



## HOW IS YOUR COMPANY PERFORMING COMPARED TO YOUR INDUSTRY?

**WHAT IS YOUR INDUSTRY'S SALES FORECAST FOR  
THE NEXT THREE TO 12 MONTHS?**

**WHICH MARKET SEGMENTS ARE GROWING  
FASTEAST? WHICH ARE DECLINING?**

**THE ANSWERS TO THESE AND MANY OTHER VITAL QUESTIONS  
ARE AVAILABLE TO YOU FREE AS A BENEFIT OF IPC MEMBERSHIP.**



### IPC'S INDUSTRY STATISTICAL PROGRAMS — A BENEFIT OF IPC MEMBERSHIP

Participation in IPC's industry statistical programs offers your company a unique source of current data on your industry and markets. When you participate, you receive valuable industry data to support planning and decision-making. Program participants also use this data to:

- estimate market share
- track market growth
- identify growing and declining demand for specific product types
- benchmark company performance against industry averages in specific segments

In exchange for a commitment to contribute data regularly throughout the calendar year, participating companies receive the aggregate data and a free subscription to the quarterly market reports. There is no cost to IPC members to participate.

#### ***Complete Confidentiality***

IPC collects the data in strict confidence. Online surveys transmit participants' data to a secure server. Data is stored in a secure system with code numbers, never with company names. Reports to the participants contain only aggregate data, and only when it represents a sufficient number of responses, to ensure complete confidentiality for all participants.

#### ***Window of Opportunity***

These programs are open to new participants only once a year to ensure a consistent survey sample is maintained throughout the calendar year. IPC member companies have until **February 1** to join the North American EMS and PCB statistical programs. For the global assembly equipment and solder programs, enrollment ends on **April 1**.

Interested members should contact IPC's market research staff at **+1 847-597-2868** or [marketresearch@ipc.org](mailto:marketresearch@ipc.org).

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**"Reliable market information is critical for a business's strategic planning process. The IPC Statistical Program provides our company with timely data that help us shape our new product development, geographic expansion and marketing programs. It is invaluable."**

*Michael Carano  
Vice President, Technology & Business Development  
RBP Chemical Technology, Inc.*

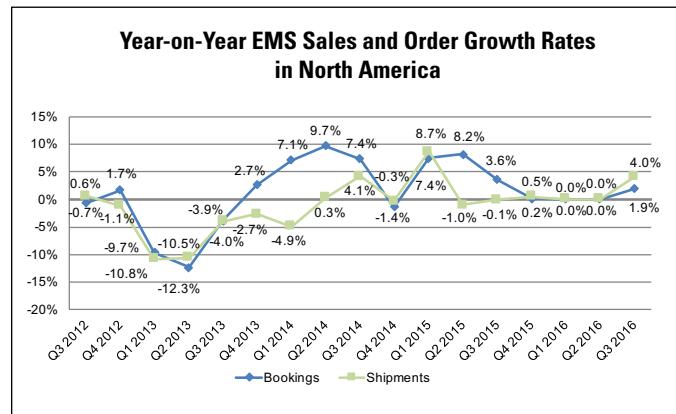
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**For details on each statistical program, contact IPC's market research department at [marketresearch@ipc.org](mailto:marketresearch@ipc.org) or **+1 847-597-2668**, or visit [www.ipc.org/marketresearch](http://www.ipc.org/marketresearch).**

## CURRENT STATISTICAL PROGRAMS FOR IPC MEMBERS

**North American EMS Statistical Program**— Participating companies report basic sales and order data monthly and complete a more detailed quarterly survey. In exchange, they receive monthly and quarterly aggregate data files and a free subscription to IPC's *North American EMS Market Report*. The reports cover EMS market size, vertical market growth, shipments, bookings, the EMS book-to-bill ratio and 12-month forecasts. Results are shown in total and by company-size tiers.

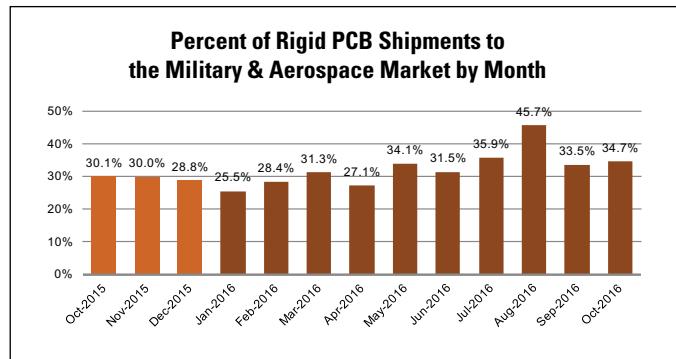
Participants in this program also have the opportunity to answer a quarterly survey on financial and operational results covering such key business metrics as profit margins, cost of goods sold and overhead as percentages of sales, capacity utilization, inventory turns and many other statistics, all segmented by company size. Those who participate in the quarterly survey receive IPC's quarterly *North American EMS Business Performance Report* free.



**"I really enjoy the IPC statistical reports and information. It's a great way for us to measure our performance to the rest of the industry"**

*Gary Larson, President  
Electronics Systems Inc.*

**North American PCB Statistical Program**— PCB fabricators that participate in this program report basic sales and order data monthly and more detailed data quarterly. They receive the aggregate data files and a free subscription to IPC's *North American PCB Market Report*. It covers market size and 12-month market forecasts for rigid PCBs and flexible circuits, as well as current shipments, bookings and growth rates by product types and company-size tiers, and separate rigid and flex book-to-bill ratios. Backlogs, inventory levels, and sales performance in the military, medical and prototype markets are also reported.

