



2012 Manufacturer Dues

REPORTING FORM

Mail Form and Payments to:
American Coatings Association
Attn: Accounting
1500 Rhode Island Avenue, NW
Washington, DC 20005

Coatings Manufacturer Membership Dues for 2012:

Enter **Net Domestic Sales** of products pertaining to the paint and coatings industry. (See paragraph 2 on reverse.)

\$ _____

For Fiscal Year 2011 which ended (month) _____, (year) _____

Schedule to Calculate Coatings Manufacturer Membership Dues:

1	2	3	4	5	6	7	8
IF Sales Are in Excess of	BUT Not Exceeding	THEN Enter Net Domestic Sales Rounded to Nearest \$100K	SUBTRACT Col. 1 from Col. 3 Enter Excess	MULTIPLY Col. 4 by Rate Below	ENTER Result Col. 4 x Col. 5	Base Dues	ADD Col. 6 + Col. 7 Result = Total Dues
\$ 4 billion	\$ 99 billion	\$ _____	\$ _____ in millions	\$ 50 per million	\$ _____	\$ 474,000	\$ _____
1.5 billion	4 billion	\$ _____	\$ _____ in millions	90 per million	\$ _____	249,000	\$ _____
500 million	1.5 billion	\$ _____	\$ _____ in millions	115 per million	\$ _____	134,000	\$ _____
100 million	500 million	\$ _____	\$ _____ in millions	150 per million	\$ _____	74,000	\$ _____
50 million	100 million	\$ _____	\$ _____ in millions	350 per million	\$ _____	57,000	\$ _____
20 million	50 million	\$ _____	\$ _____ in millions	950 per million	\$ _____	28,500	\$ _____
5 million	20 million	\$ _____	\$ _____ in millions	1,230 per million	\$ _____	10,000	\$ _____
2 million	5 million	\$ _____	\$ _____ in millions	2,070 per million	\$ _____	3,800	\$ _____

If Net Domestic Sales are less than \$ 2 million, your 2011 dues are: \$3,800

I would like to pay these dues: Quarterly Semi-annually Annually

Method of payment: Check Enclosed Please Invoice Credit Card (AMEX, MC, VISA, DISCOVER)

Credit Card No. _____ Signature: _____ Exp. Date: _____

Company Information:	Direct all billing correspondence to:
Firm Name _____ Date _____	Name of Billing Representative _____
Phone _____ Fax _____ Website _____	Title _____
Street Address _____ City/State _____ Zip _____	Phone _____
Mailing Address _____ City/State _____ Zip _____	Fax _____
Name of Official Representative (print) _____ Signature of Official Representative _____	Email _____
Title _____ E-mail _____	Mailing Address _____
Name of Chief Financial Officer (print) _____ Signature of Chief Financial Officer _____	City/State _____ Zip _____

NOTICE: ACA's lobbying expense for 2012 is estimated at 4.45%. Under OBRA '93, that percentage of your dues will no longer be deductible as an ordinary and necessary business expense.

Instructions for Completing this Form:

1. Coatings Manufacturer Membership

Coatings Manufacturer membership consists of individuals, companies, firms or corporations who are manufacturers of industrial, architectural or special purpose paints and coatings and kindred products, such as but not limited to, shellac varnishes, removers, thinners, stains, fillers, artists' colors, and roof coatings.

2. Net Domestic Sales

Net domestic sales of manufacturer products are the dollar net sales figure appearing in your profit and loss statements for your last fiscal year, excluding those items not applicable to the paint industry subject to the following definition. Net domestic sales are: gross domestic sales less returns, allowances, trade, quantity and cash discounts, freight on shipments direct to a customer, and the additional retail mark-up over and above the manufacturer's normal sales price in manufacturer wholly-owned retail store sales. Freight to company warehouses and distribution centers may not be deducted.

3. Special Membership Procedures and Obligations

- a. Those who qualify for both manufacturer and supplier membership shall determine and report their net domestic sales of paint industry products and their dues on **both** the manufacturer and supplier dues reporting forms.
- b. Manufacturer members who buy manufacturer and supplier products from domestic manufacturers, brokers or importers are not required to report their own resale of such products. These purchased products should be reported in the first instance by the supplier.
- c. Manufacturer members with separate but wholly-owned supplier subsidiaries who do not wish a subsidiary to participate in the activities of the association or receive any of its services may apply to the association's Executive Committee for exemption from the provisions above as they relate to such supplier membership sales.

- d. "All or nothing rule": It is the policy of the Executive Committee that all domestic coatings manufacturing elements of a corporate entity must be included in the membership. Separate but wholly-owned domestic manufacturer subsidiaries of supplier members may not be excluded from the membership held by the supplier company. This dues reporting form must include all paint manufacturing subsidiaries of the parent company.

4. Inventory Transfers

Interbranch or interdepartment inventory transfers of products, or inventory transfers to wholly-owned subsidiaries or affiliated companies are not to be regarded as sales for the purpose of this report. However, sales made by such subsidiaries or affiliated companies to others who purchase for use or resale should either be included in determining and reporting sales and dues obligations of the parent company or be reported on separate forms which, when fully executed, shall be individually submitted by such subsidiaries or affiliated companies.

5. Procedures Concerning Affiliates and Subsidiaries

If sales and dues obligations of affiliates or subsidiaries are included in the totals on this form, the listing of same by name or description should be attached to this form with a notation that this form constitutes a consolidated report and commitment of the parent company and its affiliates and subsidiaries.

6. Dues Information

Dues payable schedule: annual dues are payable by the 1st of January; semi-annual dues are payable by the 1st of January and July; and quarterly dues are payable by the 1st of January, April, July, and October. Members' annual reporting of dues should be made to association headquarters as soon as information is available after January 1. Please mail dues form and payment to: ACA, Attn: Accounting Dept., 1500 Rhode Island Avenue, Washington, DC 20005.

Definitions of Products to be Included in Net Domestic Sales:

Architectural Coatings are stock type or shelf goods formulated for normal environmental conditions and general applications on new and existing residential, commercial, institutional, and industrial structures.

Powder Coatings are to be converted to gallons at a rate of 5 lbs. to a gallon.

Roof Coatings include liquid or mastic form, bituminous or latex, fibered or non-fibered, aluminum or colored aluminum, and cements.

Special Purpose Coatings may also be stock type or shelf goods, but differ from general architectural coatings by the fact that they are formulated for special applications and/or special environmental conditions such as extreme temperatures, chemicals, fumes, etc.

Product Coatings - OEM are coatings formulated specifically for original equipment manufacturers to meet conditions of application and product requirements, and applied to such products as part of the manufacturing process.

Water-Borne include all coatings where volatile content is predominantly water.

Solvent-Borne include all coatings where volatile content is predominantly organic solvent.

High Solids include coatings 70% or more solids by weight.

Related Products include putties, glazing materials, and filled spray paint cans.

Terms of Agreement:

It is understood that, as a member of the American Coatings Association, Inc., we agree to abide by the association's bylaws and to support all the national activities of the association, and that we are entitled to receive all services and publications of the association; also that membership in the American Coatings Association, Inc., makes us eligible for membership in

regional or city associations on payment of local dues only, in such regional or city associations.

Please be advised that \$130 of your dues will be allocated for each subscription to ACA's magazine, *CoatingsTech*, sent to an employee of your company. This allows ACA to comply with second class postal regulations.

