

INTEST CORP
Form DEF 14A
April 30, 2015

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

SCHEDULE 14A INFORMATION

Proxy Statement Pursuant to Section 14(a) of the Securities
Exchange Act of 1934

Filed by the Registrant
Filed by a Party other than the Registrant

Check the appropriate box:

- Preliminary Proxy Statement
 Confidential for Use of the Commission Only (as permitted by Rule 14a-6(e)(2))
 Definitive Proxy Statement
 Definitive Additional Materials
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[inTEST Corporation](#)

(Name of Registrant as Specified In Its Charter)

(Name of Person(s) Filing Proxy Statement, if other than the Registrant)

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- (3) Filing Party:

- (4) Date Filed:

inTEST CORPORATION
804 East Gate Drive, Suite 200
Mt. Laurel, New Jersey 08054

NOTICE OF ANNUAL MEETING OF STOCKHOLDERS
To Be Held June 24, 2015

NOTICE IS HEREBY GIVEN that the 2015 Annual Meeting of Stockholders of inTEST Corporation will be held in our offices located at 804 East Gate Drive, Suite 200, Mt. Laurel, New Jersey, on Wednesday, June 24, 2015, at 11:00 A.M. Eastern Daylight Time, to consider and vote on the following matters described in the accompanying Proxy Statement:

1. The election as directors of the five nominees named in the accompanying Proxy Statement, with each director to serve until the next annual meeting of stockholders and the election and qualification of such director's successor;
2. Ratification of the selection of McGladrey LLP as our independent registered public accounting firm for the year ending December 31, 2015; and
3. Such other business as may properly be brought before the meeting or any adjournment thereof.

The Board of Directors has fixed April 30, 2015, at the close of business, as the record date for the determination of stockholders entitled to notice of, and to vote at, the meeting.

By Order of the Board of Directors,

/s/ Hugh T. Regan, Jr.

Hugh T. Regan, Jr.
Secretary

April 30, 2015

YOUR VOTE IS IMPORTANT

Whether or not you plan to attend the meeting, please complete, date, sign and mail your proxy card promptly in order that the necessary quorum may be represented at the meeting. If your shares are held in a brokerage account or by another nominee record holder, please be sure to mark your voting choices on the voting instruction card that accompanies this proxy statement. If you fail to specify your voting instructions for the election of directors your shares will not be voted in such election due to rules applicable to broker voting, or we may incur additional costs to solicit votes. The enclosed envelope requires no postage if mailed in the United States.

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inTEST CORPORATION
804 East Gate Drive, Suite 200
Mt. Laurel, New Jersey 08054

PROXY STATEMENT

ANNUAL MEETING OF STOCKHOLDERS
To Be Held June 24, 2015

IMPORTANT NOTICE REGARDING THE AVAILABILITY OF PROXY MATERIALS FOR THE STOCKHOLDER MEETING TO BE HELD ON WEDNESDAY, JUNE 24, 2015: Copies of this Proxy Statement and our 2014 Annual Report to Stockholders are available at <http://investor.shareholder.com/intest/annual.cfm?AnnualPage=meeting>.

This proxy statement and the enclosed proxy card are intended to be sent or given to stockholders of inTEST Corporation on or about May 22, 2015, in connection with the solicitation of proxies on behalf of our Board of Directors for use at our 2015 Annual Meeting of Stockholders, to be held on Wednesday, June 24, 2015, at 11:00 A.M. Eastern Daylight Time, in our offices located at 804 East Gate Drive, Suite 200, Mt. Laurel, New Jersey.

The following questions and answers present important information pertaining to the meeting:

Q: Who is entitled to vote?

A: Stockholders of record as of the close of business on April 30, 2015 may vote at the meeting.

Q: How many shares can vote?

A: There were 10,562,678 shares issued and outstanding as of the close of business on April 24, 2015. Each stockholder entitled to vote at the meeting may cast one vote for each share owned by him, her or it which has voting power upon the matter in question and for the election of each director nominee, without cumulative voting.

Q: What may I vote on?

A: You may vote on the following matters:

- the election of the five directors who have been nominated to serve on our Board of Directors;
- the ratification of the selection of McGladrey LLP as our independent registered public accounting firm for the year ending December 31, 2015; and
- any other business that may properly come before the meeting.

Q: Will any other business be presented for action by stockholders at the meeting?

A: Management knows of no business that will be presented at the meeting other than that which is set forth in this proxy statement. If any other matter properly comes before the meeting, the persons named in the accompanying proxy card intend to vote the proxies (which confer discretionary authority to vote on such matters) in accordance with their best judgment.

Q: How does the Board of Directors recommend that I vote on each of the proposals?

A: The Board recommends a vote "**FOR**" each of the director nominees and "**FOR**" the ratification of our independent registered public accounting firm.

Q: How do I vote my shares?

A: The answer depends on whether you own your inTEST shares directly (that is, you hold stock certificates that show your name as the registered stockholder) or if your shares are held in a brokerage account or by another nominee holder.

If you own inTEST shares directly:

your proxy is being solicited directly by us, and you can vote by paper, telephone or Internet, as described below, or you can vote in person if you attend the meeting.

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If you vote by paper

, please do the following: (1) sign and date the enclosed proxy card, (2) mark the boxes indicating how you wish to vote, and (3) return the proxy card in the prepaid envelope provided. If you sign your proxy card but do not indicate how you wish to vote, the proxies will vote your shares "**FOR**" each of the director nominees, "**FOR**" the ratification of our independent registered public accounting firm, and, in their discretion, on any other matter that properly comes before the meeting.

If you vote by telephone or over the Internet

, you will find instructions on the enclosed proxy card that you should follow. There may be costs associated with telephonic or electronic access, such as usage charges from Internet access providers and telephone companies, that must be paid by the stockholder.

If you hold your inTEST shares through a broker, bank or other nominee:

you will receive a voting instruction card directly from your broker, bank or other nominee describing how to vote your shares. If you receive a voting instruction card, you can vote by completing and returning the voting instruction card. If you fail to specify your voting instructions for the election of directors, your broker cannot direct the voting of your shares in those matters. Therefore, *please be sure to mark your voting choices on your voting instruction card before you return it.* You may also be able to vote by telephone or via the Internet. Please refer to the instructions provided with your voting instruction card for information about voting in these ways.

If you hold your inTEST shares through a nominee and want to vote at the meeting:

you must obtain a "legal proxy" from the nominee recordholder authorizing you to vote at the meeting.

Q: What if I want to change my vote or revoke my proxy?

A: A registered stockholder may change his or her vote or revoke his or her proxy at any time before the meeting by (i) notifying our corporate Secretary, Hugh T. Regan, Jr., in writing, that you revoke your proxy, (ii) voting in person at the meeting, or (iii) submitting a new proxy card. You may contact our Transfer Agent, Computershare Investor Services, at (800) 962-4284 to get a new proxy card. We will count your vote in accordance with the

last instructions we receive from you prior to the closing of the polls, whether your instructions are received by Internet, telephone, paper or in person. If you hold your shares through a broker, bank or other nominee and wish to change your vote, you must follow the procedures required by your nominee.

Q: What is a quorum?

A: The presence at the meeting (in person or by proxy) of a majority of the shares entitled to vote at the meeting constitutes a quorum. A quorum must be present in order to convene the meeting.

Q: How will directors be elected?

A: A plurality of the votes cast at the meeting is required for the election of directors. This means that the director nominee with the most votes for a particular director seat is elected to that seat.

Q: How will the outcome of the proposal to ratify the selection of our independent registered public accounting firm be determined?

A: To ratify the selection, a majority of the shares of stock that are present in person or by proxy and entitled to vote at the meeting must be voted in favor of the ratification.

Q: What is the effect if I fail to give voting instructions to my broker or other nominee?

A: If your shares are held by a broker or other nominee, you **must** provide your broker or nominee with instructions on how to vote your shares for the director nominees in order for your shares to be counted in the election of directors. Under rules applicable to discretionary voting by brokers, brokers do not have the discretion to vote client shares in the election of directors if the stockholder has not specifically instructed the broker how to vote. Consequently, brokers may only vote for director nominees if specifically instructed by their clients. If a stockholder fails to provide voting instructions to the broker, this is referred to as a "broker non-vote". Broker non-votes will have no effect on the outcome of the election of directors.

Brokers and other nominee holders may use their discretion to vote on the proposal to ratify the selection of our independent registered public accounting firm if no instructions are provided.

Q: What is the effect if I withhold or abstain my vote?

