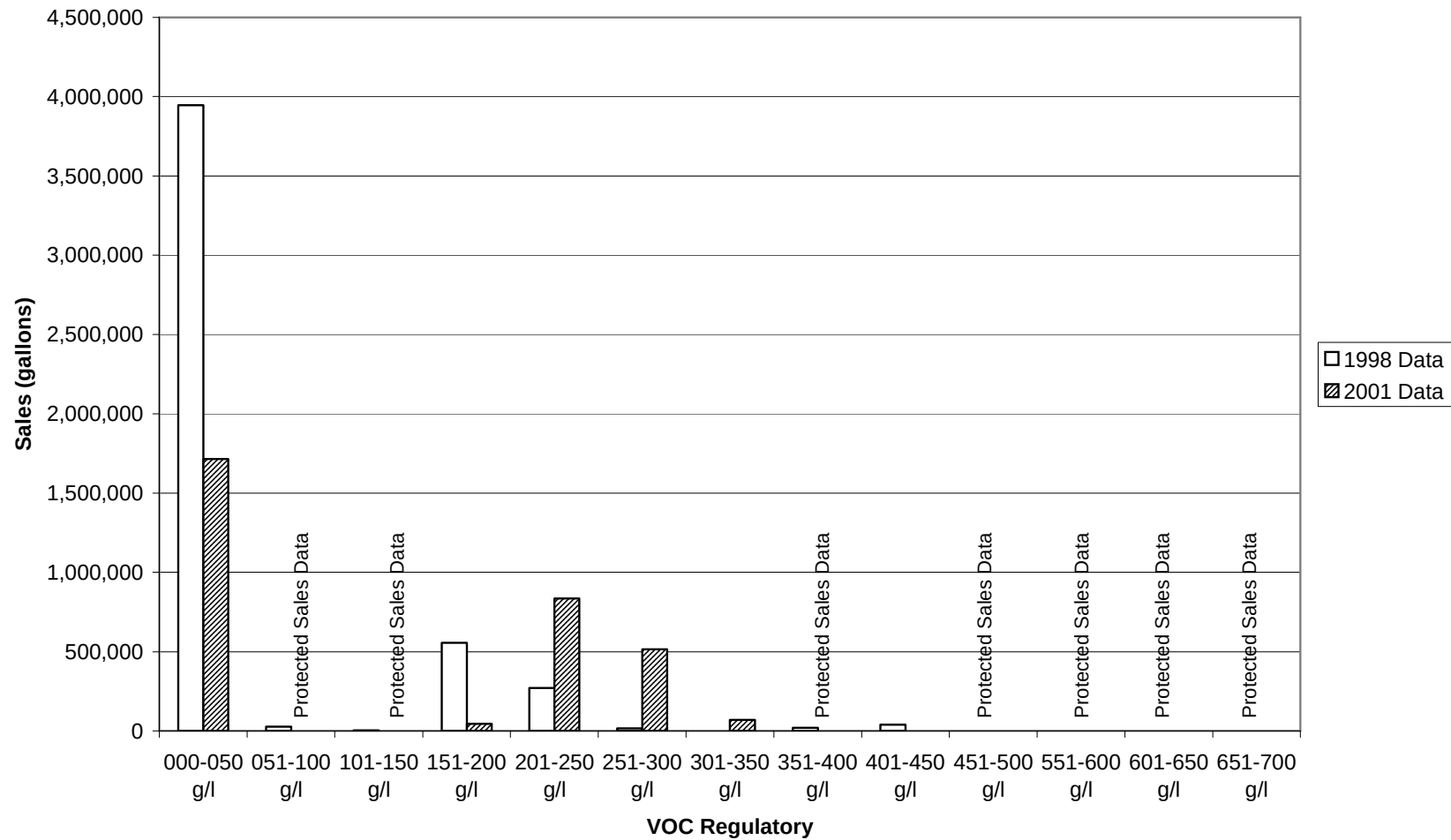


APPENDIX A

STATEWIDE SALES TRENDS

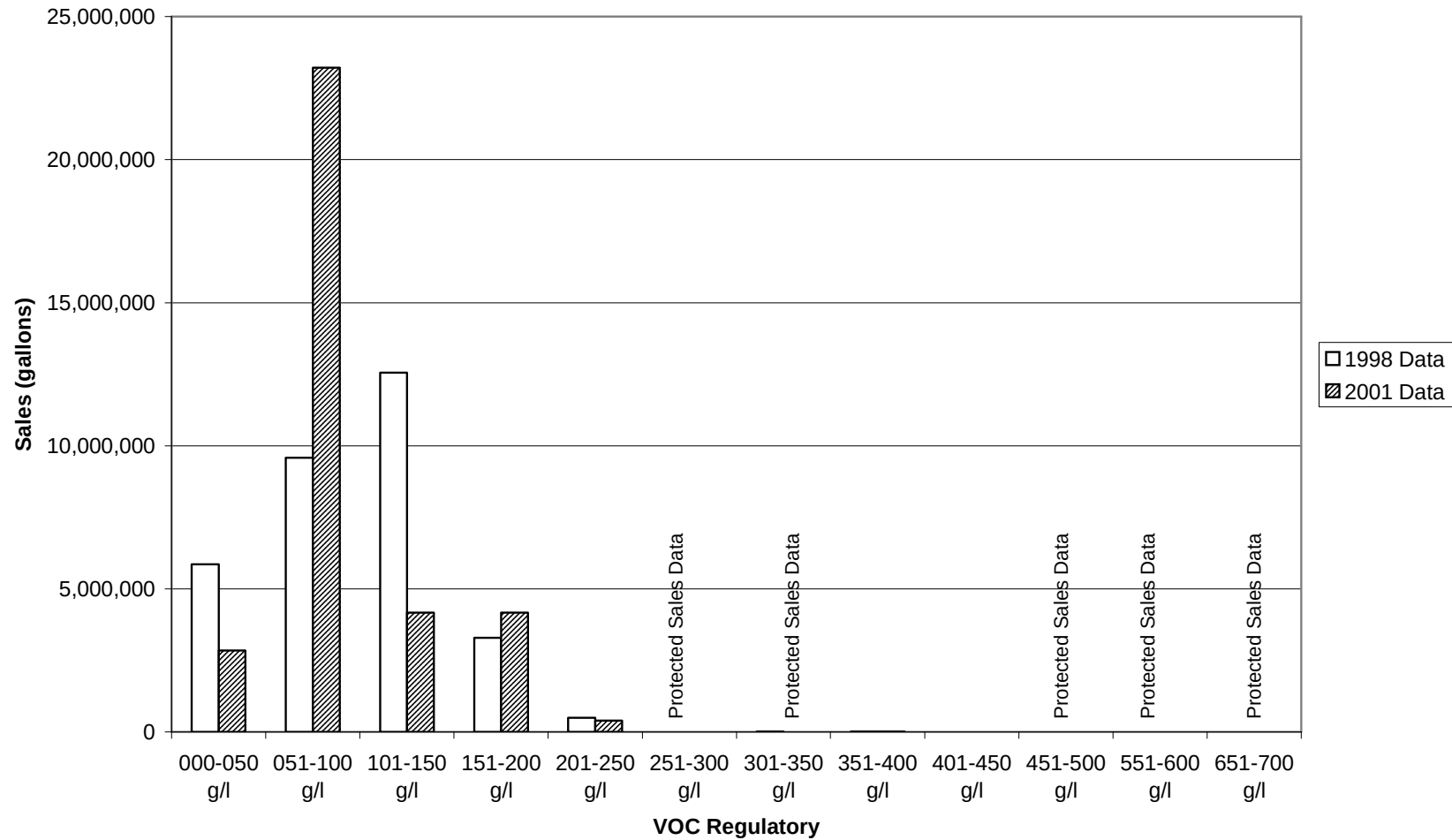
COMPARISON OF 1998 & 2001 CARB ARCHITECTURAL COATING SURVEYS

ARB Architectural Coating Survey - Statewide Sales Trends (including quarts): Bituminous Roof Coating

