

SHIPMENTS

Product	Dec. '05	Dec. '04	% Chg.	12 Mos. '05	12 Mos. '04	% Chg.
MAJORS - TOTAL	6,743,900	7,018,100	-3.9%	69,286,000	69,455,900	-0.2%
CLEANUP - TOTAL	1,396,600	1,411,500	-1.1%	14,591,700	13,883,300	5.1%
Compactors	13,600	13,000	4.6%	121,900	128,900	-5.4%
Dishwashers - Total	733,200	739,600	-0.9%	7,427,500	7,105,500	4.5%
Built-in	716,800	720,200	-0.5%	7,294,300	6,952,500	4.9%
Portable	16,400	19,400	-15.5%	133,200	153,000	-12.9%
Disposers	649,800	658,900	-1.4%	7,042,300	6,648,900	5.9%
COOKING - TOTAL	2,285,200	2,562,100	-10.8%	23,825,100	25,389,300	-6.2%
Electric Ranges - Total	663,900	666,300	-0.4%	6,200,600	6,145,200	0.9%
Built-in	109,200	99,400	9.9%	973,900	963,000	1.1%
Freestanding	496,400	508,300	-2.3%	4,685,300	4,612,100	1.6%
Surface Cooktops	58,300	58,600	-0.5%	541,500	570,000	-5.0%
Gas Ranges - Total	407,100	408,200	-0.3%	3,762,400	3,717,900	1.2%
Built-in	8,500	7,800	9.0%	64,000	66,700	-4.0%
Freestanding	341,600	346,600	-1.4%	3,138,700	3,123,600	0.5%
Surface Cooktops	57,000	53,800	5.9%	559,700	527,600	6.1%
Microwave Ovens	1,214,200	1,487,600	-18.4%	13,862,000	15,526,200	-10.7%
FOOD PRESERVATION - TOTAL	1,267,200	1,243,500	1.9%	13,361,300	13,429,700	-0.5%
Freezers - Total	232,100	243,300	-4.6%	2,226,500	2,516,400	-11.5%
Chest	138,400	159,500	-13.2%	1,325,100	1,529,000	-13.3%
Upright	93,700	83,800	11.8%	901,400	987,400	-8.7%
Refrigerators	1,035,200	1,000,200	3.5%	11,134,800	10,913,300	2.0%
LAUNDRY - TOTAL	1,794,900	1,801,000	-0.3%	17,507,900	16,753,600	4.5%
Dryers - Total	834,400	858,400	-2.8%	8,113,800	7,922,000	2.4%
Electric	658,900	681,500	-3.3%	6,408,300	6,261,900	2.3%
Gas	175,500	176,900	-0.8%	1,705,500	1,660,100	2.7%
Washers	960,500	942,600	1.9%	9,394,000	8,831,600	6.4%

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	6,874,504	8,426,202	-18.4%	91,821,050	88,585,316	3.7%
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Source: Association of Home Appliance Manufacturers.

PORTABLE APPLIANCES (Air Treatment) - TOTAL	607,786	728,414	-16.6%	6,956,566	8,662,215	-19.7%
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Source: Association of Home Appliance Manufacturers.

PORTABLE APPLIANCES (Cooking & Food Processing & Air Treatment) - TOTAL	7,482,290	9,154,616	-18.3%	98,777,616	97,247,531	1.6%
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HVAC - TOTAL	2,293,986	2,153,953	6.5%	31,670,489	30,604,830	3.5%
AIR CONDITIONERS - TOTAL	786,720	581,752	35.2%	14,494,976	13,611,730	6.5%
Room	360,100	304,600	18.2%	8,024,000	8,082,200	-0.7%
Unitary	426,620	277,152	53.9%	6,470,976	5,529,530	17.0%
DEHUMIDIFIERS	20,200	40,000	-49.5%	1,956,800	1,672,500	17.0%
FURNACES (Central) - TOTAL	366,104	338,178	8.3%	3,623,703	3,648,738	-0.7%
Gas	355,915	326,342	9.1%	3,512,464	3,519,024	-0.2%
Oil	10,189	11,836	-13.9%	111,239	129,714	-14.2%
HEAT PUMPS	164,125	130,258	26.0%	2,136,525	1,890,730	13.0%
WATER HEATERS - TOTAL	956,837	1,063,765	-10.1%	9,458,485	9,781,132	-3.3%
Residential - Total	941,553	1,047,699	-10.1%	9,319,786	9,626,707	-3.2%
Electric	451,565	479,584	-5.8%	4,518,598	4,572,932	-1.2%
Gas	489,988	568,115	-13.8%	4,801,188	5,053,775	-5.0%
Commercial - Total	15,284	16,066	-4.9%	138,699	154,425	-10.2%
Electric	5,859	6,126	-4.4%	56,178	57,944	-3.0%
Gas	9,425	9,940	-5.2%	82,521	96,481	-14.5%

