

SHIPMENTS

FORECASTS

Product	April '03	April '02	% Chg.	4 Mos. '03	4 Mos. '02	% Chg.
MAJORS—TOTAL	4,263,900	4,327,700	- 1.5	18,660,900	18,897,000	- 1.2
CLEANUP—TOTAL	849,300	877,900	- 3.3	3,778,700	3,786,800	- 0.2
Compactors	9,800	8,700	+11.9	37,600	38,800	- 3.1
Disposers	403,300	416,600	- 3.2	1,842,700	1,799,200	+ 2.4
Dishwashers - Total	436,200	452,600	- 3.6	1,898,300	1,948,700	- 2.6
Built-in	425,600	440,400	- 3.4	1,849,000	1,893,100	- 2.3
Portable	10,600	12,300	-13.7	49,300	55,500	-11.2
COOKING—TOTAL	1,522,000	1,448,600	+ 5.1	6,568,800	6,612,000	- 0.7
Electric Ranges - Total	383,400	387,800	- 1.1	1,657,000	1,680,600	- 1.4
Built-in	56,200	55,900	+ 0.6	247,800	244,400	+ 1.4
Freestanding	288,200	290,100	- 0.7	1,239,000	1,260,300	- 1.7
Surface Cooktops	39,000	41,700	- 6.6	170,200	175,900	- 3.2
Gas Ranges - Total	229,200	238,200	- 3.8	977,800	1,021,400	- 4.3
Built-in	4,400	4,700	- 6.7	19,900	23,600	-15.5
Freestanding	193,600	200,700	- 3.6	826,300	867,000	- 4.7
Surface Cooktops	31,200	32,800	- 4.7	131,600	130,800	+ 0.6
Microwave Ovens	909,400	822,600	+10.6	3,934,000	3,910,000	+ 0.6
FOOD PRESERVATION—TOTAL	823,600	849,500	- 3.1	3,401,600	3,580,600	- 5.0
Freezers - Total	137,900	150,400	- 8.3	701,700	713,100	- 1.6
Chest	80,900	92,300	-12.3	451,600	420,900	+ 7.3
Upright	57,000	58,100	- 1.9	250,000	292,200	-14.4
Refrigerators	685,700	699,100	- 1.9	2,700,000	2,867,500	- 5.8
LAUNDRY—TOTAL	1,069,000	1,151,400	- 7.2	4,911,800	4,917,600	- 0.1
Dryers - Total	487,500	533,100	- 8.6	2,321,000	2,325,200	- 0.2
Electric	385,700	418,900	- 7.9	1,839,800	1,842,000	- 0.1
Gas	101,800	114,300	-10.9	481,200	483,200	- 0.4
Washers	581,400	618,300	- 6.0	2,590,800	2,592,400	- 0.1

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	5,768,686	7,121,030	-19.0	25,010,820	25,850,937	- 3.2
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, CounterTop 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	168,186	251,516	-33.1	1,780,690	2,247,296	-20.8
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	5,936,872	7,372,546	-19.5	26,791,511	28,098,233	- 4.7
HVAC—TOTAL	3,299,795	2,776,493	+18.8	11,418,881	9,622,463	+18.7
AIR CONDITIONERS - TOTAL	1,904,814	1,570,617	+21.3	6,180,349	4,655,707	+32.7
Room	1,398,400	1,021,500	+36.9	4,541,000	2,971,900	+52.8
Unitary	506,414	549,117	- 7.8	1,639,349	1,683,807	- 2.6
DEHUMIDIFIERS	187,200	102,200	+83.2	496,100	325,000	+52.6
FURNACES (Central) - Total	194,204	218,414	-11.1	852,599	879,601	- 3.1
Gas	190,131	213,602	-11.0	823,808	853,481	- 3.5
Oil	4,073	4,812	-15.4	28,791	26,417	+ 9.0
HEAT PUMPS	136,146	156,488	-13.0	519,989	503,843	+ 3.0
WATER HEATERS - TOTAL	877,431	728,774	+20.4	3,369,844	3,258,312	+ 3.4
Residential - Total	866,722	717,313	+20.8	3,322,381	3,208,252	+ 3.6
Electric	329,901	332,976	- 0.9	1,462,932	1,502,145	- 2.6
Gas	536,821	384,337	+39.7	1,859,449	1,706,107	+ 9.0
Commercial - Total	10,709	11,461	- 6.6	47,463	50,060	- 5.2
Electric	3,630	3,774	- 3.8	15,408	15,711	- 1.9
Gas	7,079	7,687	- 7.9	32,055	34,349	- 6.7

