

SHIPMENTS

Product	Nov. '05	Nov. '04	% Chg.	11 Mos. '05	11 Mos. '04	% Chg.
MAJORS - TOTAL	5,598,000	5,642,000	-0.8%	62,491,200	62,437,900	0.1%
CLEANUP - TOTAL	1,114,300	1,065,800	4.6%	13,195,000	12,471,800	5.8%
Compactors	10,100	10,300	-1.9%	108,200	115,900	-6.6%
Dishwashers - Total	598,900	563,400	6.3%	6,694,300	6,365,900	5.2%
Built-in	585,600	550,100	6.5%	6,577,500	6,232,400	5.5%
Portable	13,200	13,200	0.0%	116,800	133,500	-12.5%
Disposers	505,300	492,200	2.7%	6,392,500	5,990,000	6.7%
COOKING - TOTAL	2,097,400	2,327,000	-9.9%	21,485,000	22,827,200	-5.9%
Electric Ranges - Total	542,200	527,700	2.7%	5,538,200	5,478,900	1.1%
Built-in	88,200	85,300	3.4%	865,800	863,600	0.3%
Freestanding	409,800	397,600	3.1%	4,188,800	4,103,800	2.1%
Surface Cooktops	44,200	44,900	-1.6%	483,500	511,400	-5.5%
Gas Ranges - Total	321,000	328,900	-2.4%	3,349,900	3,309,700	1.2%
Built-in	5,700	6,800	-16.2%	55,500	58,900	-5.8%
Freestanding	267,400	279,200	-4.2%	2,791,600	2,777,000	0.5%
Surface Cooktops	47,900	42,900	11.7%	502,800	473,900	6.1%
Microwave Ovens	1,234,200	1,470,300	-16.1%	12,596,900	14,038,600	-10.3%
FOOD PRESERVATION - TOTAL	1,090,800	957,900	13.9%	12,098,200	12,186,200	-0.7%
Freezers - Total	195,800	190,400	2.8%	1,997,800	2,273,100	-12.1%
Chest	115,000	108,900	5.6%	1,187,600	1,369,500	-13.3%
Upright	80,800	81,500	-0.9%	810,200	903,600	-10.3%
Refrigerators	895,000	767,600	16.6%	10,100,500	9,913,200	1.9%
LAUNDRY - TOTAL	1,295,500	1,291,300	0.3%	15,713,000	14,952,700	5.1%
Dryers - Total	603,400	606,800	-0.6%	7,279,400	7,063,700	3.1%
Electric	477,000	478,600	-0.3%	5,749,400	5,580,500	3.0%
Gas	126,400	128,100	-1.3%	1,530,000	1,483,200	3.2%
Washers	692,100	684,500	1.1%	8,433,600	7,889,000	6.9%

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).

PORTABLE APPLIANCES (Cooking & Food Processing) - TOTAL	13,533,558	10,518,852	28.7%	84,946,546	80,159,114	6.0%
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Source: Association of Home Appliance Manufacturers.

PORTABLE APPLIANCES (Air Treatment) - TOTAL	1,094,789	961,954	13.8%	6,348,780	7,933,801	-20.0%
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Source: Association of Home Appliance Manufacturers.

PORTABLE APPLIANCES (Cooking & Food Processing & Air Treatment) - TOTAL	14,628,347	11,480,806	27.4%	91,295,326	88,092,915	3.6%
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HVAC - TOTAL	1,830,619	1,469,790	24.5%	29,370,376	28,039,469	4.7%
AIR CONDITIONERS - TOTAL	397,123	84,828	N/A	13,708,356	12,987,620	5.5%
Room	(63,500)	(173,400)	N/A	7,664,000	7,777,600	-1.5%
Unitary	460,623	258,228	78.4%	6,044,356	5,210,020	16.0%
DEHUMIDIFIERS	40,200	53,400	-24.7%	1,936,600	1,632,500	18.6%
FURNACES (Central) - TOTAL	371,485	329,891	12.6%	3,257,599	3,310,561	-1.6%
Gas	359,173	314,996	14.0%	3,156,549	3,192,682	-1.1%
Oil	12,312	14,895	-17.3%	101,050	117,879	-14.3%
HEAT PUMPS	168,960	116,524	45.0%	1,972,400	1,761,070	12.0%
WATER HEATERS - TOTAL	852,851	885,147	-3.6%	8,495,421	8,347,718	1.8%
Residential - Total	841,269	871,725	-3.5%	8,378,206	8,209,359	2.1%
Electric	408,614	410,250	-0.4%	4,067,033	4,093,348	-0.6%
Gas	432,655	461,475	-6.2%	4,311,173	4,116,011	4.7%
Commercial - Total	11,582	13,422	-13.7%	117,215	138,359	-15.3%
Electric	4,772	4,581	4.2%	50,319	51,818	-2.9%
Gas	6,810	8,841	-23.0%	66,896	86,541	-22.7%

