

Product	Sep '03	Sep '02	% Chg.	9 Mos. '03	9 Mos. '02	% Chg.
MAJORS—TOTAL	6,818,200	5,978,000	14.1%	46,645,800	44,762,200	4.2%
CLEANUP - TOTAL	1,332,800	1,220,200	9.2%	9,250,400	8,852,800	4.5%
Compactors	12,300	9,500	29.5%	89,000	84,800	5.0%
Dishwashers - Total	670,100	652,700	2.7%	4,617,200	4,552,900	1.4%
Built-in	657,700	638,500	3.0%	4,512,500	4,440,000	1.6%
Portable	12,400	14,200	-12.7%	104,700	112,900	-7.3%
Disposers	650,000	558,000	16.6%	4,544,200	4,215,000	7.8%
COOKING - TOTAL	2,415,400	2,062,800	17.1%	16,597,400	15,713,900	5.6%
Electric Ranges - Total	593,100	510,900	16.1%	4,016,900	3,852,800	4.3%
Built-in	86,500	76,200	13.5%	595,500	553,200	7.6%
Freestanding	453,600	384,400	18.0%	3,028,600	2,914,300	3.9%
Surface Cooktops	53,000	50,300	5.4%	392,900	385,300	2.0%
Gas Ranges - Total	361,500	325,800	11.0%	2,411,300	2,345,900	2.8%
Built-in	6,700	6,200	8.1%	45,800	49,300	-7.1%
Freestanding	307,200	277,600	10.7%	2,037,500	1,995,300	2.1%
Surface Cooktops	47,500	42,000	13.1%	328,000	301,400	8.8%
Microwave Ovens	1,460,800	1,226,100	19.1%	10,169,200	9,515,200	6.9%
FOOD PRESERVATION - TOTAL	1,460,300	1,313,100	11.2%	9,429,100	9,352,900	0.8%
Freezers - Total	308,500	304,100	1.4%	1,840,300	1,848,200	-0.4%
Chest	183,400	177,400	3.4%	1,122,500	1,076,700	4.3%
Upright	125,100	126,700	-1.3%	717,800	771,500	-7.0%
Refrigerators	1,151,800	1,008,900	14.2%	7,588,700	7,504,700	1.1%
LAUNDRY - TOTAL	1,609,700	1,381,900	16.5%	11,368,900	10,842,600	4.9%
Dryers - Total	750,900	642,600	16.9%	5,343,100	5,080,100	5.2%
Electric	583,100	497,200	17.3%	4,179,800	3,988,000	4.8%
Gas	167,800	145,500	15.3%	1,163,400	1,092,100	6.5%
Washers	858,800	739,300	16.2%	6,025,800	5,762,500	4.6%
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 (Kitchen Electrics) - TOTAL	10,899,107	10,408,823	4.7%	70,992,046	67,647,427	4.9%
Note: Blenders, Breadmakers, Coffee Makers, Coffee Mills & Grinders, Can Openers, Food Choppers, Food Processors, Fry Pans, Griddles, Irons, Juicers, Electric Knives, Mixers, Toasters, Toaster Ovens/Broilers, CounterTop Ovens, and Waffle Irons. Figures (in units) are for domestic shipments, regardless of country of origin. Source: Association of Home Appliance Manufacturers (AHAM).						
PORTABLE APPLIANCES (Air Treatment) - TOTAL	3,133,545	2,359,220	32.8%	11,601,935	8,720,298	33.0%
Note: Air Cleaners, Air Heaters - Fan Forced, Heater Fan, Low Silhouette, PTC Ceramic, Radiant, Humidifiers - Evaporative Console, Evaporative Table Top, Impeller, Steam, Warm Mist. Figures (in units) are for domestic shipments, regardless of country of origin. Source: Association of Home Appliance Manufacturers (AHAM).						
PORTABLE APPLIANCES (Kitchen Electrics and Air Treatment) - TOTAL	14,032,652	12,768,043	9.9%	82,593,981	76,367,724	8.2%
HVAC—TOTAL	1,831,871	1,723,639	6.3%	24,913,652	21,743,705	14.6%
AIR CONDITIONERS - TOTAL	455,756	401,735	13.4%	12,795,558	10,455,581	22.4%
Room	80,400	49,500	62.4%	8,410,000	5,993,900	40.3%
Unitary	375,356	352,235	6.6%	4,385,558	4,461,681	-1.7%
DEHUMIDIFIERS	91,800	41,500	121.2%	1,209,400	741,800	63.0%
FURNACES (Central) - TOTAL	397,332	352,993	12.6%	2,382,043	2,351,281	1.3%
Gas	379,298	335,720	13.0%	2,303,040	2,275,583	1.2%
Oil	18,034	17,273	4.4%	79,003	75,698	4.4%
HEAT PUMPS	129,485	100,376	29.0%	1,289,595	1,194,070	8.0%
WATER HEATERS - TOTAL	757,498	827,035	-8.4%	7,237,056	7,000,973	3.4%
Residential - Total	746,125	815,682	-8.5%	7,134,098	6,895,009	3.5%
Electric	403,862	386,863	4.4%	3,210,025	3,253,968	-1.4%
Gas	342,263	428,819	-20.2%	3,924,073	3,641,041	7.8%
Commercial - Total	11,373	11,353	0.2%	102,958	105,964	-2.8%
Electric	4,259	3,823	11.4%	35,667	34,334	3.9%
Gas	7,114	7,530	-5.5%	67,291	71,630	-6.1%
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.						
