

Chapter 1 – COMPANIES

The 1998 survey was sent to over 700 companies that potentially sold architectural coatings in California in 1996. We received responses from 340 companies, 152 of which submitted survey data. This compares favorably to the previous three ARB surveys (conducted in 1993, 1989, and 1985), which had an average of 149 companies responding with data.

This section includes the following table and figures:

- Table 1-1 lists the 152 survey respondents or companies alphabetically
- Figure 1-1 shows the top 10 manufacturers and market share
- Figure 1-2 shows the survey respondents' marketing classification (International, National, California statewide, or California regional)
- Figure 1-3 shows the survey respondents' gross earnings
- Figure 1-4 shows the number of employees for the survey respondents

**Table 1-1
Survey Respondents**

Count	Company Name (Alpha Order)	
1	3M	64 HARRIS SPECIALTY CHEMICALS, INC
2	A. W. CHESTERTON COMPANY	65 HEMPEL COATINGS (USA), INC.
3	AC PRODUCTS, INC	66 HENRY COMPANY
4	ACE HARDWARE	67 HERESITE PROTECTIVE COATINGS, INC
5	ACRYMAX TECHNOLOGIES, INC.	68 HILL BROTHERS CHEMICAL COMPANY
6	AKZO NOBEL	69 ICI PAINTS, N.A.
7	ALCO NVC, INC	70 INDURON COATINGS, INC.
8	AMERON INTERNATIONAL PROTECT CTGS GROUP	71 INGELS, INC.
9	AMTECO INC	72 INSL-X PRODUCTS CORPORATION
10	ARMSTRONG-CLARK CO., THE	73 INTERNATIONAL PAINT INC.
11	BEHR PROCESS CORPORATION	74 ITW PHILADELPHIA RESINS
12	BENJAMIN MOORE & CO.	75 JAMES B DAY & COMPANY
13	BONAKEMI USA, INC	76 JONES BLAIR CO
14	CAL WESTERN PAINTS, INC	78 KELLEY TECHNICAL COATINGS
15	CARBOLINE CO.	79 KELLY-MOORE PAINT COMPANY, INC.
16	CARDINAL INDUSTRIAL FINISHES	80 KLINGER PAINT CO
17	CHEMREX INC	81 KOOL SEAL, INC.
18	CHILDERS PRODUCTS COMPANY, INC	82 LENMAR, INC.
19	CHUGOKU MARINE PAINT(USA MFG. DIV.)	83 LIFE PAINT COMPANY
20	CLOVERDALE PAINT CORPORATION	84 LILLY INDUSTRIES, INC.
21	CONCO PAINT COMPANY	85 LORD CORPORATION
22	CORONADO LABORATORIES, INC	86 MAMECO INTERNATIONAL INC.
23	CORONADO PAINT COMPANY	87 MASON PAINT
24	DALY'S INC.	88 MASTER BUILDERS, INC.
25	DAMPNEY COMPANY, INC.	89 MASTERCHEM INDUSTRIES INC.
26	DAP, INC.	90 MORTON INTERNATIONAL, INC.
27	DAVLIN COATINGS, INC	91 MULICOLOR SPECIALTIES, INC.
28	DEFT, INC.	92 MULTI-CLEAN
29	DEL PAINT MFG CORP	93 NORTON & SON OF CALIFORNIA
30	DEVOE COATINGS	94 OKON, INC.
31	DEXTER CORPORATION	95 PACIFIC POLYMERS, INC.
32	DOLPHIN COMPANY, THE	96 PERVO PAINT COMPANY
33	DOW CORNING CORPORATION	97 PLASITE PROTECTIVE COATINGS, INC.
34	DUCKBACK PRODUCTS, INC.	98 POLY-LUX, INC.
35	DUDICK, INC.	99 PPG ARCHITECTURAL FINISHES, INCORPORATED
36	DUNN-EDWARDS CORPORATION	100 PRESERVA-PRODUCTS INC
37	E.I. DUPONT DE NEMOURS & CO., INC.	101 PRESERVO PAINT AND COATINGS MFG. CO.
38	EGYPTIAN LACQUER MFG. CO., INC.	102 PRIDE PAINT CO
39	ELLIS PAINT COMPANY	103 PRODUCTS/ TECHNIQUES, INC.
40	ENNIS PAINT	104 R.J. MCGLENNON CO, INC.
41	ENVIRONMENTAL COATING SYS. INC.	105 REILLY INDUSTRIES
42	EPMAR CORPORATION	106 REPUBLIC POWDERED METALS, INC.
43	EUCLID CHEMICAL COMPANY, THE	107 ROCKWOOD INDUSTRIES, DBA DAVIS COLORS
44	EVR-GARD COATINGS CO.	108 RODDA PAINT COMPANY
45	FARWEST PAINT MANUFACTURING COMPANY	109 ROSCO LABORATORIES, INC.
46	FEL-PRO CHEMICAL PRODUCTS	110 RUST-OLEUM CORPORATION
47	FIELDS CORPORATION	111 SAN LUIS PAINTS
48	FINE LINE PAINT COMPANY	112 SEM PRODUCTS INC
49	FINE PAINTS OF EUROPE	113 SENTRY PAINT TECHNOLOGIES INC
50	FLECTO COMPANY, INC.	114 SENTRY POLYMERS, INC.
51	FLO-KEM, INC.	115 SHERWIN-WILLIAMS CO.
52	FLOOD COMPANY	116 SIGMA COATINGS USA B.V.
53	FLYNT PAINT PRODUCTS	117 SIKA CORPORATION
54	FORREST PAINT CO.	118 SIMPSON COATINS GROUP INC.
55	FOSROC INC.	119 SMILAND PAINT COMPANY
56	FRAZEE INDUSTRIES	120 SOUTHWESTERN PETROLEUM CORPORATION
57	FUTURA COATINGS, INC	121 SPECIALTY COATINGS & CHEMICALS INC
58	GACO WESTERN, INC.	122 SPECTRA-TONE PAINT CORP
59	GARLAND COMPANY, INC.	123 SPRAYLAT CORP
60	GEMINI COATINGS, INC.	124 STAR BRONZE CO.INC.
61	GIBSON HOMANS	125 STONHARD INC
62	GOLDEN ARTIST COLORS	126 SUNNYSIDE CORPORATION
63	HARCO CHEMICAL COATINGS, INC.	127 SURFACE PROTECTION INDUSTRIES, INC.

