

THE WALL STREET JOURNAL.**PC Shipments Rise 14% to 16% On Notebook Sales**

Gary McWilliams. **Wall Street Journal.** (Eastern edition). New York, N.Y.: Oct 16, 2003. pg. B.4

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Section: *Technology Journal*
Publication title: Wall Street Journal. (Eastern edition). New York, N.Y.: Oct 16, 2003. pg. B.4
Source Type: Newspaper
ISSN/ISBN: 00999660
ProQuest document ID: 424267301
Text Word Count: 373
Article URL: http://gateway.proquest.com/openurl?ctx_ver=z39.88-2003&res_id=xri:pqd&rft_val_fmt=ori:fmt:kev:mtx:journal&genre=article&rft_id=xri:pqd:did=000000424267301&svc_dat=xri:pqil:fmt=txt&req_dat=xri:pqil:pq_clntid=9269

Abstract (Article Summary)

"Consumer notebooks were very important," said Gartner analyst Charles Smulders. Apart from home-PC buyers, however, business-PC purchases overall remained lackluster, he said.

The market research estimates and Intel Corp. comments set the stage for robust finish to the year. Fourth-quarter PC sales are typically the highest due to strong home-PC results. Tuesday, Intel reported it shipped a record number of its PC microprocessor chips during the third quarter and forecast another jump in sales for the current quarter.

In the U.S., PC shipments rose at a double-digit rate for the second quarter running. Gartner estimates U.S. shipments climbed 19.1%, while IDC pegged the unit rose at a more modest 16.1% rate.

Full Text (373 words)

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Strong world-wide consumer demand for portable personal computers boosted PC shipments by 14% to 16% in the third quarter over a year earlier, raising the prospect of the first strong holiday PC sales in three years.

Two new reports from market-research firms suggest that demand for notebook computers and the acceptance of wireless networks in the home are driving world-wide PC sales at the fastest rate since the third quarter of 2000.

The reports also show world-wide shipments by No. 2 PC supplier Hewlett-Packard Co. of Palo Alto, Calif., pulling nearly even with market leader Dell Inc., based in Round Rock, Texas. Both companies are due to report fiscal third-quarter results next month.

According to Gartner Inc., world-wide shipments in the quarter ended Sept. 30 rose 14.1% over a year earlier, to 42.6 million units. The U.S., Europe and Asia all reported rising shipments, Gartner said.

"Consumer notebooks were very important," said Gartner analyst Charles Smulders. Apart from home-PC buyers, however, business-PC purchases overall remained lackluster, he said.

International Data Corp. separately said it believes unit shipments rose 15.7% during the same period. The two companies' numbers often differ slightly because they use different methods to calculate shipments.

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H-P, which lost the top spot world-wide to Dell a year ago, pulled to within striking distance after sharp price-cutting of consumer PC prices in August. The price cuts hurt the company's profits but helped boost its U.S. shipments by 35%, the largest increase of any supplier.

Dell's world-wide share rose to 15.3% from 13.6% a year earlier, while H-P's consumer sales helped propel its share to 15.1% from 13.5% a year earlier, Gartner estimated.

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Kevin J. Delaney in Paris contributed to this article.

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