

**APPENDIX M. SUPPLEMENTAL SHIPMENTS FORECAST CHARTS**

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## APPENDIX M. SUPPLEMENTAL SHIPMENTS FORECAST CHARTS

### M.1 INTRODUCTION

This appendix provides additional charts regarding the several shipments scenario sensitivities. Specifically, we provide results for three cases. The first case is a low impact case where the medium value of the price/income sensitivity is used for a model that has price/income as the primary driving variable for trends in consumer purchase decision probabilities. The second case is a medium impact case where the medium value of the sensitivity is used for a shipments model where price is the primary explanatory economic variable for consumer decisions. And the third case is a high price elasticity case where a high value of price sensitivity is used for the shipments model with price as the primary explanatory variable. The high price sensitivity value represents the high end of the 99% confidence interval for the fit to historical shipments trends for the price-driven model.

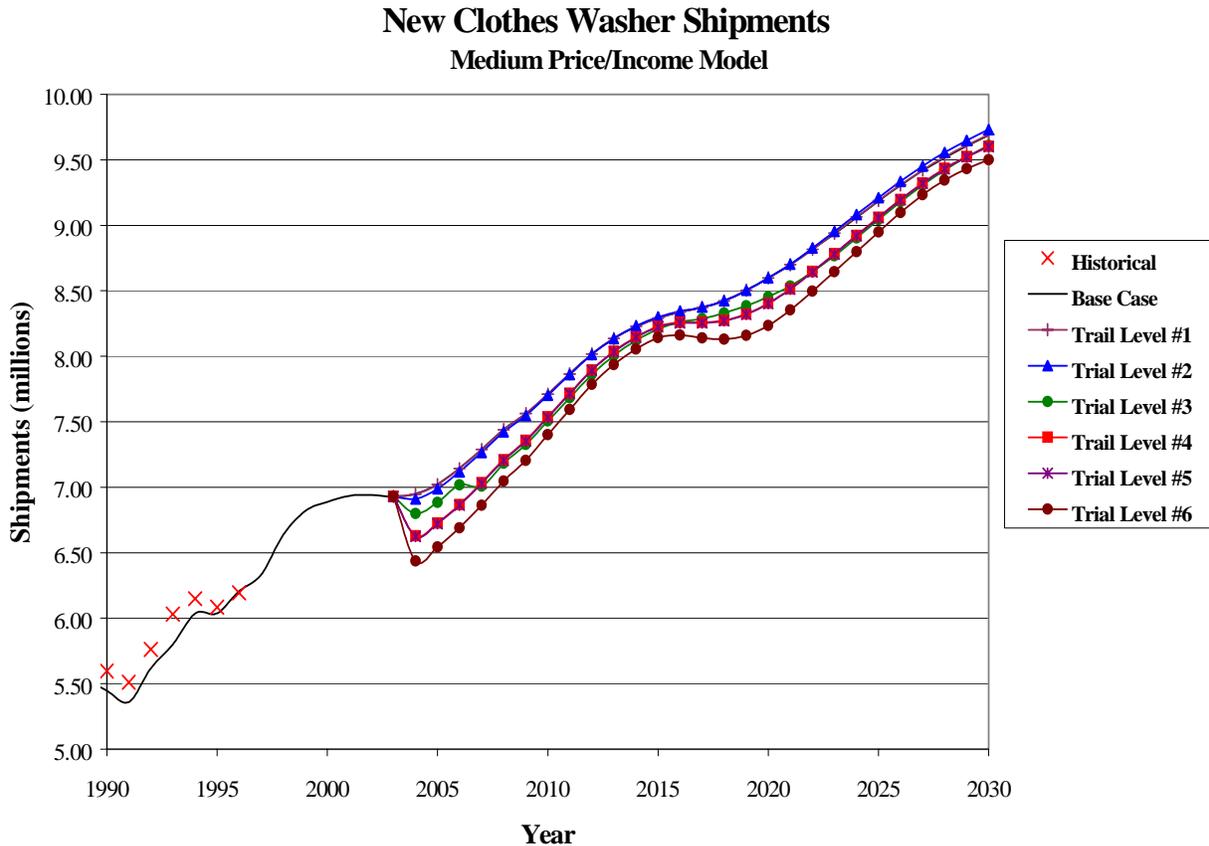


Figure M.1 Shipments Forecasts for Medium Elasticity Price/income Shipments Model