**Table 1-1 Continued
Survey Respondents**

Count	Company Name (Alpha Order)		
128	SYMPLASTICS INC	141	VALSPAR CORPORATION
129	TECHSTAR INDUSTRIES, INC	142	VISTA PAINT CORPORATION
130	TENNANT COMPANY	143	W.R. GRACE & CO. CONN., GRACE CONST. PRD
131	TEXAS REFINERY CORP.	144	W.R.MEADOWS OF SOUTHERN CALIFORNIA
132	TEXTURED COATINGS OF AMERICA	145	WATERLOX COATINGS CORPORATION
133	TNEMEC CO., INC.	146	WESTERN COLLOID PRODUCTS
134	TREMCO INCORPORATED	147	WILLIAM ZINSSER & CO., INC.
135	TRESCO PAINT MFG. CO.	148	WOOD KOTE PRODUCT
136	TRINITY COATINGS COMPANY	149	XIM PRODUCTS INC
137	TRU SERV MANUFACTURING CO.	150	YENKIN-MAJESTIC PAINT CORPORATION
138	U.S. CELLULOSE CO., INC.	151	ZEHRUNG BRANDS DIVISION
139	UNITED COATINGS	152	ZYNOLYTE PRODUCTS CO INC
140	UNITED GILSONITE LABORATORIES		