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						
	3,687,115	3,759,105	- 1.9	15,586,911	16,698,695	- 6.7
Camcorders	531,840	481,789	+10.4	1,740,434	1,667,972	+ 4.3
DVD Players	1,272,337	1,095,930	+16.1	4,426,532	3,778,772	+17.1
Analog Televisions (direct view)	1,178,590	1,175,764	+ 0.2	5,740,123	6,054,776	- 5.2
Analog Televisions (projection)	23,189	58,876	-60.6	141,751	252,427	-43.8
Analog Television/DVD Combos	97,722	20,093	+386.3	339,099	73,094	+363.9
Analog Television/VCR Combos	131,898	313,517	-57.9	891,867	1,454,719	-38.7
VCR Decks	451,539	613,136	-26.4	2,307,105	3,416,935	-32.5

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

VACUUM CLEANERS—TOTAL						
	1,554,376	1,605,316	- 6.6	6,485,232	6,650,948	- 7.2
Note: Figures (in units) combine upright, canister and stick models. Source: Vacuum Cleaner Manufacturers Association.						

DVD Player Shipments			
(Thousands of Units)			
Qtr:	2002	2003	2004
1	2,682.9	3,154.2	3,785.0
2	3,649.5	4,273.6	5,269.4
3	3,929.4	5,021.7	6,016.0
4	6,839.4	8,467.2	10,033.6

For 2003, a 22.3 percent increase to 20.917 million units.
For 2004, a 20.0 percent increase to 25.104 million units.
Data Source: CEA Forecast Source: Delano Data Insights

Electric Range Shipments			
(Thousands of Units)			
Qtr:	2002	2003	2004
1	1,292.8	1,273.6	1,320.7
2	1,294.6	1,281.7	1,348.3
3	1,265.4	1,316.0	1,348.9
4	1,484.9	1,529.5	1,541.7

For 2003, a 1.2 percent increase to 5.401 million units.
For 2004, a 2.9 percent increase to 5.560 million units.
Data Source: AHAM Forecast Source: Delano Data Insights

Residential Gas Water Heater Shipments			
(Thousands of Units)			
Qtr:	2002	2003	2004
1	1,321.8	1,322.6	1,373.8
2	1,184.2	1,171.2	1,215.7
3	1,135.1	1,140.8	1,171.6
4	1,346.9	1,364.5	1,369.9

For 2003, a 0.2 percent increase to 4.999 million units.
For 2004, a 2.6 percent increase to 5.131 million units.
Data Source: GAMA Forecast Source: Delano Data Insights

Unitary Air-Conditioner & Heat Pump Shipments (Thousands of Units)			
Qtr:	2002	2003	2004
1	1,480.3	1,515.6	1,541.4
2	2,433.2	2,462.4	2,536.3
3	1,741.4	1,701.3	1,776.2
4	1,089.7	1,082.1	1,136.2

For 2003, a 0.3 percent increase to 6.761 million units.
For 2004, a 3.4 percent increase to 6.990 million units.
Data Source: ARI Forecast Source: Delano Data Insights

Disposer Shipments			
(Thousands of Units)			
Qtr:	2002	2003	2004
1	1,382.7	1,439.4	1,463.9
2	1,410.0	1,422.7	1,469.6
3	1,422.4	1,443.7	1,507.3
4	1,599.6	1,617.2	1,630.1

For 2003, a 1.9 percent increase to 5.923 million units.
For 2004, a 2.5 percent increase to 6.071 million units.
Data Source: AHAM Forecast Source: Delano Data Insights

Refrigerator Shipments			
(Thousands of Units)			
Qtr:	2002	2003	2004
1	2,168.4	2,014.3	2,147.2
2	2,626.4	2,579.1	2,759.7
3	2,704.9	2,813.1	2,883.4
4	2,239.6	2,356.1	2,377.3

For 2003, a 0.2 percent increase to 9.763 million units.
For 2004, a 4.2 percent increase to 10.168 million units.
Data Source: AHAM Forecast Source: Delano Data Insights

Note: All forecasts begin in Q2/2003.