CONSUMER ELECTRONICS—TOTAL	6,691,600	7,541,399	-11.3%	39,180,793	45,250,270	-13.4%
Camcorders	578,040	540,159	7.0%	3,954,110	4,050,962	-2.4%
DVD Players	2,496,497	2,299,864	8.5%	12,792,744	10,511,497	21.8%
Analog TVs (direct-view)	2,316,968	2,577,282	-10.1%	14,227,322	16,077,492	-11.5%
Analog TVs (projection)	18,492	72,396	-74.5%	233,514	527,810	-55.8%
Analog TVs/DVD Combos	188,961	46,713	304.5%	1,065,762	300,204	255.0%
Analog TVs/VCR Combos	351,170	561,033	-37.4%	2,213,576	3,648,306	-39.3%
VCR Decks	741,472	1,443,952	-48.6%	4,693,765	10,133,999	-53.7%
Note: Total market statistics for the U.S. regardless of brand name or country of origin. Source: Consumer Electronics Association.						
VACUUM CLEANERS—TOTAL	1,778,919	1,491,130	19.3%	14,808,761	14,676,700	0.9%
Note: Figures (in units) combine upright, canister and stick models. Source: Vacuum Cleaner Manufacturers Association.						

MAJOR HOME APPLIANCES (Thousands of Units)			
Qtr:	2002	2003	2004
1	16,742.8	17,819.8	18,693.0
2	18,792.0	20,581.5	21,363.6
3	15,967.1	17,863.8	18,381.9
4	16,424.5	17,459.2	18,035.4
For 2003, an 8.5% increase to 73.724 million units. For 2004, a 3.7% increase to 76.474 million units. Data Source: AHAM Forecast Source: Delano Data Insights			
COLOR TVs (Thousands of Units)			
Qtr:	2002	2003	2004
1	4,879.0	4,561.5	4,661.9
2	4,825.0	4,624.8	4,800.5
3	5,841.2	5,286.3	5,577.9
4	6,424.6	6,405.3	6,635.9
For 2003, a 5.0% decline to 20.878 million units. For 2004, a 3.8% increase to 21.675 million units. Data Source: CEA Forecast Source: Delano Data Insights			
MICROWAVE OVENS (Thousands of Units)			
Qtr:	2002	2003	2004
1	3,087.4	3,024.5	3,121.3
2	3,305.0	3,591.9	3,642.2
3	3,122.8	3,552.7	3,407.0
4	3,796.2	4,080.9	4,056.4
For 2003, a 7.1% increase to 14.250 million units. For 2004, a 0.2% decline to 14.227 million units. Data Source: AHAM Forecast Source: Delano Data Insights			
RESIDENTIAL ELECTRIC WATER HEATERS (Thousands of Units)			
Qtr:	2002	2003	2004
1	1,169.2	1,133.0	1,154.6
2	1,040.3	1,037.8	1,063.7
3	1,044.5	1,056.0	1,089.8
4	1,136.5	1,134.4	1,175.1
For 2003, a 0.7% decline to 4.361 million units. For 2004, a 2.8% increase to 4.483 million units. Data Source: GAMA Forecast Source: Delano Data Insights			
DISHWASHERS (Thousands of Units)			
Qtr:	2002	2003	2004
1	1,496.0	1,462.1	1,532.3
2	1,518.7	1,548.6	1,627.6
3	1,538.2	1,606.5	1,649.9
4	1,653.8	1,715.0	1,728.7
For 2003, a 2.0% increase to 6.332 million units. For 2004, a 3.3% increase to 6.538 million units. Data Source: AHAM Forecast Source: Delano Data Insights			
ROOM AIR CONDITIONERS (Thousands of Units)			
Qtr:	2002	2003	2004
1	1,950.4	3,113.8	2,765.1
2	3,196.7	4,316.8	3,250.6
3	846.8	979.4	832.5
4	158.7	174.6	200.8
For 2003, a 39.5% increase to 8.585 million units. For 2004, a 17.9% decline to 7.049 million units. Data Source: AHAM Forecast Source: Delano Data Insights			
Note: All forecasts begin in Q4/2003.			