

The following is the formula used for calculating net sales for determining ASC membership:

A = Cost of Adhesive or Sealant Material

B = Total Cost of Finished Product

C = Finished Product Net Sales (12 month period of previous year sales)

D = Total Net Sales (this is used to determine your ASC membership)

Note: The ASC sales declaration shall be calculated only referencing the adhesive and sealant component of a finished product or good sold in North America (USA/MEXICO/CANADA). This formula is only to be used for tapes or fabricated products incorporating a pressure sensitive adhesive or sealant. For adhesives or sealants sold in bulk (pails, drums, etc) the formula does not apply.

Formula:

$$\frac{A}{B} \times C = D$$
