

## SHIPMENTS

Product	Oct. '06	Oct. '05	% Chg.	10 Mos. '06	10 Mos. '05	% Chg.
<b>MAJORS - TOTAL</b>	<b>5,067,200</b>	<b>5,630,500</b>	<b>-10.0%</b>	<b>56,682,600</b>	<b>56,750,400</b>	<b>-0.1%</b>
<b>CLEANUP - TOTAL</b>	<b>1,136,800</b>	<b>1,186,100</b>	<b>-4.2%</b>	<b>11,851,000</b>	<b>12,077,500</b>	<b>-1.9%</b>
Compactors	7,700	8,800	-12.5%	96,200	98,100	-1.9%
Dishwashers - Total	554,600	597,100	-7.1%	5,996,900	6,092,200	-1.6%
Built-in	546,500	588,000	-7.1%	5,890,400	5,988,600	-1.6%
Portable	8,000	9,100	-12.1%	106,500	103,600	2.8%
Disposers	574,600	580,300	-1.0%	5,757,900	5,887,200	-2.2%
<b>COOKING - TOTAL</b>	<b>1,827,100</b>	<b>1,979,700</b>	<b>-7.7%</b>	<b>19,331,100</b>	<b>19,387,600</b>	<b>-0.3%</b>
<b>Electric Ranges - Total</b>	<b>477,300</b>	<b>523,800</b>	<b>-8.9%</b>	<b>5,109,700</b>	<b>4,996,000</b>	<b>2.3%</b>
Built-in	81,900	82,000	-0.1%	826,600	777,600	6.3%
Freestanding	350,100	396,100	-11.6%	3,832,700	3,779,100	1.4%
Surface Cooktops	45,500	47,500	-4.2%	468,700	454,800	3.1%
<b>Gas Ranges - Total</b>	<b>283,400</b>	<b>321,200</b>	<b>-11.8%</b>	<b>2,939,700</b>	<b>3,028,900</b>	<b>-2.9%</b>
Built-in	5,400	5,300	1.9%	47,000	49,800	-5.6%
Freestanding	232,400	268,400	-13.4%	2,424,000	2,524,200	-4.0%
Surface Cooktops	58,000	56,000	3.6%	423,200	407,300	3.9%
<b>Microwave Ovens</b>	<b>1,066,400</b>	<b>1,134,700</b>	<b>-6.0%</b>	<b>11,281,600</b>	<b>11,362,700</b>	<b>-0.7%</b>
<b>FOOD PRESERVATION - TOTAL</b>	<b>909,300</b>	<b>1,120,300</b>	<b>-18.8%</b>	<b>11,133,500</b>	<b>10,991,600</b>	<b>1.3%</b>
<b>Freezers - Total</b>	<b>156,500</b>	<b>191,200</b>	<b>-18.1%</b>	<b>1,764,300</b>	<b>1,786,500</b>	<b>-1.2%</b>
Chest	91,600	114,300	-19.9%	1,049,900	1,067,600	-1.7%
Upright	65,000	77,000	-15.6%	714,400	718,900	-0.6%
<b>Refrigerators</b>	<b>752,700</b>	<b>929,100</b>	<b>-19.0%</b>	<b>9,369,100</b>	<b>9,205,100</b>	<b>1.8%</b>
<b>LAUNDRY - TOTAL</b>	<b>1,194,000</b>	<b>1,344,400</b>	<b>-11.2%</b>	<b>14,367,000</b>	<b>14,293,700</b>	<b>0.5%</b>
<b>Dryers - Total</b>	<b>536,000</b>	<b>651,200</b>	<b>-17.7%</b>	<b>6,555,400</b>	<b>6,691,900</b>	<b>-2.0%</b>
Electric	423,700	525,500	-19.4%	5,228,400	5,287,600	-1.1%
Gas	112,400	125,600	-10.5%	1,327,000	1,404,200	-5.5%
<b>Washers</b>	<b>657,900</b>	<b>693,300</b>	<b>-5.1%</b>	<b>7,811,600</b>	<b>7,601,900</b>	<b>2.8%</b>

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	N/A	N/A	N/A%	N/A	N/A	N/A%
Source: Association of Home Appliance Manufacturers.						

PORTABLE APPLIANCES (Air Treatment) - TOTAL	N/A	N/A	N/A%	N/A	N/A	N/A%
Source: Association of Home Appliance Manufacturers.						