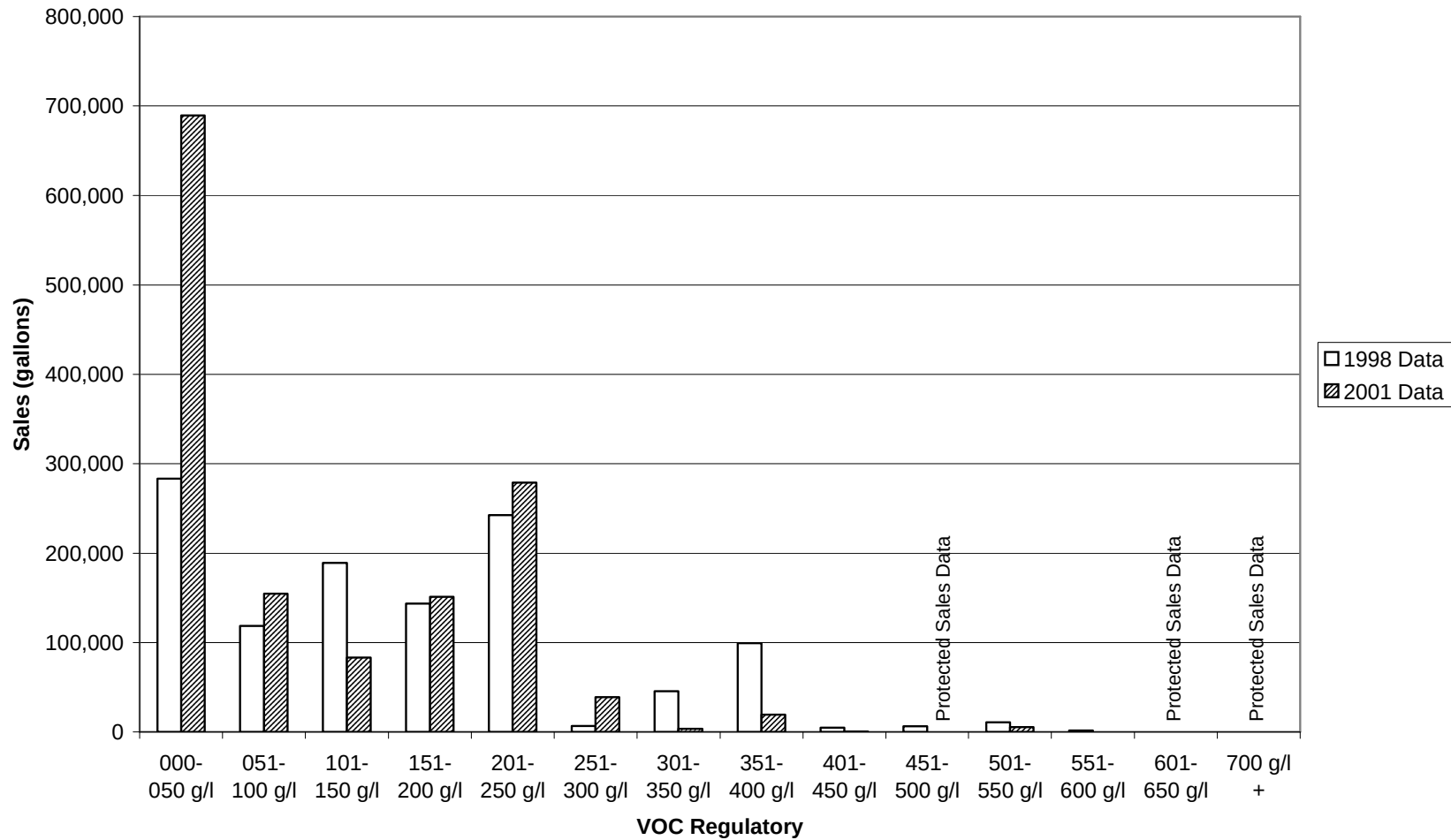


For the VOC range of 0-50 g/l, the large difference in sales is probably due to the fact that Driveway Sealers were reported under the "Bituminous" category in 1998, but they were reported under the "Other" category for the 2001 survey.

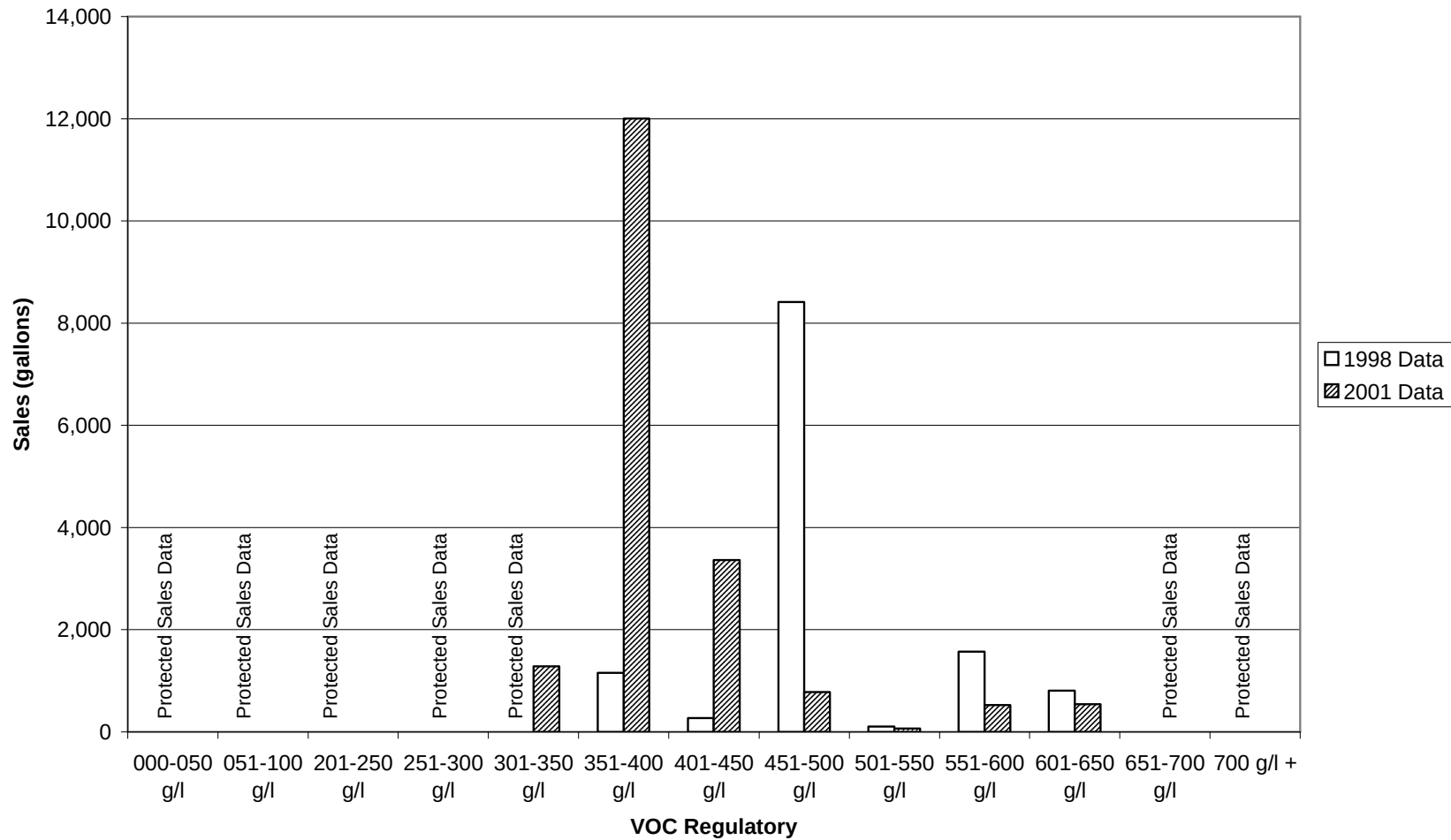
**ARB Architectural Coating Survey - Statewide Sales Trends (including quarts):
Flat Coating**



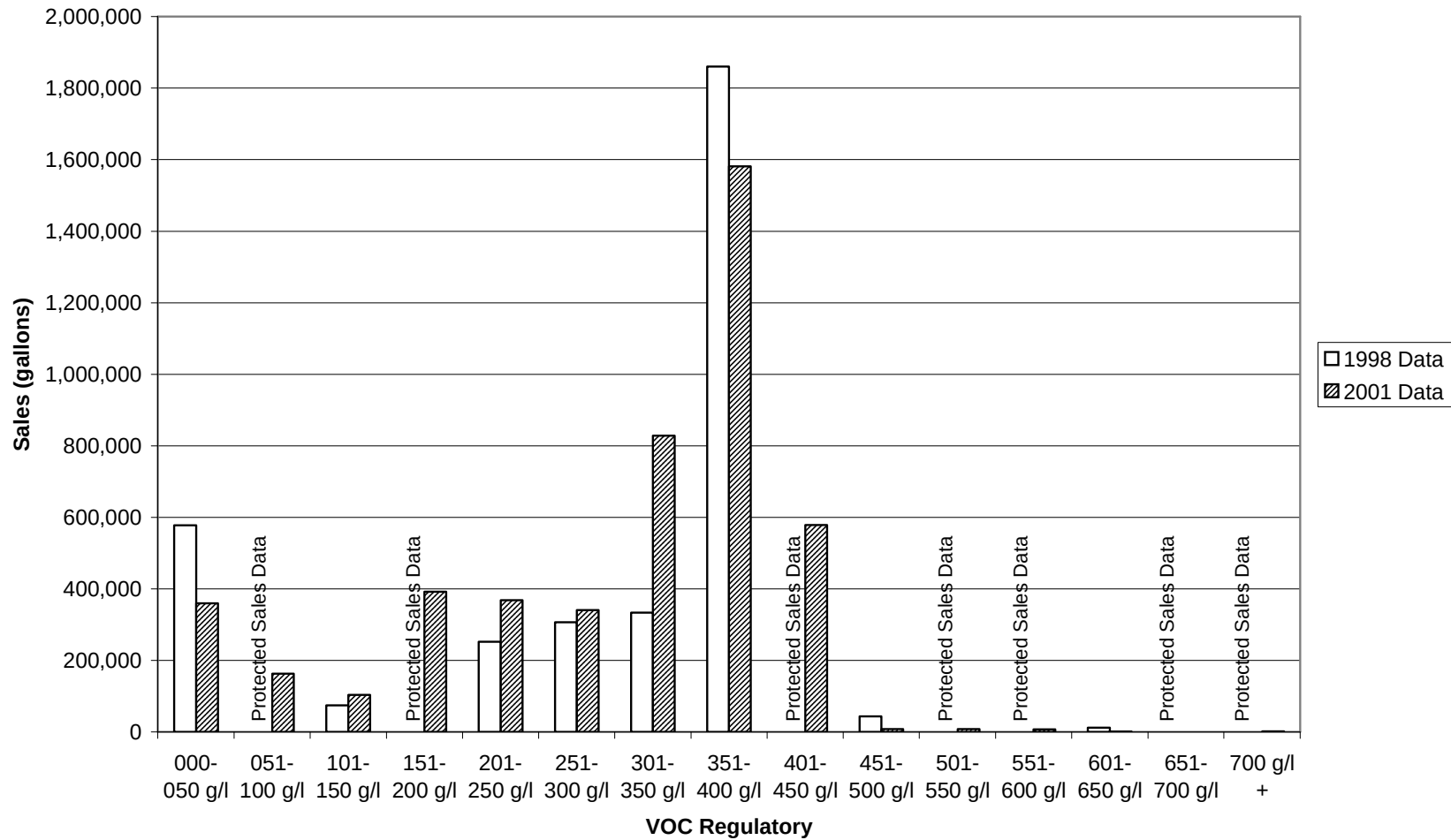
**ARB Architectural Coating Survey - Statewide Sales Trends (including quarts):
Floor Coating**



