

# SHIPMENTS

Product	Jan. '05	Jan. '04	% Chg.	1 Mos. '05	1 Mos. '04	% Chg.
<b>MAJORS - TOTAL</b>	<b>4,470,700</b>	<b>4,864,400</b>	<b>-8.1%</b>	<b>4,470,700</b>	<b>4,864,400</b>	<b>-8.1%</b>
<b>CLEANUP - TOTAL</b>	<b>1,049,100</b>	<b>1,035,300</b>	<b>1.3%</b>	<b>1,049,100</b>	<b>1,035,300</b>	<b>1.3%</b>
Compactors	8,100	9,200	-12.0%	8,100	9,200	-12.0%
Dishwashers - Total	475,400	491,500	-3.3%	475,400	491,500	-3.3%
Built-in	464,300	479,300	-3.1%	464,300	479,300	-3.1%
Portable	11,100	12,100	-8.3%	11,100	12,100	-8.3%
Disposers	565,600	534,600	5.8%	565,600	534,600	5.8%
<b>COOKING - TOTAL</b>	<b>1,643,500</b>	<b>1,833,600</b>	<b>-10.4%</b>	<b>1,643,500</b>	<b>1,833,600</b>	<b>-10.4%</b>
Electric Ranges - Total	402,000	433,100	-7.2%	402,000	433,100	-7.2%
Built-in	64,500	70,500	-8.5%	64,500	70,500	-8.5%
Freestanding	299,100	319,100	-6.3%	299,100	319,100	-6.3%
Surface Cooktops	38,300	43,500	-12.0%	38,300	43,500	-12.0%
Gas Ranges - Total	255,300	256,000	-0.3%	255,300	256,000	-0.3%
Built-in	4,900	4,900	0.0%	4,900	4,900	0.0%
Freestanding	214,600	215,600	-0.5%	214,600	215,600	-0.5%
Surface Cooktops	35,800	35,500	0.8%	35,800	35,500	0.8%
Microwave Ovens	986,200	1,144,600	-13.8%	986,200	1,144,600	-13.8%
<b>FOOD PRESERVATION - TOTAL</b>	<b>703,900</b>	<b>819,600</b>	<b>-14.1%</b>	<b>703,900</b>	<b>819,600</b>	<b>-14.1%</b>
Freezers - Total	135,400	178,700	-24.2%	135,400	178,700	-24.2%
Chest	83,900	115,700	-27.5%	83,900	115,700	-27.5%
Upright	51,500	63,000	-18.3%	51,500	63,000	-18.3%
Refrigerators	568,500	640,800	-11.3%	568,500	640,800	-11.3%
<b>LAUNDRY - TOTAL</b>	<b>1,074,200</b>	<b>1,175,900</b>	<b>-8.6%</b>	<b>1,074,200</b>	<b>1,175,900</b>	<b>-8.6%</b>
Dryers - Total	506,600	567,900	-10.8%	506,600	567,900	-10.8%
Electric	398,900	444,600	-10.3%	398,900	444,600	-10.3%
Gas	107,600	123,300	-12.7%	107,600	123,300	-12.7%
Washers	567,700	608,000	-6.6%	567,700	608,000	-6.6%

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	N/A	N/A	N/A	N/A	N/A	N/A
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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.

PORTABLE APPLIANCES (Air Treatment) - TOTAL	N/A	N/A	N/A	N/A	N/A	N/A
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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.

