

## SHIPMENTS

Product	Dec. '06	Dec. '05	% Chg.	12 Mos. '06	12 Mos. '05	% Chg.
<b>MAJOR APPLIANCES</b>						
<b>TOTAL</b>	<b>6,581,800</b>	<b>6,716,800</b>	<b>-2.0%</b>	<b>68,447,400</b>	<b>69,127,000</b>	<b>-1.0%</b>
<b>CLEANUP - TOTAL</b>						
<b>CLEANUP - TOTAL</b>	<b>1,359,800</b>	<b>1,394,400</b>	<b>-2.5%</b>	<b>14,246,000</b>	<b>14,586,200</b>	<b>-2.3%</b>
Compactors	11,200	13,600	-17.6%	116,500	121,900	-4.4%
Dishwashers - Total	699,700	733,200	-4.6%	7,251,500	7,424,200	-2.3%
Built-in	686,700	716,800	-4.2%	7,121,700	7,291,000	-2.3%
Portable	13,000	16,400	-20.7%	129,800	133,200	-2.6%
Disposers	648,900	647,600	0.2%	6,878,000	7,040,100	-2.3%
<b>COOKING - TOTAL</b>						
<b>COOKING - TOTAL</b>	<b>2,160,900</b>	<b>2,269,300</b>	<b>-4.8%</b>	<b>23,501,500</b>	<b>23,809,200</b>	<b>-1.3%</b>
Electric Ranges - Total	618,000	657,500	-6.0%	6,227,900	6,194,300	0.5%
Built-in	99,700	110,400	-9.7%	1,010,000	975,100	3.6%
Freestanding	467,000	488,300	-4.4%	4,674,100	4,677,200	-0.1%
Surface Cooktops	51,200	58,800	-12.9%	543,900	542,000	0.4%
Gas Ranges - Total	355,900	399,200	-10.8%	3,586,100	3,754,600	-4.5%
Built-in	7,700	8,500	-9.4%	60,000	64,000	-6.3%
Freestanding	298,700	333,500	-10.4%	2,962,700	3,130,700	-5.4%
Surface Cooktops	49,600	57,200	-13.3%	563,400	559,900	0.6%
Microwave Ovens	1,187,000	1,212,600	-2.1%	13,687,400	13,860,400	-1.2%
<b>FOOD PRESERVATION - TOTAL</b>						
<b>FOOD PRESERVATION - TOTAL</b>	<b>1,204,300</b>	<b>1,267,500</b>	<b>-5.0%</b>	<b>13,225,300</b>	<b>13,348,900</b>	<b>-0.9%</b>
Freezers - Total	220,500	232,100	-5.0%	2,147,700	2,213,900	-3.0%
Chest	133,800	138,700	-3.5%	1,276,100	1,320,800	-3.4%
Upright	86,700	93,400	-7.2%	871,700	893,100	-2.4%
Refrigerators	983,800	1,035,400	-5.0%	11,077,600	11,135,000	-0.5%
<b>LAUNDRY - TOTAL</b>						
<b>LAUNDRY - TOTAL</b>	<b>1,856,800</b>	<b>1,785,600</b>	<b>4.0%</b>	<b>17,474,600</b>	<b>17,382,700</b>	<b>0.5%</b>
Dryers - Total	861,200	841,500	2.3%	7,974,700	8,157,700	-2.2%
Electric	685,200	666,300	2.8%	6,360,400	6,450,800	-1.4%
Gas	176,100	175,200	0.5%	1,614,300	1,706,900	-5.4%
Washers	995,600	944,200	5.4%	9,499,900	9,225,000	3.0%
<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>						
<b>HVAC EQUIPMENT</b>						
<b>TOTAL</b>	<b>1,663,626</b>	<b>2,290,801</b>	<b>-27.4%</b>	<b>31,485,229</b>	<b>31,691,778</b>	<b>-0.7%</b>
<b>AIR CONDITIONERS - TOTAL</b>						
<b>AIR CONDITIONERS - TOTAL</b>	<b>382,652</b>	<b>783,472</b>	<b>-51.2%</b>	<b>15,006,127</b>	<b>14,512,920</b>	<b>3.4%</b>
Room	122,800	360,100	-65.9%	10,055,300	8,031,700	25.2%
Unitary	259,852	423,372	-38.6%	4,950,827	6,481,220	-23.6%
<b>DEHUMIDIFIERS</b>						
<b>DEHUMIDIFIERS</b>	<b>51,700</b>	<b>20,200</b>	<b>155.9%</b>	<b>1,477,400</b>	<b>1,956,800</b>	<b>-24.5%</b>
<b>FURNACES (Central) - TOTAL</b>						
<b>FURNACES (Central) - TOTAL</b>	<b>258,130</b>	<b>366,104</b>	<b>-29.5%</b>	<b>3,289,334</b>	<b>3,623,703</b>	<b>-9.2%</b>
Gas	248,088	355,915	-30.3%	3,196,715	3,512,464	-9.0%
Oil	10,042	10,189	-1.4%	92,619	111,239	-16.7%
<b>HEAT PUMPS</b>						
<b>HEAT PUMPS</b>	<b>133,813</b>	<b>164,188</b>	<b>-18.5%</b>	<b>2,118,469</b>	<b>2,139,870</b>	<b>-1.0%</b>
<b>WATER HEATERS - TOTAL</b>						
<b>WATER HEATERS - TOTAL</b>	<b>837,331</b>	<b>956,837</b>	<b>-12.5%</b>	<b>9,593,899</b>	<b>9,458,485</b>	<b>1.4%</b>
<b>Residential - Total</b>						
<b>Residential - Total</b>	<b>825,359</b>	<b>941,553</b>	<b>-12.3%</b>	<b>9,446,076</b>	<b>9,319,786</b>	<b>1.4%</b>
Electric	424,252	451,565	-6.0%	4,791,640	4,518,598	6.0%
Gas	401,107	489,988	-18.1%	4,654,436	4,801,188	-3.1%
<b>Commercial - Total</b>						
<b>Commercial - Total</b>	<b>11,972</b>	<b>15,284</b>	<b>-21.7%</b>	<b>147,823</b>	<b>138,699</b>	<b>6.6%</b>
Electric	4,751	5,859	-18.9%	63,170	56,178	12.4%
Gas	7,221	9,425	-23.4%	84,653	82,521	2.6%
<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>						
<b>CONSUMER ELECTRONICS</b>						
<b>TOTAL</b>	<b>6,678,010</b>	<b>4,299,735</b>	<b>55.3%</b>	<b>57,496,063</b>	<b>45,765,727</b>	<b>25.6%</b>
Camcorders	618,202	406,666	52.0%	5,320,344	5,242,761	1.5%
DVD Players	2,186,864	1,606,999	36.1%	19,788,279	16,147,823	22.5%
Analog TVs (direct-view)	923,327	1,623,684	-43.1%	8,760,676	16,934,579	-48.3%
Digital TVs	2,677,949	401,216	567.5%	21,599,200	4,201,588	414.1%
Analog TVs/DVD Combos	271,668	261,170	4.0%	2,027,564	3,238,976	-37.4%
<i>Note: Total market statistics for the U.S. regardless of brand name or country of origin. Source: Consumer Electronics Association.</i>						