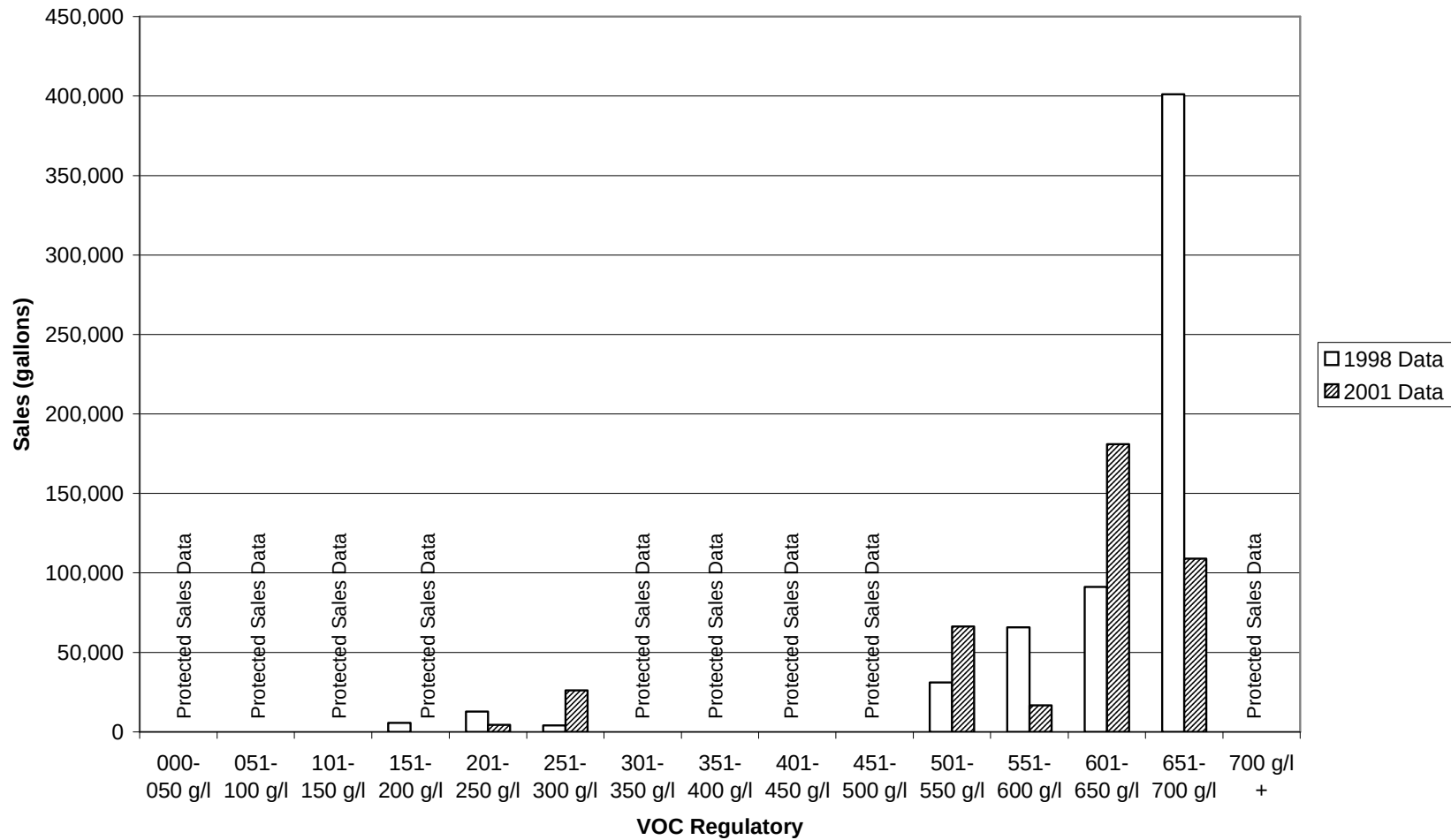
ARB Architectural Coating Survey - Statewide Sales Trends (including quarts): High Temperature Coating



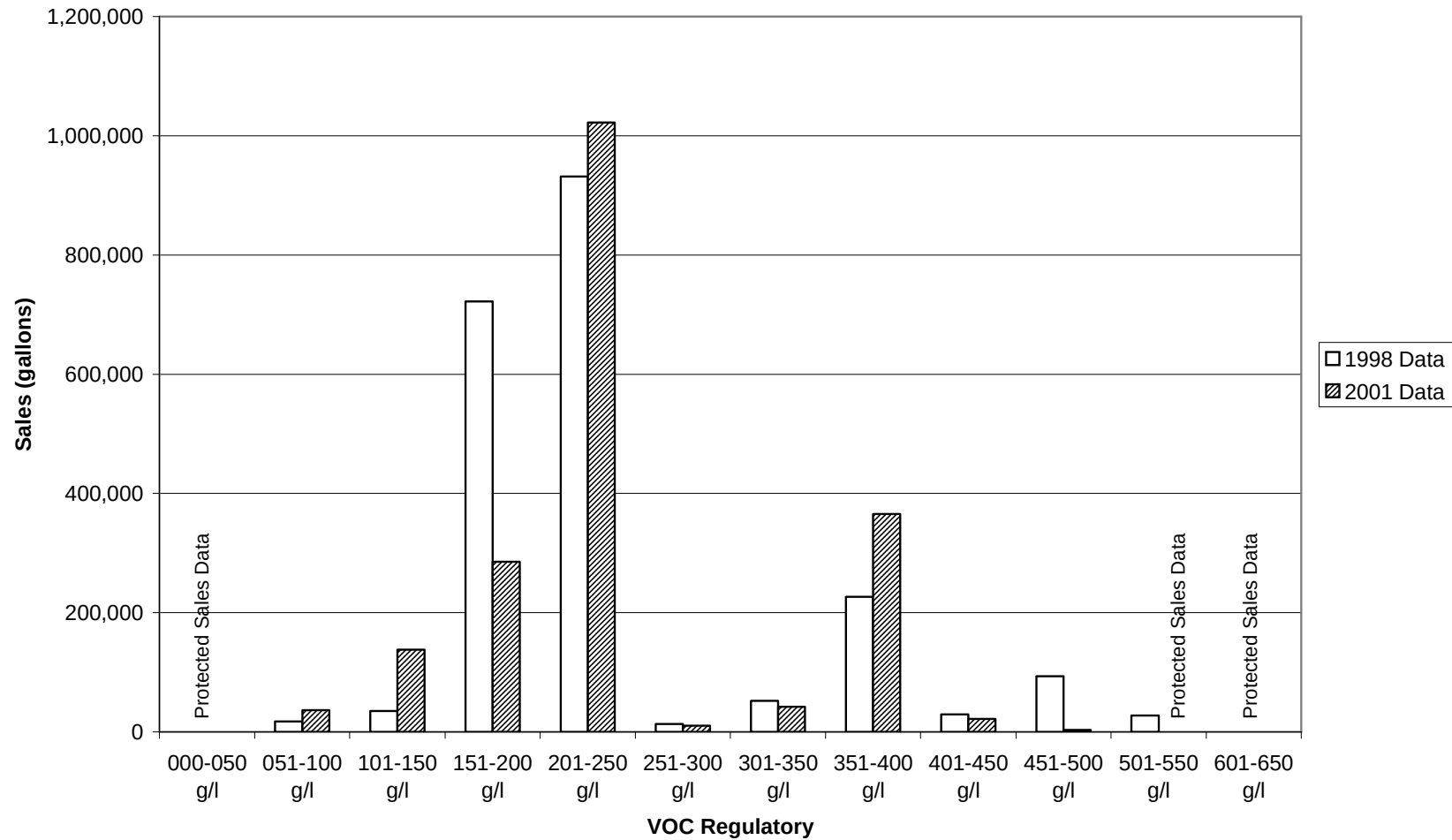
ARB Architectural Coating Survey - Statewide Sales Trends (including quarts): Industrial Maintenance Coating



