

PSTC - Value of Membership



PSTC[®]

PRESSURE SENSITIVE TAPE COUNCIL

A bond you can trust.

Member Companies

[Manufacturer Members](#) -- companies that coat tape (manufacture pressure sensitive tape), and strive to define and adhere to the high industry standards set by PSTC. Annual dues from \$2,500 to \$18,500.

[Affiliate Supplier Members](#) -- companies that work with manufacturer members to identify and seek solutions to industry challenges, and help promote the pressure sensitive adhesive tape industry. Annual dues from \$5,000 to \$15,000, based upon sales volume.

PSTC Strategy and Focus

- ***“Grow the Pie”***
- ***Education & Technical***
- ***Regulatory – Test Methods – RTM Task Force***
- ***Membership & Meetings***
- ***Global Tape Forum***



PSTC[®]
PRESSURE SENSITIVE TAPE COUNCIL

A bond you can trust.

Initiative Goals

GROWING THE INDUSTRY - Marketing

Increase PSA tapes - Preferred method of bonding

LEVELING THE PLAYING FIELD - Regulatory

Monitor and manage changes in compliance with laws, regulations relevant to the PSTC members.



PSTC[®]

PRESSURE SENSITIVE TAPE COUNCIL

A bond you can trust.

Initiative Goals

EDUCATION & TECHNICAL

Develop, manage and teach. Leading resource and authority on tape technologies. Set global standards and test methods.

MEMBER CARE & MEMBER FUNCTIONS

Provide PSTC members with industry information, resources, business and network opportunities. Identify and qualify new members.



PSTC[®]

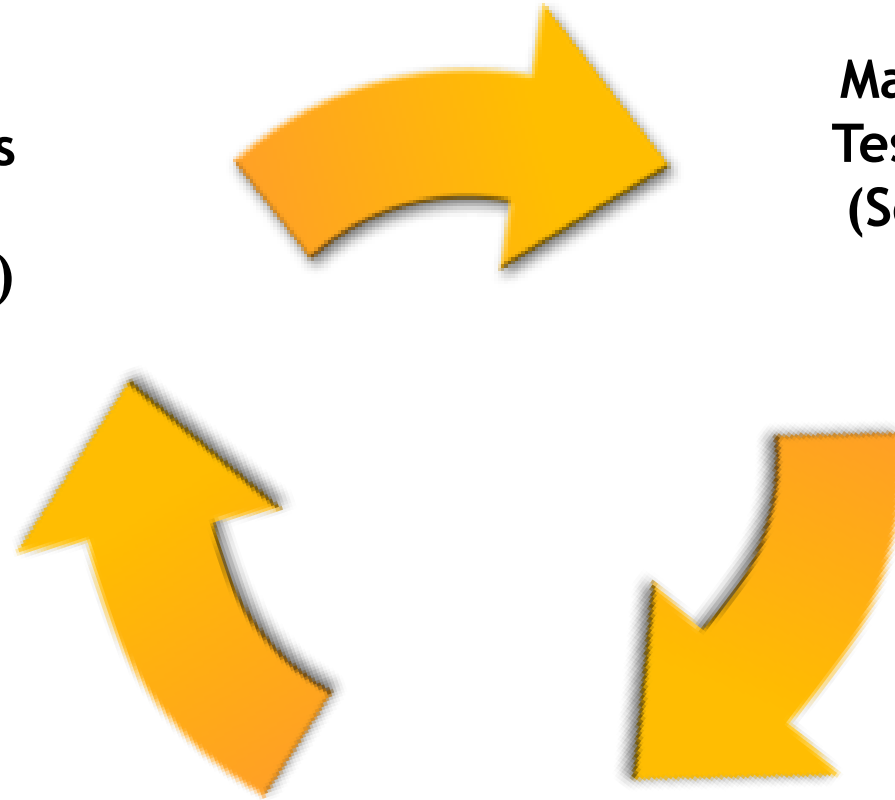
PRESSURE SENSITIVE TAPE COUNCIL

A bond you can trust.

