How is your company performing compared to your industry?
Which market segments are growing fastest?
Which are declining?

What is your industry’s sales forecast for the next three to six months?

“IPC’s annual PCB and EMS market studies contain excellent industry analysis and forecasts. The data on industry end-market trends is also very helpful. We use this information in internal planning and in presentations to our Board of Directors.”

Mikel Williams, CEO
Dynamic Details, Inc.
The answers are available to you FREE as a benefit of IPC membership.

“IPC statistical programs are based on actual data contributed by the participants in their respective industries. This is very valuable, and cannot be obtained from other sources with the same accuracy and detail. We find the Global Solder Program reports extremely helpful in understanding the global markets for our products.”

Roger Savage, President & CEO
Kester
This is Your Invitation to Participate in IPC’s Industry Statistical Programs — A Unique Benefit of IPC Membership

Participation in IPC’s industry statistical programs offers you 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 track the growth of their markets and market share.

In exchange for a commitment to contribute data regularly throughout the calendar year, participating companies receive the monthly or quarterly statistical reports at no charge. Only the participating companies receive these comprehensive 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 so that a consistent survey sample is maintained throughout the calendar year. IPC member companies have until February 15 to join the monthly statistical programs. For the quarterly programs, enrollment ends on April 15.

Interested members should contact IPC’s director of market research Sharon Starr at +1 847 597 2817 or SharonStarr@ipc.org.

“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 — Marketing
TTM Technologies
Current Statistical Programs for IPC Members

For EMS Companies
The monthly North American EMS Statistical Program reports EMS shipments, bookings and near-term forecasts, as well as percentages of direct materials, services and labor. Results are shown in total and by company size tiers. Year-end reports include total revenue for the year, sales per employee, sales per production employee, and industry end-markets served as a percent of revenue.

The quarterly Global EMS Business Metrics Program reports average sales growth, profit margins, cost of goods sold as a percent of sales, inventory days of supply, cash-to-cash cycle time, and percent return on value-add, by region. The survey and report are published in both English and Chinese.

Annual and biennial studies include:
- Global EMS Industry Analysis and Forecast (annual)
- EMS Wage Rate and Salary (odd years)
- EMS Industry Executive Compensation (even years)
- EMS Quality Benchmarking (even years)

For Assembly Equipment Manufacturers
The quarterly SMEMA Statistical Program covers equipment sales in value and units by region. Global data is collected for ovens, screen printers and fluid dispensers, as well as inspection, board handling, selective soldering, hand soldering, wave soldering, rework and cleaning equipment. The Americas section of the report covers sales of pick-and-place equipment by region and specific product types, as well as a breakdown of industry end markets. The reports also include data from the North American EMS industry on their new equipment purchase projections by sub-region and type of equipment.

Biennial studies include:
- Wage Rate and Salary Study for the Assembly Equipment Industry (even years)
- Executive Compensation Study for the Assembly Equipment Industry (odd years)

For Laminators
The quarterly Global Laminate Statistical Program covers shipments and bookings by product category, and near-term forecasts. Results are reported by region. The survey and reports are available in both English and Chinese.
The monthly North American PCB Statistical Program offers monthly surveys on rigid PCBs and flexible circuits. The reports, which cover the results of both surveys, include shipments, bookings and year-on-year growth rates by product types and company size tiers. Current backlogs, inventory levels, returns, and near-term forecasts are also reported. These programs are the statistical basis for IPC’s PCB book-to-bill ratio that trade journals report monthly and industry analysts eagerly track. Survey participants receive the detailed aggregate data behind these numbers, as well as detailed US trade data for PCBs, in the comprehensive monthly reports.

Annual studies include:

- **Industry Analysis and Forecast for Rigid PCBs in North America**
- **Industry Analysis and Forecast for Flexible Circuits in North America**
- **PCB Business Performance Benchmarking**

The quarterly Global Solder Statistical Program has the participation of an estimated 80 to 90 percent of the global solder industry. It reports the volume of solder shipments by product type (including a lead-free breakdown) and by regional market, with quarterly growth rates. The participants also contribute their forecasts of the next quarter’s growth.

The quarterly Global Process Consumables Statistical Program covers worldwide and regional sales by specific product type, with year-over-year growth rates. Dry film is reported in square meters and other products are reported in dollar value.

The quarterly North American Dry Film Statistical Program gives photoresist producers in North America an additional opportunity to obtain estimates of the total market size in the region.
Special Benefits for Statistical Program Participants

Electronics Industries Market Data Update is a quarterly business report from IPC that contains the latest findings from IPC’s statistical programs for industries across the electronic interconnect supply chain. It includes macroeconomic data, leading indicators and analysis of industry trends. Together they provide a complete picture of the industry and the supply chain dynamics that affect businesses. This report is free to IPC members. If your company participates in an IPC statistical program, you are entitled to receive this report even if you are at a non-member facility.

An Interactive Graph that shows quarterly sales growth trends for various industry segments in the electronic interconnect supply chain is updated every quarter and offered exclusively to IPC members. It comes with a spreadsheet in which you can enter your own company’s sales growth data and it will appear as a new line on the graph. You can see how your company’s performance is tracking with that of your industry, as well as your customers’ and suppliers’ industries. IPC will make this quarterly business tracking tool available to anyone at a company that participates in an IPC statistical program. For the current graph and spreadsheet, please contact Ms. Piyamart Holmgren, IPC’s market research coordinator, at +1 847-597-2868 or homupi@ipc.org.
“The Process Consumables Global Statistical Program, and the entire family of IPC statistical programs, are an invaluable management tool for sales and marketing. The programs deliver data that is accurate and impartial. They give us the ability to track trends in the marketplace and monitor our market share.”

*Mark Jankowski, retired Vice President, MacDermid*

For more information about participating in IPC’s statistical programs, please contact *Sharon Starr*, IPC’s director of market research, at SharonStarr@ipc.org or +1 847 597 2817, or visit www.ipc.org/marketresearch