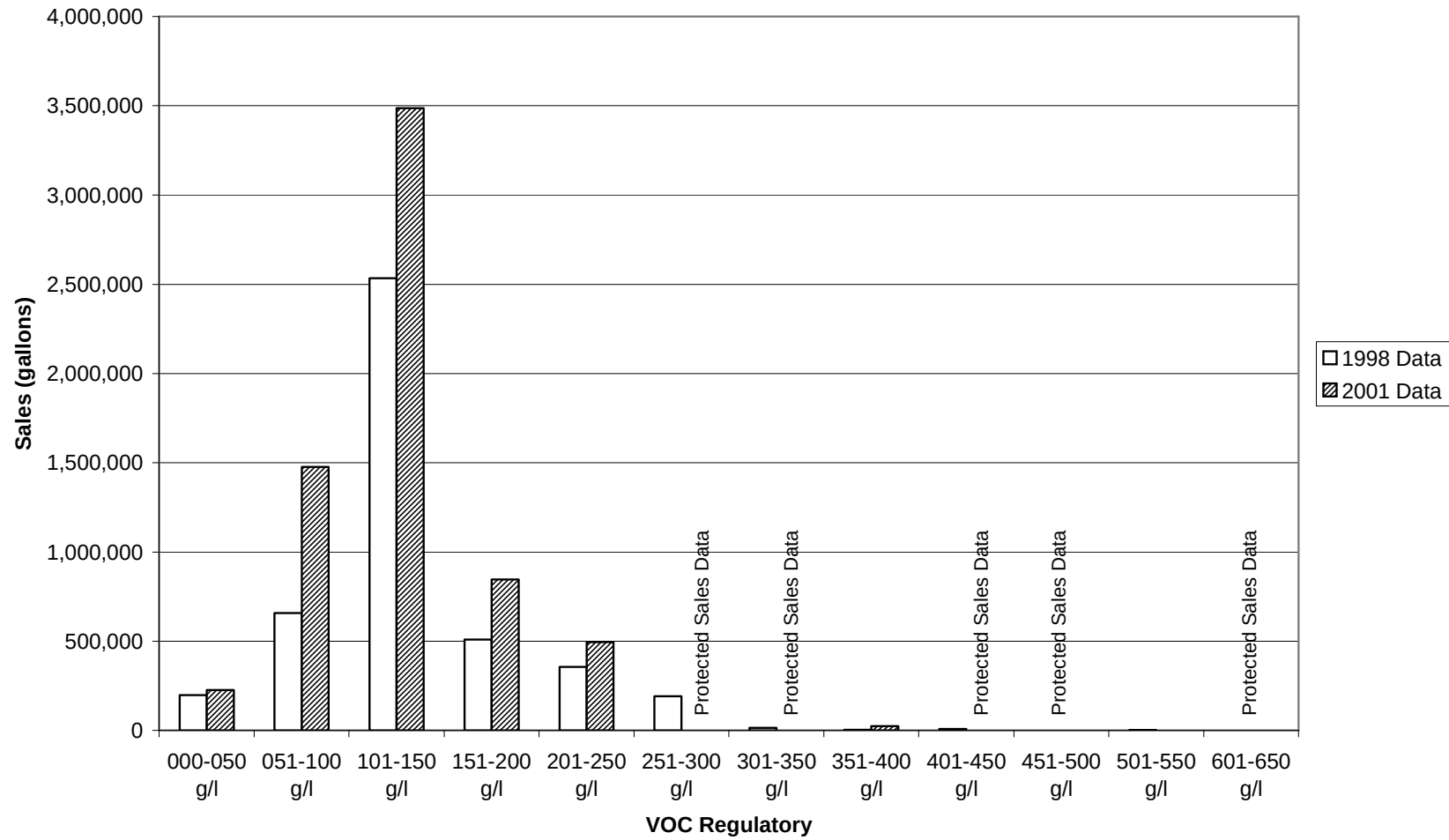
ARB Architectural Coating Survey - Statewide Sales Trends (including quarts): Lacquers



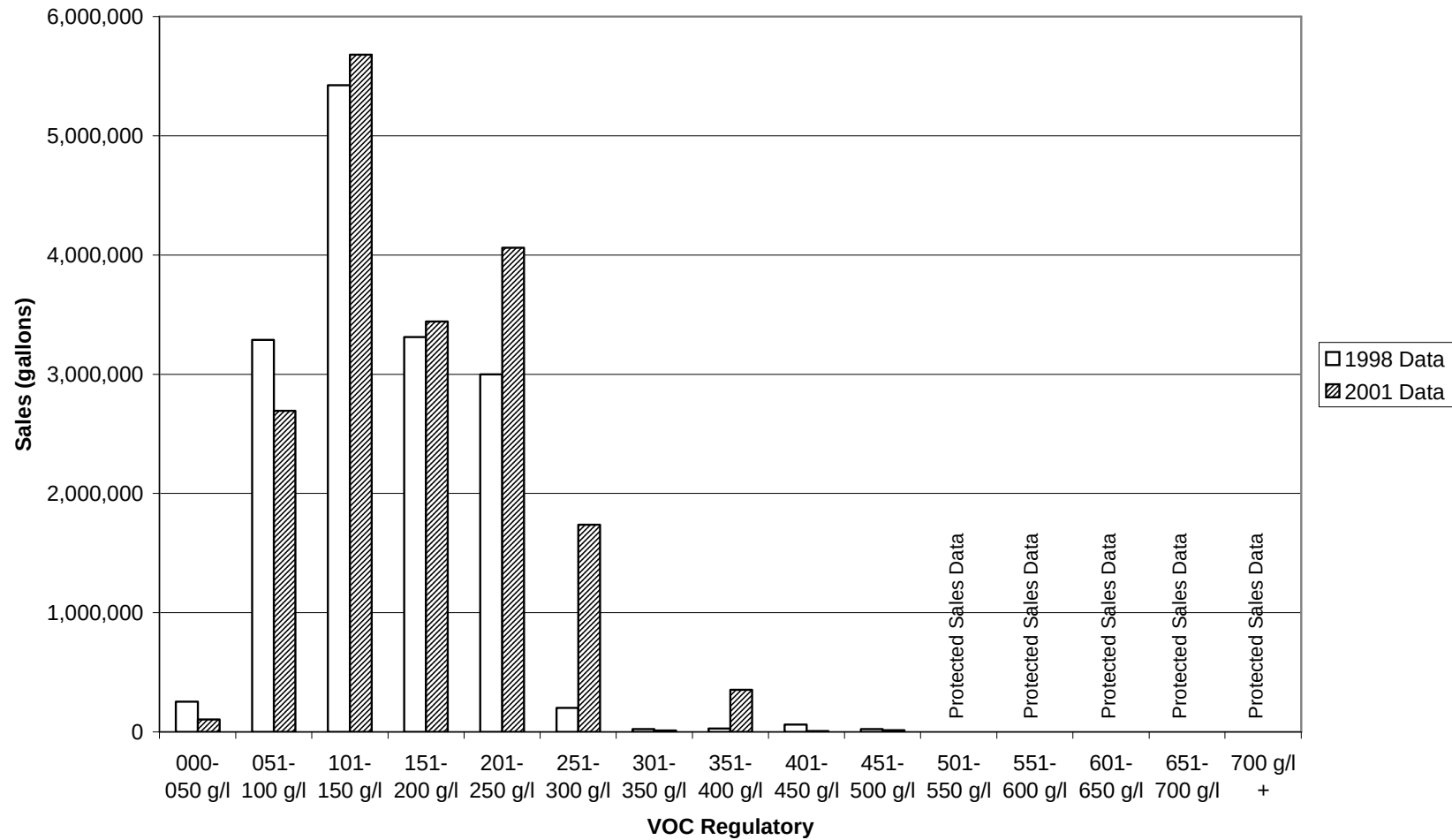
**ARB Architectural Coating Survey - Statewide Sales Trends (including quarts):
Nonflat - High Gloss**