A: Withheld votes will have no effect on the outcome of the election of directors. An abstention will have the effect of a "no" vote with respect to the ratification of the selection of our independent registered public accounting firm.

Q: Do the directors and officers of inTEST have an interest in the outcome of the matters to be voted on?

A: Our directors and officers will not receive any special benefit as a result of the outcome of the matters to be voted on, except that our non-employee directors will receive compensation for such service as described later in this proxy statement under the heading "Director Compensation."

- Q: How many shares do the directors and officers of inTEST beneficially own, and how do they plan to vote their shares?
- A: Directors and executive officers, who, as of April 24, 2015, had beneficial ownership of approximately 20% of our outstanding common stock, are expected to vote, or direct the voting of their shares, in favor of the election of the five nominees for director set forth in this proxy statement, and in favor of the ratification of the selection of McGladrey LLP as our independent registered public accounting firm for the year ending December 31, 2015.
- Q: Who will count the votes?
- A: Our Transfer Agent will count the votes cast by proxy. The Assistant Secretary of inTEST will count the votes cast in person at the meeting and will serve as the Inspector of Election.
- Q: Who can attend the meeting?
- A: All stockholders are invited to attend the meeting.
- Q: Are there any expenses associated with collecting the stockholder votes?
- A: We will reimburse brokerage firms and other custodians, nominees and fiduciaries for their reasonable out-of-pocket expenses for forwarding proxy and other materials to our stockholders. We do not anticipate hiring an agency to solicit votes from stockholders at this time; however, if we determine that such action would be appropriate or necessary, we would pay the cost of such service. Officers and other employees of inTEST may solicit proxies in person or by telephone but will receive no special compensation for doing so.

VOTING SECURITIES AND PRINCIPAL STOCKHOLDERS

The following table sets forth certain information known to us regarding the beneficial ownership of our common stock as of April 24, 2015 (except where otherwise noted) by:

- each of our named executive officers (as that term is defined later in this proxy statement under the heading "Executive Compensation");
- each of our directors;
- all directors and executive officers as a group; and
- each stockholder known by inTEST to own beneficially more than 5% of our common stock.

Percentage ownership in the following table is based on 10,562,678 shares of common stock outstanding as of April 24, 2014.

We have determined beneficial ownership in the table in accordance with the rules of the Securities and Exchange Commission ("SEC"). However, we have not deemed these shares to be outstanding for computing the percentage ownership of any other person. To our knowledge, except as set forth in the footnotes following the table, each stockholder identified in the table possesses sole voting and investment power with respect to all shares of common stock shown as beneficially owned by such stockholder.

<u>Name of Beneficial Owner</u>	Shares Beneficially Owned as of <u>April 24,</u> <u>2015</u> ⁽¹⁾	Percent of Class <u>(Approx.)</u>
Directors and Named Executive Officers		
:		
Steven J. Abrams, Esq. ⁽²⁾	10,000	*
Joseph W. Dews IV ⁽³⁾	10,000	*
William Kraut ⁽⁴⁾	10,000	*
Alyn R. Holt ⁽⁵⁾⁽⁶⁾⁽⁷⁾	1,653,433	15.7%
Robert E. Matthiessen ⁽⁸⁾	127,019	1.2%
Hugh T. Regan, Jr. ⁽⁹⁾	58,600	*
James Pelrin ⁽¹⁰⁾	58,694	*
All directors and executive officers as a group (8 individuals) ⁽¹¹⁾	2,148,505	20.3%
Five-Percent Stockholders		
: ⁽⁷⁾		
BlackRock, Inc. ⁽¹²⁾	554,086	5.2%
Nokomis Capital, LLC ⁽¹³⁾	573,169	5.4%
Thomas A. Satterfield, Jr. ⁽¹⁴⁾	1,055,107	10.0%

* Denotes less than one percent of class.

(1) Includes unvested shares of restricted stock ("Restricted Shares"). Until such shares are vested, the beneficial owner does not have investment power over the restricted shares. Notwithstanding the future vesting of such power, the beneficial owner presently has sole voting power over the unvested shares of the restricted stock. The grants of restricted stock provided for vesting in increments of 25% on each of the first four anniversaries of the grant date, subject to certain conditions, including, but not limited to, the continued employment by, or service to, the Company of the respective beneficial owner through each such vesting date, with full vesting upon death, disability or change of control.

(2) Includes 5,000 Restricted Shares.

(3) Includes 7,500 Restricted Shares.

(4) Includes 5,000 Restricted Shares.

- (5) The address of the stockholder is: c/o inTEST, 804 East Gate Dr., Suite 200, Mt. Laurel, New Jersey 08054.
- (6) Includes 375,000 shares held by two trusts established by Mr. Holt for which Mr. Holt has sole or shared investment and voting power and 150,427 shares owned by the estate of Mr. Holt's spouse, of which Mr. Holt is the executor. Excludes 178,598 shares owned by Mr. Holt's daughter, of which Mr. Holt disclaims beneficial ownership.
- (7) Mr. Holt, his wife and his daughter, and two trusts of which Mr. Holt and/or his daughter are trustees (the "Holt Family Owners") filed a joint Schedule 13D on May 21, 2013 in connection with their execution of pre-arranged 10b5-1 trading plans covering the sale of shares owned by them. Such trading plans expired by their terms on November 30, 2014. The Holt Family Owners may be deemed to be a "group" within the meaning of Section 13(d)(3) of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). Collectively, as of April 24, 2015, the Holt Family Owners beneficially own an aggregate of 1,832,031 shares (17.3% of our outstanding common stock), including all of the shares described in footnote 6, above. Each of the Holt Family Owners disclaims beneficial ownership (within the meaning of Rule 13d-3 under the Exchange Act) of all of the shares that are owned by any other Holt Family Owner, except for any shares of which such Holt Family Owner has beneficial ownership by virtue of serving as trustee of a trust or executor of an estate.
- (8) Includes 11,250 Restricted Shares. Excludes 61,618 shares owned by Mr. Matthiessen's spouse. Mr. Matthiessen disclaims beneficial ownership of the shares owned by his spouse.
- (9) Includes 11,250 Restricted Shares.

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- (10) Includes 7,500 Restricted Shares and, as reported by the third-party Trustee of our 401(k) Plan as of March 31, 2015,
16,346 shares in the 401(k) Plan.
- (11) Includes 55,000 Restricted Shares.
- (12) According to a Schedule 13G/A filed with the SEC on February 2, 2015, as of December 31, 2014, BlackRock, Inc., a Delaware corporation, reported that it was the beneficial owner of 554,086 shares of inTEST common stock acquired by three of its subsidiaries: BlackRock Investment Management, LLC, BlackRock Institutional Trust Company, N.A. and BlackRock Fund Advisors. The principal business office of BlackRock, Inc. is 55 East 52nd Street, New York, NY 10022. BlackRock, Inc. has sole voting power and sole dispositive power over all of the shares.
- (13) According to a Schedule 13G filed with the SEC on February 13, 2015, as of December 31, 2014, Nokomis Capital, LLC, a limited liability company organized under the laws of the State of Texas and Brett Henderson, Manager of Nokomis Capital, LLC, are the beneficial owners of 573,169 shares of inTEST common stock. The principal business office of Nokomis Capital, LLC is 2305 Cedar Springs Rd., Suite 420, Dallas, TX 75201. Nokomis Capital, LLC and Mr. Henderson share voting and dispositive power over all of the shares.
- (14) According to a Schedule 13G/A filed with the SEC on February 17, 2015, as of December 31, 2014, Thomas A. Satterfield, Jr. and A.G. Family L.P., as a result of a Joint Filing Agreement, reported beneficial ownership

of 1,055,107 shares of inTEST common stock. Of the total shares, 50,000 shares are held jointly by Mr. Satterfield and his spouse; 107 shares are held individually by Mr. Satterfield's spouse; 100,000 shares are held by Tomsat Investment & Trading Co., Inc., a corporation wholly-owned by Mr. Satterfield and of which he serves as President; 300,000 shares are held by Caldwell Mill Opportunity Fund, which is managed by an entity of which Mr. Satterfield owns a 50% interest and serves as Chief Investment Manager; and 550,000 shares, 35,000 shares, 10,000 shares and 2,500 shares are held by A.G. Family L.P., Jeanette Satterfield Kaiser, Richard Kaiser and David Satterfield, respectively, with respect to which Mr. Satterfield has limited powers of attorney for voting and disposition purposes. The principal address for Thomas A. Satterfield is 2609 Caldwell Mill Lane, Birmingham, Alabama 35243, and the principal address for A.G. Family L.P. is 571 McDonald Road, Rockwall, TX 75032.

