

# SHIPMENTS

Product	Oct. '05	Oct. '04	% Chg.	10 Mos. '05	10 Mos. '04	% Chg.
<b>MAJORS - TOTAL</b>	<b>5,634,200</b>	<b>5,660,100</b>	<b>-0.5%</b>	<b>56,900,300</b>	<b>56,795,900</b>	<b>0.2%</b>
<b>CLEANUP - TOTAL</b>	<b>1,186,100</b>	<b>1,121,400</b>	<b>5.8%</b>	<b>12,080,800</b>	<b>11,406,000</b>	<b>5.9%</b>
Compactors	8,800	9,300	-5.4%	98,100	105,600	-7.1%
Dishwashers - Total	597,100	541,400	10.3%	6,095,500	5,802,500	5.0%
Built-in	588,000	529,500	11.0%	5,991,900	5,682,200	5.5%
Portable	9,100	11,900	-23.5%	103,600	120,300	-13.9%
Disposers	580,300	570,700	1.7%	5,887,200	5,497,900	7.1%
<b>COOKING - TOTAL</b>	<b>1,979,700</b>	<b>2,439,700</b>	<b>-18.9%</b>	<b>19,387,600</b>	<b>20,500,200</b>	<b>-5.4%</b>
Electric Ranges - Total	523,800	499,600	4.8%	4,996,000	4,951,100	0.9%
Built-in	82,000	79,800	2.8%	777,600	778,300	-0.1%
Freestanding	396,100	374,100	5.9%	3,779,100	3,706,200	2.0%
Surface Cooktops	45,700	45,800	-0.2%	439,300	466,600	-5.9%
Gas Ranges - Total	321,200	323,700	-0.8%	3,028,900	2,980,800	1.6%
Built-in	5,300	6,500	-18.5%	49,800	52,100	-4.4%
Freestanding	268,400	273,500	-1.9%	2,524,200	2,497,800	1.1%
Surface Cooktops	47,500	43,700	8.7%	454,800	431,000	5.5%
Microwave Ovens	1,134,700	1,616,300	-29.8%	11,362,700	12,568,300	-9.6%
<b>FOOD PRESERVATION - TOTAL</b>	<b>1,121,600</b>	<b>1,018,800</b>	<b>10.1%</b>	<b>11,007,500</b>	<b>11,228,300</b>	<b>-2.0%</b>
Freezers - Total	192,600	213,600	-9.8%	1,802,000	2,082,700	-13.5%
Chest	115,600	125,300	-7.7%	1,072,600	1,260,600	-14.9%
Upright	77,000	88,400	-12.9%	729,400	822,100	-11.3%
Refrigerators	929,100	805,100	15.4%	9,205,500	9,145,600	0.7%
<b>LAUNDRY - TOTAL</b>	<b>1,346,800</b>	<b>1,080,200</b>	<b>24.7%</b>	<b>14,424,400</b>	<b>13,661,400</b>	<b>5.6%</b>
Dryers - Total	640,900	507,000	26.4%	6,683,400	6,456,900	3.5%
Electric	517,100	397,600	30.1%	5,280,800	5,101,800	3.5%
Gas	123,800	109,400	13.2%	1,402,600	1,355,100	3.5%
Washers	705,800	573,200	23.1%	7,741,000	7,204,500	7.4%

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).

<b>PORTABLE APPLIANCES (Cooking &amp; Food Processing) - TOTAL</b>	<b>10,283,908</b>	<b>10,957,044</b>	<b>-6.1%</b>	<b>71,412,988</b>	<b>69,640,262</b>	<b>2.5%</b>
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Source: Association of Home Appliance Manufacturers.

<b>PORTABLE APPLIANCES (Air Treatment) - TOTAL</b>	<b>738,692</b>	<b>1,490,581</b>	<b>-50.4%</b>	<b>5,253,991</b>	<b>6,971,847</b>	<b>-24.6%</b>
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Source: Association of Home Appliance Manufacturers.

<b>PORTABLE APPLIANCES (Cooking &amp; Food Processing &amp; Air Treatment) - TOTAL</b>	<b>11,022,600</b>	<b>12,447,625</b>	<b>-11.4%</b>	<b>76,666,979</b>	<b>76,612,109</b>	<b>0.1%</b>
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<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>497,978</b>	<b>185,813</b>	<b>168.0%</b>	<b>13,311,233</b>	<b>12,907,200</b>	<b>3.1%</b>
Room	(26,800)	(98,100)	N/A	7,727,500	7,951,000	-2.8%
Unitary	524,778	283,913	84.8%	5,583,733	4,956,200	12.7%
<b>DEHUMIDIFIERS</b>	<b>73,300</b>	<b>82,800</b>	<b>-11.5%</b>	<b>1,896,400</b>	<b>1,579,100</b>	<b>20.1%</b>

<b>FURNACES (Central) - 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>
Gas	N/A	N/A	N/A	N/A	N/A	N/A
Oil	N/A	N/A	N/A	N/A	N/A	N/A

<b>HEAT PUMPS</b>	<b>190,015</b>	<b>129,262</b>	<b>47.0%</b>	<b>1,803,440</b>	<b>1,639,490</b>	<b>10.0%</b>
<b>WATER HEATERS - 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>
Residential - Total	N/A	N/A	N/A	N/A	N/A	N/A
Electric	N/A	N/A	N/A	N/A	N/A	N/A
Gas	N/A	N/A	N/A	N/A	N/A	N/A
Commercial - Total	N/A	N/A	N/A	N/A	N/A	N/A
Electric	N/A	N/A	N/A	N/A	N/A	N/A
Gas	N/A	N/A	N/A	N/A	N/A	N/A

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.