**ARB Architectural Coating Survey - Statewide Sales Trends (including quarts):
Nonflat - Low Gloss**

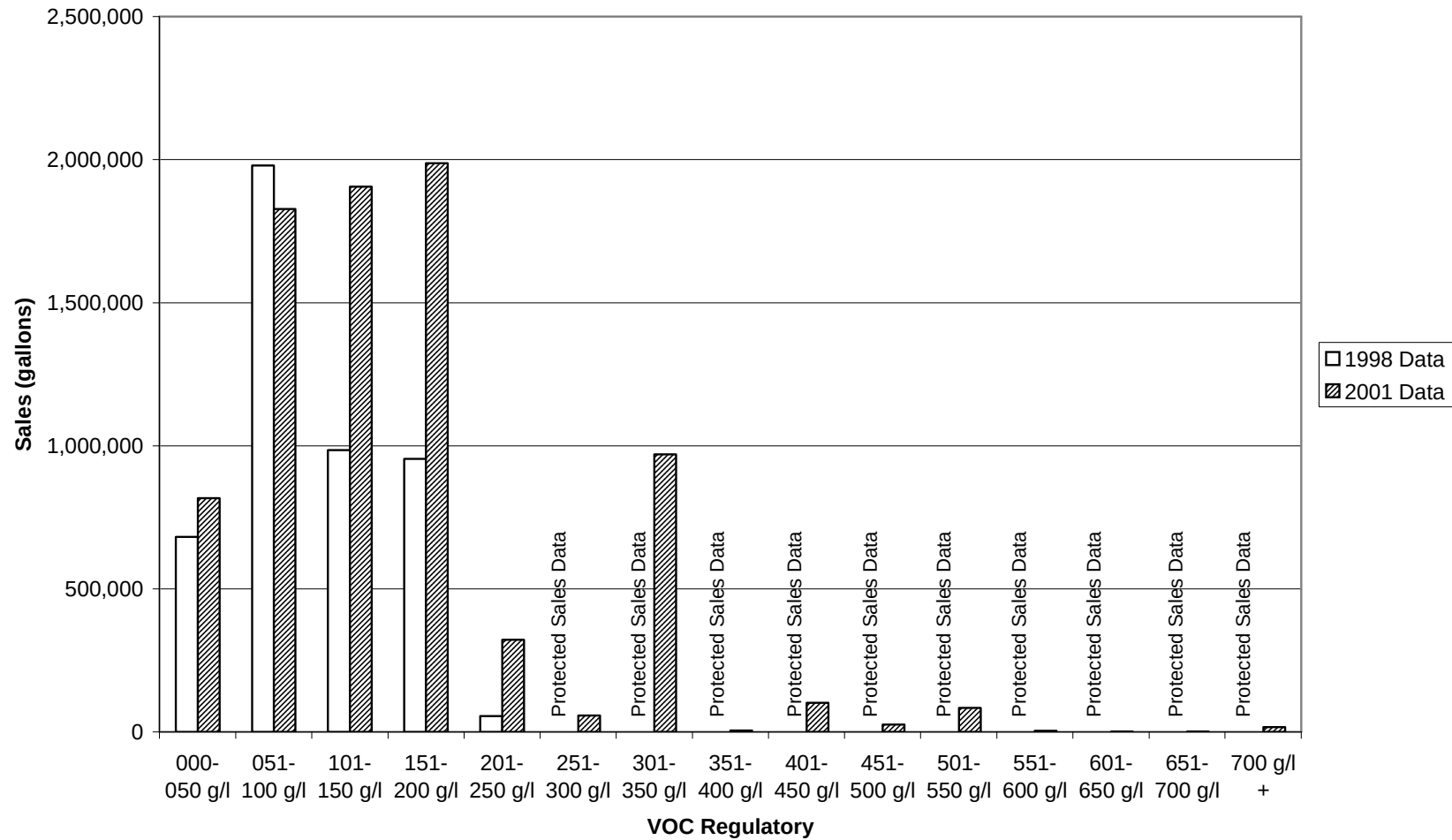


**ARB Architectural Coating Survey - Statewide Sales Trends (including quarts):
Nonflat - Medium Gloss**

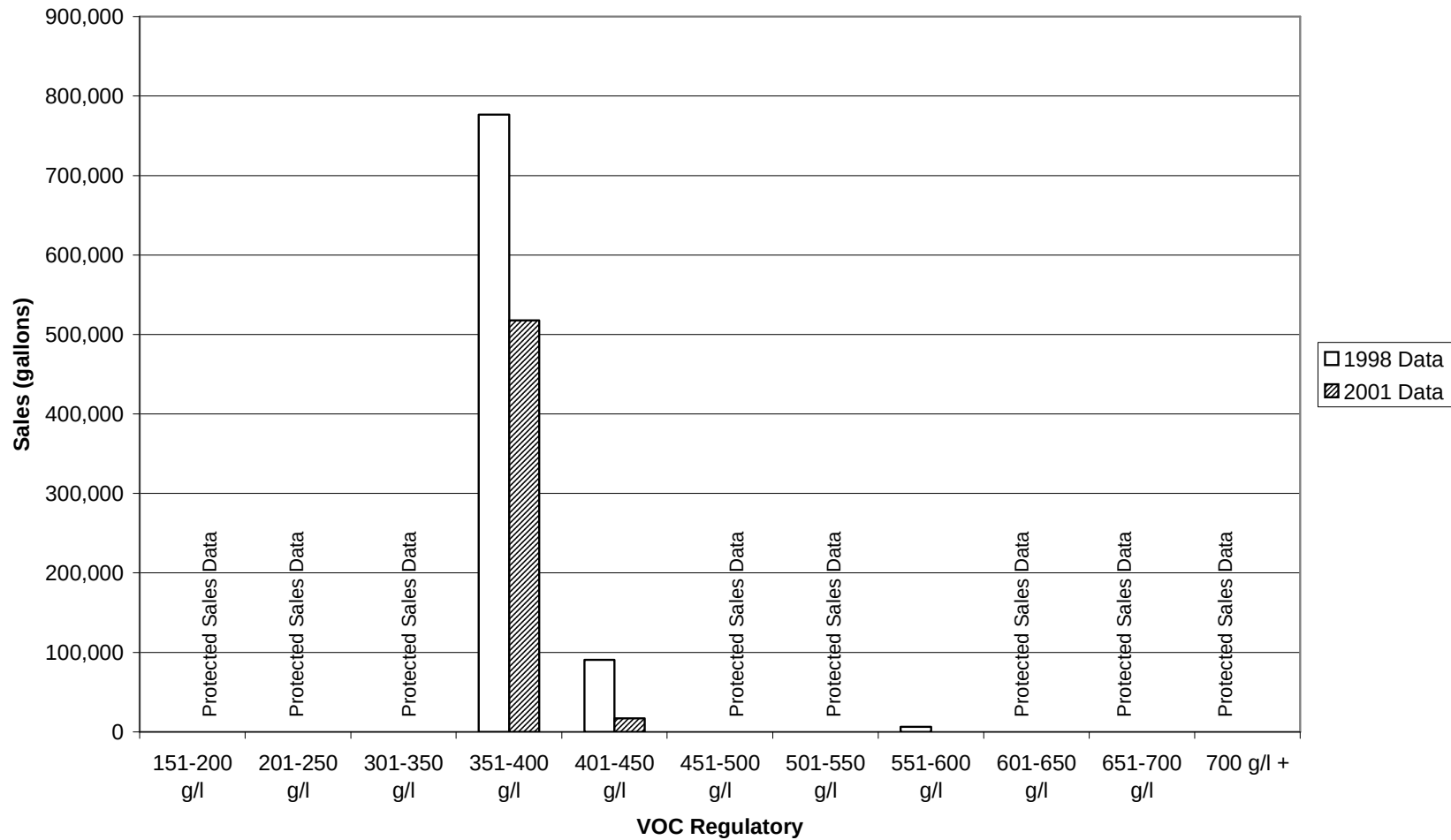


For the 2001 survey, four of the top six manufacturers in the Nonflat - Medium Gloss category reported increases in their sales-weighted average VOC values, as compared to the data reported in 1998.

**ARB Architectural Coating Survey - Statewide Sales Trends (including quarts):
Primer, Sealer, and Undercoater**

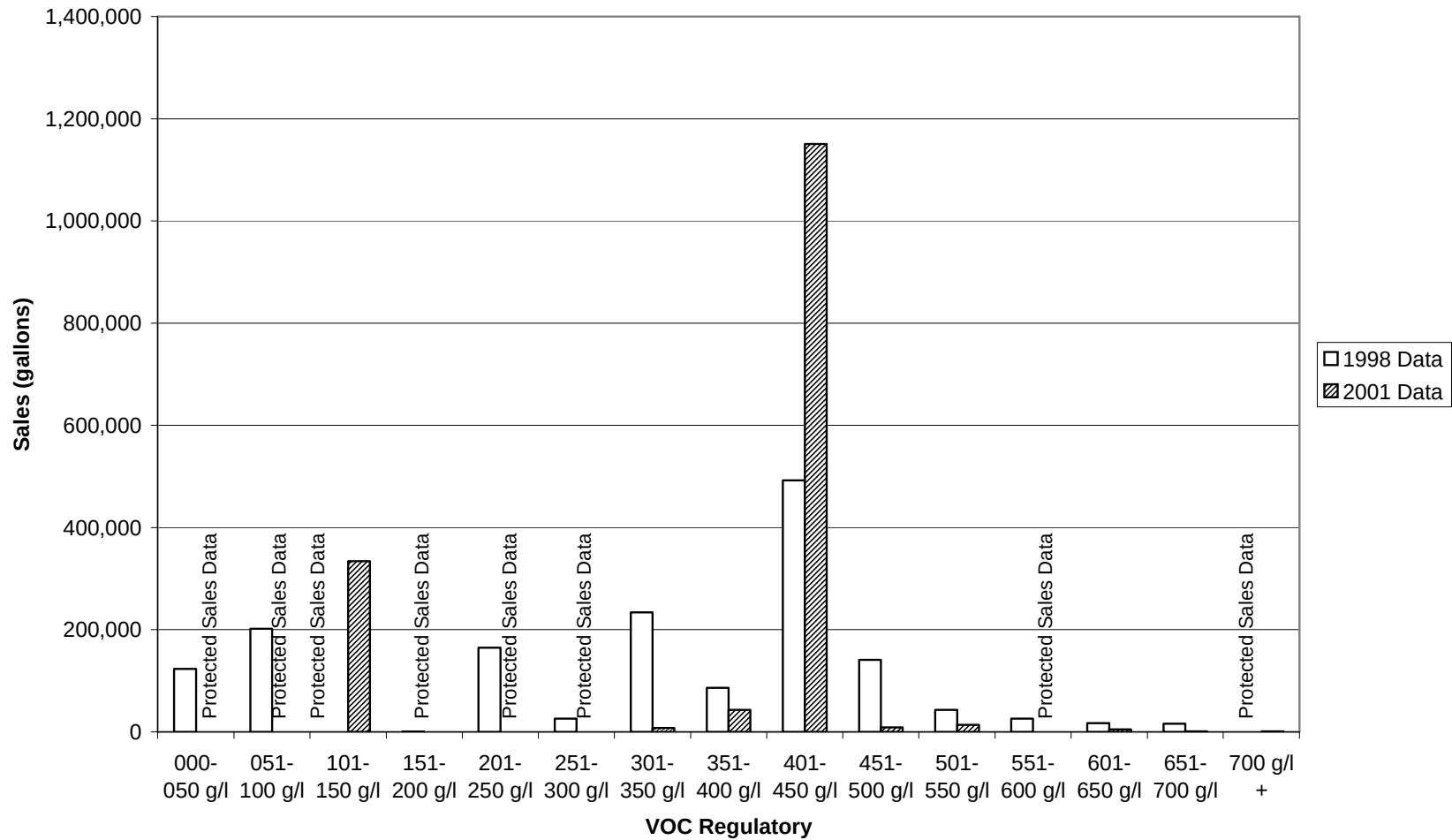


ARB Architectural Coating Survey - Statewide Sales Trends (including quarts): Quick Dry Enamel