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.

CONSUMER ELECTRONICS - TOTAL	5,326,302	6,462,201	-17.6%	42,808,670	49,283,029	-13.1%
Camcorders	629,886	763,214	-17.5%	4,836,095	5,202,163	-7.0%
DVD Players	2,246,882	2,723,920	-17.5%	14,540,824	18,346,635	-20.7%
Analog TVs (direct-view)	1,676,855	2,062,506	-18.7%	15,310,895	17,761,946	-13.8%
Digital TVs	375,679	456,564	-17.7%	3,800,372	3,925,966	-3.2%
Analog TVs/DVD Combos	322,689	256,808	25.7%	3,087,659	1,923,537	60.5%
VCR Decks	74,311	199,189	-62.7%	1,232,825	2,122,782	-41.9%

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

VACUUM CLEANERS - TOTAL	N/A	N/A	N/A	N/A	N/A	N/A
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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

AUTOMATIC WASHERS – Shipments (Thousands of Units)

Qtr:	2004	2005	2006
1	2,271.7	2,278.2	2,366.7
2	2,197.0	2,352.1	2,345.1
3	2,162.6	2,404.9	2,394.1
4	2,200.3	2,371.9	2,411.1

For 2005, a 6.5% increase to 9.407 million units

For 2006, a 1.2% increase to 9.517 million units

Data Source: AHAM Forecast Source: Delano Data Insights

DRYERS – Shipments (Thousands of Units)

Qtr:	2004	2005	2006
1	2,137.6	2,027.0	2,112.3
2	1,876.3	2,006.5	2,014.1
3	1,936.0	2,009.0	1,987.5
4	1,972.4	2,117.2	2,130.7

For 2005, a 3.0% increase to 8.160 million units

For 2006, a 1.0% increase to 8.245 million units

Data Source: AHAM Forecast Source: Delano Data Insights

FREEZERS – Shipments (Thousands of Units)

Qtr:	2004	2005	2006
1	579.6	498.2	481.2
2	556.8	478.9	466.6
3	732.6	632.3	640.0
4	647.4	601.1	608.2

For 2005, a 12.1% decrease to 2.211 million units

For 2006, a 0.7% decline to 2.196 million units

Data Source: AHAM Forecast Source: Delano Data Insights

GAS RANGES – Shipments (Thousands of Units)

Qtr:	2004	2005	2006
1	882.0	887.6	896.1
2	866.6	898.0	889.3
3	908.5	922.1	939.0
4	1,060.8	1,062.8	1,109.7

For 2005, a 1.4% increase to 3.771 million units

For 2006, a 1.7% increase to 3.834 million units

Data Source: AHAM Forecast Source: Delano Data Insights

GAS FURNACES – Shipments (Thousands of Units)

Qtr:	2004	2005	2006
1	743.3	741.4	736.1
2	819.7	794.1	797.0
3	971.1	875.3	925.3
4	984.9	999.7	1,006.7

For 2005, a 3.1% decrease to 3.411 million units

For 2006, a 1.6% increase to 3.465 million units

Data Source: GAMA Forecast Source: Delano Data Insights

DEHUMIDIFIERS – Shipments (Thousands of Units)

Qtr:	2004	2005	2006
1	443.8	669.1	645.2
2	651.4	794.1	761.3
3	401.2	359.9	414.7
4	176.1	150.0	193.0

For 2005, an 18.0% increase to 1.973 million units

For 2006, a 2.1% increase to 2.014 million units

Data Source: AHAM Forecast Source: Delano Data Insights

Note: All forecasts begin in Q4/2005