Mark Johnson

Calculation of weight (tonnages) of packaging for the state.

Most language allows producers to calculate their weights based upon their total national sales weights multiplied by a factor representing the percentage of US population that lives in that state. For a typical CPG, this works well as these national brand items are sold homogeneously at most or all retailers. However, for retail brand owners this is not accurate as our products are only sold in our own stores which are decidedly not distributed homogeneously. This could be resolved by clarifying that retail brand owners when identified as producers may calculate their weights based upon the total national sales weights multiplied by a percentage representing the percentage of our stores that are located in Washington plus online sales.