

# SHIPMENTS

Product	April '05	April '04	% Chg.	4 Mos. '05	4 Mos. '04	% Chg.
<b>MAJORS - TOTAL</b>	<b>4,959,800</b>	<b>4,890,800</b>	<b>1.4%</b>	<b>20,910,600</b>	<b>21,518,900</b>	<b>-2.8%</b>
<b>CLEANUP - TOTAL</b>	<b>1,035,200</b>	<b>999,800</b>	<b>3.5%</b>	<b>4,578,700</b>	<b>4,405,900</b>	<b>3.9%</b>
Compactors	9,100	10,400	-12.5%	38,600	41,700	-7.4%
Dishwashers - Total	550,400	520,800	5.7%	2,323,900	2,257,300	3.0%
Built-in	541,600	509,100	6.4%	2,278,200	2,204,500	3.3%
Portable	8,700	11,700	-25.6%	45,700	52,800	-13.4%
Disposers	475,700	468,600	1.5%	2,216,200	2,107,000	5.2%
<b>COOKING - TOTAL</b>	<b>1,828,900</b>	<b>1,715,400</b>	<b>6.6%</b>	<b>7,138,500</b>	<b>7,594,100</b>	<b>-6.0%</b>
Electric Ranges - Total	452,100	445,000	1.6%	1,914,700	1,934,200	-1.0%
Built-in	70,900	70,300	0.9%	304,800	305,700	-0.3%
Freestanding	339,200	332,700	2.0%	1,434,000	1,439,800	-0.4%
Surface Cooktops	42,100	41,900	0.5%	175,900	188,700	-6.8%
Gas Ranges - Total	274,600	259,300	5.9%	1,162,200	1,141,300	1.8%
Built-in	4,600	4,400	4.5%	21,200	21,100	0.5%
Freestanding	226,600	218,900	3.5%	971,200	960,400	1.1%
Surface Cooktops	43,300	36,000	20.3%	169,800	159,800	6.3%
Microwave Ovens	1,102,200	1,011,100	9.0%	4,061,600	4,518,600	-10.1%
<b>FOOD PRESERVATION - TOTAL</b>	<b>889,500</b>	<b>942,200</b>	<b>-5.6%</b>	<b>3,682,000</b>	<b>3,876,200</b>	<b>-5.0%</b>
Freezers - Total	130,500	157,000	-16.9%	628,700	736,600	-14.6%
Chest	80,700	93,300	-13.5%	407,600	477,700	-14.7%
Upright	49,800	63,700	-21.8%	221,100	258,900	-14.6%
Refrigerators	759,000	785,100	-3.3%	3,053,200	3,139,700	-2.8%
<b>LAUNDRY - TOTAL</b>	<b>1,206,200</b>	<b>1,233,400</b>	<b>-2.2%</b>	<b>5,511,400</b>	<b>5,642,700</b>	<b>-2.3%</b>
Dryers - Total	570,100	565,600	0.8%	2,597,100	2,703,200	-3.9%
Electric	449,700	443,600	1.4%	2,059,700	2,135,000	-3.5%
Gas	120,400	122,000	-1.3%	537,300	568,200	-5.4%
Washers	636,100	667,800	-4.7%	2,914,300	2,939,500	-0.9%

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 (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, CounterTop 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>2,828,095</b>	<b>3,387,952</b>	<b>-16.5%</b>	<b>10,011,560</b>	<b>11,898,094</b>	<b>-15.9%</b>
<b>AIR CONDITIONERS - TOTAL</b>	<b>1,597,629</b>	<b>2,008,047</b>	<b>-20.4%</b>	<b>4,702,734</b>	<b>6,435,736</b>	<b>-26.9%</b>
Room	1,087,600	1,409,200	-22.8%	2,967,600	4,682,800	-36.6%
Unitary	510,029	598,847	-14.8%	1,735,134	1,752,936	-1.0%
<b>DEHUMIDIFIERS</b>	<b>121,600</b>	<b>161,500</b>	<b>-24.7%</b>	<b>569,800</b>	<b>605,300</b>	<b>-5.9%</b>
<b>FURNACES (Central) - TOTAL</b>	<b>232,326</b>	<b>244,812</b>	<b>-5.1%</b>	<b>998,118</b>	<b>1,005,036</b>	<b>-0.7%</b>
Gas	226,767	239,465	-5.3%	968,201	972,780	-0.5%
Oil	5,559	5,347	4.0%	29,917	32,256	-7.3%
<b>HEAT PUMPS</b>	<b>168,804</b>	<b>163,887</b>	<b>3.0%</b>	<b>611,219</b>	<b>593,417</b>	<b>3.0%</b>
<b>WATER HEATERS - TOTAL</b>	<b>707,736</b>	<b>809,706</b>	<b>-12.6%</b>	<b>3,129,689</b>	<b>3,258,605</b>	<b>-4.0%</b>
Residential - Total	697,235	795,624	-12.4%	3,084,090	3,205,938	-3.8%
Electric	338,186	378,579	-10.7%	1,492,863	1,530,803	-2.5%
Gas	359,049	417,045	-13.9%	1,591,227	1,675,135	-5.0%
Commercial - Total	10,501	14,082	-25.4%	45,599	52,667	-13.4%
Electric	4,042	5,028	-19.6%	17,842	18,336	-2.7%
Gas	6,459	9,054	-28.7%	27,757	34,331	-19.1%

