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

\[ A = \text{Cost of Adhesive or Sealant Material} \]
\[ B = \text{Total Cost of Finished Product} \]
\[ C = \text{Finished Product Net Sales (12 month period of previous year sales)} \]
\[ D = \text{Total Net Sales (this is used to determine your ASC membership)} \]

**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.

\[ \frac{A}{B} \times C = D \]