

SHIPMENTS

FORECASTS

Product	Feb '03	Feb '02	% Chg.	2 Mos. '03	2 Mos. '02	% Chg.
MAJORS—TOTAL	4,616,500	4,488,600	+ 2.8	8,057,300	8,130,400	- 0.9
CLEANUP—TOTAL	953,600	905,200	+ 5.3	1,709,000	1,715,100	- 0.4
Compactors	9,000	8,700	+ 3.2	16,400	16,900	- 3.0
Disposers	460,200	415,600	+10.8	845,800	823,000	+ 2.8
Dishwashers - Total	484,300	480,900	+ 0.7	846,700	875,200	- 3.3
Built-in	471,500	468,200	+ 0.7	822,600	851,100	- 3.4
Portable	12,900	12,700	+ 1.4	24,200	24,100	+ 0.1
COOKING—TOTAL	1,592,400	1,543,800	+ 3.2	2,712,600	2,645,900	+ 2.5
Electric Ranges - Total	405,900	418,900	- 3.1	733,000	751,700	- 2.5
Built-in	61,400	62,000	- 1.0	111,100	111,900	- 0.7
Freestanding	302,700	313,600	- 3.5	546,500	561,100	- 2.6
Surface Cooktops	41,800	43,300	- 3.5	75,400	78,700	- 4.2
Gas Ranges - Total	242,700	251,900	- 3.7	426,900	450,900	- 5.3
Built-in	4,900	6,300	-21.2	9,300	11,300	-17.3
Freestanding	206,100	213,000	- 3.2	361,100	382,700	- 5.6
Surface Cooktops	31,600	32,700	- 3.2	56,500	57,000	- 0.8
Microwave Ovens	943,800	872,900	+ 8.1	1,552,600	1,443,300	+ 7.6
FOOD PRESERVATION—TOTAL	839,400	876,700	- 4.3	1,466,800	1,592,500	- 7.9
Freezers - Total	184,100	183,900	+ 0.1	327,200	331,500	- 1.3
Chest	116,400	109,500	+ 6.4	206,400	187,400	+10.1
Upright	67,600	74,400	- 9.2	120,800	144,100	-16.1
Refrigerators	655,400	692,800	- 5.4	1,139,600	1,261,000	- 9.6
LAUNDRY—TOTAL	1,231,100	1,162,900	+ 5.9	2,168,900	2,176,900	- 0.4
Dryers - Total	587,700	555,200	+ 5.8	1,028,100	1,039,100	- 1.1
Electric	462,300	438,800	+ 5.4	812,400	822,200	- 1.2
Gas	125,400	116,500	+ 7.7	215,700	216,900	- 0.5
Washers	643,400	607,600	+ 5.9	1,140,800	1,137,800	+ 0.3
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 (Kitchen Electrics) —TOTAL	5,836,785	6,315,358	- 7.6	11,328,421	11,235,606	+ 0.8
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).						
PORTABLE APPLIANCES (Air Treatment) —TOTAL	581,550	557,271	+ 4.4	1,228,491	1,457,690	-15.7
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).						
PORTABLE APPLIANCES (Kitchen Electrics and Air Treatment) —TOTAL	6,418,335	6,872,629	- 6.6	12,556,912	12,693,296	- 1.1
HVAC—TOTAL	2,308,042	2,057,511	+12.2	3,917,000	3,580,883	+ 9.4
AIR CONDITIONERS - TOTAL	1,102,542	890,403	+23.8	1,553,278	1,279,371	+21.4
Room	770,400	555,000	+38.8	951,200	679,800	+39.9
Unitary	332,142	335,403	- 1.0	602,078	599,571	+ 0.4
DEHUMIDIFIERS	83,900	30,600	+174.4	118,100	44,100	+167.9
FURNACES (Central) - Total	214,089	202,342	+ 5.8	405,271	417,978	- 3.0
Gas	205,603	195,379	+ 5.2	387,841	403,309	- 3.8
Oil	8,486	6,963	+21.9	17,430	14,669	+18.8
FURNACES (Duct)	999	930	+ 7.4	1,939	1,911	+ 1.5
HEAT PUMPS	122,541	110,208	+11.0	235,150	210,371	+12.0
HEATERS (Unit) - TOTAL	14,124	9,290	+52.0	27,961	23,740	+17.8
Propeller Fan Type	13,718	8,926	+53.7	27,246	22,891	+19.0
Blower Type	406	364	+11.5	715	849	-15.8
WATER HEATERS - TOTAL	769,847	813,738	- 5.4	1,575,301	1,603,412	- 1.8
Residential - Total	758,341	800,969	- 5.3	1,551,703	1,578,703	- 1.7
Electric	366,143	373,012	- 1.8	740,150	749,530	- 1.3
Gas	392,198	427,957	- 8.4	811,553	829,173	- 2.1
Commercial - Total	11,506	12,769	- 9.9	23,598	24,709	- 4.5
Electric	3,802	3,852	- 1.3	7,452	7,527	- 1.0
Gas	7,704	8,917	-13.6	16,146	17,182	- 6.0
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	3,434,995	4,037,359	-14.9	6,218,508	6,803,293	- 8.6
Camcorders	322,593	397,107	-18.8	494,749	599,670	-17.5
DVD Players	743,488	736,118	+ 1.0	1,540,512	1,278,816	+20.5
Analog Televisions (direct view)	1,566,460	1,645,297	- 4.8	2,560,708	2,770,189	- 7.6
Analog Televisions (projection)	35,445	64,399	-45.0	63,581	106,706	-40.4
Analog Television/DVD Combos	83,511	17,333	+381.8	123,946	31,110	+298.4
Analog Television/VCR Combos	234,089	405,254	-42.2	470,114	612,195	-23.2
VCR Decks	449,409	771,851	-41.8	964,898	1,404,607	-31.3
Note: Total market statistics for the U.S. regardless of brand name or country of origin. Source: Consumer Electronics Association.						
VACUUM CLEANERS—TOTAL	1,586,696	1,772,118	-12.6	3,059,636	3,084,681	- 6.0
Note: Figures (in units) combine upright, canister and stick models. Source: Vacuum Cleaner Manufacturers Association.						

