

SHIPMENTS

Product	Jan. '07	Jan. '06	% Chg.	1 Mos. '07	1 Mos. '06	% Chg.
MAJOR APPLIANCES						
TOTAL	4,026,200	4,493,700	-10.4%	4,026,200	4,493,700	-10.4%
CLEANUP - TOTAL	939,400	969,600	-3.1%	939,400	969,600	-3.1%
Compactors	7,000	8,800	-20.5%	7,000	8,800	-20.5%
Dishwashers - Total	432,300	473,100	-8.6%	432,300	473,100	-8.6%
Built-in	426,600	463,300	-7.9%	426,600	463,300	-7.9%
Portable	5,700	9,800	-41.8%	5,700	9,800	-41.8%
Disposers	500,100	487,700	2.5%	500,100	487,700	2.5%
COOKING - TOTAL	1,416,000	1,604,400	-11.7%	1,416,000	1,604,400	-11.7%
Electric Cooking - Total	378,800	409,200	-7.4%	378,800	409,200	-7.4%
Surface Cooktops	31,200	39,500	-21.0%	31,200	39,500	-21.0%
Gas Cooking - Total	210,100	240,900	-12.8%	210,100	240,900	-12.8%
Surface Cooktops	33,300	38,700	-14.0%	33,300	38,700	-14.0%
Microwave Ovens	827,100	954,200	-13.3%	827,100	954,200	-13.3%
FOOD PRESERVATION - TOTAL	686,700	802,400	-14.4%	686,700	802,400	-14.4%
Freezers - Total	121,500	143,600	-15.4%	121,500	143,600	-15.4%
Chest	81,600	103,600	-21.2%	81,600	103,600	-21.2%
Upright	39,900	40,000	-0.3%	39,900	40,000	-0.3%
Refrigerators	565,200	658,900	-14.2%	565,200	658,900	-14.2%
LAUNDRY - TOTAL	984,100	1,117,300	-11.9%	984,100	1,117,300	-11.9%
Dryers - Total	435,100	516,000	-15.7%	435,100	516,000	-15.7%
Electric	348,800	409,700	-14.9%	348,800	409,700	-14.9%
Gas	86,200	106,300	-18.9%	86,200	106,300	-18.9%
Washers	549,000	601,300	-8.7%	549,000	601,300	-8.7%
<i>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).</i>						
HVAC EQUIPMENT						
TOTAL	1,860,847	2,439,967	-23.7%	1,860,847	2,439,967	-23.7%
AIR CONDITIONERS - TOTAL	795,224	1,057,033	-24.8%	795,224	1,057,033	-24.8%
Room	585,500	518,800	12.9%	585,500	518,800	12.9%
Unitary	209,724	538,233	-61.0%	209,724	538,233	-61.0%
DEHUMIDIFIERS	38,300	34,400	11.3%	38,300	34,400	11.3%
FURNACES (Central) - TOTAL	176,125	289,922	-39.3%	176,125	289,922	-39.3%
Gas	169,084	283,202	-40.3%	169,084	283,202	-40.3%
Oil	7,041	6,720	4.8%	7,041	6,720	4.8%
HEAT PUMPS	117,032	172,106	-32.0%	117,032	172,106	-32.0%
WATER HEATERS - TOTAL	734,166	886,506	-17.2%	734,166	886,506	-17.2%
Residential - Total	721,440	872,918	-17.4%	721,440	872,918	-17.4%
Electric	368,812	439,210	-16.0%	368,812	439,210	-16.0%
Gas	352,628	433,708	-18.7%	352,628	433,708	-18.7%
Commercial - Total	12,726	13,588	-6.3%	12,726	13,588	-6.3%
Electric	5,460	5,490	-0.5%	5,460	5,490	-0.5%
Gas	7,266	8,098	-10.3%	7,266	8,098	-10.3%
<i>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.</i>						
CONSUMER ELECTRONICS						
TOTAL	2,907,695	2,983,860	-2.6%	2,907,695	2,983,860	-2.6%
Camcorders	180,562	174,874	3.3%	180,562	174,874	3.3%
DVD Players	776,729	686,127	13.2%	776,729	686,127	13.2%
Analog TVs (direct-view)	668,816	1,033,350	-35.3%	668,816	1,033,350	-35.3%
Digital TVs	1,251,288	934,899	33.8%	1,251,288	934,899	33.8%
TV/DVD	30,300	154,610	-80.4%	30,300	154,610	-80.4%
<i>Note: Total market statistics for the U.S. regardless of brand name or country of origin. Source: Consumer Electronics Association.</i>						

FORECASTS

DVD PLAYERS/RECORDERS – Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	2,115.3	2,419.9	2,874.8
2	4,045.8	4,442.3	5,179.7
3	5,003.6	5,443.9	5,982.8
4	11,390.3	12,654.6	14,337.7

For 2007, a 10.7% increase to 24.961 million units
For 2008, a 13.7% increase to 28.375 million units
Data Source: CEA Forecast Source: Delano Data Insights

ELECTRIC RANGES – Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	1,550.6	1,480.8	1,529.7
2	1,554.1	1,523.0	1,590.0
3	1,527.7	1,535.3	1,612.1
4	1,595.5	1,641.8	1,677.9

For 2007, a 0.8% decrease to 6.181 million units
For 2008, a 3.7% increase to 6.410 million units
Data Source: AHAM Forecast Source: Delano Data Insights

RESIDENTIAL GAS WATER HEATERS – Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	1,300.2	1,132.5	1,207.6
2	1,167.2	1,098.2	1,146.1
3	1,109.2	1,144.7	1,128.9
4	1,077.8	1,150.0	1,171.1

For 2007, a 2.8% decrease to 4.525 million units
For 2008, a 2.9% increase to 4.654 million units
Data Source: GAMA Forecast Source: Delano Data Insights

UNITARY AIR CONDITIONERS & HEAT PUMPS – Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	1,980.0	1,643.4	1,766.7
2	2,128.8	1,981.9	2,180.1
3	1,877.7	1,924.6	2,049.7
4	1,082.8	1,201.9	1,346.1

For 2007, a 4.5% decrease to 6.752 million units
For 2008, an 8.8% increase to 7.343 million units
Data Source: ARI Forecast Source: Delano Data Insights

DISPOSERS – Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	1,676.2	1,701.3	1,754.1
2	1,734.9	1,726.2	1,759.0
3	1,772.2	1,775.7	1,793.5
4	1,694.7	1,735.4	1,761.4

For 2007, a 0.9% increase to 6.939 million units
For 2008, a 1.9% increase to 7.068 million units
Data Source: AHAM Forecast Source: Delano Data Insights

REFRIGERATORS – Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	2,479.3	2,246.2	2,354.0
2	2,966.7	2,856.9	2,945.5
3	3,170.4	3,189.4	3,259.6
4	2,460.3	2,516.9	2,582.3

For 2007, a 2.4% decrease to 10.809 million units
For 2008, a 3.1% increase to 11.141 million units
Data Source: AHAM Forecast Source: Delano Data Insights

Note: All forecasts begin in Q1/2007