Partner with IPC to Accelerate Your Success

IPC APEX EXPO will be the largest event in North America focused on printed board design and fabrication, electronics assembly and test. As an exhibitor at this show you can reach nearly 5,000 key decision makers and buyers. No other event in North America delivers comparable face-to-face buying power for electronics manufacturing.

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**INDUSTRY SEGMENTS REPRESENTED**
- Aerospace
- Automotive
- Communications
- Computer/Business
- Consumer
- Energy
- Government/Military
- Industrial
- Instruments/Medical

**CATEGORIES ATTENDEES SPECIFY, RECOMMEND OR BUY:**
- Adhesives & dispensers
- Assembly chemicals & materials
- Cleaning equipment/supplies
- Component placement equipment
- Drilling, routing & tooling equipment
- Materials handling equipment
- PCB chemicals, laminates & materials
- Printed circuit boards (PCBs)
- Production hand tools
- REACH/RoHS compliance services
- Reflow/wave soldering systems
- Rework/repair tools
- Software
- Stencil printing systems and accessories
- Test/inspection equipment
- Wet processing equipment

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Attendee Job Titles

<table>
<thead>
<tr>
<th>Job Title</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Director/Manager</td>
<td>28%</td>
</tr>
<tr>
<td>Engineer</td>
<td>23%</td>
</tr>
<tr>
<td>Executive</td>
<td>22%</td>
</tr>
<tr>
<td>Technician, Designer, Consultant</td>
<td>7%</td>
</tr>
<tr>
<td>Trainer, Other</td>
<td>14%</td>
</tr>
</tbody>
</table>

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Buying Power

82% of attendees recommend, influence or make final buying decisions for their company.

62% of attendees indicated they will be making a purchase within the year.

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**Why do Attendees Go?**

- Exposure to New Products: 76%
- Network with Industry Colleagues: 68%
- Visit Existing Suppliers: 49%
- Training and Education: 36%

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Every representative of the supply chain — PCB manufacturers, designers, OEMs, EMS companies and more — come together at IPC APEX EXPO. This global electronics industry event allows product designers, technical experts and company executives from around the world to collaborate on NEW IDEAS.

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EXCLUSIVE SPONSORSHIPS ARE AVAILABLE TO EXHIBITORS! Contact Kim DiCianni, Exhibits Manager KimDiCianni@ipc.org, +1 847-597-2823, or Alicia Balonek, Sr. Director Trade Shows & Events at AliciaBalonek@ipc.org, +1 847-597-2898
Partner with IPC to Market Your Business

Partnering with IPC APEX EXPO offers you the most comprehensive, most value-added and cost-effective exhibition package in the industry. Exhibitors also receive the following benefits:

- Company listing in the Online Exhibit Hall and the official printed and digital show directories
- One full conference registration for an employee or customer of your choice
- Pre- and post-show registered attendee lists complimentary to members
- Back wall and side rail drape in show colors for inline booths and standard black and white identification sign with your company’s name and booth number
- Admission to the show floor reception where you can meet with prospects and customers over cocktails and snacks
- A comprehensive marketing campaign, including collateral such as conference brochures, e-mail broadcasts, direct mail, social media, web banners and advertisements in major industry media
- Unlimited hard copy and electronic VIP passes and show brochures
- Exclusive opportunity to become a sponsor or advertiser

Connect with more decision makers in three short days than you can in a year. Don’t miss out on the opportunity to participate in IPC APEX EXPO, the industry’s largest event in North America.

Some of the top customers that have previously attended IPC APEX EXPO

- 3M
- ABB
- Airbus Corporation
- Alpine Electronics
- Amazon Lab 126
- Analog Technologies
- Apple
- Applied Materials
- BAE Systems
- Ball Aerospace & Technologies
- BASF
- BMW Group
- Boeing
- Bosch
- Bose Corporation
- Boston Scientific
- Broadcom
- Cadence Design Systems Inc.
- Canon
- Celestica
- Cisco Systems
- Continental AG
- Crane Aerospace and Electronics
- Cummins
- Dassault Systems
- Dell Inc.
- Delphi
- Denso
- Department of Defense
- Dow Corning Corporation
- Ducommun LaBarge
- EADS /Airbus Group
- Eastman Kodak Company
- Eaton
- Ericsson
- Flextronics International
- Ford Motor Company
- Foxconn
- Fujifilm
- Fujitsu
- Garmin International
- General Dynamics
- General Electric
- Google
- Harris Corporation
- Hewlett-Packard
- Hitachi
- Honeywell
- Huawei Technologies
- IBM
- Intel
- Inventec
- Jabil Circuit
- John Deere Electronic Solutions
- Johnson Controls
- Keysight Technologies
- Kimball Electronics
- Kyocera
- L-3 Communications
- Lenovo
- Lockheed Martin
- Medtronic
- MFLEX
- Micron Technology
- Microsoft
- Missile Defense Agency
- Molex
- Motorola Solutions
- NASA
- National Instruments
- NEC
- Nikon
- Nippon Mektron
- Nokel
- Northrop Grumman
- Olympus
- Omron
- Panasonic Corporation
- Philips Electronics
- Plexus
- Qualcomm
- Raytheon
- Ricoh Company
- Robert Bosch
- Rockwell Collins
- Rolls-Royce Corporation
- SAFRAN
- Samsung
- Sandia National Laboratories
- Sammin-SCI
- Schneider Electric
- Seagate Technology
- Siemens
- SMTC
- Sony Ericsson
- Space Exploration Technologies (SpaceX)
- St. Jude Medical
- Sumitomo Electric Industries
- TCL
- Teledyne
- Teradyne, Inc.
- Tesla Controls
- Texas Instruments
- Thales
- Toyota
- TTM
- U.S. Army Aviation & Missile Command
- United Technologies
- Valeo
- Western Digital
- Wistron
- Zollner Electronics

Visit WWW.IPCAPEXEXPO.ORG or Contact Alicia Balonek, Sr. Director Trade Shows & Events at AliciaBalonek@ipc.org, +1 847-597-2898 or Kim DiCianni, Exhibits Manager & Membership Representative KimDiCianni@ipc.org, +1 847-597-2823 for more information on exhibiting, sponsorships and advertising information.

IPC APEX EXPO is an IAEE Certified Exhibition, recognized as one of the top 250 tradeshows in the U.S. since 2001, and awarded as one of the 25 fastest-growing shows in 2012, 2013 and 2017 by Trade Show News Network (TSN NN).