



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  
FASTEST? WHICH ARE DECLINING?

THE ANSWERS TO THESE AND MANY OTHER VITAL QUESTIONS  
ARE AVAILABLE TO YOU FREE FROM IPC.



## IPC'S INDUSTRY STATISTICAL PROGRAMS

Participation in IPC's industry statistical programs is now open to both IPC members and nonmembers. They offer 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 at no cost.

### *Complete Confidentiality*

IPC collects the data in strict confidence through its partner, Vault Consulting. Confidential online surveys transmit participants' data to a secure server. Data is stored in a secure system with code numbers, never with company names. Data files sent 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. Companies have until **February 1** to join the North American EMS and PCB statistical programs. For the solder statistical program, enrollment ends on **April 1**. If you are interested in participating, please contact Vault Consulting at [rstonge@vaultconsulting.com](mailto:rstonge@vaultconsulting.com) or +1 703-654-1480.

**"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 EMS COMPANIES

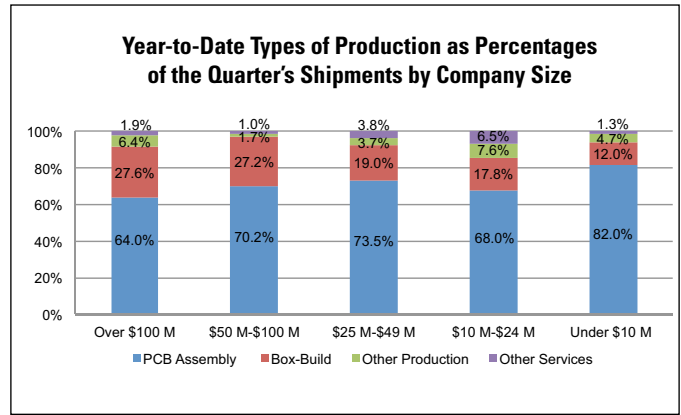
## North American EMS Market Statistical Program

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 covering EMS sales growth by type of production and company size tier, order growth and backlogs by company size tier, vertical market growth, the EMS book-to-bill ratio, and 3-month and 12 month sales outlook.



## North American EMS Business Performance Statistical Program

Participants in this program answer a quarterly survey on financial and operational results covering such key business measurements as profit margins, return on value added, cost of goods sold and direct labor and materials as percentages of sales, capacity utilization, inventory turns and other statistics, all segmented by company size tier. Participation in this program does not require consistent participation by the same sample of companies throughout the year, but only those who participate in the survey receive the aggregate results.



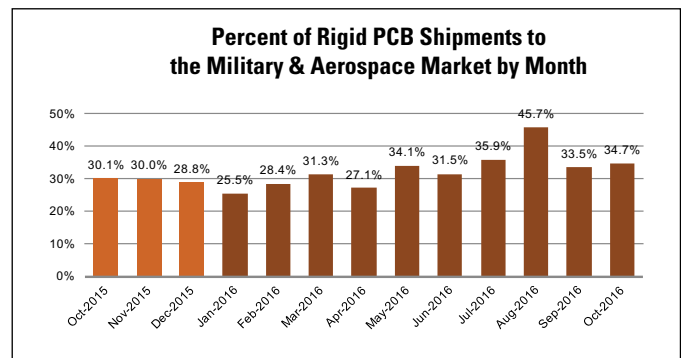
**"I really enjoy the IPC statistical reports and information. It's a great way for us to measure our performance to the rest of the industry"**

*Gary Larson, President  
Electronics Systems Inc.*

# FOR PCB FABRICATORS

## 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 covering sales, orders and growth rates by product types and company-size tiers for rigid PCBs and by product types for flexible circuits, as well as separate rigid and flex book-to-bill ratios. Backlogs, inventory levels, and sales performance in the military, medical and prototype markets are also reported.



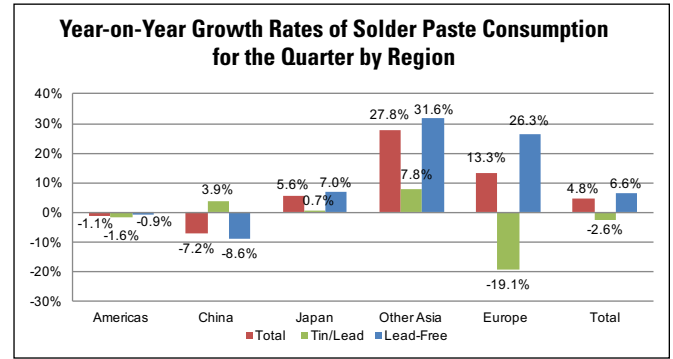
**"We use the numbers in IPC's monthly PCB Statistical Program to validate the trends we see in our own business. This is a very valuable benchmarking tool that takes little effort to participate in through a monthly survey."**

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

# FOR SOLDER COMPANIES

## Global Solder Statistical Program

Participants in this program contribute sales data quarterly and receive the aggregate data files in both English and Chinese. They report the volume of solder consumption by product type and by regional market, with quarterly growth rates and a lead-free breakdown, as well as percentages of lead-free solder using SAC alloys. Three-month and 12-month sales predictions by the participating companies in aggregate are also included.



**“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*

## MARKET RESEARCH BENEFITS FOR IPC MEMBERS

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

*The WECC Global PCB Production Report* is an annual report published by the World Electronic Circuits Council (WECC), including IPC. The members of WECC include the printed circuit associations of the major PCB-producing countries and regions. The annual report is a compendium of data on the value of PCB production in each of those countries and regions by product type. Other data includes the vertical market percentages for which each country's or region's PCBs are produced. The report is available free to IPC members.

**More information about other IPC market research reports and surveys is online at [www.ipc.org](http://www.ipc.org).**

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### IPC CUSTOMER STATISTIC

98% of surveyed organizations agree that participating in IPC surveys and receiving the reports at **no cost** gives their companies the benefit of industry data that would be costly to obtain from other sources.



Source: TechValidate survey of 176 users of IPC

✓ Validated

Published: Apr. 4, 2019 TVID: A09-79C-2B4



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