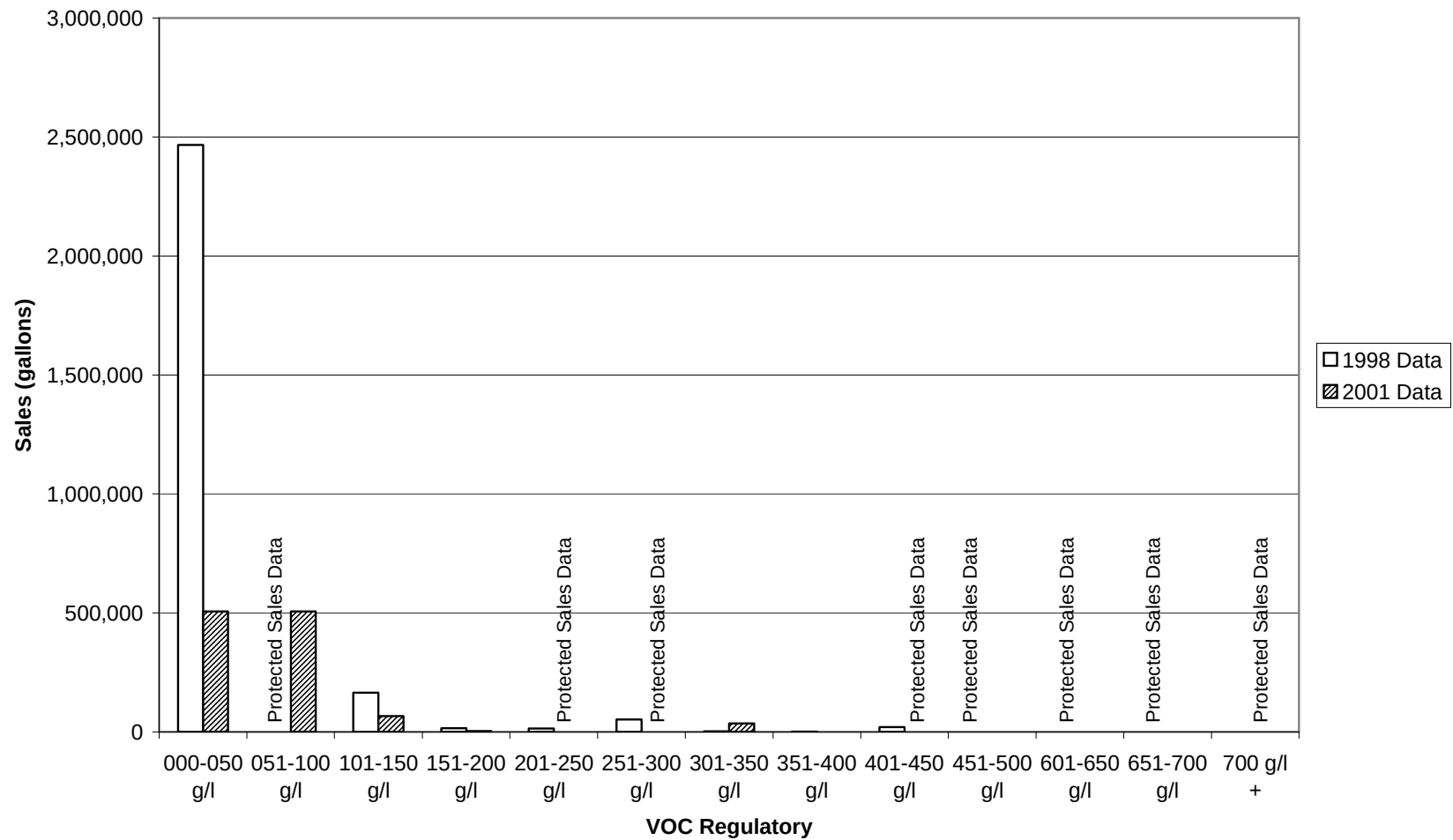
For the VOC range of 351-400 g/l, the difference in sales is probably due to the fact that the 2001 survey gathered additional data that allowed us to improve our QA/QC and re-classify coatings that did not meet the Quick Dry Enamel criteria.

**ARB Architectural Coating Survey - Statewide Sales Trends (including quarts):
Quick Dry Primer, Sealer, Undercoater**

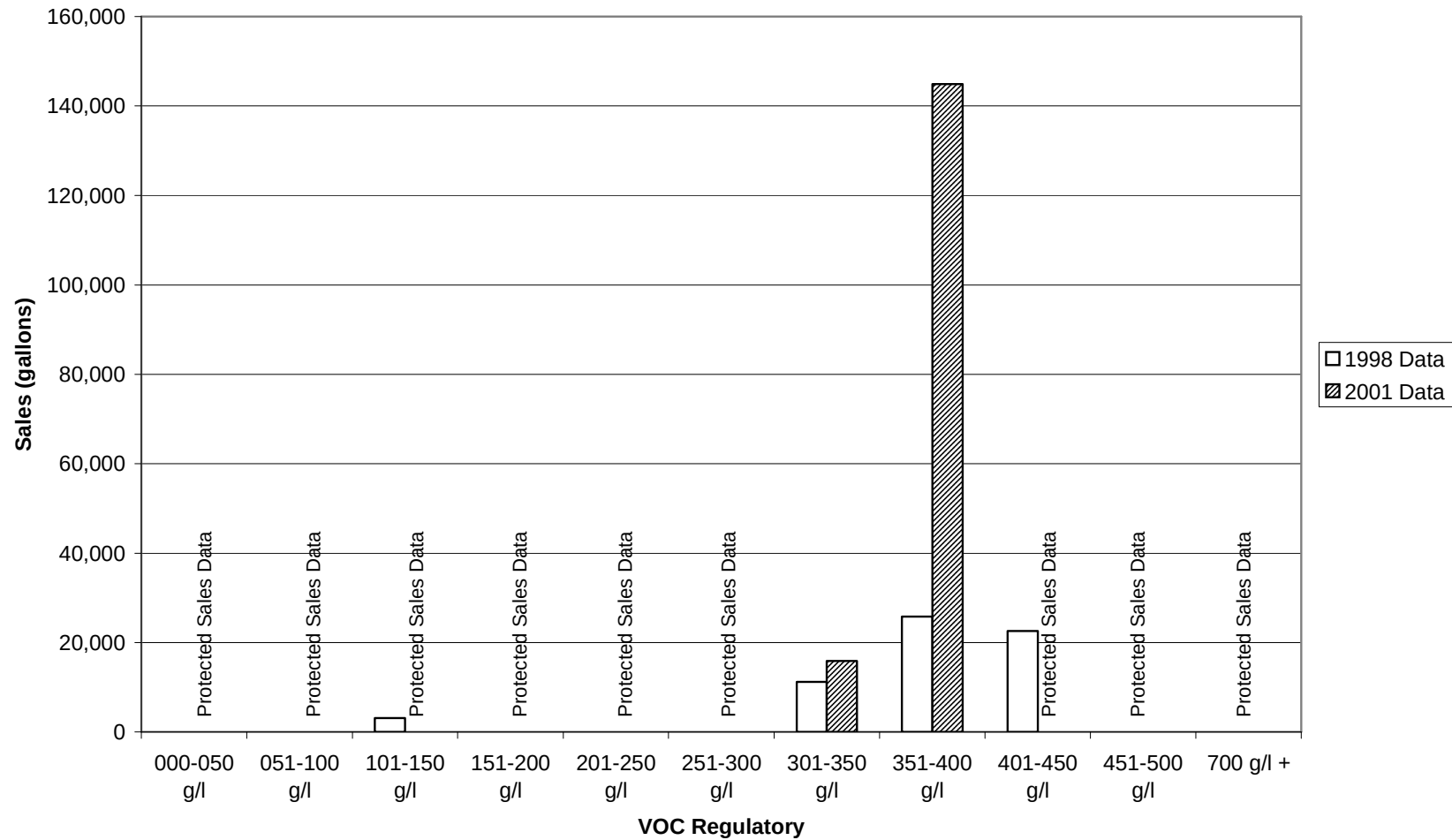


In the 1998 survey, the largest manufacturer in this category reported mostly waterborne QDPSUs. In the 2001 survey, this manufacturer reported primarily solventborne QDPSUs.

