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
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.

| IPC Company Code |  
|------------------|------------------|
| Email Address    |  

SHIPMENTS

(Click here for exchange rates.)

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.)*

<table>
<thead>
<tr>
<th>Question</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>4a. Single-sided shipments</td>
<td>$ [ ]</td>
</tr>
<tr>
<td>5a. Double-sided shipments</td>
<td>$ [ ]</td>
</tr>
<tr>
<td>6a. Multilayer shipments</td>
<td>$ [ ]</td>
</tr>
<tr>
<td>7a. HDI/microvia shipments</td>
<td>$ [ ]</td>
</tr>
<tr>
<td>8a. Total net shipments (value must be the same as Gross Shipments minus Returns shown in question 3 above.)</td>
<td>$ [ ]</td>
</tr>
</tbody>
</table>

### SHIPMENTS - August 2014 (same month last year)

<table>
<thead>
<tr>
<th>Question</th>
<th>Value</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. HDI/microvia shipments</td>
<td>$ [ ]</td>
</tr>
<tr>
<td>8b. Total net shipments</td>
<td>$ [ ]</td>
</tr>
</tbody>
</table>

### BOOKINGS - August 2015 (last month)
BOOKINGS - August 2014 (same month last year)

9a. Single-sided bookings
$ ____________

10a. Double-sided bookings
$ ____________

11a. Multilayer bookings
$ ____________

12a. HDI/microvia boards
$ ____________

13a. Total net bookings
$ ____________

BOOKINGS - August 2014 (same month last year)

9b. Single-sided bookings
$ ____________

10b. Double-sided bookings
$ ____________

11b. Multilayer bookings
$ ____________

12b. HDI/microvia boards
$ ____________

13b. Total net bookings
$ ____________

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).

% 

MARKETS

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

% Military/Aerospace

% Medical Devices

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

% 

TECHNOLOGIES

20. What percentage of the month's sales were from boards with the following technologies? (A good estimate is acceptable if this data is not available.) Hover over embedded components for a definition.

% Radio frequency (RF)

% Metal core
FORECAST

21. 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.

% %

22. 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.