<b>CONSUMER ELECTRONICS - TOTAL</b>	<b>5,499,260</b>	<b>5,966,908</b>	<b>-7.8%</b>	<b>37,305,253</b>	<b>42,820,828</b>	<b>-12.9%</b>
Camcorders	619,156	787,155	21.3%	4,076,737	4,438,949	-8.2%
DVD Players	2,327,461	2,322,691	0.2%	12,250,213	15,622,715	-21.6%
Analog TVs (direct-view)	1,566,492	1,877,276	-16.6%	13,636,045	15,699,440	-13.1%
Digital TVs	439,265	568,000	-22.7%	3,424,693	3,469,402	-1.3%
Analog TVs/DVD Combos	387,947	219,260	76.9%	2,764,970	1,666,729	65.9%
VCR Decks	158,939	192,526	-17.4%	1,152,595	1,923,593	-40.1%

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

<b>VACUUM CLEANERS - 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>
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Note: Figures (in units) combine upright, stick, and canister vacuum cleaners, either imported or domestically produced. Source: Association of Home Appliance Manufacturers. (Floor care shipments reported by AHAM are not directly comparable to those reported previously by the former Vacuum Cleaner Manufacturers Association due to broader company participation and enhanced expansion factor techniques.)

# FORECASTS

<b>DVD PLAYERS - Shipments (Thousands of Units)</b>			
Qtr:	2004	2005	2006
1	3,054.6	1,930.5	1,621.6
2	4,440.9	3,764.8	3,087.1
3	3,695.3	3,597.4	3,147.7
4	8,799.2	6,948.8	6,114.9

For 2005, a 18.7% decline to 16.242 million units  
For 2006, a 14.0% decrease to 13.971 million units  
Data Source: CEA Forecast Source: Delano Data Insights

<b>ELECTRIC RANGES - Shipments (Thousands of Units)</b>			
Qtr:	2004	2005	2006
1	1,489.2	1,462.6	1,468.3
2	1,450.4	1,487.6	1,495.0
3	1,511.9	1,522.0	1,552.3
4	1,693.7	1,707.8	1,750.4

For 2005, a 0.6% increase to 6.180 million units  
For 2006, a 1.6% increase to 6.266 million units  
Data Source: AHAM Forecast Source: Delano Data Insights

<b>RESIDENTIAL GAS WATER HEATERS - Shipments (Thousands of Units)</b>			
Qtr:	2004	2005	2006
1	1,258.1	1,232.2	1,241.1
2	1,242.5	1,110.1	1,170.0
3	1,123.8	1,125.1	1,158.2
4	1,429.4	1,382.3	1,402.3

For 2005, a 4.0% decrease to 4.850 million units  
For 2006, a 2.5% increase to 4.972 million units  
Data Source: GAMA Forecast Source: Delano Data Insights

<b>UNITARY AIR CONDITIONERS &amp; HEAT PUMPS - Shipments (Thousands of Units)</b>			
Qtr:	2004	2005	2006
1	1,588.7	1,667.5	1,695.2
2	2,746.7	2,503.1	2,683.5
3	1,870.8	2,501.8	2,214.2
4	1,194.9	1,234.3	1,182.5

For 2005, a 6.8% increase to 7.907 million units  
For 2006, a 1.7% decline to 7.775 million units  
Data Source: ARI Forecast Source: Delano Data Insights

<b>DISPOSERS - Shipments (Thousands of Units)</b>			
Qtr:	2004	2005	2006
1	1,638.4	1,740.5	1,722.3
2	1,593.1	1,696.1	1,672.1
3	1,695.6	1,870.3	1,835.2
4	1,721.8	1,802.1	1,856.7

For 2005, a 6.9% increase to 7.109 million units  
For 2006, a 0.3% decrease to 7.086 million units  
Data Source: AHAM Forecast Source: Delano Data Insights

<b>REFRIGERATORS - Shipments (Thousands of Units)</b>			
Qtr:	2004	2005	2006
1	2,354.5	2,303.5	2,289.6
2	2,893.4	2,784.0	2,846.5
3	3,092.6	3,188.9	3,152.3
4	2,572.8	2,630.1	2,642.5

For 2005, a 0.4% decline to 10.871 million units  
For 2006, a 0.6% increase to 10.931 million units  
Data Source: AHAM Forecast Source: Delano Data Insights

Note: All forecasts begin in Q4/2005