PROPOSAL 1: ELECTION OF DIRECTORS

Our bylaws provide that our Board of Directors shall consist of not less than five directors, as determined by the Board of Directors, and that each director shall hold office until the next Annual Meeting of Stockholders and until a successor shall be duly elected and qualified, or until his earlier resignation, retirement or removal. Until his death on November 9, 2014, Stuart F. Daniels, Ph.D. was a member of the Board of Directors. On November 17, 2014, the Board of Directors determined to reduce the number of directors comprising the Board to five, which is the number of directors that presently constitute the entire Board.

Listed below are the five nominees for director. The persons designated as proxies in the accompanying proxy card intend to vote "FOR" each such nominee, unless a contrary instruction is indicated on the proxy card. If for any reason any such nominee should become unavailable for election, the persons designated as proxies in the proxy card may vote the proxy for the election of another person nominated as a substitute by the Board of Directors, if any person is so nominated. We have no reason to believe that any of the nominees will be unable or unwilling to serve if elected, and all nominees have expressed their intention to serve the entire term for which election is sought.

Recommendation of the Board

The Board of Directors recommends a vote "FOR" the election of each of the nominees to the Board of Directors named below.

Nominees for Election

The names of the persons nominated for election, each of whom presently serves as a director, are listed below, together with their ages and certain other information regarding the nominees.

<u>Nominee</u>	<u>Age</u>	<u>Position</u>
Alyn R. Holt	77	Executive Chairman and Director
Robert E. Matthiessen	70	President, Chief Executive Officer and Director
Steven J. Abrams, Esq	47	Director
Joseph W. Dews IV	48	Director
William Kraut	70	Director

Biographical and Other Information Regarding inTEST's Directors

Biographical information regarding the business experience of each of our directors and the primary aspects of each of our directors' experience, qualifications, attributes or skills that led to the conclusion that each of our directors should serve on our Board of Directors is set forth below.

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Alyn R. Holt is a co-founder of inTEST Corporation and has served as our Chairman (renamed Executive Chairman in October 2007) since our inception in September 1981. Mr. Holt also served as our Chief Executive Officer from September 1981 to August 1998. Among other attributes, skills, experiences and qualifications, the Board believes that Mr. Holt's education as an engineer and his experience as the designer and developer of the basic products in our Mechanical Products segment, as well as his knowledge and industry experience as a founder and our former Chief Executive Officer for 17 years and an industry participant for approximately 50 years, are the attributes, skills, experiences and qualifications that allow Mr. Holt to provide visionary leadership as the Chairman of our Board of Directors.

Robert E. Matthiessen has served as our Chief Executive Officer since August 1998 and our President since February 1997. Mr. Matthiessen also served as our Chief Operating Officer from December 1997 to August 1998. Prior to that, Mr. Matthiessen served as our Executive Vice President after joining us in October 1984. Mr. Matthiessen has served as a director since February 1997. Among other attributes, skills, experiences and qualifications, the Board believes that Mr. Matthiessen's education and experience in the fields of mechanical and electrical engineering, his experience in the ATE industry throughout his over 40 year career and his extensive network of contacts and relationships in this industry, in addition to his over 25 years of experience at our Company, are the attributes, skills, experiences and qualifications that uniquely qualify him to execute our strategies and make valuable contributions as one of our directors.

Steven J. Abrams, Esq. was elected to serve as a director on January 8, 2013. Mr. Abrams is co-chair of the Corporate Securities and Life Sciences Practice at Pepper Hamilton LLP and a member of Pepper's Executive Committee. Mr. Abrams concentrates his legal practice on securities and merger and acquisition transactions. Mr. Abrams also counsels clients on governance, disclosure and transactional matters. Among other attributes, skills, experiences and qualifications, the Board believes that Mr. Abrams' 20 years of experience as a corporate and securities attorney at an Am Law 100 law firm providing counsel to corporations and other business entities regarding governance, disclosure and transactional matters allows Mr. Abrams to make a valuable contribution as one of our directors.

Joseph W. Dews IV was elected to serve as a director on April 10, 2014. Mr. Dews has been a Partner at AGC Partners, an advisory-only technology investment bank since July 2012, and leads AGC's Semiconductor Technology and Energy Technology practices. Prior to that, Mr. Dews held various positions, including Managing Director and Partner, at ThinkEquity LLC from May 2007 to July 2012, and held various positions, including Managing Director and Principal, at Needham & Company from February 2001 to May 2007, both technology investment banks. Mr. Dews has acted as a strategic and financial advisor to numerous public and private technology companies in the U.S. and internationally, including assessing corporate strategies and evaluating options for fund raising, share repurchases and acquisitions of businesses. In addition to his experience as an investment banker, Mr. Dews has a technical background including a Bachelor of Science in Applied & Engineering Physics from Cornell University and approximately two years of experience in the semiconductor industry working as a Field Applications Engineer for Cirrus Logic KK. Among other attributes, skills, experiences and qualifications, the Board believes that Mr. Dews' over 20 years of experience as an investment banker and familiarity with the semiconductor industry uniquely positions him to contribute strategic insight, acquisition creativity, and other valuable contributions as one of our directors.

William Kraut was elected to serve as a director on January 8, 2013. Mr. Kraut was an audit partner with EisnerAmper LLP until he retired in August 2011. From December 1980 until July 2010 he was partner in charge of the audit practice, for both public and non-public companies, as well as partner in charge of quality control functions within the firm of Amper, Politziner & Mattia LLP until it combined with Eisner LLP to form EisnerAmper LLP in July 2010. Since December 2011, Mr. Kraut has been a partner of Newport Board Group LLC which provides consulting services to companies in various industries. Among other attributes, skills, experiences and qualifications, the Board believes that Mr. Kraut's accounting experience as a certified public accountant at a national accounting firm, including 30 years as an audit partner, give him insight into corporate finance trends and practices and in-depth understanding and familiarity with generally accepted accounting principles and internal control procedures. In 2014, Mr. Kraut was designated a Board Governance Fellow by the National Association of Corporate Directors. These attributes, skills, experiences and qualifications allows Mr. Kraut to make a valuable contribution as one of our directors and as the Chairman of our Audit Committee.

Director Independence

Our Board of Directors has determined that each of the current directors meets the independence requirements of the NYSE MKT Listing Rules (the "NYSE MKT Rules"), with the exception of Mr. Holt, who serves as our Executive Chairman, and Mr. Matthiessen, who serves as our Chief Executive Officer. In making the foregoing determination with respect to our non-employee directors, the Board considered the directorships Mr. Kraut holds in several privately- or mutually-owned businesses, which were not deemed relevant to the determination, and did not identify any other matters, transactions, relationships or arrangements that needed to be considered in determining the independence of the

non-employee directors.

Board Leadership Structure

Our Bylaws and Guidelines on Significant Corporate Governance Issues state our general policy that the position of Chief Executive Officer may be held by either the Executive Chairman or the President of the Company. We believe this gives us the greatest flexibility to maintain strong leadership and management of the Company. Presently, the position of Chief Executive Officer is held by the President. We believe this is the most appropriate structure at this time as it allows our Executive Chairman to maintain primary focus on long range administration and development of strategic initiatives, while the President has primary focus on daily operations, product development and synergies among our product segments. Our Guidelines on Significant Corporate Governance Issues also state the Board's belief that, for the effective operation of the Board, an independent director be designated as the Lead Independent Director. Our Lead Independent Director is William Kraut. As Lead Independent Director, he is responsible for calling and chairing meetings of the independent directors, acting as a liaison between the independent directors and the Executive Committee and performing various other duties. The general responsibilities of the Lead Independent Director are set forth in a written charter adopted by the Board and posted on our website.

Risk Oversight

Management is responsible for the day-to-day management of risks that the Company faces, while the Board of Directors, as a whole and through its Committees, has responsibility for the oversight of risk management. Management attends regular Board and Committee meetings and discusses with the Board or Committees the various risks confronting the Company, including the operational, legal, market and competitive risks facing the Company. In addition, the Audit Committee regularly considers major financial risk exposures and the steps management has taken to monitor and control such exposures.

Transactions with Related Persons

We have not entered into any transactions with a related person since January 1, 2014, the Company is not otherwise a party to a current transaction, and no transaction is currently proposed, in which the amount of the transaction exceeds \$120,000 and in which a related person had or will have a direct or indirect material interest. For purposes of this paragraph, a related person includes any executive officer, director or nominee for director, any greater than 5% beneficial owner of our common stock, and any immediate family or household member of any of the foregoing.