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	4,443,862	5,089,221	-12.7%	47,252,532	54,372,250	-13.1%
Camcorders	418,771	356,651	17.4%	5,254,866	5,558,814	-5.5%
DVD Players	1,606,999	1,642,496	-2.2%	16,147,823	19,989,131	-19.2%
Analog TVs (direct-view)	1,623,684	2,172,296	-25.3%	16,494,579	19,934,242	-15.0%
Digital TVs	400,999	558,190	-28.2%	4,201,371	4,484,156	-6.3%
Analog TVs/DVD Combos	261,170	215,347	21.3%	3,348,829	2,138,884	56.6%
VCR Decks	132,239	144,241	-8.3%	1,365,064	2,267,023	-39.8%

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

MAJOR HOME APPLIANCES – Shipments (Thousands of Units)

Qtr:	2004	2005	2006
1	20,345.7	18,760.0	18,834.7
2	21,793.4	22,792.6	22,955.4
3	18,542.1	19,286.7	19,474.3
4	18,529.4	18,427.5	18,875.9

For 2005, a 0.1% increase to 79.267 million units

For 2006, a 1.1% increase to 80.140 million units

Data Source: AHAM Forecast Source: Delano Data Insights

ANALOG DIRECT-VIEW TVs – Shipments (Thousands of Units)

Qtr:	2004	2005	2006
1	4,971.3	4,561.3	4,020.7
2	3,878.8	3,440.9	3,277.6
3	4,845.5	4,863.1	3,914.8
4	6,238.1	5,474.0	4,735.0

For 2005, an 8.0% decrease to 18.339 million units

For 2006, a 13.0% decrease to 15.948 million units

Data Source: CEA Forecast Source: Delano Data Insights

MICROWAVE OVENS – Shipments (Thousands of Units)

Qtr:	2004	2005	2006
1	3,507.5	2,959.3	2,977.0
2	3,490.4	3,609.5	3,564.1
3	3,954.0	3,659.2	3,621.8
4	4,574.3	3,634.0	4,156.2

For 2005, a 10.7% decline to 13.862 million units

For 2006, a 3.3% increase to 14.319 million units

Data Source: AHAM Forecast Source: Delano Data Insights

RESIDENTIAL ELECTRIC WATER HEATERS – Shipments (Thousands of Units)

Qtr:	2004	2005	2006
1	1,152.2	1,154.7	1,165.6
2	1,158.1	1,054.1	1,092.4
3	1,030.5	1,061.1	1,053.8
4	1,232.1	1,253.1	1,247.6

For 2005, a 1.1% decline to 4.523 million units

For 2006, a 1.8% increase to 4.559 million units

Data Source: GAMA Forecast Source: Delano Data Insights

DISHWASHERS – Shipments (Thousands of Units)

Qtr:	2004	2005	2006
1	1,736.5	1,773.5	1,827.2
2	1,735.5	1,842.7	1,869.5
3	1,789.1	1,882.2	1,905.4
4	1,844.4	1,929.1	1,952.3

For 2005, a 4.5% increase to 7.428 million units

For 2006, a 1.7% increase to 7.554 million units

Data Source: AHAM Forecast Source: Delano Data Insights

ROOM AIR CONDITIONERS – Shipments (Thousands of Units)

Qtr:	2004	2005	2006
1	3,273.7	2,135.1	2,530.3
2	4,448.7	4,812.6	4,614.5
3	326.7	806.6	658.6
4	33.1	269.7	43.8

For 2005, a 0.7% decline to 8.024 million units

For 2006, a 2.2% decline to 7.847 million units

Data Source: AHAM Forecast Source: Delano Data Insights

Note: All forecasts begin in Q1/2006.