### New Clothes Washer Shipments Medium Price Model

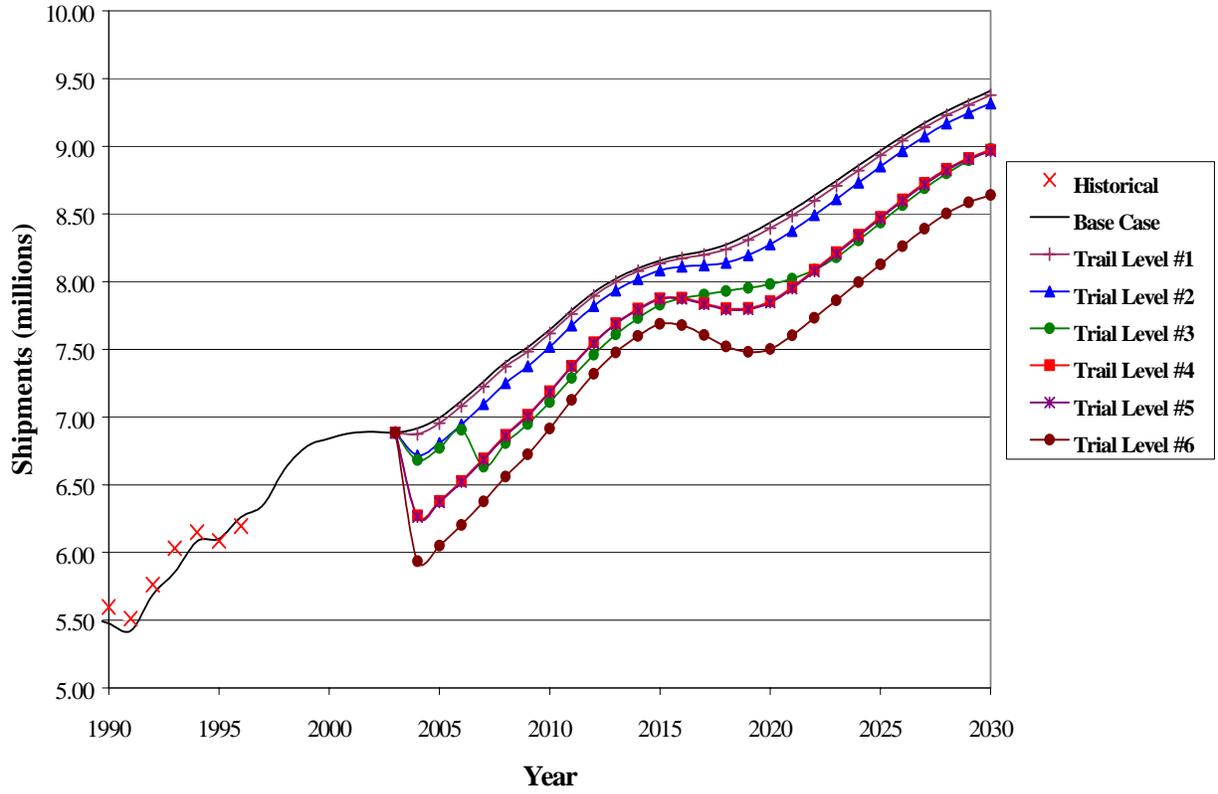
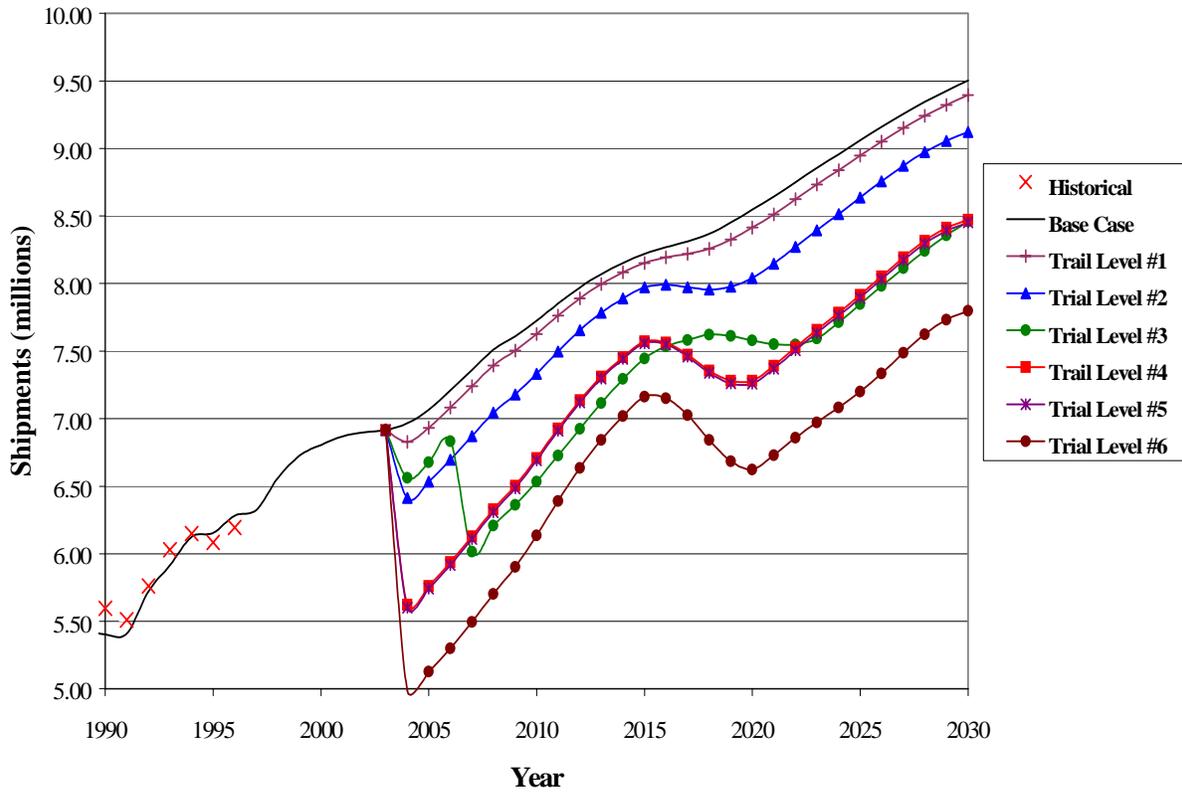


Figure M.2 Shipments Forecasts for Medium Elasticity Price-driven Model

### New Clothes Washer Shipments High Elasticity Price Model



**Figure M.3 Shipments Forecasts for High Elasticity Price-driven Model**