CORPORATE GOVERNANCE

Committees of the Board of Directors

Our Board of Directors currently has four standing Committees: Executive, Audit, Compensation, Nominating and Corporate Governance. Copies of the charters of each of these committees are posted on our website: www.intest.com.

The Executive Committee is appointed by the Board of Directors to exercise all powers and authority of the Board of Directors in the management of our business and affairs during intervals between meetings of the Board of Directors, and to provide oversight of, and make recommendations to, the Board of Directors regarding corporate initiatives and strategies. During 2014, the members of the Committee were Alyn R. Holt, Chairman; Robert E. Matthiessen, until he stepped down from the Committee on November 17, 2014; James W. Schwartz, until his retirement on June 25, 2014; and, Stuart F. Daniels, until his death on November 9, 2014. Steven J. Abrams was appointed to the Committee on July 1, 2014; and Joseph W. Dews IV was appointed to the Committee on November 17, 2014. The Committee held one meeting in 2014.

The Audit Committee is appointed by the Board of Directors to assist the Board of Directors in fulfilling its oversight responsibilities with respect to our financial management and controls. The Committee's primary oversight responsibilities relate to the integrity of our accounting and financial reporting processes, audits of our financial statements, and systems of internal control over financial reporting and accounting matters, and the independence, qualifications, retention, and performance of our

independent registered public accounting firm. During 2014, the members of the Committee were, William Kraut, Chairman; Steven J. Abrams; James W. Schwartz, until his retirement on June 25, 2014; and, Stuart F. Daniels, until his death on November 9, 2014. Joseph W. Dews IV was appointed to the Committee in April 2014. The Board of Directors has determined that Mr. Kraut meets the criteria of an "audit committee financial expert" as that term is

defined in Item 401 of Regulation S-K. The Board of Directors has also determined that each of the members of the Committee is independent within the meaning of the NYSE MKT Rules. The Committee held nine meetings during 2014.

The Compensation Committee is appointed by the Board of Directors to review, evaluate, and approve the compensation and benefit programs of our executive officers, to administer our equity based compensation plans, and to review and recommend to the Board of Directors changes to our director compensation. During 2014, the members of the Committee were, Steven J. Abrams; William Kraut; James W. Schwartz, until his retirement on June 25, 2014; and, Stuart F. Daniels, who served as Chairman, until his death on November 9, 2014. Joseph W. Dews IV was appointed to the Committee in April 2014 and was appointed Chairman of the Committee on November 17, 2014. The Board of Directors has determined that each of the members of the Committee is independent within the meaning of the NYSE MKT Rules, including the stricter requirements of Section 803 of the NYSE MKT Company Guide, which are not applicable to smaller reporting companies, but which we have adopted as the standard of independence for this Committee. The Committee held two meetings during 2014.

The Nominating and Corporate Governance Committee is appointed by the Board of Directors to select the director nominees to be presented for election at future annual meetings of stockholders and to review and assess our corporate governance procedures. During 2014, the members of the Committee were Steven J. Abrams, Chairman; William Kraut; James W. Schwartz, until his retirement on June 25, 2014; and, Stuart F. Daniels, until his death on November 9, 2014. Joseph W. Dews IV was appointed to the Committee in April 2014. The Board of Directors has determined that each of the members of the Committee is independent within the meaning of the NYSE MKT Rules. See "Nominating Procedures" for information regarding the process for identifying and evaluating nominees, procedures for stockholder nominations and director qualifications. The Committee held two meetings during 2014.

Meetings

During the year ended December 31, 2014, the Board of Directors held a total of six meetings. Each of our directors attended at least 75% of the aggregate number of meetings of the Board and meetings of any committee of which he was a member, which were held during the time in which he was a director or a committee member, as applicable.

All members of the Board of Directors are encouraged, but not required, to attend our annual meeting of stockholders. Three of our directors attended the 2014 Annual Meeting held on June 25, 2014.

Stockholder Communications with the Board of Directors

Stockholders who wish to communicate directly with the Board of Directors, or with a particular director, may send a letter addressed to our Secretary at 804 East Gate Drive, Suite 200, Mt. Laurel, NJ 08054. The mailing envelope must contain a clear notation indicating that the enclosed letter is a "Stockholder Board Communication" or "Stockholder Director Communication." All such letters must identify the author as a stockholder and clearly state whether the intended recipients are all members of the Board or just certain specified individual directors. The Secretary will make copies of all such letters and circulate them to the directors addressed. If a stockholder wishes the communication to be confidential, such stockholder must clearly indicate on the envelope that the communication is "confidential." The Secretary will then forward such communication, unopened, to the directors, or director, specified on the envelope, or if none, to the Chairman of the Board of Directors.

Compensation Procedures

During 2014, the Compensation Committee was comprised, and presently is comprised, solely of independent directors. Under Delaware state law, the Committee has the authority to delegate any or all of its powers and authority to one or more subcommittees, each subcommittee to consist of one or more members of the Committee. No such delegation of authority to a subcommittee has occurred. All decisions regarding the compensation of our Executive

Officers are approved by the Compensation Committee.

Generally, the process of considering and determining compensation for executive officers is initiated by a review of the individual contributions and performance of each executive officer, as described in this paragraph. Our Executive Chairman is responsible for evaluating the performance of the President and Chief Executive Officer and for presenting that evaluation to the Committee with his recommendation for the compensation of the President and Chief Executive Officer. The President and Chief Executive Officer

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is responsible for evaluating the Chief Financial Officer and each of the General Managers of our Product Segments and for presenting his evaluations of these officers to the Compensation Committee with his recommendations for compensation. The Executive Chairman's compensation is determined by the Committee based upon its assessment of the performance of the Executive Chairman in light of the Chief Executive Officer's overall recommendations regarding executive compensation. In each case, the members of the Committee have had significant contact with each of our executive officers during the course of the year, such that the compensation decisions will also reflect the Committee members' assessments of individual contribution and performance, as well as Company and Product Segment performance.

Management periodically obtains survey data of comparably situated companies from Economic Research Institute ("ERI") to guide it in its recommendations of compensation decisions. The specific parameters defined for ERI typically are job titles, company revenue size, company SIC code and geographic location. Based upon these inputs, ERI supplies base salaries, incentive and total compensation information for comparable positions. Where comparable positions do not exist, further analysis is necessary to determine appropriate comparable compensation parameters. Thus, because it is our current practice to have both an Executive Chairman and a President and Chief Executive Officer, the starting point for our consideration of the compensation for these two positions is determined by combining the ERI data for the position of "Outside Chairman" and the position of "Inside Chairman and Chief Executive Officer" and adjusting for the additional activities and responsibilities of our Executive Chairman. The key data obtained from ERI that the Committee uses are the ranges of fixed compensation (base salaries), variable compensation, and total compensation, as well as the mean of each range. This data is then compared to the actual compensation of each executive officer for the prior year and the average actual compensation for the past five years.

Changes to director compensation are periodically considered by the Committee and recommended to the Board of Directors for approval. Such changes may be proposed by any director. Any change in the compensation of any director or any group of directors is approved by a majority of non-interested directors, and, if such recommendation applies to the compensation of all directors, by a majority of the independent directors in addition to a majority of the directors then in office. Information regarding director compensation at comparable companies is also obtained periodically from ERI.

Nominating Procedures

Generally, in order to identify and evaluate director nominees, our Nominating and Corporate Governance Committee assesses the qualifications, expertise, performance and willingness to serve of each current director. If as a result of such assessment, or at any other time during the year, the Board of Directors determines a need to add a new director with specific qualifications or to fill a vacancy on the Board, a search will be initiated utilizing appropriate staff support, input from other directors, senior management, and outside contacts, consideration of nominees previously submitted by stockholders, and, if deemed necessary or appropriate, retention of a search firm. An initial slate of candidates satisfying the specific qualifications, if any, and otherwise qualifying for membership on the Board, will be identified and reviewed by the Committee and the Board. The candidates will be prioritized and a determination made as to whether a member of the Committee, another director or member of senior management has a relationship with the preferred candidate and can initiate contacts. If not, contact may be initiated by a search firm. The Chairman and one or more members of the Committee or the Board will interview the prospective candidate.

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Evaluations and recommendations of the interviewers will be shared with the Committee for final evaluation. The Committee will then meet to consider such recommendations and to determine which candidate (or candidates) to select. The Committee will evaluate all nominees for director, including nominees recommended by a stockholder, on the same basis.

Each of the nominees for director included in this proxy statement were selected for re-election by the Committee (which is comprised solely of independent directors). The full Board of Directors, including the Executive Chairman and the President and Chief Executive Officer, unanimously recommend the nominees for election by the stockholders of the Company.

