

SHIPMENTS

Product	Sept. '06	Sept. '05	% Chg.	9 Mos. '06	9 Mos. '05	% Chg.
MAJORS - TOTAL	6,872,700	7,204,400	-4.6%	51,615,600	51,119,900	1.0%
CLEANUP - TOTAL	1,399,100	1,548,700	-9.7%	10,714,200	10,891,400	-1.6%
Compactors	10,600	11,700	-9.4%	88,600	89,400	-0.9%
Dishwashers - Total	704,200	775,400	-9.2%	5,442,300	5,495,100	-1.0%
Built-in	693,800	762,800	-9.0%	5,343,900	5,400,600	-1.0%
Portable	10,400	12,700	-18.1%	98,500	94,500	4.2%
Disposers	684,300	761,500	-10.1%	5,183,300	5,306,900	-2.3%
COOKING - TOTAL	2,284,800	2,325,900	-1.8%	17,504,000	17,407,900	0.6%
Electric Ranges - Total	618,800	627,300	-1.4%	4,632,400	4,472,200	3.6%
Built-in	102,900	93,700	9.8%	744,700	695,600	7.1%
Freestanding	463,500	480,400	-3.5%	3,482,600	3,383,000	2.9%
Surface Cooktops	52,500	53,200	-1.3%	405,100	393,700	2.9%
Gas Ranges - Total	363,300	381,200	-4.7%	2,656,300	2,707,700	-1.9%
Built-in	5,900	5,600	5.4%	41,600	44,600	-6.7%
Freestanding	299,400	319,600	-6.3%	2,191,500	2,255,900	-2.9%
Surface Cooktops	58,000	56,000	3.6%	423,200	407,300	3.9%
Microwave Ovens	1,302,700	1,317,400	-1.1%	10,215,300	10,228,000	-0.1%
FOOD PRESERVATION - TOTAL	1,422,500	1,488,800	-4.5%	10,224,300	9,871,300	3.6%
Freezers - Total	253,100	245,600	3.1%	1,607,900	1,595,300	0.8%
Chest	142,100	129,800	9.5%	958,300	953,300	0.5%
Upright	111,000	115,800	-4.1%	649,500	641,900	1.2%
Refrigerators	1,169,400	1,243,200	-5.9%	8,616,400	8,276,000	4.1%
LAUNDRY - TOTAL	1,766,300	1,841,000	-4.1%	13,173,100	12,949,300	1.7%
Dryers - Total	810,700	841,200	-3.6%	6,019,300	6,040,700	-0.4%
Electric	637,200	668,000	-4.6%	4,804,700	4,762,100	0.9%
Gas	173,500	173,200	0.2%	1,214,600	1,278,600	-5.0%
Washers	955,600	999,900	-4.4%	7,153,700	6,908,600	3.5%

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%

HVAC - TOTAL	1,973,036	2,293,687	-14.0%	27,126,853	25,559,585	6.1%
AIR CONDITIONERS - TOTAL	461,972	773,346	-40.3%	14,288,127	12,802,410	11.6%
Room	120,400	146,900	-18.0%	10,057,900	7,762,000	29.6%
Unitary	341,572	626,446	-45.5%	4,230,227	5,040,410	-16.1%
DEHUMIDIFIERS	169,000	74,300	127.5%	1,285,900	1,823,100	-29.5%
FURNACES (Central) - TOTAL	358,266	342,693	4.5%	2,445,224	2,483,694	-1.5%
Gas	345,746	328,439	5.3%	2,383,862	2,410,761	-1.1%
Oil	12,520	14,254	-12.2%	61,362	72,933	-15.9%
HEAT PUMPS	170,742	202,541	-15.7%	1,756,255	1,611,240	9.0%
WATER HEATERS - TOTAL	813,056	900,807	-9.7%	7,351,347	6,839,141	7.5%
Residential - Total	800,438	888,468	-9.9%	7,237,961	6,737,375	7.4%
Electric	403,105	424,789	-5.1%	3,661,355	3,269,937	12.0%
Gas	397,333	463,679	-14.3%	3,576,606	3,467,438	3.1%
Commercial - Total	12,618	12,339	2.3%	113,386	101,766	11.4%
Electric	5,582	5,057	10.4%	48,439	41,227	17.5%
Gas	7,036	7,282	-3.4%	64,947	60,539	7.3%

