

SHIPMENTS

Product	March '05	March '04	% Chg.	3 Mos. '05	3 Mos. '04	% Chg.
MAJORS - TOTAL	6,495,200	6,801,700	-4.5%	15,922,300	16,632,700	-4.3%
CLEANUP - TOTAL	1,438,100	1,361,800	5.6%	3,543,500	3,406,100	4.0%
Compactors	12,700	12,900	-1.6%	29,400	31,300	-6.1%
Dishwashers - Total	741,100	698,100	6.2%	1,773,500	1,736,500	2.1%
Built-in	725,700	681,400	6.5%	1,736,500	1,695,400	2.4%
Portable	15,400	16,700	-7.8%	37,000	41,100	-10.0%
Disposers	684,300	650,900	5.1%	1,740,500	1,638,400	6.2%
COOKING - TOTAL	2,005,500	2,322,300	-13.6%	5,309,600	5,880,200	-9.7%
Electric Ranges - Total	596,200	602,400	-1.0%	1,462,600	1,489,200	-1.8%
Built-in	92,800	92,700	0.1%	233,900	235,400	-0.6%
Freestanding	449,100	452,000	-0.6%	1,094,800	1,107,000	-1.1%
Surface Cooktops	54,300	57,700	-5.9%	133,800	146,700	-8.8%
Gas Ranges - Total	360,800	352,800	2.3%	887,600	882,000	0.6%
Built-in	6,500	7,000	-7.1%	16,500	16,700	-1.2%
Freestanding	303,700	294,500	3.1%	744,500	741,500	0.4%
Surface Cooktops	50,700	51,400	-1.4%	126,500	123,800	2.2%
Microwave Ovens	1,048,400	1,367,000	-23.3%	2,959,300	3,509,000	-15.7%
FOOD PRESERVATION - TOTAL	1,225,000	1,224,400	0.0%	2,764,000	2,937,100	-5.9%
Freezers - Total	193,200	212,800	-9.2%	476,400	579,600	-17.8%
Chest	120,200	140,700	-14.6%	298,500	384,400	-22.3%
Upright	73,100	72,100	1.4%	177,900	195,200	-8.9%
Refrigerators	1,031,800	1,011,600	2.0%	2,287,600	2,357,600	-3.0%
LAUNDRY - TOTAL	1,826,600	1,893,200	-3.5%	4,305,200	4,409,300	-2.4%
Dryers - Total	860,000	923,000	-6.8%	2,027,000	2,137,600	-5.2%
Electric	681,800	732,500	-6.9%	1,610,000	1,690,300	-4.8%
Gas	178,200	190,400	-6.4%	417,000	447,300	-6.8%
Washers	966,600	970,200	-0.4%	2,278,200	2,271,700	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

	N/A	N/A	N/A	N/A	N/A	N/A

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

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

HVAC TOTAL

	3,335,847	3,843,090	-13.2%	7,188,565	8,080,115	-11.0%

AIR CONDITIONERS - TOTAL

	1,730,795	2,233,520	-22.5%	3,110,205	4,112,819	-24.4%
Room	1,138,900	1,671,300	-31.9%	1,885,100	2,943,600	-36.0%
Unitary	591,895	562,220	5.3%	1,225,105	1,169,219	4.8%

DEHUMIDIFIERS

	274,600	170,400	61.2%	448,200	340,800	31.5%

FURNACES (Central) - TOTAL

	311,594	279,367	11.5%	765,792	760,224	0.7%
Gas	305,218	271,257	12.5%	741,434	733,315	1.1%
Oil	6,376	8,110	-21.4%	24,358	26,909	-9.5%

HEAT PUMPS

	188,512	168,314	12.0%	442,415	417,373	6.0%

WATER HEATERS - TOTAL

	830,346	991,489	-16.3%	2,421,953	2,448,899	-1.1%
Residential - Total	816,780	975,789	-16.3%	2,386,855	2,410,314	-1.0%
Electric	407,891	459,554	-11.2%	1,154,677	1,152,224	0.2%
Gas	408,889	516,235	-20.8%	1,232,178	1,258,090	-2.1%
Commercial - Total	13,566	15,700	-13.6%	35,098	38,585	-9.0%
Electric	5,356	5,658	-5.3%	13,800	13,308	3.7%
Gas	8,210	10,042	-18.2%	21,298	25,277	-15.7%

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

	N/A	N/A	N/A	N/A	N/A	N/A

VACUUM CLEANERS - TOTAL

	N/A	N/A	N/A	N/A	N/A	N/A

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	19,917.0	18,255.5	19,450.3
2	21,415.2	20,641.1	20,832.2
3	18,272.9	18,403.1	18,704.4
4	18,331.8	18,880.2	19,003.3

For 2005, a 2.3% decline to 76.180 million units
For 2006, a 2.4% increase to 77.990 million units
Data Source: AHAM Forecast Source: Delano Data Insights

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

Qtr:	2004	2005	2006
1	5,142.6	4,715.9	3,927.1
2	3,652.8	3,251.1	2,579.9
3	4,845.5	4,176.1	3,335.1
4	6,238.1	4,904.3	3,904.3

For 2005, a 14.2% decrease to 17.047 million units
For 2006, a 19.4% decrease to 13.746 million units
Data Source: CEA Forecast Source: Delano Data Insights

MICROWAVE OVENS - Shipments (Thousands of Units)

Qtr:	2004	2005	2006
1	3,509.0	2,959.3	3,124.1
2	3,489.6	3,687.7	3,734.3
3	3,796.2	3,834.6	3,966.7
4	4,429.7	4,561.3	4,724.3

For 2005, a 1.2% decline to 15.043 million units
For 2006, a 3.4% increase to 15.549 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	1,191.3	1,177.7
2	1,158.0	1,164.3	1,163.0
3	1,030.6	1,025.7	1,055.5
4	1,232.2	1,219.6	1,246.1

For 2005, a 0.6% increase to 4.601 million units
For 2006, a 0.9% increase to 4.642 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	1,761.3
2	1,735.5	1,791.0	1,777.7
3	1,789.1	1,808.4	1,845.8
4	1,844.4	1,906.4	2,001.1

For 2005, a 2.4% increase to 7.279 million units
For 2006, a 1.5% increase to 7.386 million units
Data Source: AHAM Forecast Source: Delano Data Insights

ROOM AIR CONDITIONERS - Shipments (Thousands of Units)

Qtr:	2004	2005	2006
1	2,943.6	1,885.1	2,783.1
2	4,134.3	4,256.6	4,413.8
3	326.1	800.1	876.1
4	42.9	45.5	-25.4

For 2005, a 6.1% decline to 6.987 million units
For 2006, a 15.2% increase to 8.048 million units
Data Source: AHAM Forecast Source: Delano Data Insights

ROOM AIR CONDITIONERS - Shipments (Thousands of Units)

Note: All forecasts begin in Q2/2005.