We consider director candidates recommended to us by our stockholders. Pursuant to policies adopted by the Board of Directors, recommendations with regard to nominees for election to the Board of Directors at future annual meetings of stockholders may be submitted in writing, received by the Secretary of inTEST at least 60 days prior to the date on which inTEST first mailed its proxy materials for the prior year's annual meeting of stockholders, or, if the date for the annual meeting has changed more than 30 days from the prior year or if inTEST did not have an annual meeting of stockholders in the prior year, then such recommendations must be received by the Secretary of inTEST a reasonable time before the distribution of the proxy materials for the annual meeting. Each notice of nomination must set forth (i) the name, age, business address and, if known, residence address of each nominee, (ii) the principal occupation or employment of each such nominee, (iii) the number of shares of common stock of inTEST which are beneficially owned by each such nominee, (iv) the qualifications of such nominee for service on the Board of Directors, (v) the name and residence address of the proposing stockholder(s), and (vi) the number of shares of common stock owned by the proposing stockholder(s).

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Stockholders who wish to make nominations to be considered at the 2016 Annual Meeting of Stockholders may do so by following the procedures set forth in our Bylaws. See "Information Regarding Deadlines and Procedures for Submission of Stockholder Proposals and Nominations of Directors" for additional information regarding the deadlines and notice procedures.

Director candidates must meet certain minimum qualifications, including being at least 21 years old and possessing (1) the ability to read and understand corporate financial statements, (2) relevant business experience and professional skills, (3) high moral character and personal and professional integrity, and (4) the willingness to commit sufficient time to attend to his or her duties and responsibilities as a director of a public corporation. In addition, the Nominating and Corporate Governance Committee may consider a variety of other qualities and skills, including (i) expertise in finance, economics, technology or markets related to the business in which inTEST and its subsidiaries may engage, (ii) the ability to exercise independent decision-making, (iii) the absence of conflicts of interest, (iv) diversity of experience, and (v) the ability to work effectively with other directors in collectively serving the long-term interests of all stockholders. Nominees must also meet any applicable requirements of SEC regulations, state law, and inTEST's charter and bylaws. While we do not have a policy related to Board diversity, the Board seeks nominees whose qualifications provide a diversity of relevant experience and skill sets that synergistically combine to provide a strong management advisory and oversight capability.

AUDIT COMMITTEE REPORT

The Committee operates pursuant to a written charter adopted by our Board of Directors, which is available on our website: www.intest.com.

The Committee has reviewed and discussed our audited consolidated financial statements for the year ended December 31, 2014 with management. The Committee has discussed the matters required to be discussed by Statement on Auditing Standards No. 61, as amended, "Communication With Audit Committees" with McGladrey LLP, our independent registered public accounting firm ("IRPA Firm") for the year ended December 31, 2014. The Committee has received the written disclosures and the letter from McGladrey LLP required by Public Company Accounting Oversight Board Ethics and Independence Rule 3526, *Communication with Audit Committees Concerning Independence* (which relates to the IRPA Firm's independence from us and our subsidiaries) and has discussed with McGladrey LLP their independence from us and our related entities.

Based on the review and discussions referenced above, the Committee (comprised of the individuals listed below on March 26, 2015) recommended to our Board of Directors that our audited consolidated financial statements be included in our Annual Report on Form 10-K for the year ended December 31, 2014.

Audit Committee:
 William Kraut, Chairman
 Steven J. Abrams, Esq.
 Joseph W. Dews IV

EXECUTIVE OFFICERS OF inTEST

Our executive officers and their ages are as follows:

<u>Name</u>	<u>Age</u>	<u>Position</u>
Alyn R. Holt	77	Executive Chairman and Director
Robert E. Matthiessen	70	President, Chief Executive Officer and Director
Hugh T. Regan, Jr.	55	Secretary, Treasurer and Chief Financial Officer
Daniel J. Graham	69	Senior Vice President, General Manager-Mechanical Products Segment and General Manager-Electrical Products Segment
James Pelrin	63	Vice President and General Manager-Thermal Products Segment

Biographical and Other Information Regarding inTEST's Executive Officers

Executive officers are appointed by the Board of Directors. Each executive officer is appointed to serve at the will of the Board of Directors.

Alyn R. Holt. See "Biographical and Other Information Regarding inTEST's Directors" above.

Robert E. Matthiessen. See "Biographical and Other Information Regarding inTEST's Directors" above.

Hugh T. Regan, Jr.

has served as our Treasurer and Chief Financial Officer since joining us in April 1996 and has served as Secretary since December 1999. From 1985 to April 1996, Mr. Regan served in various financial capacities for Value Property Trust, a publicly traded real estate investment trust, including Vice President of Finance from 1989 to September 1995 and Chief Financial Officer from September 1995 until April 1996.

Daniel J. Graham has served as our Senior Vice President since August 2006 and as General Manager - Mechanical Products Segment since November 2004. In addition, he was made General Manager - Electrical Products Segment effective December 2009, after serving as Acting General Manager of that segment since May 2009. Prior to that, Mr. Graham served as our Chief Technology Officer from April 2004 to November 2004, our Executive Vice President from October 2001 to November 2004 and as our Senior Vice President from June 1998 until October 2001. Mr.

Graham served as our Vice Chairman from October 1998 to July 2005. Mr. Graham is a co-founder of inTEST Corporation and served as a director from June 1988 through July 2005.

James Pelrin has served as our Vice President since August 2006 and as General Manager - Thermal Products Segment since November 2004. In addition, Mr. Pelrin has served as President of our subsidiary, Temptronic Corporation, since December 2008. Prior to that, Mr. Pelrin served as the General Manager of Temptronic Corporation since joining us in October 2001. From July 1999 to June 2001, Mr. Pelrin served as Vice President and General Manager of Accusonic Technologies, Inc., a privately held company that designs and manufactures hydro-acoustic measurement systems.

EXECUTIVE COMPENSATION

Overview of Executive Compensation Program

The Compensation Committee is committed to the general principle that executive compensation should be commensurate with our performance and the performance of the individual executive officer. The primary objectives of our executive compensation program are to:

- attract and retain executive officers who demonstrate the leadership and management skills necessary to drive our long-term success;
- reward the achievement of our business goals and individual contributions toward achievement of those goals; and
- provide compensation opportunities linked to our performance and the interests of our stockholders.

Generally, decisions regarding our executive compensation program reflect the individual contributions and performance of each executive officer as well as our overall business goals and strategies, the business cycle of our industry and, if applicable, prior cost-containment initiatives and adjustments. In addition, our executive compensation program has been developed with reference to the executive compensation practices of comparable companies in our industry to ensure that the total compensation opportunity provided to our executive officers is competitive with the market in which we compete for executive talent. Underlying our executive compensation program, particularly, in the case of executive officers who have price-setting authority (who are the Chief Executive Officer and the General Managers of our Product Segments), is the philosophy that the interests of our stockholders are best served by a program that includes a significant variable component based on our performance. We tie the variable component of our executive officer's compensation directly to the profitability of the relevant Product Segments for which they have responsibility. In this manner, we also effectively make our executive officer's compensation follow the cyclicity of our business allowing our executive officers to share in our profitability during our "up" cycles and tighten their belts with reduced compensation when we have "down" cycles.

In allocating compensation for our executive officers, our general philosophy is to structure it so that over a number of years cumulative variable compensation based upon profitability approximates one-third of cumulative fixed compensation, i.e., base salary, for each executive officer, respectively. This compensation allocation philosophy does not apply to our executive officers who do not have responsibility for price setting (who are our Executive Chairman and Chief Financial Officer). In the case of our Chief Financial Officer, it has been our practice to provide a discretionary bonus when deemed appropriate to do so. It is also our philosophy to make restricted stock awards and/or stock option awards from time-to-time in order to align the executive officers' long-term interests to those of stockholders' long-term interests. Restricted stock awards may also be made during down cycles in order to provide the executives with long-term opportunities to recover from associated compensation reductions.

Due to the cyclicity of our business, we also periodically reduce fixed compensation, such as when our business segments incurred losses or minimal earnings as in 2009. During such periods, little or no variable compensation will

be earned. When the economy and our business sectors regain strength, our compensation decisions focus first upon restoring fixed compensation, while recognizing the loss of variable compensation opportunities during the prior down years and seeking to restore such lost opportunities, so that our compensation structure reflects the ongoing contributions of our executive officers to our long-term success throughout the cycles.