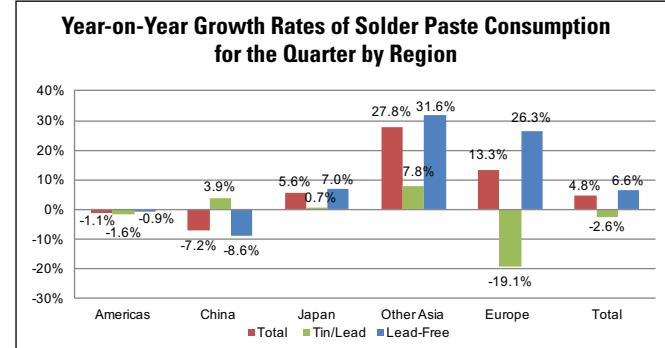


**"We use the numbers in IPC's monthly PCB Statistical Program to validate the trends we see in our own business. This is a very valuable benchmarking tool that takes little effort to participate in through a monthly survey."**

*Clay Swain, Vice President of Sales and Marketing  
Summit Interconnect*

## CURRENT STATISTICAL PROGRAMS FOR IPC MEMBERS (CONTINUED)

**Global Solder Statistical Program (quarterly)**—Participants in this program contribute sales data quarterly, and receive the aggregate data files and a free subscription to the *Global Solder Market Report*, in both English and Chinese. It reports the volume of solder shipments by product type and by regional market, with quarterly growth rates and a lead-free breakdown. Three-month and 12-month sales predictions by the participating companies in aggregate are included. It also reports on the quarterly percentages of lead-free solder using SAC alloys. The survey and reports are available in English and Chinese.

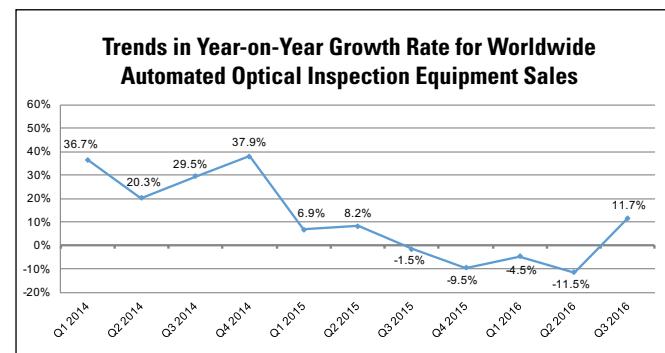


**"The IPC statistical program provides valuable insight into the global demand patterns for solder that is not available elsewhere. This information, combined with the activities of the IPC Solder Products Value Council, helps reinforce the important role solder materials and solder suppliers play in the global electronics supply chain."**

*Ross B. Berntson, Vice President  
Indium Corporation*

### Global Assembly Equipment Statistical Program (quarterly) —

Program participants report sales data quarterly. They receive the *Global Assembly Equipment Market Report*, as well as aggregate data on equipment sales in value and units by region and product type. Data are reported for pick-and-place equipment, ovens, screen printers, fluid dispensers and test equipment, as well as AOI and x-ray inspection, board handling, selective soldering, rework and cleaning equipment, and software. Three-month and 12-month sales predictions by the participating companies in aggregate are included.



**"The quarterly IPC Assembly Equipment Statistical Program is a very valuable tool in measuring our success. While other equipment statistics show only factory shipments, the IPC reports reflect actual sales to the marketplace, making them a vital part of our market tracking process."**

*Bob Black, President and CEO  
Juki Automation Systems*

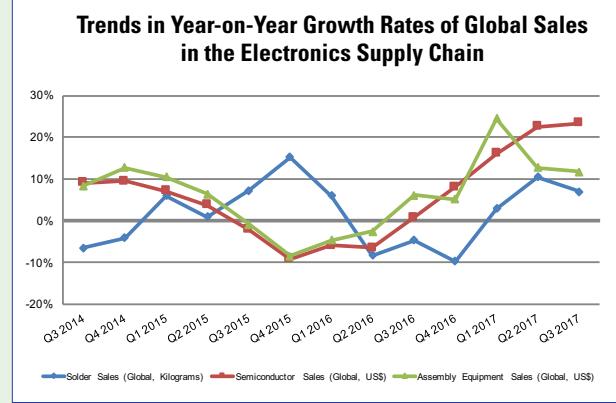
## OTHER MARKET RESEARCH BENEFITS FOR IPC MEMBERS

IPC members receive discounts of 50% on most IPC market research reports. For more information about current reports and to order, go to [www.ipc.org/market-research-reports](http://www.ipc.org/market-research-reports).

IPC's *Market Update at a Glance* is a quarterly business summary report published exclusively for IPC members. It provides a quarterly update on global sales growth for major supply chain segments, including semiconductors, solder, and assembly equipment. Each issue discusses the latest economic trends and leading indicators, including IPC's North American Electronics Industry Performance Index. IPC members receive this report free as a benefit of membership.

Also free to IPC members, the annual *WECC Global PCB Production Report* contains a compilation of PCB production value data from the major PCB-producing countries of the world.

These and many other resources are available in the members-only area of IPC's website.



**For more information about participating in IPC's statistical programs and other market research opportunities, please contact IPC's market research staff at [marketresearch@ipc.org](mailto:marketresearch@ipc.org) or +1 847-597-2868.**