

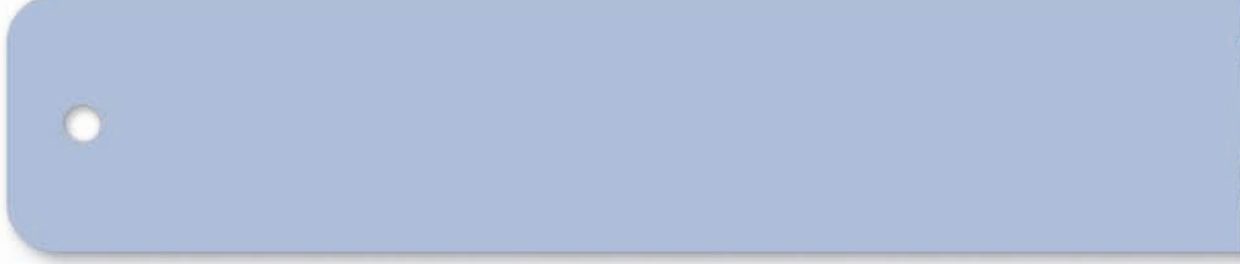

**PPG National Account
Paint Management Program**
Providing Consistency Across All of Your Locations



**PITTSBURGH
PAINTS**



**PPG Protective &
Marine Coatings**



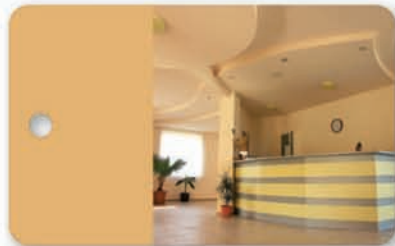
Your Single Source for Paints and Coatings

PPG recognizes that operating multiple locations across different geographies presents many challenges for facilities managers.

Our PPG National Account Paint Management Program can eliminate one of those challenges by providing a proven method for ensuring that you always receive the highest quality paint across all of your locations. More importantly, the PPG National Account Paint Management Program is the easy, reliable, standardized way to select, purchase, receive and pay for that paint – no matter where your facilities are located.

EXPERIENCED, DEDICATED PROFESSIONALS

The PPG National Account team has a wealth of experience and a proven track record of handling large-volume projects for a wide variety of regional and national companies. PPG's customized programs ensure that our National Account customers' goals are accomplished on time and within budget.



Benefits of the PPG National Account Paint Management Program

PPG's National Account Paint Management Program can make managing your company's paint needs easy, cost-effective and consistent. No matter how many locations you manage, PPG can help.

WORLD-CLASS PRODUCT LINE

PPG offers a broad and deep product line that is second-to-none in the industry. For every application, in every market segment and at every price point, there is a PPG paint and coating ideally suited for the job. Engineered to deliver optimum performance and efficiency, every product is backed by our guarantee.

NATIONAL BRANDS WITH A LOCAL FOCUS

PPG's National Account Paint Management Program leverages two strong brands: Pittsburgh® Paints and PPG. These two brands are nationally recognized architectural paints and coatings providers that have been trusted by painting contractors, building owners, architects, designers and homeowners for more than 100 years.

When you choose the PPG National Account Paint Management Program, you establish a direct partnership with PPG Industries, Inc. That's our way of guaranteeing that you'll be satisfied with the performance of our program – and our quality products.

SINGLE POINT OF CONTACT

As a PPG National Account Paint Management Program customer, you'll be assigned a dedicated account coordinator who is familiar with you and your company's paint needs. This professional will facilitate smooth order processing and efficient communication while providing you with the benefit of dealing directly with the manufacturer. Whether your project is new construction, maintenance or a major paint renovation, your account coordinator will be there to assist with product and color selection, training, ordering and invoicing.

Why Choose PPG as your National Account Paint Partner?

Because PPG has the technical expertise, financial strength, global resources and individualized customer service to handle any paint challenge, we have become the preferred choice among national accounts.

Our quality paint products will protect your investment, contribute to the satisfaction of your customers, provide dependable service and generate long-term relationships through strong performance.

You need a single source to handle all of your paint and coatings needs. PPG is committed to being that partner. We promise to provide you with new technologies that fit your changing needs. As a partner, you are ensured quality products and reliable service, all at a great value with PPG.

“Our relationship with PPG, our sole supplier of coatings, started six years ago. As a rental and service company providing generators, temperature-control equipment and compressed air systems, we needed to find a coating that could stand up to a rigorous 2,000-hour test. So we invited six suppliers to do a blind test of each others’ products. All six found the same results: PPG stood out in every category as the superior product.”

– Hale A. Boudreaux

*National Production Manager
Aggreko North America*



Painting “Green” with PPG



Whether your goal is to qualify for LEED credits, meet local or national VOC regulations or minimize the overall environmental footprint of your facilities, PPG has a green product for every project. Our paints meet the most stringent environmental standards while delivering the performance you’ve come to expect from PPG. Look for the logo above on PPG Paints that are considered environmentally friendlier and that can help you earn LEED credits based on current guidelines.

Learn more at www.PittsburghPaints.com/Green.