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Accordingly, in 2010, the base salaries of our executive officers were reinstated to the levels paid prior to our 2008 cost containment actions, with the exception that our Executive Chairman voluntarily retained his 2008 reduced salary. Since then, the base salaries of our executive officers have remained fixed, except for our two General Managers, whose base salaries were adjusted in 2012 to be more in line with survey data obtained from ERI.

The following table compares the aggregate compensation for our five executive officers consisting of fixed compensation (base salary) and variable compensation (non-equity incentive plan compensation or bonus) to our pre-tax profits for the five year period ended December 31, 2014.

	<u>2014</u>	<u>2013</u>	<u>2012</u>	<u>2011</u>	<u>2010</u>
	----- (In Millions) -----				
Net revenue	\$41.8	\$39.4	\$43.4	\$47.3	\$46.2
Pre-tax profits	\$ 4.9	\$ 4.0	\$ 3.1	\$ 7.7	\$ 7.4
Fixed compensation	\$ 1.2	\$ 1.2	\$ 1.2	\$ 1.2	\$ 1.1
Variable compensation or bonus	<u>.4</u>	<u>.3</u>	<u>.3</u>	<u>.6</u>	<u>.6</u>
Total compensation	\$ 1.6	\$ 1.5	\$ 1.5	\$ 1.8	\$ 1.7

The fixed compensation (base salary) and variable compensation arrangements of our named executive officers (as defined below) for 2014, which are also effective for 2015, are reflected in the table below:

<u>Named Executive Officer</u>	<u>Title</u>	<u>Salary</u>	<u>Variable Component</u>
Robert E. Matthiessen	President, CEO and Director	\$317,242	1.5% of consolidated pre-tax profits plus 1.5% of each product segment's pre-tax profits.
Hugh T. Regan, Jr.	Secretary, Treasurer and CFO	\$224,422	Discretionary (1)
James Pelrin	Vice President; General Manager-Thermal Products Segment	\$220,000	2.5% of pre-tax profits of the Thermal Products segment.

(1) Subject to the Company having consolidated pre-tax profits and subject to the recommendation of the Chief Executive Officer and the approval of the Compensation Committee of the Board of Directors.

The primary elements of our executive compensation include fixed compensation (base salary), benefits, variable compensation, stock-awards and change-in-control payments. The following sections set forth certain information

with respect to the compensation we paid, or recognized as an expense in accordance with Accounting Standards Codification ("ASC") Topic 718 (Compensation - Stock Compensation) to our Chief Executive Officer and our two other most highly compensated executive officers who were serving as such at December 31, 2014. These officers are referred to as our "Named Executive Officers."

Summary Compensation Table
For the Fiscal Year Ended December 31, 2014

<u>Name and Principal Position</u>	<u>Year</u>	<u>Salary</u>	<u>Bonus</u>	<u>Stock Awards</u>	Non-Equity	<u>All Other Compensation</u>	<u>Total</u>
					<u>Incentive Plan Compensation</u>		
		(\$)	(\$)	\$(A)	(\$)	(\$)	(\$)
Robert E. Matthiessen President, Chief Executive Officer and Director	2014	\$317,242	\$ 500 (1)	--	\$164,783 (2)	\$4,750 (3)	\$487,275
	2013	317,242	500 (1)	59,550	144,181 (2)	4,750 (3)	526,223
Hugh T. Regan, Jr. Secretary, Treasurer and Chief Financial Officer	2014	\$224,422	\$117,070 (4)	--	--	\$4,750 (3)	\$346,242
	2013	224,422	102,496 (4)	59,550	--	4,750 (3)	391,218
James Pelrin VP and GM-Thermal Products Segment	2014	\$220,000	--	--	\$120,490 (5)	\$7,288 (6)	\$347,778
	2013	220,000	--	39,700	111,071 (5)	7,288 (6)	378,059

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(A) On October 29, 2013, our Named Executive Officers were issued Restricted Stock Awards to vest 25% upon each of the next four anniversaries of the date of grant subject to certain conditions. Messrs. Matthiessen and Regan were each issued 15,000 shares of Restricted Stock and Mr. Pelrin was issued 10,000 shares of Restricted stock. The amount above represents the Fair Market Value of the Restricted Stock based on the closing price on the date of grant of \$3.97.

(1) Represents an annual holiday bonus.

(2) Consists of 1.5% of the consolidated pre-tax profits plus 1.5% of each product segment's pre-tax profits paid in March of 2015 and 2014, respectively.

(3) Consists of matching contributions to 401(k) Plan Account.

(4) Consists of \$500 of annual holiday bonus paid in both 2014 and 2013. In addition includes \$116,570 and \$101,996 of discretionary bonus paid in March 2015 and 2014, respectively.

- (5) Consists of 2.5% of the pre-tax profits of the Thermal Products segment paid in March 2015 and 2014, respectively.
- (6) Consists of \$4,750 for matching contributions to Mr. Pelrin's 401(k) plan account in both 2014 and 2013, and \$2,538 for unused sick days in both 2014 and 2013.

Employment Agreements

. We have not entered into any employment agreements with our named executive officers. However, as discussed in the "Potential Payments Upon Termination Following a Change of Control" section below, we have entered into agreements with Messrs. Matthiessen, Regan and Pelrin, which provide for the payment of certain benefits in the event of termination of employment following a change in control.

Variable Compensation. Variable compensation for 2014 was determined for each of our named executive officers, other than our Chief Financial Officer, under a pre-established formula tied to our pre-tax profitability as follows:

- *President and Chief Executive Officer* -
Our President and Chief Executive Officer earned a cash incentive payment equal to 1.5% of our overall, consolidated pre-tax profits plus 1.5% of the pre-tax profits of each of our three product segments.
- *Vice President and General Manager of Thermal Products Segment*

- The Vice President and General Manager of our Thermal Products segment earned a cash incentive payment equal to 2.5% of the pre-tax profits for that product segment.

The amounts of annual variable compensation earned by our named executive officers, other than our Chief Financial Officer, for 2014 is set forth in the Summary Compensation Table under the column "Non-Equity Incentive Plan Compensation" in accordance with SEC rules.

In lieu of formula-based variable compensation, our Chief Financial Officer is eligible for a discretionary bonus, subject to the recommendation of the Chief Executive Officer and approval of the Compensation Committee. The amount of discretionary bonus awarded to our Chief Financial Officer for 2014 is included in the Summary Compensation Table under the "Bonus" column in accordance with SEC rules.

Grants of Stock-Based Awards. We did not grant any stock-based awards to our named executive officers in 2014.

Retirement Benefits. Our executive officers are provided retirement benefits under the tax-qualified 401(k) plan provided to our other domestic employees. Messrs. Matthiessen, Regan and Pelrin have been subject to provisions that allow participants to make contributions from their own salary on a pre-tax basis and provide a discretionary employer matching contribution not to exceed \$4,750 a year. The amount of employer contributions made to our 401(k) plans for our named executive officers for 2014 and 2013 are included in the column entitled "All Other Compensation" in the Summary Compensation Table. We do not provide any other retirement benefits to our named executive officers.

Outstanding Equity Awards at Fiscal Year-End
For the Fiscal Year Ended December 31, 2014

<u>Name</u>	<u>Stock Awards</u>	
	Number of Shares or Units of Stock That Have Not Vested(#)	Market Value of Shares or Units of Stock That Have Not Vested\$(2)
Robert E. Matthiessen	11,250 ⁽¹⁾	\$47,813
Hugh T. Regan, Jr.	11,250 ⁽¹⁾	\$47,813
James Pelrin	7,500 ⁽¹⁾	\$31,875

(1) Represents the unvested portion of restricted stock that was granted on October 29, 2013 under the 2007 Stock Plan. These shares will vest in equal portions on October 29, 2015, 2016 and 2017.

(2) Based on the closing share price on December 31, 2014 of \$4.25.

Potential Payments Upon Termination Following a Change of Control.

We have Change-of-Control Agreements in place with Messrs. Matthiessen, Regan and Pelrin. These Change-of-Control Agreements provide for the payment of certain benefits upon the executive officer's termination of employment by us without Cause or by the executive officer for Good Reason within two years following a Change of Control. These benefits consist of the continuation of the executive officer's base salary and fringe benefits for the one year period following the termination of his employment and payment of the variable performance based compensation that he would have earned for such one year period.

Under the Change-of-Control Agreements, a Change of Control occurs in the event of:

- our dissolution or liquidation;
- the sale of substantially all of our assets, except to a stockholder who as of the date of the Change of Control Agreements owned 20% or more of our stock (a "Related Person");
- our merger or consolidation with another company unless our stockholders own stock in that company in the same proportion that they own stock in us prior to the transaction;
- any person or entity other than a Related Person obtains the voting control of 40% or more of our stock; or
- our directors and those persons our directors may nominate to become our directors, cease to comprise a majority of our Board members.

