

SHIPMENTS

Product	Feb. '05	Feb. '04	% Chg.	2 Mos. '05	2 Mos. '04	% Chg.
MAJORS - TOTAL	4,949,800	4,966,600	-0.3%	9,427,000	9,831,100	-4.1%
CLEANUP - TOTAL	1,056,300	1,009,000	4.7%	2,105,400	2,044,300	3.0%
Compactors	8,700	9,200	-5.4%	16,700	18,400	-9.2%
Dishwashers - Total	557,000	546,900	1.8%	1,032,400	1,038,400	-0.6%
Built-in	546,500	534,600	2.2%	1,010,800	1,013,900	-0.3%
Portable	10,500	12,300	-14.6%	21,600	24,400	-11.5%
Disposers	490,600	452,900	8.3%	1,056,300	987,500	7.0%
COOKING - TOTAL	1,658,200	1,724,200	-3.8%	3,304,100	3,557,900	-7.1%
Electric Ranges - Total	465,400	453,700	2.6%	866,300	886,800	-2.3%
Built-in	76,600	72,300	5.9%	141,100	142,800	-1.2%
Freestanding	346,600	336,000	3.2%	645,700	655,000	-1.4%
Surface Cooktops	42,200	45,500	-7.3%	79,500	89,000	-10.7%
Gas Ranges - Total	271,500	273,200	-0.6%	526,800	529,200	-0.5%
Built-in	5,200	4,800	8.3%	10,000	9,700	3.1%
Freestanding	226,300	231,400	-2.2%	440,900	447,000	-1.4%
Surface Cooktops	40,100	36,900	8.7%	75,900	72,500	4.7%
Microwave Ovens	921,300	997,300	-7.6%	1,910,900	2,141,900	-10.8%
FOOD PRESERVATION - TOTAL	835,100	893,200	-6.5%	1,539,000	1,712,800	-10.1%
Freezers - Total	147,700	188,100	-21.5%	283,100	366,800	-22.8%
Chest	94,400	128,000	-26.3%	178,300	243,700	-26.8%
Upright	53,300	60,100	-11.3%	104,800	123,100	-14.9%
Refrigerators	687,400	705,100	-2.5%	1,255,800	1,346,000	-6.7%
LAUNDRY - TOTAL	1,400,200	1,340,200	4.5%	2,478,500	2,516,100	-1.5%
Dryers - Total	658,700	646,700	1.9%	1,167,000	1,214,600	-3.9%
Electric	527,500	513,200	2.8%	928,200	957,800	-3.1%
Gas	131,100	133,500	-1.8%	238,800	256,800	-7.0%
Washers	741,500	693,400	6.9%	1,311,600	1,301,400	0.8%

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	N/A	N/A	N/A	N/A	N/A	N/A
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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, Counter Top Ovens, and Waffle Irons. Figures (in units) are for domestic shipments, regardless of country of origin. Source: Association of Home Appliance Manufacturers.

PORTABLE APPLIANCES (Air Treatment) - TOTAL	N/A	N/A	N/A	N/A	N/A	N/A
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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.

PORTABLE APPLIANCES (Kitchen Electrics and Air Treatment) - TOTAL	N/A	N/A	N/A	N/A	N/A	N/A
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HVAC - TOTAL	2,122,792	2,449,384	-13.3%	3,841,016	4,239,352	-9.4%
AIR CONDITIONERS - TOTAL	899,964	1,235,884	-27.2%	1,379,410	1,879,299	-26.6%
Room	551,500	911,100	-39.5%	746,200	1,272,300	-41.4%
Unitary	348,464	324,784	7.3%	633,210	606,999	4.3%

DEHUMIDIFIERS	116,400	127,200	-8.5%	173,700	170,400	1.9%
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FURNACES (Central) - TOTAL	214,354	238,228	-10.0%	442,493	480,857	-8.0%
Gas	206,300	229,916	-10.3%	424,511	462,058	-8.1%
Oil	8,054	8,312	-3.1%	17,982	18,799	-4.3%

HEAT PUMPS	135,125	126,285	7.0%	253,903	251,389	1.0%
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WATER HEATERS - TOTAL	756,949	721,787	4.9%	1,591,510	1,457,407	9.2%
Residential - Total	746,181	710,069	5.1%	1,569,978	1,434,522	9.4%
Electric	351,341	337,863	4.0%	746,786	692,667	7.8%
Gas	394,840	372,206	6.1%	823,192	741,855	11.0%
Commercial - Total	10,768	11,718	-8.1%	21,532	22,885	-5.9%
Electric	4,187	3,933	6.5%	8,444	7,650	10.4%
Gas	6,581	7,785	-15.5%	13,088	15,235	-14.1%