“Extended Stay Hotels is continually impressed by the level of professionalism, knowledge, commitment to detail and customer service that our PPG National Account team delivers. PPG provided Extended Stay with custom color samples, color palettes and a friendly, educated team to communicate their product to our managers. Thanks for helping us provide fresh, affordable rooms to our guests.”

– Kent Saad

*Manager of Coatings and Exterior Systems
Extended Stay Hotels*

NATIONWIDE DISTRIBUTION AND PRODUCT DELIVERY

PPG and *Pittsburgh* Paints products are readily available across the country from a base of over 3,000 retail locations. PPG's eight manufacturing facilities and eleven distribution centers nationwide ensure product availability through adequate inventories and quick replenishment.

Through our PPG National Account Paint Management Program, each of your locations will be assigned a primary distribution point and a dedicated local contact who is knowledgeable of your particular program. This paint professional is there to provide you with immediate service and support.



CONSISTENT AND COMPETITIVE PRICING YOU CAN COUNT ON

PPG National Account Paint Management Program customers can take advantage of special volume-based pricing. Consistent pricing nationwide eliminates price negotiations at the local level, so regardless of quantity, you'll always know upfront what you will pay.



CONSISTENT COLOR SUPPORT AND MANAGEMENT

Color Selection

PPG understands that color choice and color consistency are absolutely critical components in your overall program. We are uniquely suited to provide expertise and guidance in both color selection and delivery.

The Voice of Color,[®] our industry-leading color program, offers a palette of more than 1,800 colors, as well as customer matching capabilities. And since the right tools are essential for specifying color, PPG provides a wide array of user-friendly color selection tools to help throughout the process. *The Voice of Color Visions at a Glance*[™] digital software allows you to experiment with color online before making a final decision. PPG also provides professional color consultations for key national accounts.

Color Consistency

All PPG products tint from the same color system and formula database, ensuring uniformity regardless of what PPG location your paint comes from



CUSTOMIZED, CENTRALIZED REPOSITORY OF INFORMATION

PPG's National Account Portal is a user-friendly, secure, online gateway where you can access account information 24 hours a day, seven days a week. This password-protected portal is a central repository of pertinent information on all of your facilities, including contact information, site locations, organizational charts, site surveys, needs analysis, finish schedules and pricing. Search this site for up-to-date specifications and product information, including color requirements and color formulas, as well as MSDS and technical data bulletins. This site ensures consistent information across all your locations.

Additionally, this site offers many self-service tools that will allow you to maintain your individual locations and order product online:

Online Ordering

PPG offers the full spectrum of product ordering capabilities. While you can order via phone, fax and e-mail, our online ordering systems help bring additional speed and cost savings to the procurement process. Contact your representative or call the National Account service center at **866-298-7245** for details.

Customized Reporting

The PPG National Account Portal allows you to monitor your paint purchasing activity anytime and anywhere in the world with a few clicks of the mouse. The site lets you generate reports tailored to your company's unique needs. These customized reports help you monitor spend at each location and compare costs among several locations when you purchase directly through PPG.



ONGOING SUPPORT

Through the PPG National Account Paint Management Program, a dedicated team provides ongoing maintenance and unflinching support to all of your locations across the country. A dedicated National Account manager has responsibility for all contact with your company's headquarters, while a local sales representative maintains working relationships with each of your locations across the country. Your locations will receive prompt, effective field service with our local representative answering questions, assisting painters and ensuring that your project goes smoothly.

As a PPG National Account Paint Management Program customer, you not only receive the ongoing support of the National Account team and service center, but you also receive expert technical and color matching support to ensure consistency across all locations. We are committed to listening to your needs and helping you meet your business goals.

FLEXIBLE BILLING OPTIONS

As a PPG National Account Paint Management Program customer, we work with you to establish the billing method that best meets your company's accounting needs. Flexible billing options are available — whether direct to headquarters, regionally or by operations manager, just to name a few. With direct purchases, we're able to simplify the purchasing and billing process by centralizing your billing. You will receive a detailed bill from PPG Industries for each of your ship-to locations.

EMPLOYEE DISCOUNT PROGRAM

Your employees can receive discounts on paints, caulks, paint brushes, rollers and miscellaneous supplies through a customized employee discount program. They will be provided a card for use at any PPG retail location nationwide; the applicable discount will be administered upon checkout.





PPG Industries: A Global Leader

With paint brands on every continent, PPG Industries is the second-largest architectural coatings company in the world. PPG's National Account Paint Management Program builds upon that foundation with an unparalleled level of service to help you make the right choices for your facilities, providing cost-effective solutions that combine aesthetics with long-lasting performance and sensitivity to environmental concerns.

Becoming a PPG National Account Paint Management Program Customer

To learn more about PPG's National Account Paint Management Program, call our National Account service center at **866-298-7245** to arrange an appointment with a PPG specialist who will make paint buying easier for all of your locations.



PPG Architectural Coatings • One PPG Place • Pittsburgh, PA 15272
Technical Service: 1-800-441-9695 • Architect/Specifier: 1-888-PPG-IDEA
www.pittsburghpaints.com • www.voiceofcolor.com

