INSTRUCTIONS

1. If you need a hard copy of the survey questions, a copy of the blank questionnaire in PDF is available here.

2. For public companies, preliminary (unaudited) financial information is acceptable.

3. Please report only the dollar value of printed circuit board shipments and bookings in North America. Do not include items such as freight, tooling, services, recycling income, etc.

4. Backlog information should also include only PCB value and not additional items, such as freight, tooling, services, recycling income, etc.

5. **Backlog information should include only orders with delivery dates**, not long term contract orders without dates. When the customer provides a delivery date, the order value should be moved into backlog as appropriate.

6. Data provided for 2014 and 2015 should include **same-facility information only**. If you have purchased or sold a facility and are unsure of how to incorporate that information into the monthly statistical report, please contact us.

7. Please enter the **actual dollar value** (not in thousands or millions) and do not
enter any non-numeric character such as "$" or "k". Enter the full amount (e.g. do not enter $500K or $0.5M, but please enter it as 500,000). You may use commas in numbers greater than 999, but they are not necessary.

8. If you need to leave an incomplete survey and return to complete it later, you may do so. Be sure to complete the current page and click the forward icon (>>>) to send that data. When you wish to resume the survey, use the same computer and browser, then click your original survey link to return to your survey.

9. Once you have submitted your completed survey, you will not be able to re-enter the survey form to make changes. If you need to make changes to a submitted survey, please contact Piyamart Holmgren at piyamartholmgren@ipc.org or +1-847-597-2868.

**Company Information**

It is important that you enter this information correctly in order to ensure that your response will be processed. If you don't know your company code, contact Piyamart Holmgren at piyamartholmgren@ipc.org or +1-847-597-2868.

**PARTICIPANT INFORMATION**

Please enter your IPC Company Code and Email Address. It is important that you enter this information correctly in order to ensure that your response will be processed. If you don't know your company code, contact Piyamart Holmgren at piyamartholmgren@ipc.org or +1-847-597-2868.

<table>
<thead>
<tr>
<th>IPC Company Code</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Email Address</td>
<td></td>
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</tbody>
</table>

**SHIPMENTS**

1. Gross shipments last month
2. Returns for last month

$        

SHIPMENTS - August 2015 (last month)

3. Your gross shipments minus returns for the month:

(Click here for exchange rates.)

$        

4a. Single-sided shipments  $        

5a. Double-sided shipments  $        

6a. Multilayer shipments  $        

7a. Rigid flex shipments  $        

8a. Total net shipments (this value for the current year must be the same as Gross Shipments minus Returns shown in question 3 above.)  $        

SHIPMENTS - August 2014 (same month last year)
### Bookings - August 2015 (Last month)

(Click [here](#) for exchange rates.)

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>4b. Single-sided shipments</td>
<td>$</td>
</tr>
<tr>
<td>5b. Double-sided shipments</td>
<td>$</td>
</tr>
<tr>
<td>6b. Multilayer shipments</td>
<td>$</td>
</tr>
<tr>
<td>7b. Rigid flex shipments</td>
<td>$</td>
</tr>
<tr>
<td>8b. Total net shipments</td>
<td>$</td>
</tr>
</tbody>
</table>

### Bookings - August 2014 (Same month last year)

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>9a. Single-sided bookings</td>
<td>$</td>
</tr>
<tr>
<td>10a. Double-sided bookings</td>
<td>$</td>
</tr>
<tr>
<td>11a. Multilayer bookings</td>
<td>$</td>
</tr>
<tr>
<td>12a. Rigid flex bookings</td>
<td>$</td>
</tr>
<tr>
<td>13a. Total net bookings</td>
<td>$</td>
</tr>
</tbody>
</table>
BACKLOG AND PRODUCTION

14. Order backlog at the beginning of the month (value in $US)

(Click here for exchange rates.)

$ __________

15. Total backlog and bookings

$ __________

16. Month-ending backlog

$ __________

17. Please estimate the percent of the month’s shipments that were produced domestically (i.e., in North America).

% __________

18. If your shipment data included some revenue from assembly work, please estimate the percent of the month’s shipments that represent bare circuits (excluding assembly, components, etc.).

% __________

MARKETS
19. What percentage of the month's sales was for the following applications?

% Military/Aerospace

% Medical Devices

20. What percentage of the month's sales was from prototypes?

%

TECHNOLOGIES

21. What percentage of the month's sales were flexible circuits with the following technologies? (A good estimate is acceptable if this data is not available.)

% Radio frequency (RF)

% Metal core

FORECAST

22. Please provide your best estimate of sales growth for the next three-month period compared to the last three-month period (in percent), including a minus sign if it is negative.

%

23. Please provide your best estimate of sales growth for the next 12-month period compared to the last 12-month period (in percent), including a minus sign if it is negative.

%
REPORT DISTRIBUTION

If you have colleagues in your company who would benefit from receiving this report, please provide us with their email addresses. We will add them to the distribution list.

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COMMENTS

Please share any comments, questions or suggestions you have concerning this survey.