

**Table VIII-9
Estimated Per-Unit Cost Increases from Both
Annualized Non-Recurring and Annual Recurring Costs**

Table VIII-9 Estimated Per-Unit Cost Increases from Both Annualized Non-Recurring and Annual Recurring Costs

Category	Sales/Vol Average VOC Content, %	Estimated VOC Emissions, ton/day	Typical Unit Weight Ounces	Complying Market Share	Estimated Non- complying Unit Sales Per Day in Calif.	Estimated Per Unit Production Cost Increase													
						Annualized Nonrecurring Low Cost/Unit (E1)	Annualized Nonrecurring High Cost/Unit (E2)	Annual Recurring Low Cost/Unit (F1)	Annual Recurring High Cost/Unit (F2)	Total Increase Low/Unit G1=(E1+F1)	Total Increase High/Unit G2=(E2+F2)	Total Increase Mid/Unit G3=(G1+G2)/2							
Adhesives																			
Contact Adhesive	57	0.07	4.32	80	182	\$0.02	\$0.02	0.03	0.05	\$0.05	\$0.07	\$0.06							
General Purpose	65	0.075	13.84	100.00	287	\$0.00	\$0.01	0	0	\$0.00	\$0.01	\$0.01							
Special Purpose (labeling only)****																			
Household Care																			
Adhesive Remover	31,046	0.031	18.00	0.00	178	\$0.07	\$0.30	0.77	0.77	\$0.84	\$1.07	\$0.95							
Gasket or Thread Locking Adh. Rem.	21,724	0.666	100.00	42.00	569	\$0.03	\$0.12	0.00	1.34	\$0.03	\$1.46	\$0.74							
Floor & Wall Covering Adh. Remover	80,289	0.304	9.00	11.00	1,198	\$0.03	\$0.11	0.19	0.00	\$0.22	\$0.11	\$0.17							
General Purpose Adhesive Remover	94,344	0.46	18.00	6.00	815	\$0.02	\$0.07	0.35	0.00	\$0.37	\$0.07	\$0.22							
Specialty Adhesive Remover	99	0.6	16.00	0.00	1,212	\$0.02	\$0.08	0.00	0.00	\$0.02	\$0.08	\$0.05							
Air Freshener****																			
Antistatic Product	97.7	0.275	7.00	2.00	1,261	\$0.00	\$0.01	0.00	0.01	\$0.00	\$0.02	\$0.01							
Aerosol	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a							
Non-aerosol*	51.2	0.33	12.00	10.00	1,547	\$0.03	\$0.04	0.00	0.00	\$0.03	\$0.04	\$0.04							
Electrical Cleaner	52.2	0.241	12.00	52.00	591	\$0.08	\$0.30	0.00	0.00	\$0.08	\$0.30	\$0.19							
Electronic Cleaner																			
Fabric Refresher	28,444	0.424	14.00	1.00	3,373	\$0.00	\$0.01	0.17	0.15	\$0.17	\$0.16	\$0.17							
Aerosol	4.34	0.665	32.00	97.00	460	\$0.03	\$0.05	0.00	0.00	\$0.03	\$0.05	\$0.04							
Pump Spray, liquid, solid																			
Footwear or Leather Care Product																			
Aerosol	29.3	0.05	4.25	82	231	\$0.02	\$0.06	0.01	0.01	\$0.03	\$0.07	\$0.05							
Aerosol	42.8	0.174	1.13	39	7,023	\$0.00	\$0.00	0.00	0.00	\$0.00	\$0.00	\$0.00							
Solid	6.59	0.094	3.29	87	1,804	\$0.02	\$0.06	0.00	0.00	\$0.02	\$0.06	\$0.04							
All Other Forms																			
Graffiti Remover	56,589	0.085	17.00	0.00	283	\$0.10	\$0.41	0.05	0.05	\$0.15	\$0.46	\$0.31							
Aerosol	70,768	0.11	128.75	11	34	\$0.64	\$2.03	0.00	0.00	\$0.64	\$2.03	\$1.33							
Non-aerosol																			
Toilet/Urinal Care																			
Aerosol*	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a							
Non-Aerosol**	30.4	2.627	4.00	29.80	48,530	\$0.00	\$0.01	0.00	0.06	\$0.00	\$0.07	\$0.03							
Wood Cleaner	24,827	0.053	12.00	0.00	569	\$0.01	\$0.02	0.00	0.00	\$0.01	\$0.02	\$0.01							
Aerosol	8,995	0.226	135.98	90	59	\$0.11	\$0.28	0.00	0.00	\$0.11	\$0.28	\$0.20							
Non-aerosol																			
Personal Care																			
Hair Styling Product																			
Aerosol/Pump Spray	12,947	0.190	14.50	72.00	907	\$0.03	\$0.07	0.00	0.00	\$0.03	\$0.07	\$0.05							
All Other Forms****	0,839	0.468	12.00	81.40	27,667	\$0.00	\$0.00	0.00	0.00	\$0.00	\$0.00	\$0.00							
Shaving Gel-Tier 1	7,689	1.03	7.00	34.00	40,417	\$0.00	\$0.00	0.00	0.00	\$0.00	\$0.00	\$0.00							
Shaving Gel-Tier 2	7,689	1.03	7.00	0.00	61,238	\$0.00	\$0.00	0.01	0.03	\$0.01	\$0.03	\$0.02							

* Categories where 100% of Products that reported in Survey meet proposed limit, no reformulation needed.
 ** Used sales weighted average and typical weight for solid form.
 *** The data used for Air Fresheners was the latest available data, which was from the 1997 Consumer Products Survey.
 **** For Hair styling product - All other forms due to the large number of 0 VOC products skewing the SMA VOC %
 the actual product sales of 22.7 tons per day was used divided by the average product size.
 ***** Special Purpose Adhesives require no reformulation due to 100% of product meeting the proposed limit, but will incur costs due to relabeling.

Cost Per Unit		
Total Est Noncomp Unit		
Sales per day in Ca	139,176	\$8,173,426
Tier I	200,414	\$10,171,439
Tier II		
Total Cost Table VIII-2		
Cost/Unit		\$0.16
		\$0.14