## FORECASTS

<b>MAJOR HOME APPLIANCES – Shipments (Thousands of Units)</b>			
Qtr:	2006	2007	2008
1	21,403.7	20,654.6	21,418.8
2	22,593.8	22,300.1	22,656.9
3	18,810.4	19,506.4	19,682.0
4	17,172.1	18,047.9	18,192.3
<i>For 2007, a 0.7% increase to 80.509 million units For 2008, a 1.8% increase to 81.950 million units Data Source: AHAM Forecast Source: Delano Data Insights</i>			
<b>FLAT-PANEL (LCD and Plasma) TELEVISIONS – Shipments (Thousands of Units)</b>			
Qtr:	2006	2007	2008
1	1,656.7	2,912.5	3,873.6
2	2,921.9	4,411.3	5,381.8
3	3,696.2	5,116.7	5,986.5
4	5,453.1	7,310.5	9,138.1
<i>For 2007, a 43.9% increase to 19.751 million units For 2008, a 23.4% increase to 24.380 million units Data Source: CEA Forecast Source: Delano Data Insights</i>			
<b>MICROWAVE OVENS – Shipments (Thousands of Units)</b>			
Qtr:	2006	2007	2008
1	3,439.9	3,230.1	3,349.6
2	3,272.2	3,177.3	3,266.3
3	3,503.2	3,496.2	3,534.7
4	3,472.1	3,548.5	3,562.7
<i>For 2007, a 1.7% decrease to 13.452 million units For 2008, a 1.9% increase to 13.713 million units Data Source: AHAM Forecast Source: Delano Data Insights</i>			
<b>RESIDENTIAL ELECTRIC WATER HEATERS – Shipments (Thousands of Units)</b>			
Qtr:	2006	2007	2008
1	1,315.1	1,241.5	1,277.5
2	1,178.5	1,139.6	1,164.7
3	1,168.2	1,188.4	1,201.5
4	1,178.0	1,203.9	1,220.8
<i>For 2007, a 1.4% decline to 4.773 million units For 2008, a 1.9% increase to 4.865 million units Data Source: GAMA Forecast Source: Delano Data Insights</i>			
<b>DISHWASHERS – Shipments (Thousands of Units)</b>			
Qtr:	2006	2007	2008
1	1,828.9	1,746.6	1,785.0
2	1,817.3	1,784.6	1,839.9
3	1,796.1	1,815.9	1,835.9
4	1,809.2	1,865.3	1,897.0
<i>For 2007, a 0.5% decrease to 7.212 million units For 2008, a 2.0% increase to 7.358 million units Data Source: AHAM Forecast Source: Delano Data Insights</i>			
<b>ROOM AIR CONDITIONERS – Shipments (Thousands of Units)</b>			
Qtr:	2006	2007	2008
1	4,180.8	3,411.8	3,502.6
2	5,011.0	4,867.1	4,987.1
3	714.8	729.0	815.9
4	148.7	132.1	155.5
<i>For 2007, a 9.1% decline to 9.140 million units For 2008, a 3.5% increase to 9.461 million units Data Source: AHAM Forecast Source: Delano Data Insights</i>			
<i>Note: All forecasts begin in Q1/2007.</i>			