2017-2018 Confirmed Courses

**Fundamentals
of PSA Tape
(May 8, 2018)**

**Manufacturing and
Testing of PSA Tape
(September 2018)**



**Adhesives and Advanced Technologies of
PSA Tape
(May 7-8, 2018)**

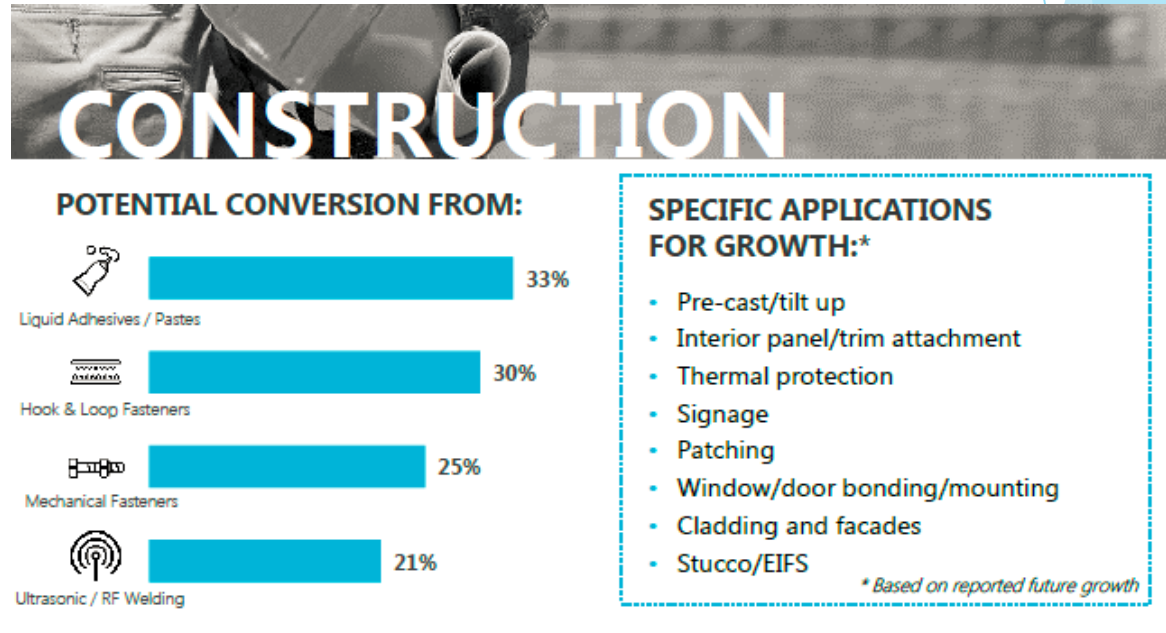


PSTC[®]
PRESSURE SENSITIVE TAPE COUNCIL

A bond you can trust.

New PSTC Course Development

- ▶ PSTC Focus on Construction market gives Education Committee the opportunity to aid outreach and grow the pie
- ▶ Launched development effort for new Tapes in Construction course during the Fall Committee meeting in Oct.
- ▶ Reaching out to Technical Committee and participating in IBS 2018 to help drive course scope and content
- ▶ Formed a six member taskforce
- ▶ First new course since Manufacturing



Tape Summit - A Week of Learning

Technical Seminar

Tech 41 is not just a technical conference; it also includes an Exhibition, poster session and multiple networking opportunities. Our mission is to provide presentations and papers with leading technical, innovation and application content, and also to provide a forum for which this content then drives business opportunities and growth for all involved.



PSTC[®]

PRESSURE SENSITIVE TAPE COUNCIL

A bond you can trust.

Tech 41 and beyond....

Why present at Tech Seminar?

- Share Knowledge
- Give back to the tape industry
- Visibility for your company
- Professional development opportunity for presenters
- Poster session opportunity: technical oriented presentation of your ideas, products and technology



PSTC[®]
PRESSURE SENSITIVE TAPE COUNCIL

A bond you can trust.

