

AVEM International Guidelines for Completion of Reporting Forms

1. Data shall be reported for sales (shipments).

2. Elimination of Double-Counting

The following examples are provided in order to assist in eliminating "double counting."

- i) If Company A manufactures a valve (for example) for Company B, and Company B puts flanges on it and sells it as a private-labelled product, then only Company B should report the sale. NOTE: The valve is not a "finished product" without the flanges.
- ii) If Company A sells a flange to Company B to place on a feedthrough (for example), then Company A should report the sale of the flange, **and** Company B should report the sale of the finished feedthrough.

The essence of both statements in (i) and (ii) is that only the company selling a "finished product" should report the sale.

- iii) If Company A sells any product to Company B, which private labels it as a finished product for sale, only Company B should report the sale.
- iv) If Company A sells a pump to a Division or Company B, which places the pump on a system, then Company A should report the pump sale, **and** Company B or Division B should report the system sale. This is acceptable because the sale of the system is "value added."

3. Other Issues

- i) Data should include dollar amounts for all sales during the quarter for ship-to locations in the North America only.
- ii) If less than three (3) member companies report in a subclassification, or if one company has more than 50% of the market share in the category, the figures for the subclassification will be listed in the unclassified section of the category.
- iii) If you do not make a product, you may leave the category blank. If you have no sales in a product category for one quarter, place zero (0) in the TOTAL for that category—please do not leave the category blank.

4. Vacuum Market Segmentation

It is recommended that each AVEM Member Company analyze their customers and decide into which market segment each customer falls. The market segmentation data shall be based on the primary business of the third-party customer, not on his customers. Example: Company C sells a product to an OEM who manufactures instrumentation to be sold to the semiconductor market. The proper market segment for the sale to the OEM is "Instrumentation manufacturers."

Vacuum Market Segmentation

<i>Rough Vacuum</i>	<i>Process Vacuum</i>	<i>Industrial Vacuum</i>	<i>Semiconductor Process Vacuum</i>	<i>Thin-Film Deposition (non-Semiconductor)</i>	<i>Instrumentation Manufacturers</i>	<i>R&D</i>
Markets • Packaging (except Food) • Central Vacuum • Printing and Paper handling • Pick-up and Conveying • Medical	Markets • Chemical • Petrochemical • Pharmaceutical • Plastics • Food • Beverage • Textile • Paper • Ceramics • Freeze drying • Power	Markets • Vacuum Metallurgy • Vacuum Heat Treatment • Laser Technology • Electron Tubes • TV Tubes • Lamps and Bulbs • Industrial leak detection • Refrigeration and Air Conditioning • Automotive (Dehydration, Charging and Test)	Markets • Silicon Semiconductor • Compound Semiconductor • TFT-LCD Displays • MEMS • Process Equipment Manufacturers and End Users for PVD, CVD, Etching, Ion Implantation, MBE, Crystal Pulling, etc.	Markets • Glass/Web/Optical Coating • Data storage (CD, DVD, ...) • Thin Film Heads • Surface Coating (wear protection, decorative, ...) • Display Coatings (OLED, FED, PDP, ...)	Markets • Mass Spectrometers • Electron Microscopes • Leak Detectors • Surface Analysis • Gas Analysis • Metrology/ Inspection/ Defect Review systems for Semiconductor • Focused Ion Beam systems • Electron Beam systems	Markets • Universities • Government Labs • Scientific Research Laboratories • Space Simulation

Distributors and System Automation Integrators of vacuum equipped submodules shall be allocated to those market segments to which they are mainly selling.

Typical Operating Pressure (mbar)

>1	>10 ⁻²	10 ⁻² - 10 ⁻⁶	1 - 10 ⁻⁸	10 ⁻³ - 10 ⁻⁸	10 ⁻⁶ - 10 ⁻¹⁰	10 ⁻² - 10 ⁻¹¹
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PVD:	Physical Vapor Deposition	CD:	Compact Disk
CVD:	Chemical Vapor Deposition	DVD:	Digital Video Disk
MBE:	Molecular Beam Epitaxy	OLED:	Organic Light Emitting Diode (or OELD: Organic Electro Luminescent Display)
MEMS:	Micro Electro Mechanical Systems	FED:	Field Emission Display
TFT-LCD:	Thin-Film Transistor Liquid Crystal Display	PDP:	Plasma Display Panel