Figure 1-1
Top 10 Manufacturers and Market Share out of 152 Respondents
(Total Sales Volume = 87.5 million gallons)

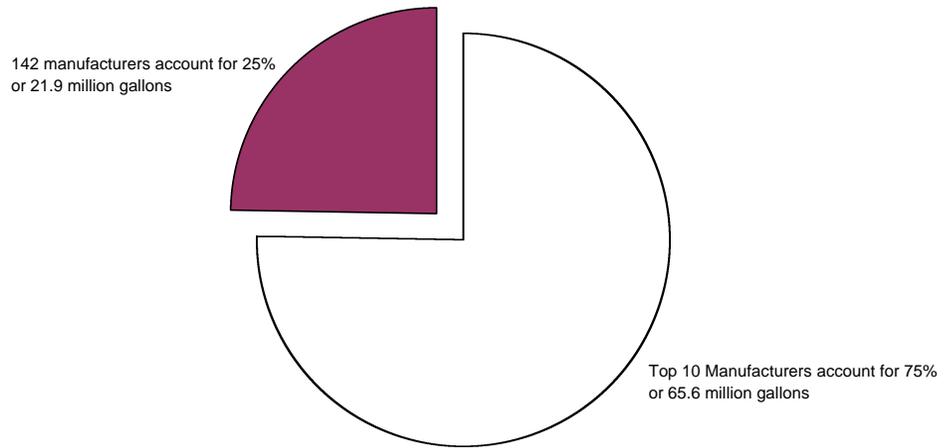


Figure 1-2
Survey Respondents Marketing Classification

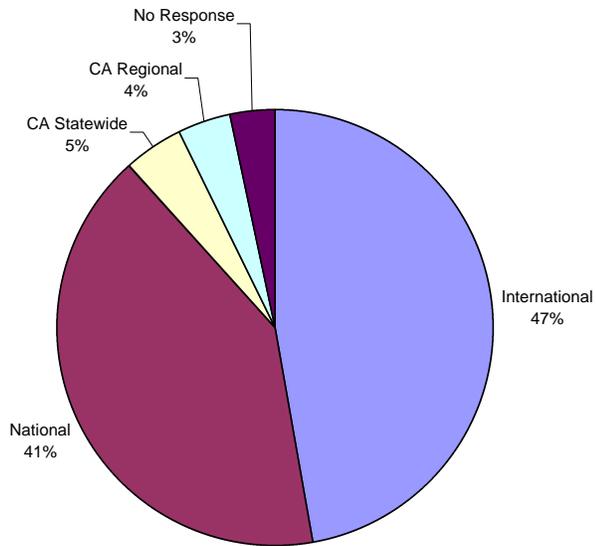


Figure 1-3
Survey Respondents Gross Earnings

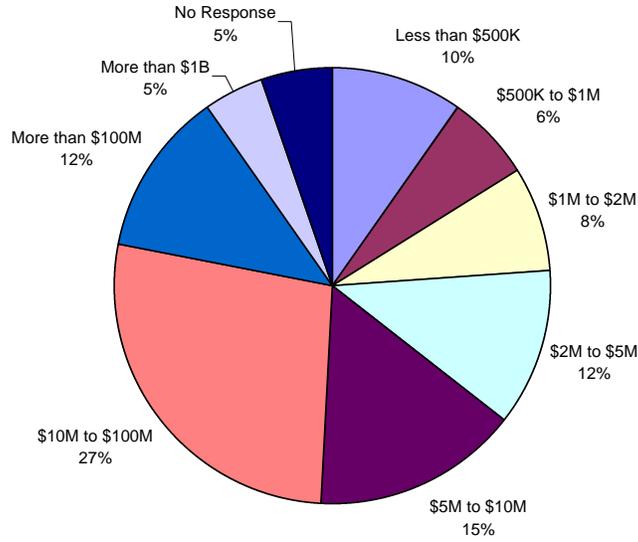


Figure 1-4
Survey Respondents Number of Employees