Member Meetings

- ▶ Member only meetings held in the Spring & Fall
- ▶ Opportunity to network with Member key industry contacts in a more focused smaller setting
- ▶ Key Business and economic related key note speakers
- ▶ Regulatory and Legislative updates that could impact your company



PSTC[®]
PRESSURE SENSITIVE TAPE COUNCIL

A bond you can trust.

Upcoming Tape Summit Locations

Minneapolis, MN – Hilton Minneapolis
May 7 – 11, 2018

Baltimore, MD – Baltimore Marriott Waterfront
May 13 – 17, 2019



PSTC[®]
PRESSURE SENSITIVE TAPE COUNCIL

A bond you can trust.

PSTC Research Study

- ▶ Phase 1 of the study found that the highest potential for growth was in the building & construction field
- ▶ Phase 2 of the study focused on a deep dive to further define messages and tactics for increasing the use of PSA tapes in the building & construction industry



PSTC[®]
PRESSURE SENSITIVE TAPE COUNCIL

A bond you can trust.

PUBLICATIONS IN 2017

“Floors? There’s a tape for that”

- Floor Covering Installer, Nov. 2017

94,889 monthly readers

Installers, contractors,
manufacturers, specifiers

“PSA Tape: Beyond the sticky”

- Building Enclosure, Dec. 2017

27,676 bimonthly readers

Architects, specifiers,
contractors, designers,
consultants, manufacturers

“Insulating Buildings and Homes? There’s a tape for that”

- Construction Specifier, Dec. 2017

15,000+ monthly readers

Architects, engineers,
consultants, designers

Multiple press releases

Industry Trade Shows

- ▶ PSTC is participating in the 2018 IBS Show in Orlando, FL & will continue to exhibit in shows in 2019 and beyond
- ▶ Attendees will see first-hand how integral PSA tape is to the construction of a well-built house
- ▶ See the next slide for a rendition of the PSTC booth for the 2018 IBS show



PSTC[®]
PRESSURE SENSITIVE TAPE COUNCIL

A bond you can trust.

PRESSURE SENSITIVE TAPE COUNCIL

THINK YOU KNOW TAPE?
TAKE OUR QUIZ!



THICKNESS
...
ADHESION TO STEEL
...



PSTC

PRESSURE SENSITIVE TAPE COUNCIL

A bond you can trust.



Value of Membership

- ▶ Networking with Industry Colleagues
 - ▶ Council Events / Focused time vs. Larger industry events
- ▶ Professional Development
 - ▶ Committee involvement / Effect Change
Check out the PSTC Committees [here](#)
- ▶ Market Research Studies to support growth



PSTC[®]
PRESSURE SENSITIVE TAPE COUNCIL

A bond you can trust.

Member vs. Non-Member Pricing

	Member			Non-Member		
	Early Bird	Regular	Late	Early Bird	Regular	Late
Expo Booth (Tape Summit)	n/a	\$2500 + 5 badges	n/a	n/a	\$7500 + 3 badges	n/a
Fundamentals of PSA Tape (Tape Summit)	\$575	\$625	\$675	\$750	\$800	\$850
Adhesives & Advanced Technologies of PSA Tape Class (Tape Summit)	\$825	\$875	\$925	\$995	\$1,045	\$1,095
TECH Seminar	\$895	\$995	\$1,045	\$1,195	\$1,295	\$1,345
Member Meeting (Tape Summit & Fall)	n/a	\$500/\$1500	n/a	n/a	n/a	n/a
Manufacturing & Testing of PSA Tape Class (Fall)	\$995	\$1,025	n/a	\$1,345	\$1,375	n/a
Based on Proposed 2018 Prices						

2018 Membership Dues

▶ Manufacturer Members

Up to \$5 million	\$2,500
\$5 - \$25 million	\$7,500
\$25 - \$100 million	\$10,500
\$100 million & over	\$18,500

▶ Affiliate Supplier Members

Up to \$10 million	\$5,000
\$10 - \$500 million	\$10,000
\$500 million & over	\$15,000



PSTC[®]
PRESSURE SENSITIVE TAPE COUNCIL

A bond you can trust.