Under the Change-of-Control Agreements, a termination for "Cause" means the executive's termination by us because of an act of fraud upon the Company, his willful refusal to perform the duties assigned to him by the Board or his conviction for any crime involving dishonesty or breach of trust or for any crime that is a felony or of moral turpitude.

The term "Good Reason" under the Change-of-Control Agreements means a material adverse change in an executive's status, responsibilities or benefits; a failure to be nominated or elected to his current officer position; a requirement to report to anyone other than his direct report; an assignment of duties inconsistent with his current officer position; any

reduction in base salary, variable component or formula for determining the variable component which would have the effect of reducing his variable component, or other reduction in compensation or benefits; or a requirement to relocate more than thirty miles from his current office.

The benefits payable under the Change-of-Control Agreements are subject to the release of any claims that Messrs. Matthiessen, Regan and Pelrin may have against us pursuant to the agreements as we may request. Fringe benefits will be reduced or eliminated to the extent that comparable benefits are received from another source. Furthermore, the benefits will be reduced to the extent that the payments would not be deductible by us (in whole or in part) under Section 280G of the Internal Revenue Code.

Also, in the event of a Change of Control, all equity awards issued to our named executive officers become 100% vested. For purposes of equity awards under the inTEST Corporation 2007 and 2014 Stock Plans, the definition of Change of Control is the same as defined above.

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DIRECTOR COMPENSATION

Non-employee directors currently receive an annual retainer of \$25,000, non-employee members of the Executive Committee receive an additional annual fee of \$15,000, the lead independent director receives an additional annual fee of \$10,000, and the chairmen of the committees of the Board receive an additional annual fee as follows: the Chairman of the Audit Committee receives an additional annual fee of \$20,000; the Chairman of the Compensation Committee receives an additional annual fee of \$10,000; and the Chairman of the Nominating and Corporate Governance Committee receives an additional annual fee of \$10,000. In addition, we reimburse non-employee directors' travel expenses and other costs associated with attending Board or committee meetings. We do not pay additional cash compensation to our executive officers for their service as directors.

The following table sets forth the compensation earned by, or paid in cash to, the members of our Board of Directors, who are not named executive officers, for the year ended December 31, 2014:

<u>Name</u>	<u>Fees Earned or Paid in Cash</u> (\$)	<u>Stock Awards</u> \$(A)	<u>All Other Compensation</u> (\$)	<u>Total</u> (\$)
Alyn R. Holt	-- (1)	--	\$185,430 (1)	\$185,430
Steven J. Abrams, Esq.	\$ 42,500 (2)	-- (3)	--	\$ 42,500
Stuart F. Daniels, Ph.D.	\$125,000 (4)	--	--	\$125,000
Joseph W. Dews IV	\$ 21,181 (5)	\$41,400 (6)	--	\$ 62,581
William Kraut	\$ 40,000 (7)	-- (8)	--	\$ 40,000
James W. Schwartz, Esq.	\$ 20,000 (9)	--	--	\$ 20,000

(A) On April 10, 2014, upon his election to the Board, Mr. Dews was issued a Restricted Stock Award of 10,000 shares to vest 25% upon each of the next four anniversaries of the date of grant subject to certain conditions. The amounts above represent the Fair Market Value of the Restricted Stock Award based on the closing price on the date of grant of \$4.14.

- (1) Mr. Holt, Executive Chairman, is an executive officer of the corporation and, accordingly, is compensated as an employee. He receives no other fees for being a director. For the year ended December 31, 2014 he received a base salary of \$180,180, an annual holiday bonus of \$500 and matching contributions to his 401(k) Plan account of \$4,750.
- (2) Consists of \$25,000 annual retainer, \$10,000 for service as Chair of the Nominating and Corporate Governance Committee, and \$7,500 for service on Executive Committee from July 1, 2014 until December 31, 2014.
- (3) As of December 31, 2014, Mr. Abrams held 7,500 unvested restricted shares that will vest in equal portions on January 8, 2015, 2016 and 2017.
- (4) Consists of \$25,000 annual retainer, \$15,000 for service on the Executive Committee, \$10,000 for service as Chair of the Compensation Committee, and \$75,000 for service as Chair of the Intellectual Property Committee. Dr. Daniels passed away on November 9, 2014 and the Board dissolved the Intellectual Property Committee on November 17, 2014.
- (5) Consists of \$18,125 annual retainer from April 10, 2014 until December 31, 2014; \$1,834 for service on the Executive Committee and \$1,222 for service as Chairman of the Compensation Committee from November 17, 2014 until December 31, 2014.
- (6) As of December 31, 2014, Mr. Dews held 10,000 unvested restricted shares that will vest in equal portions on April 10, 2015, 2016, 2017 and 2018.
- (7) Consists of \$25,000 annual retainer and \$15,000 for service as Chair of the Audit Committee.
- (8) As of December 31, 2014, Mr. Kraut held 7,500 unvested restricted shares that will vest in equal portions on January 8, 2015, 2016 and 2017.
- (9) Consists of \$12,500 annual retainer and \$7,500 for service on the Executive Committee for service from January 1, 2014 until June 25, 2014 when he retired from the Board.

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PROPOSAL 2: RATIFICATION OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

McGladrey LLP was appointed as our independent registered public accounting firm ("IRPA Firm") on June 16, 2008. McGladrey LLP audited our consolidated financial statements for the years ended December 31, 2014 and 2013. The Audit Committee of our Board of Directors has selected McGladrey LLP as our IRPA Firm for the year ending December 31, 2015, subject to the determination of the 2015 audit fees. The Audit Committee has the sole authority and responsibility to select, appoint, evaluate and, where appropriate, discharge and replace McGladrey LLP as our IRPA Firm, and the selection of the Company's IRPA Firm is not required to be submitted to a vote of the stockholders for ratification. Notwithstanding the outcome of the vote by the stockholders of the Company, the Audit Committee is not bound to retain the IRPA Firm or to replace the IRPA Firm, where, in either case, after considering

the outcome of the vote, the Audit Committee determines its decision regarding the IRPA Firm to be in the best interests of the Company.

The following table sets forth the fees billed by McGladrey LLP as described below:

<u>Fee Category:</u>	<u>2014</u>	<u>2013</u>
Audit Fees	\$314,615	\$323,634
Audit-Related Fees	-	-
Tax Fees	51,168	48,000
All Other Fees	<u>25,698</u>	<u>-</u>
 Total Fees	 <u>\$391,481</u>	 <u>\$371,634</u>

Audit Fees:

Consists of fees billed for professional services rendered in connection with the audit of our consolidated financial statements and review of the interim condensed consolidated financial statements for 2014 and 2013, respectively, that are included in quarterly reports during those years and services that are normally provided by our IRPA Firm in connection with statutory and regulatory filings or engagements, and attest services, except those not required by statute or regulation.

Audit-Related Fees: Consists of fees billed in each of 2014 and 2013 for assurance and related services that are reasonably related to the performance of the audit or review of our consolidated financial statements and are not reported under "Audit Fees." These services would include accounting consultations in connection with acquisitions and divestitures, attest services that are not required by statute or regulation, and consultations concerning financial accounting and reporting standards.

Tax Fees: Consists of fees billed in each of 2014 and 2013 for tax related services including advice, preparation of returns and other tax services related to federal, state and international taxes.

All Other Fees: Consists of fees billed in each of 2014 and 2013 for all services other than those reported above.

In accordance with the Sarbanes-Oxley Act of 2002, the Audit Committee's policy is to pre-approve all audit and non-audit services provided by our IRPA Firm. On an ongoing basis, management defines and communicates specific projects and categories of service for which the advance approval of the Audit Committee is requested. The Audit Committee reviews these requests and advises management if the Audit Committee approves the engagement of our IRPA Firm for such services. The Audit Committee has also delegated authority to the Chairman of the Audit Committee, and if the Chairman of the Committee is unavailable, to any other Audit Committee member, to pre-approve permitted services. Any such pre-approval must be reported to the Audit Committee at its next meeting. The Audit Committee did not approve any services pursuant to the de minimis exception of Rule 2-01(c)(7)(i)(C) of Regulation S-X during 2014.

Recommendation of the Board of Directors

The Board of Directors recommends a vote "FOR" the ratification of the selection of McGladrey LLP as our

independent registered public accounting firm for the year ending December 31, 2015.