PORTABLE APPLIANCES (Kitchen Electrics and Air Treatment) - TOTAL	N/A	N/A	N/A	N/A	N/A	N/A
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<b>HVAC - TOTAL</b>	<b>2,051,948</b>	<b>1,802,740</b>	<b>13.8%</b>	<b>2,051,948</b>	<b>1,802,740</b>	<b>13.8%</b>
<b>AIR CONDITIONERS - TOTAL</b>	<b>812,653</b>	<b>655,819</b>	<b>23.9%</b>	<b>812,653</b>	<b>655,819</b>	<b>23.9%</b>
Room	526,600	361,200	45.8%	526,600	361,200	45.8%
Unitary	286,053	294,619	-2.9%	286,053	294,619	-2.9%
<b>DEHUMIDIFIERS</b>	<b>57,300</b>	<b>43,200</b>	<b>32.6%</b>	<b>57,300</b>	<b>43,200</b>	<b>32.6%</b>
<b>FURNACES (Central) - TOTAL</b>	<b>228,139</b>	<b>242,629</b>	<b>-6.0%</b>	<b>228,139</b>	<b>242,629</b>	<b>-6.0%</b>
Gas	218,211	232,142	-6.0%	218,211	232,142	-6.0%
Oil	9,928	10,487	-5.3%	9,928	10,487	-5.3%
<b>HEAT PUMPS</b>	<b>119,198</b>	<b>125,472</b>	<b>-5.0%</b>	<b>119,198</b>	<b>125,472</b>	<b>-5.0%</b>
<b>WATER HEATERS - TOTAL</b>	<b>834,658</b>	<b>735,620</b>	<b>13.5%</b>	<b>834,658</b>	<b>735,620</b>	<b>13.5%</b>
<b>Residential - Total</b>	<b>823,894</b>	<b>724,453</b>	<b>13.7%</b>	<b>823,894</b>	<b>724,453</b>	<b>13.7%</b>
Electric	395,445	354,804	11.5%	395,445	354,804	11.5%
Gas	428,449	369,649	15.9%	428,449	369,649	15.9%
<b>Commercial - Total</b>	<b>11,764</b>	<b>11,167</b>	<b>-3.6%</b>	<b>11,764</b>	<b>11,167</b>	<b>-3.6%</b>
Electric	4,257	3,717	14.5%	4,257	3,717	14.5%
Gas	6,507	7,450	-12.7%	6,507	7,450	-12.7%

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.

<b>CONSUMER ELECTRONICS - TOTAL</b>	<b>2,526,236</b>	<b>3,659,913</b>	<b>-31.0%</b>	<b>2,526,236</b>	<b>3,659,913</b>	<b>-31.0%</b>
Camcorders	114,570	231,944	-50.6%	114,570	231,944	-50.6%
DVD Players	669,389	1,111,285	-39.8%	669,389	1,111,285	-39.8%
Analog TVs (direct-view)	1,208,540	1,624,609	-25.6%	1,208,540	1,624,609	-25.6%
Digital TVs	268,153	295,139	-9.1%	268,153	295,139	-9.1%
Analog TVs/DVD Combos	158,544	95,996	65.2%	158,544	95,996	65.2%
Analog TVs/VCR Combos	30,049	136,291	-78.0%	30,049	136,291	-78.0%
VCR Decks	76,991	164,649	-53.2%	76,991	164,649	-53.2%

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

<b>DVD PLAYERS - Shipments (Thousands of Units)</b>			
Qtr:	2004	2005	2006
1	3,513.3	3,188.6	2,755.5
2	4,552.8	4,194.0	3,732.9
3	5,233.9	4,515.3	4,296.4
4	8,831.0	8,529.4	7,804.1

For 2005, a 7.7% decline to 20.427 million units  
For 2006, a 9.0% decrease to 18.589 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	1,464.1	1,475.1
2	1,450.4	1,433.0	1,495.0
3	1,511.9	1,497.0	1,609.8
4	1,693.7	1,645.9	1,750.1

For 2005, a 1.7% decline to 6.040 million units  
For 2006, a 4.8% increase to 6.330 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	1,244.3	1,271.4	1,300.4
2	1,208.4	1,353.0	1,327.5
3	1,171.7	1,121.7	1,144.4
4	1,429.4	1,323.1	1,382.9

For 2005, a 0.3% increase to 5.069 million units  
For 2006, a 1.7% increase to 5.155 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	1,605.3	1,601.1
2	2,746.7	2,628.3	2,675.4
3	1,870.8	1,911.1	1,984.5
4	1,194.9	1,197.0	1,308.0

For 2005, a 0.8% decline to 7.342 million units  
For 2006, a 3.1% increase to 7.569 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	1,569.7	1,630.1
2	1,593.1	1,596.0	1,690.9
3	1,695.6	1,661.7	1,733.1
4	1,721.8	1,741.6	1,783.9

For 2005, a 1.2% decline to 6.569 million units  
For 2006, a 4.1% increase to 6.838 million units  
Data Source: AHAM Forecast Source: Delano Data Insights

<b>REFRIGERATORS - Shipments (Thousands of Units)</b>			
Qtr:	2004	2005	2006
1	2,357.6	2,315.6	2,348.8
2	2,898.0	2,825.3	2,937.1
3	3,084.3	2,997.4	3,110.0
4	2,582.3	2,663.7	2,881.1

For 2005, a 1.1% decline to 10.802 million units  
For 2006, a 4.4% increase to 11.277 million units  
Data Source: AHAM Forecast Source: Delano Data Insights

Note: All forecasts begin in Q1/2005