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	6,865,173	5,109,123	34.4%	37,512,630	30,784,770	21.9%
Camcorders	571,894	554,653	3.1%	3,330,896	3,539,867	-5.9%
DVD Players	2,704,446	2,065,892	30.9%	12,498,536	9,922,752	26.0%
Analog TVs (direct-view)	753,277	1,766,313	-57.4%	6,210,604	12,069,553	-48.5%
Digital TVs	2,692,746	444,600	505.7%	14,079,482	2,985,428	371.6%
Analog TVs/DVD Combos	142,810	277,665	-48.6%	1,393,112	2,267,170	-38.6%

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

MAJOR HOME APPLIANCES – Shipments (Thousands of Units)

Qtr:	2005	2006	2007
1	18,708.7	21,403.7	21,136.0
2	22,752.4	22,593.8	22,395.6
3	19,243.8	18,961.8	19,500.3
4	18,409.7	18,291.7	18,662.1

For 2006, a 2.7% increase to 81.251 million units

For 2007, a 0.5% increase to 81.694 million units

Data Source: AHAM Forecast Source: Delano Data Insights

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

Qtr:	2005	2006	2007
1	4,561.3	2,886.3	1,025.3
2	3,440.9	1,343.1	815.5
3	4,863.1	1,867.9	900.4
4	4,069.3	1,611.7	624.0

For 2006, a 54.5% decrease to 7.709 million units

For 2007, a 56.3% decrease to 3.365 million units

Data Source: CEA Forecast Source: Delano Data Insights

MICROWAVE OVENS – Shipments (Thousands of Units)

Qtr:	2005	2006	2007
1	2,959.3	3,439.9	3,082.2
2	3,609.5	3,272.2	3,441.5
3	3,659.2	3,503.2	3,668.4
4	3,632.4	3,441.4	3,703.1

For 2006, a 1.5% decline to 13.657 million units

For 2007, a 1.7% increase to 13.895 million units

Data Source: AHAM Forecast Source: Delano Data Insights

RESIDENTIAL ELECTRIC WATER HEATERS – Shipments (Thousands of Units)

Qtr:	2005	2006	2007
1	1,154.7	1,315.1	1,273.2
2	1,054.1	1,178.5	1,147.6
3	1,061.1	1,168.2	1,180.4
4	1,248.7	1,239.0	1,235.6

For 2006, an 8.5% increase to 4.901 million units

For 2007, a 1.3% decline to 4.836 million units

Data Source: GAMA Forecast Source: Delano Data Insights

DISHWASHERS – Shipments (Thousands of Units)

Qtr:	2005	2006	2007
1	1,770.2	1,828.9	1,720.0
2	1,842.6	1,817.3	1,823.3
3	1,882.3	1,796.1	1,870.2
4	1,929.1	1,848.7	1,927.7

For 2006, a 1.8% decline to 7.291 million units

For 2007, a 0.7% increase to 7.341 million units

Data Source: AHAM Forecast Source: Delano Data Insights

ROOM AIR CONDITIONERS – Shipments (Thousands of Units)

Qtr:	2005	2006	2007
1	2,135.1	4,180.8	3,388.6
2	4,820.2	5,011.0	4,873.3
3	806.7	866.1	720.4
4	269.7	87.3	123.5

For 2006, a 26.3% increase to 10.145 million units

For 2007, a 10.2% decline to 9.106 million units

Data Source: AHAM Forecast Source: Delano Data Insights

Note: All forecasts begin in Q4/2006.