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	2,997,159	3,479,735	-13.9%	5,402,524	7,139,648	-24.3%
Camcorders	358,008	430,883	-16.9%	508,830	662,827	-23.2%
DVD Players	590,128	919,295	-35.8%	1,095,620	2,030,580	-46.0%
Analog TVs (direct-view)	1,441,694	1,479,012	-2.5%	2,657,008	3,103,621	-14.4%
Digital TVs	342,060	239,159	43.0%	610,213	534,298	14.2%
Analog TVs/DVD Combos	121,796	82,985	46.8%	280,340	178,981	56.6%
Analog TVs/VCR Combos	39,020	163,063	-76.1%	69,069	299,354	-76.9%
VCR Decks	104,453	165,338	-36.8%	181,444	329,987	-45.0%

Note: Total market statistics for the U.S. regardless of brand name or country of origin. Source: Consumer Electronics Association.

VACUUM CLEANERS - TOTAL	N/A	N/A	N/A	N/A	N/A	N/A
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Note: Figures (in units) combine upright, stick, and canister vacuum cleaners, either imported or domestically produced. Source: Association of Home Appliance Manufacturers. (Floor care shipments reported by AHAM are not directly comparable to those reported previously by the former Vacuum Cleaner Manufacturers Association due to broader company participation and enhanced expansion factor techniques.)

FORECASTS

AUTOMATIC WASHERS - Shipments (Thousands of Units)

Qtr:	2004	2005	2006
1	2,271.7	2,318.7	2,355.2
2	2,197.3	2,230.0	2,241.3
3	2,162.2	2,197.0	2,260.4
4	2,200.4	2,222.2	2,325.5

For 2005, a 1.5% increase to 8.968 million units

For 2006, a 2.4% increase to 9.182 million units

Data Source: AHAM Forecast Source: Delano Data Insights

DRYERS - Shipments (Thousands of Units)

Qtr:	2004	2005	2006
1	2,137.6	2,109.7	2,188.8
2	1,876.3	1,945.3	1,976.6
3	1,936.0	1,987.7	2,063.8
4	1,972.2	2,061.1	2,148.3

For 2005, a 2.3% increase to 8.104 million units

For 2006, a 3.4% increase to 8.378 million units

Data Source: AHAM Forecast Source: Delano Data Insights

FREEZERS - Shipments (Thousands of Units)

Qtr:	2004	2005	2006
1	579.5	566.6	563.4
2	556.8	548.1	555.5
3	732.7	719.0	740.3
4	647.4	653.1	674.1

For 2005, a 1.2% decrease to 2.487 million units

For 2006, a 1.9% increase to 2.533 million units

Data Source: AHAM Forecast Source: Delano Data Insights

GAS RANGES - Shipments (Thousands of Units)

Qtr:	2004	2005	2006
1	883.0	897.4	907.3
2	866.6	885.3	919.6
3	908.5	921.8	950.0
4	1,060.8	1,091.7	1,136.1

For 2005, a 2.1% increase to 3.796 million units

For 2006, a 3.1% increase to 3.913 million units

Data Source: AHAM Forecast Source: Delano Data Insights

GAS FURNACES & CAST-IRON BOILERS - Shipments (Thousands of Units)

Qtr:	2004	2005	2006
1	781.0	788.3	796.0
2	867.4	871.1	878.3
3	1,036.4	1,045.0	1,074.4
4	1,071.3	1,095.7	1,122.6

For 2005, a 1.2% increase to 3.800 million units

For 2006, a 1.9% increase to 3.871 million units

Data Source: GAMA Forecast Source: Delano Data Insights

DEHUMIDIFIERS - Shipments (Thousands of Units)

Qtr:	2004	2005	2006
1	340.8	331.4	342.2
2	583.6	573.0	596.0
3	297.8	296.1	307.8
4	118.9	122.2	130.6

For 2005, a 1.3% decrease to 1.323 million units

For 2006, a 4.1% increase to 1.377 million units

Data Source: AHAM Forecast Source: Delano Data Insights

Note: All forecasts begin in Q1/2005