4	1,377.7	1,374.9	1,461.6

For 2002, a 3.2 percent increase to 5,227 million units.  
For 2003, a 1.4 percent increase to 5,300 million units.  
Data Source: AHAM Forecast Source: Delano Data Insights

Residential Gas Water Heater Shipments (Thousands of Units)			
Qtr:	2001	2002	2003
1	1,373.7	1,323.0	1,326.9
2	1,186.6	1,184.2	1,192.5
3	1,093.7	1,114.5	1,108.9
4	1,277.3	1,255.6	1,256.8

For 2002, a 1.1 percent decrease to 4,877 million units.  
For 2003, a 0.2 percent increase to 4,885 million units.  
Data Source: GAMA Forecast Source: Delano Data Insights

Unitary A/C & Heat Pump Shipments (Thousands of Units)			
Qtr:	2001	2002	2003
1	1,523.2	1,480.3	1,539.5
2	2,225.1	2,433.2	2,391.8
3	1,540.7	1,741.4	1,603.8
4	992.5	1,077.9	1,070.3

For 2002, a 7.2 percent increase to 6,732 million units.  
For 2003, a 1.9 percent decrease to 6,605 million units.  
Data Source: ARI Forecast Source: Delano Data Insights

Disposer Shipments (Thousands of Units)			
Qtr:	2001	2002	2003
1	1,370.0	1,382.7	1,395.1
2	1,317.1	1,410.0	1,383.2
3	1,419.0	1,422.4	1,430.9
4	1,440.5	1,482.3	1,531.2

For 2002, a 2.7 percent increase to 5,697 million units.  
For 2003, a 0.8 percent increase to 5,740 million units.  
Data Source: AHAM Forecast Source: Delano Data Insights

Refrigerator Shipments (Thousands of Units)			
Qtr:	2001	2002	2003
1	1,906.7	2,168.4	2,055.6
2	2,473.1	2,626.4	2,636.9
3	2,782.0	2,704.9	2,853.7
4	2,143.7	2,085.5	2,240.2

For 2002, a 3.0 percent increase to 9,585 million units.  
For 2003, a 2.1 percent increase to 9,786 million units.  
Data Source: AHAM Forecast Source: Delano Data Insights

Note: All forecasts begin in Q4/2002.