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>3,097,014</b>	<b>3,790,695</b>	<b>-18.3%</b>	<b>13,002,822</b>	<b>15,446,286</b>	<b>-15.8%</b>
Camcorders	420,902	557,576	-24.5%	1,509,709	1,809,429	-16.6%
DVD Players	899,389	1,161,857	-22.6%	3,222,330	4,737,549	-32.0%
Analog TVs (direct-view)	1,236,399	1,303,494	-5.1%	5,798,249	6,274,842	-7.6%
Digital TVs	249,418	279,666	-10.8%	1,280,951	1,158,836	10.5%
Analog TVs/DVD Combos	190,427	181,284	5.0%	744,752	570,888	30.5%
Analog TVs/VCR Combos	30,049	136,291	-78.0%	30,049	136,291	-78.0%
VCR Decks	70,430	170,527	-58.7%	416,782	758,451	-45.0%

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

DVD PLAYERS - Shipments (Thousands of Units)			
Qtr:	2004	2005	2006
1	3,575.7	2,322.9	2,113.8
2	4,552.8	3,550.9	3,195.8
3	5,233.9	4,239.5	3,942.7
4	8,831.0	7,418.0	6,527.8

For 2005, a 20.8% decline to 17,531 million units  
For 2006, a 10.0% decrease to 15,780 million units  
Data Source: CEA Forecast Source: Delano Data Insights

ELECTRIC RANGES - Shipments (Thousands of Units)			
Qtr:	2004	2005	2006
1	1,489.2	1,462.6	1,450.1
2	1,450.4	1,497.3	1,520.7
3	1,511.9	1,534.5	1,585.3
4	1,693.7	1,685.1	1,741.7

For 2005, a 0.6% increase to 6,180 million units  
For 2006, a 1.9% increase to 6,298 million units  
Data Source: AHAM Forecast Source: Delano Data Insights

RESIDENTIAL GAS WATER HEATERS - Shipments (Thousands of Units)			
Qtr:	2004	2005	2006
1	1,258.1	1,232.2	1,255.3
2	1,208.4	1,340.7	1,334.4
3	1,171.7	1,153.6	1,167.1
4	1,429.4	1,296.7	1,317.6

For 2005, a 0.6% decrease to 5,023 million units  
For 2006, a 1.0% increase to 5,074 million units  
Data Source: GAMA Forecast Source: Delano Data Insights

UNITARY AIR CONDITIONERS & HEAT PUMPS - Shipments (Thousands of Units)			
Qtr:	2004	2005	2006
1	1,588.7	1,667.5	1,646.3
2	2,746.7	2,780.4	2,750.2
3	1,870.8	1,894.7	1,940.6
4	1,194.9	1,191.0	1,227.1

For 2005, a 1.8% increase to 7,534 million units  
For 2006, a 0.4% increase to 7,564 million units  
Data Source: ARI Forecast Source: Delano Data Insights

DISPOSERS - Shipments (Thousands of Units)			
Qtr:	2004	2005	2006
1	1,638.4	1,740.5	1,688.8
2	1,593.1	1,651.1	1,690.0
3	1,695.6	1,703.4	1,717.6
4	1,721.8	1,735.6	1,758.3

For 2005, a 2.7% increase to 6,831 million units  
For 2006, a 0.4% increase to 6,855 million units  
Data Source: AHAM Forecast Source: Delano Data Insights

REFRIGERATORS - Shipments (Thousands of Units)			
Qtr:	2004	2005	2006
1	2,354.5	2,294.2	2,321.7
2	2,898.0	2,804.1	2,880.1
3	3,084.3	3,001.7	3,064.2
4	2,582.3	2,655.5	2,729.3

For 2005, a 1.4% decline to 10,756 million units  
For 2006, a 2.2% increase to 10,995 million units  
Data Source: AHAM Forecast Source: Delano Data Insights

Note: All forecasts begin in Q2/2005