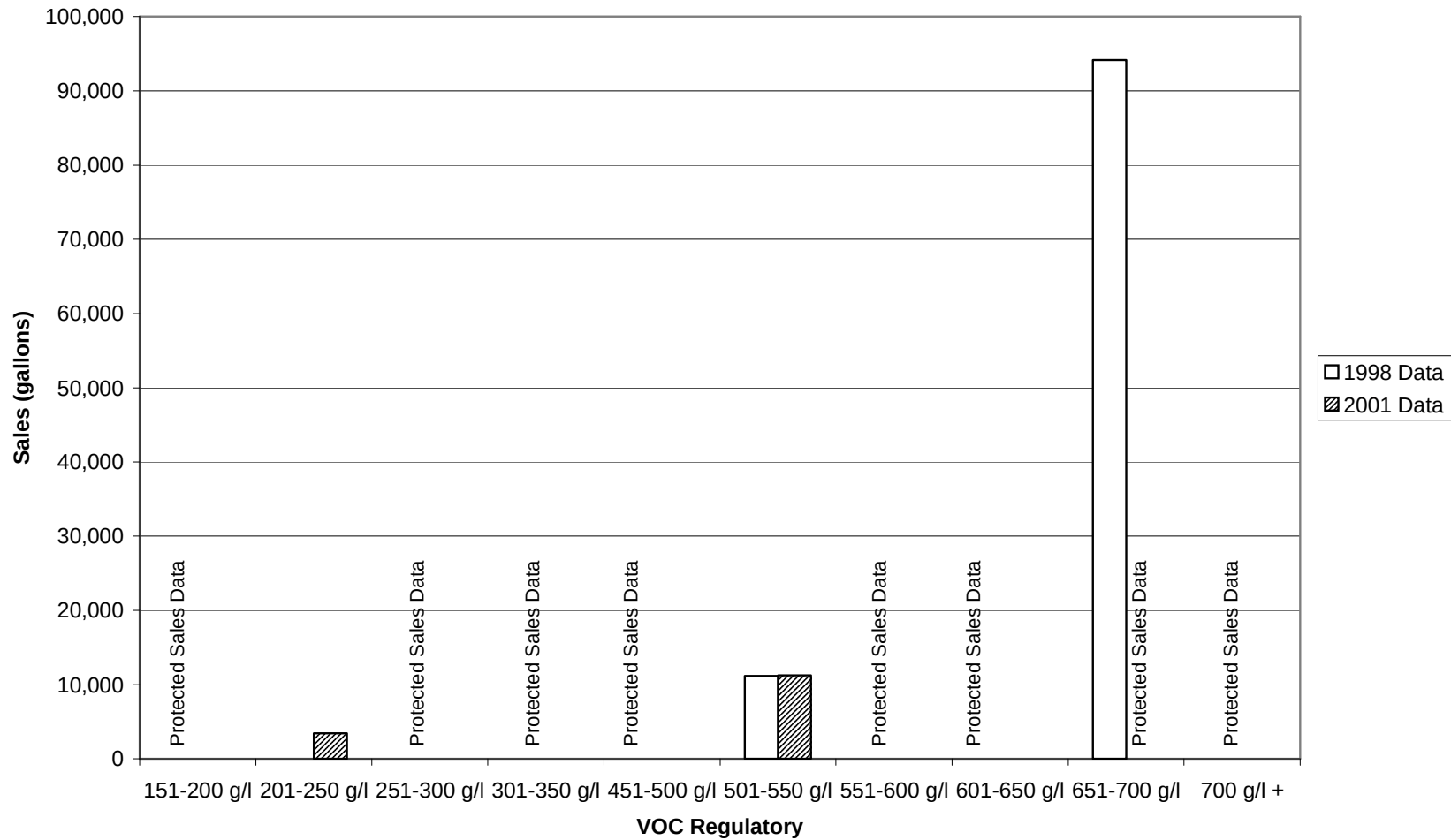
ARB Architectural Coating Survey - Statewide Sales Trends (including quarts): Roof Coating



**ARB Architectural Coating Survey - Statewide Sales Trends (including quarts):
Rust Preventive Coating**

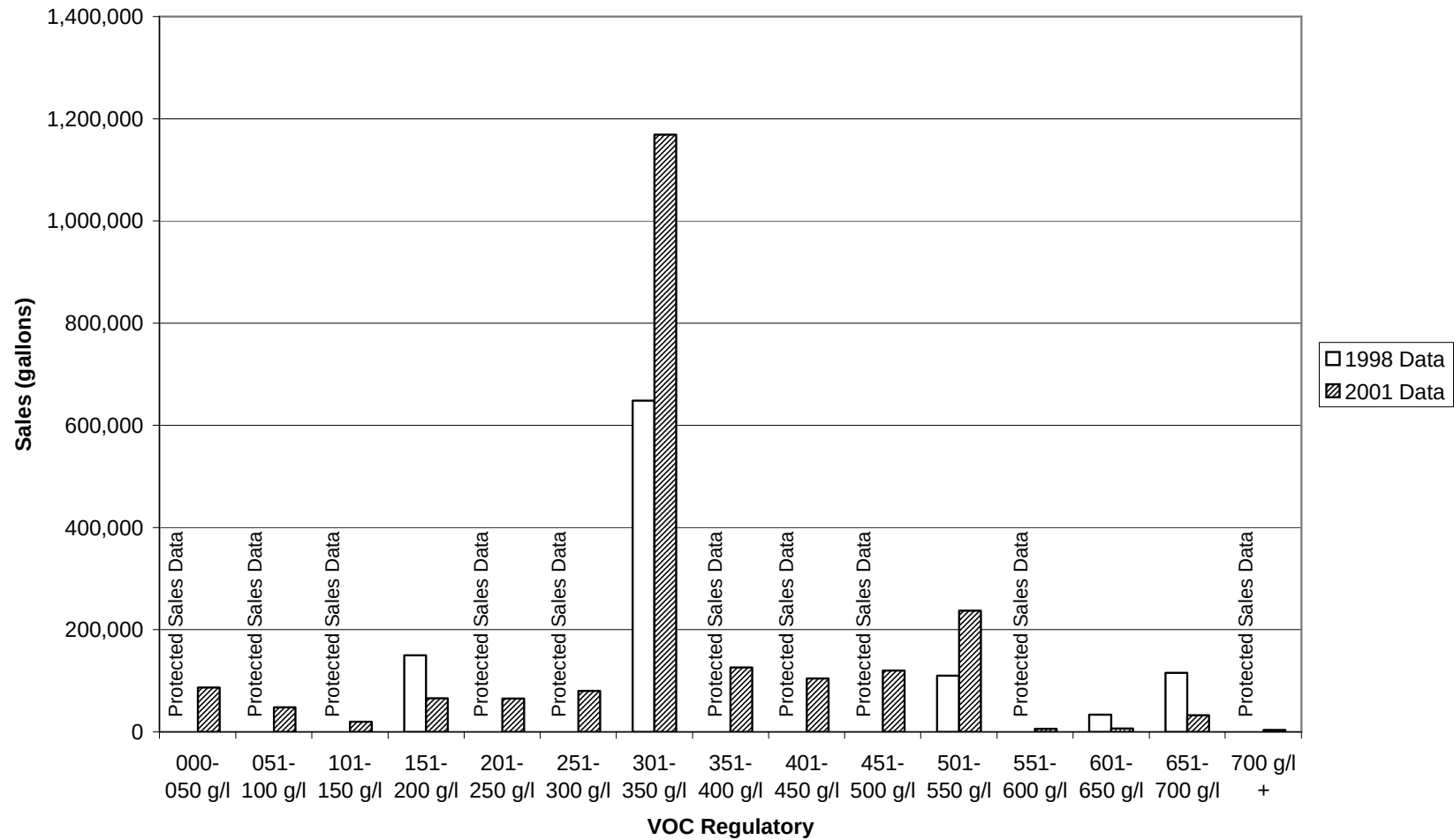


ARB Architectural Coating Survey - Statewide Sales Trends (including quarts): Sanding Sealers



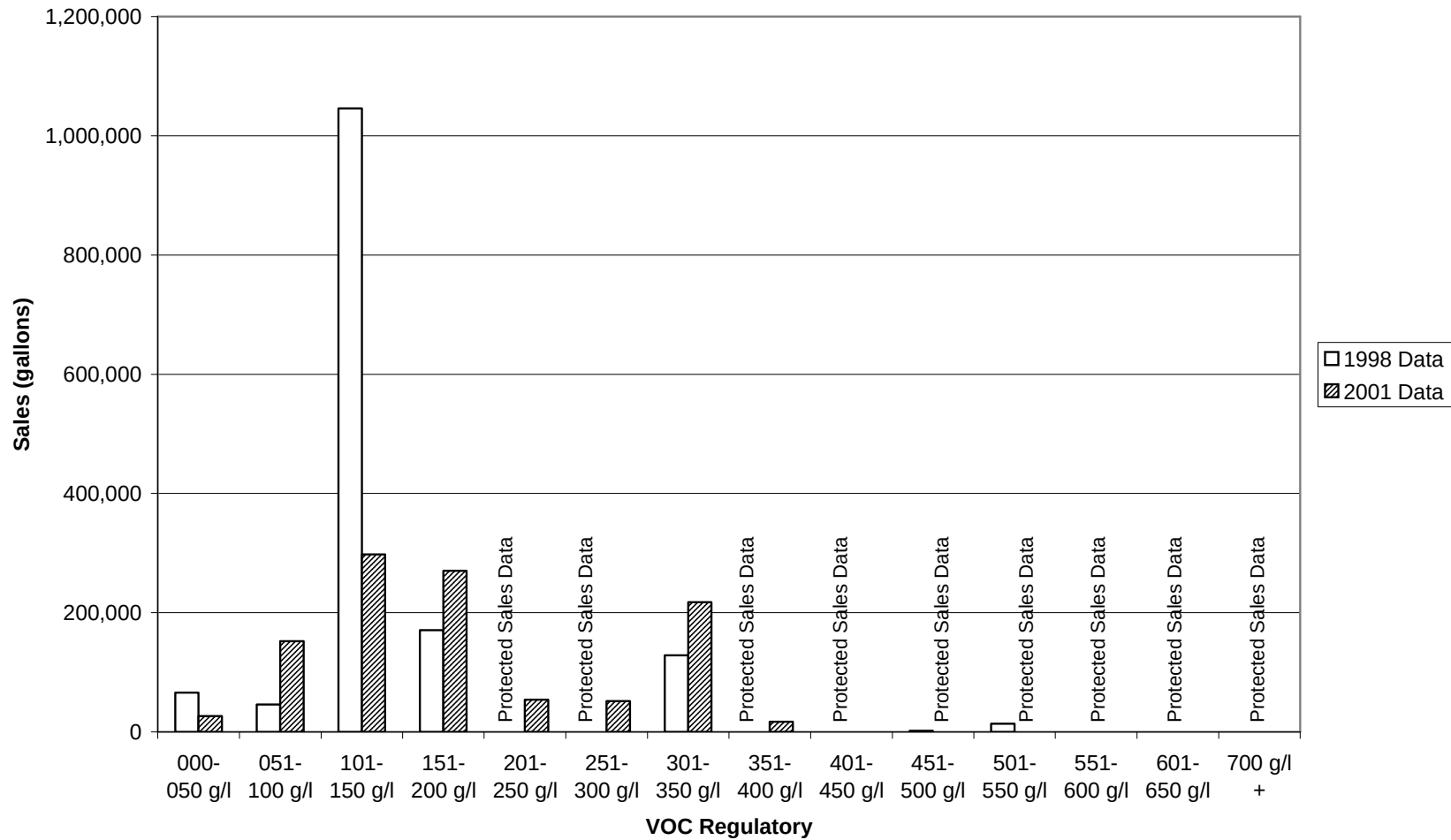
In the 1998 survey, some manufacturers may have reported Lacquer Sanding Sealers in the Sanding Sealer category, rather than in the Lacquers category which is the correct classification.