PORTABLE APPLIANCES (Cooking & Food Processing & Air Treatment) - TOTAL	N/A	N/A	N/A%	N/A	N/A	N/A%

<b>HVAC - TOTAL</b>	<b>1,458,622</b>	<b>1,973,332</b>	<b>-26.1%</b>	<b>28,425,717</b>	<b>27,538,014</b>	<b>3.2%</b>
<b>AIR CONDITIONERS - TOTAL</b>	<b>246,463</b>	<b>497,879</b>	<b>-50.5%</b>	<b>14,383,290</b>	<b>13,308,350</b>	<b>8.1%</b>
Room	7,400	(26,800)	N/A	9,914,000	7,735,100	28.2%
Unitary	239,063	524,679	-54.4%	4,469,290	5,573,250	-19.8%
<b>DEHUMIDIFIERS</b>	<b>83,900</b>	<b>73,300</b>	<b>14.5%</b>	<b>1,369,900</b>	<b>1,896,400</b>	<b>-27.8%</b>
<b>FURNACES (Central) - TOTAL</b>	<b>300,925</b>	<b>402,420</b>	<b>-25.2%</b>	<b>2,746,149</b>	<b>2,886,114</b>	<b>-4.8%</b>
Gas	289,880	386,615	-25.0%	2,673,742	2,797,376	-4.4%
Oil	11,045	15,805	-30.1%	72,407	88,738	-18.4%
<b>HEAT PUMPS</b>	<b>122,617</b>	<b>190,104</b>	<b>-35.5%</b>	<b>1,870,314</b>	<b>1,798,380</b>	<b>4.0%</b>
<b>WATER HEATERS - TOTAL</b>	<b>704,717</b>	<b>809,629</b>	<b>-13.0%</b>	<b>8,056,064</b>	<b>7,648,770</b>	<b>5.3%</b>
<b>Residential - Total</b>	<b>693,814</b>	<b>799,562</b>	<b>-13.2%</b>	<b>7,931,775</b>	<b>7,536,937</b>	<b>5.2%</b>
Electric	352,799	388,482	-9.2%	4,014,154	3,658,419	9.7%
Gas	341,015	411,080	-17.0%	3,917,621	3,878,518	1.0%
<b>Commercial - Total</b>	<b>10,903</b>	<b>10,067</b>	<b>8.3%</b>	<b>124,289</b>	<b>111,833</b>	<b>11.1%</b>
Electric	4,851	4,320	12.3%	53,290	45,547	17.0%
Gas	6,052	5,747	5.3%	70,999	66,286	7.1%

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>6,044,002</b>	<b>5,429,231</b>	<b>11.3%</b>	<b>43,546,134</b>	<b>36,214,001</b>	<b>20.2%</b>
Camcorders	594,274	666,342	-10.8%	3,925,170	4,206,209	-6.7%
DVD Players	2,427,125	2,371,190	2.4%	14,927,465	12,293,942	21.4%
Analog TVs (direct-view)	659,456	1,564,487	-57.8%	6,870,060	13,634,040	-49.6%
Digital TVs	2,189,476	439,265	398.4%	16,220,601	3,424,693	373.6%
Analog TVs/DVD Combos	173,671	387,947	-55.2%	1,602,838	2,655,117	-39.6%

Note: Total market statistics for the U.S. regardless of brand name or country of origin. Digital TVs now include flat panel units, so cannot be compared to previous year figures. Source: Consumer Electronics Association.

## FORECASTS

### DVD PLAYERS/RECORDERS – Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	2,115.3	2,190.2	2,313.7
2	4,045.8	4,214.7	4,714.5
3	5,003.6	5,455.8	6,007.1
4	9,482.6	10,265.0	11,125.7

For 2006, a 10.9% increase to 20,647 million units

For 2007, a 7.2% increase to 22,126 million units

Data Source: CEA Forecast Source: Delano Data Insights

### ELECTRIC RANGES – Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	1,550.6	1,519.4	1,575.6
2	1,554.1	1,540.6	1,583.7
3	1,527.7	1,552.2	1,580.1
4	1,646.0	1,700.3	1,739.4

For 2006, a 1.4% increase to 6.278 million units

For 2007, a 0.5% increase to 6.313 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	1,254.7	1,306.1
2	1,167.2	1,164.9	1,191.6
3	1,109.2	1,126.9	1,149.4
4	1,292.4	1,344.1	1,364.3

For 2006, a 1.4% increase to 4.869 million units

For 2007, a 0.4% increase to 4.891 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	1,742.4	1,899.2
2	2,128.8	2,042.9	2,185.9
3	1,877.7	2,084.3	2,150.1
4	1,645.3	1,933.2	1,887.6

For 2006, an 11.3% decrease to 7.632 million units

For 2007, a 2.2% increase to 7.803 million units

Data Source: ARI Forecast Source: Delano Data Insights

### DISPOSERS – Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	1,676.2	1,630.9	1,697.8
2	1,734.9	1,725.6	1,786.0
3	1,772.2	1,805.9	1,856.5
4	1,707.2	1,751.6	1,783.1

For 2006, a 2.1% decrease to 6.891 million units

For 2007, a 0.3% increase to 6.914 million units

Data Source: AHAM Forecast Source: Delano Data Insights

### REFRIGERATORS – Shipments (Thousands of Units)

Qtr:	2006	2007	2008
1	2,479.3	2,355.4	2,459.0
2	2,966.7	2,940.0	3,028.2
3	3,170.4	3,271.9	3,321.0
4	2,625.5	2,827.7	2,855.9

For 2006, a 1.0% increase to 11,242 million units

For 2007, a 1.4% increase to 11,395 million units

Data Source: AHAM Forecast Source: Delano Data Insights

Note: All forecasts begin in Q4/2006