

SHIPMENTS

Product	Sept. '07	Sept. '06	% Chg.	9 Mos. '07	9 Mos. '06	% Chg.
MAJOR APPLIANCES						
TOTAL	6,654,400	6,872,600	-3.2%	47,683,800	51,615,200	-7.6%
CLEANUP - TOTAL	1,405,400	1,399,100	0.5%	10,161,500	10,714,200	-5.2%
Compactors	9,100	10,600	-14.2%	76,200	88,600	-14.0%
Dishwashers - Total	719,900	704,200	2.2%	5,298,700	5,442,300	-2.6%
Built-in	709,200	693,800	2.2%	5,218,200	5,343,900	-2.4%
Portable	10,600	10,400	1.9%	80,400	98,500	-18.4%
Disposers	676,500	684,300	-1.1%	4,786,700	5,183,300	-7.7%
COOKING - TOTAL	2,155,500	2,284,800	-5.7%	15,556,100	17,503,700	-11.1%
Electric Cooking - Total	622,900	618,800	0.7%	4,447,500	4,632,400	-4.0%
Surface Cooktops	50,700	52,500	-3.4%	383,100	405,100	-5.4%
Gas Cooking - Total	353,900	363,300	-2.6%	2,467,100	2,656,300	-7.1%
Surface Cooktops	49,400	58,000	-14.8%	376,100	423,200	-11.1%
Microwave Ovens	1,178,700	1,302,700	-9.5%	8,641,500	10,215,000	-15.4%
FOOD PRESERVATION - TOTAL	1,392,800	1,422,400	-2.1%	9,528,300	10,224,200	-6.8%
Freezers - Total	231,600	253,000	-8.5%	1,490,000	1,607,800	-7.3%
Chest	133,000	142,100	-6.4%	894,100	958,300	-6.7%
Upright	98,500	110,900	-11.2%	595,900	649,500	-8.3%
Refrigerators	1,161,300	1,169,400	-0.7%	8,038,300	8,616,400	-6.7%
LAUNDRY - TOTAL	1,700,700	1,766,300	-3.7%	12,437,900	13,173,100	-5.6%
Dryers - Total	765,600	810,700	-5.6%	5,722,800	6,019,300	-4.9%
Electric	610,200	637,200	-4.2%	4,570,500	4,804,700	-4.9%
Gas	155,400	173,500	-10.4%	1,152,300	1,214,600	-5.1%
Washers	935,200	955,600	-2.1%	6,715,100	7,153,700	-6.1%

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).

HVAC EQUIPMENT						
TOTAL	1,750,740	1,948,558	-10.2%	25,296,579	26,914,671	-6.0%
AIR CONDITIONERS - TOTAL	423,099	462,107	-8.4%	13,143,440	14,101,400	-6.8%
Room	52,200	120,400	-56.6%	9,387,700	9,906,600	-5.2%
Unitary	370,899	341,707	8.5%	3,755,740	4,194,800	-10.5%
DEHUMIDIFIERS	103,500	153,000	-32.4%	1,796,300	1,269,800	41.5%
FURNACES (Central) - TOTAL	314,074	358,266	-12.3%	2,092,235	2,445,224	-14.4%
Gas	302,397	345,746	-12.5%	2,035,774	2,383,862	-14.6%
Oil	11,677	12,520	-6.7%	56,461	61,362	-8.0%
HEAT PUMPS	156,617	162,129	-3.4%	1,544,260	1,746,900	-11.6%
WATER HEATERS - TOTAL	753,450	813,056	-7.3%	6,720,344	7,351,347	-8.6%
Residential - Total	741,248	800,438	-7.4%	6,604,446	7,237,961	-8.8%
Electric	365,087	403,105	-9.4%	3,326,182	3,661,355	-9.2%
Gas	376,161	397,333	-5.3%	3,278,264	3,576,606	-8.3%
Commercial - Total	12,202	12,618	-3.3%	115,898	113,386	2.2%
Electric	5,539	5,582	-0.8%	49,878	48,439	3.0%
Gas	6,663	7,036	-5.3%	66,020	64,947	1.7%

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. Figures for furnaces and water heaters from Gas Appliance Manufacturers Association.

FORECASTS

MAJOR HOME APPLIANCES – Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	21,403.5	19,338.6	19,224.6
2	22,593.8	22,741.6	22,513.0
3	18,794.3	16,787.6	17,556.7
4	17,149.0	16,548.8	17,023.3

For 2007, a 5.7% decline to 75.417 million units

For 2008, a 1.2% increase to 76.318 million units

Data Source: AHAM Forecast Source: Delano Data Insights

FLAT-PANEL (LCD and Plasma) TV's – Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	1,606.7	2,897.8	4,012.6
2	2,871.9	4,586.0	5,582.3
3	3,621.2	5,487.0	6,317.2
4	5,253.1	7,724.6	9,200.4

For 2007, a 55.0% increase to 20.695 million units

For 2008, a 21.3% increase to 25.113 million units

Data Source: CEA Forecast Source: Delano Data Insights

MICROWAVE OVENS – Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	3,439.7	2,934.2	2,883.6
2	3,272.2	2,906.1	3,017.8
3	3,503.1	2,801.2	3,100.2
4	3,471.9	3,276.3	3,232.6

For 2007, a 12.9% decrease to 11.918 million units

For 2008, a 2.7% increase to 12.234 million units

Data Source: AHAM Forecast Source: Delano Data Insights

RESIDENTIAL ELECTRIC WATER HEATERS – Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	1,315.1	1,186.3	1,173.6
2	1,178.5	1,104.9	1,130.0
3	1,168.2	1,097.7	1,121.6
4	1,178.0	1,134.3	1,155.5

For 2007, a 6.5% decline to 4.523 million units

For 2008, a 1.3% increase to 4.581 million units

Data Source: GAMA Forecast Source: Delano Data Insights

DISHWASHERS – Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	1,828.9	1,689.6	1,729.0
2	1,817.3	1,813.3	1,831.6
3	1,796.1	1,795.8	1,825.9
4	1,809.2	1,822.3	1,864.4

For 2007, a 1.8% decrease to 7.121 million units

For 2008, a 1.8% increase to 7.251 million units

Data Source: AHAM Forecast Source: Delano Data Insights

ROOM AIR CONDITIONERS – Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	4,180.8	3,697.5	3,752.3
2	5,011.0	5,346.0	5,275.0
3	7,14.8	344.2	814.0
4	148.7	81.1	137.6

For 2007, a 5.8% decline to 9.469 million units

For 2008, a 5.4% increase to 9.979 million units

Data Source: AHAM Forecast Source: Delano Data Insights

Note: All forecasts begin in Q4/2007

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