Automatic Washer Shipments (Thousands of Units)

Qtr:	2002	2003	2004
1	1,974.0	1,928.6	2,055.9
2	1,968.3	1,877.8	2,014.8
3	1,820.2	1,903.9	1,957.2
4	1,982.4	2,097.4	2,112.1

For 2003, a 0.8 percent increase to 7,808 million units.

For 2004, a 4.3 percent increase to 8,140 million units.

Data Source: AHAM Forecast Source: Delano Data Insights

Dryer Shipments (Thousands of Units)

Qtr:	2002	2003	2004
1	1,792.0	1,770.5	1,890.9
2	1,726.6	1,629.9	1,747.3
3	1,561.3	1,647.2	1,691.7
4	1,812.3	1,917.4	1,923.2

For 2003, a 1.1 percent increase to 6,965 million units.

For 2004, a 4.1 percent increase to 7,253 million units.

Data Source: AHAM Forecast Source: Delano Data Insights

Freezer Shipments (Thousands of Units)

Qtr:	2002	2003	2004
1	560.7	544.7	580.6
2	559.3	523.7	577.1
3	727.9	752.7	785.5
4	686.9	726.7	734.7

For 2003, a 0.5 percent increase to 2,548 million units.

For 2004, a 5.1 percent increase to 2,678 million units.

Data Source: AHAM Forecast Source: Delano Data Insights

Gas Range Shipments (Thousands of Units)

Qtr:	2002	2003	2004
1	783.1	733.0	777.7
2	783.3	724.6	776.0
3	779.5	813.8	835.0
4	922.5	973.2	989.8

For 2003, a 0.7 percent decrease to 3,245 million units.

For 2004, a 4.1 percent increase to 3,378 million units.

Data Source: AHAM Forecast Source: Delano Data Insights

Gas Heater (Air Furnace and Boiler) Shipments (Thousands of Units)

Qtr:	2002	2003	2004
1	697.0	686.5	698.2
2	845.9	796.8	831.9
3	947.1	967.9	983.4
4	1,056.0	1,083.5	1,086.8

For 2003, a 0.3 percent decrease to 3,535 million units.

For 2004, a 1.9 percent increase to 3,600 million units.

Data Source: GAMA Forecast Source: Delano Data Insights

Dehumidifier Shipments (Thousands of Units)

Qtr:	2002	2003	2004
1	222.9	270.2	282.9
2	377.0	330.5	345.1
3	142.0	147.6	146.4
4	57.2	64.3	71.0

For 2003, a 1.7 percent increase to 812,600 units.

For 2004, a 4.0 percent increase to 845,400 units.

Data Source: AHAM Forecast Source: Delano Data Insights

Note: All forecasts begin in Q1/2003.