**ARB Architectural Coating Survey - Statewide Sales Trends (including quarts):
Stains - Clear/Semitransparent**

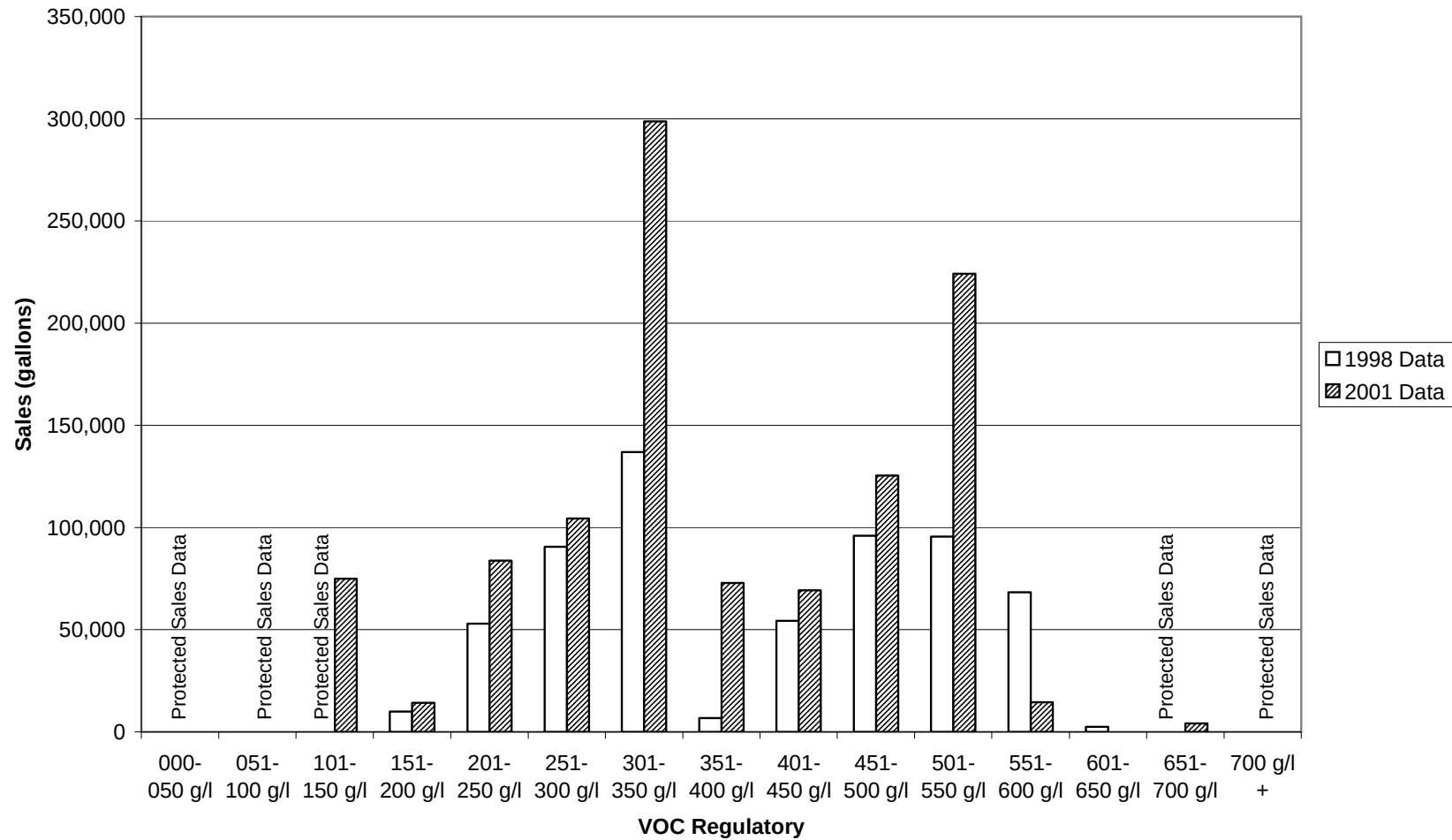


In the 2001 survey, there was an increase in sales of non-complying, solvent-borne, clear/semitransparent stains. This was due to increasing sales of previously reported non-complying products, and the introduction of new non-complying products.

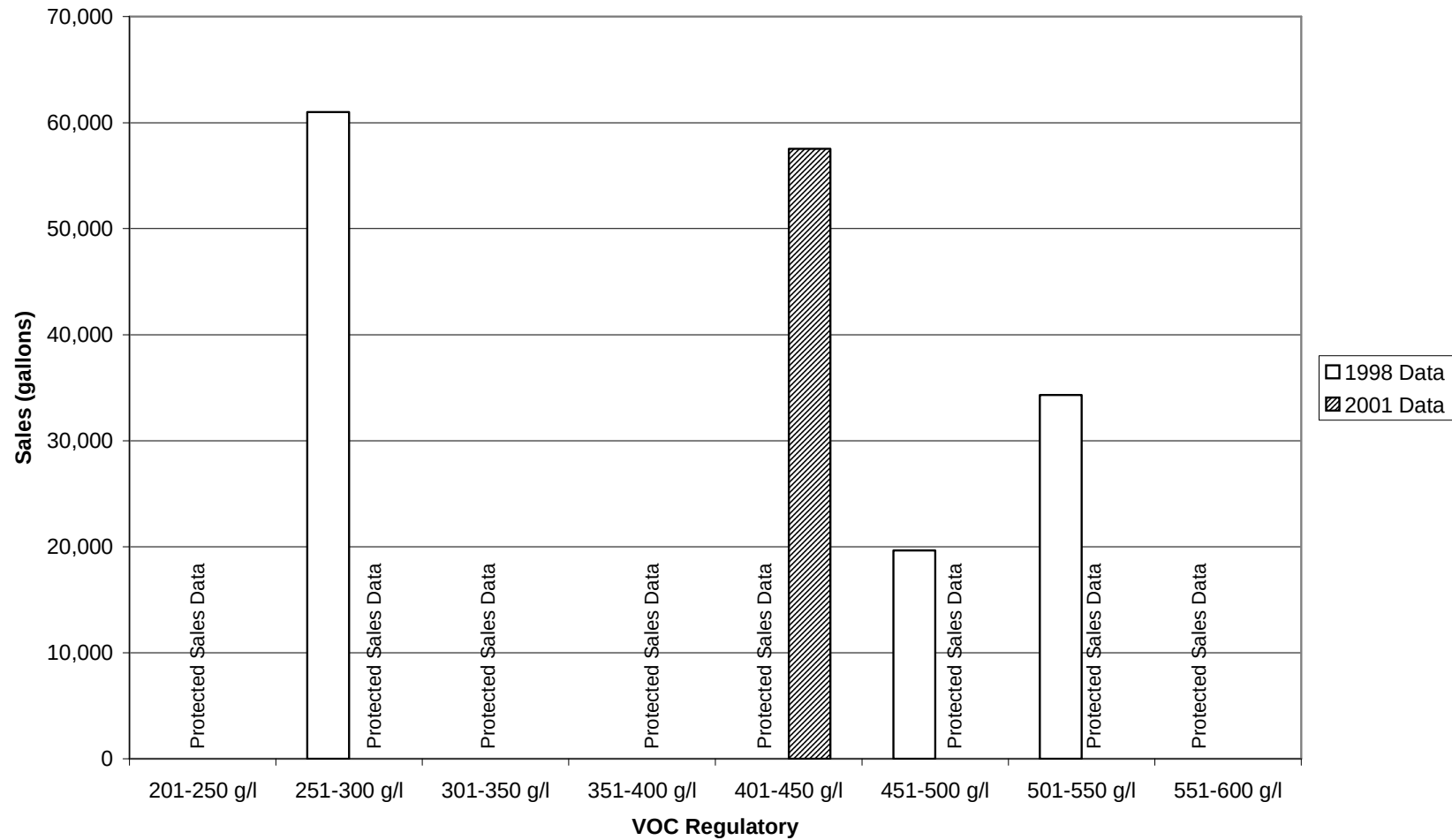
**ARB Architectural Coating Survey - Statewide Sales Trends (including quarts):
Stains - Opaque**



**ARB Architectural Coating Survey - Statewide Sales Trends (including quarts):
Varnishes - Clear**



**ARB Architectural Coating Survey - Statewide Sales Trends (including quarts):
Varnishes - Semitransparent**



ARB Architectural Coating Survey - Statewide Sales Trends (including quarts): Waterproofing Sealers