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SECTION 16(a) BENEFICIAL OWNERSHIP REPORTING COMPLIANCE

Section 16(a) of the Exchange Act requires our directors, certain officers and persons who own more than ten percent of a registered class of our equity securities to file reports of ownership and changes in ownership with the SEC. These officers, directors and greater than ten-percent stockholders are required by SEC regulation to furnish us with copies of all Section 16(a) forms they file.

Based solely on review of the copies of such forms furnished to us, or written representations that no Forms 5 were required, we believe that, during 2014, all Section 16(a) filing requirements applicable to these officers, directors and greater than ten-percent beneficial owners were timely met.

INFORMATION REGARDING DEADLINES AND PROCEDURES FOR SUBMISSION OF STOCKHOLDER PROPOSALS AND NOMINATIONS OF DIRECTORS

Under the Proxy Rules of the SEC, Stockholders intending to submit proposals to be included in our proxy statement for our Annual Meeting of Stockholders to be held in 2016 must send their proposals to Hugh T. Regan, Jr., Secretary at 804 East Gate Drive, Suite 200, Mt. Laurel, New Jersey 08054, not later than January 22, 2016. These proposals must relate to matters appropriate for stockholder action and be consistent with regulations of the SEC relating to stockholder proposals (Proxy Rule 14a-8) in order to be considered for inclusion in our proxy statement relating to that meeting.

Under our Bylaws, certain procedures are provided that a stockholder must follow to nominate persons for election as Directors or to introduce an item of business at an annual meeting of stockholders. These procedures provide that nominations for Director nominees and/or an item of business to be introduced at an annual meeting of Stockholders must be submitted in writing to the Secretary of the Company at the address set forth above, not later than 90 days and not earlier than 120 days prior to the first anniversary of the preceding year's annual meeting of stockholders, subject to certain exceptions. Accordingly, a notice of a stockholder proposal, submitted outside of Rule 14a-8 under the Securities and Exchange Act, or a stockholder nomination for the 2016 Annual Meeting of Stockholders will be untimely if received by the Company's Secretary before February 24, 2016 or after March 26, 2016, unless the date of the 2016 Annual Meeting is advanced by more than 30 days or delayed (other than as a result of adjournment) by more than 30 days from the anniversary of the 2015 Annual Meeting. If the date of the 2016 Annual Meeting is changed by more than 30 days from the anniversary of the 2015 Annual Meeting, then notice by the stockholder to be timely must be delivered not earlier than the 120th day prior to the date of the 2016 Annual Meeting and not later than the close of business on the later of the 90th day prior to such annual meeting or the 10th day following the day on which public announcement of the date of such meeting is first made.

The Bylaws set forth various qualifications and disclosure requirements for such advance written notice of a nomination or proposal to be in proper form. A stockholder wishing to submit such a notice should review the provisions of our Bylaws (which were filed with the SEC on June 25, 2014 as Exhibit 3.2 to our Current Report on Form 8-K). In general, the disclosure requirements include information about the stockholder making the nomination

or proposal, information regarding the nominee or proposal, and in the case of a nomination, a certification and consent from the nominee. If a stockholder fails to comply with the time of notice procedures set forth in our Bylaws, that stockholder will not be entitled to present the proposal or nomination at the meeting. If, however, notwithstanding the requirements of the Bylaws, a proposal is brought before the meeting, then under the SEC's proxy rules, the proxies inTEST solicits with respect to the 2016 Annual Meeting of Stockholders will confer discretionary voting authority on the persons so named as proxies with respect to such proposal.

ANNUAL REPORT

Our Annual Report to Stockholders (which includes our consolidated financial statements for the year ended December 31, 2014), accompanies this proxy statement. The Annual Report to Stockholders does not constitute a part of the proxy solicitation materials.

By Order of the Board of Directors,

/s/ Hugh T. Regan, Jr.
Hugh T. Regan, Jr.
Secretary

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* * * * *

APPENDIX A

PROXY CARD

Proxy - inTEST Corporation

ANNUAL MEETING OF STOCKHOLDERS
JUNE 24, 2015

THIS PROXY IS SOLICITED ON BEHALF OF THE BOARD OF DIRECTORS OF inTEST CORPORATION.

IMPORTANT NOTICE REGARDING THE AVAILABILITY OF PROXY MATERIALS FOR THE STOCKHOLDER MEETING TO BE HELD ON WEDNESDAY, JUNE 24, 2015: Copies of the Proxy Statement and our 2014 Annual Report to Stockholders are available at <http://investor.shareholder.com/intest/annual.cfm?AnnualPage=meeting>.

The undersigned, revoking any contrary proxy previously given, hereby appoints Robert E. Matthiessen and Hugh T. Regan, Jr. (the "Proxies"), and each of them, jointly and severally, as attorneys and proxies of the undersigned, with full power of substitution, for and in the name, place and stead of the undersigned, to appear at the Annual Meeting of Stockholders of inTEST Corporation to be held June 24, 2015, and at any postponement or adjournment of the Annual Meeting of Stockholders, and to vote, as designated on the reverse side of this proxy card, all shares of Common Stock of inTEST Corporation held of record by the undersigned on April 30, 2015 with all the powers and authority

the undersigned would possess if personally present. The undersigned confers discretionary authority by this proxy as to matters which may properly come before the Annual Meeting, or any postponement or adjournment thereof, including matters which are not timely made known to inTEST Corporation.

THE BOARD OF DIRECTORS RECOMMENDS A VOTE "FOR" EACH OF THE DIRECTOR NOMINEES AND "FOR" PROPOSAL 2.

THIS PROXY, WHEN PROPERLY EXECUTED AND RETURNED IN A TIMELY MANNER, WILL BE VOTED AS SPECIFIED ON THE REVERSE SIDE OF THIS PROXY CARD. IF NO DIRECTION IS SPECIFIED, THIS PROXY WILL BE VOTED "FOR" EACH OF THE DIRECTOR NOMINEES AND "FOR" PROPOSAL 2.

The undersigned hereby acknowledges receipt of the proxy statement relating to the foregoing matters.

PLEASE MARK, SIGN, DATE AND RETURN THIS PROXY CARD PROMPTLY USING THE ENCLOSED ENVELOPE, UNLESS VOTING BY TELEPHONE OR INTERNET.

Electronic Voting Instructions

Available 24 hours a day 7 days a week!

Instead of mailing your proxy card, you may choose one of the voting methods outlined below to vote your proxy.

VALIDATION DETAILS ARE LOCATED BELOW IN THE TITLE BAR.

Proxies submitted by the Internet or telephone must be received by 1:00 a.m., Eastern Time, on June 24, 2015.

Vote by Internet

[graphic
QR code
Omitted]

- Go to www.investorvote.com/INTT
- Or scan the QR code with your smartphone
- Follow the setups outlined on the secured website

Vote by telephone

- Call toll free 1-800-652-VOTE (8683) within the USA, US territories & Canada on a touch tone telephone
- Follow the instructions provided by the recorded message

Using a black ink pen, mark your votes with an X as shown in this example. Please do not write outside the designated areas. [X]

Annual Meeting Proxy Card

IF YOU HAVE NOT VOTED VIA THE INTERNET OR TELEPHONE, FOLD ALONG THE PERFORATION, DETACH AND RETURN THE BOTTOM

PORTION IN THE ENCLOSED ENVELOPE.

A. Proposals

The Board of Directors recommends a vote FOR each of the nominees and FOR Proposal 2:

1. Election of the Directors.

Nominees:	For	Withhold		For	Withhold		For	Withhold
01 Alyn R. Holt	[]	[]	02 Robert E. Matthiessen	[]	[]	03 Steven J. Abrams, Esq.	[]	[]
04 Joseph W. Dews IV	[]	[]	05 William Kraut	[]	[]			
						For	Against	Abstain
						[]	[]	[]

2. Ratification of the selection of McGladrey LLP as our independent registered public accounting firm for the year ending December 31, 2015.

B. Non-Voting Items

Change of Address -

Please print new address below.

Comments -

Please print your comments below.

C. Authorized Signatures - This section must be completed for your vote to be counted. - Date and Sign Below

Please sign exactly as the name(s) appear hereon. Joint owners should each sign. When signing as attorney, executor, administrator, corporate officer, trustee, guardian or custodian, please give full title.

Date (mm/dd/yyyy)-Please print date below.

Signature 1-Please keep signature within the box.

Signature 2-Please keep signature within the box.

/ /

LIGN="right">6,806 35,160

Operating net assets

Inventories

-2,470 -3,499 -3,668

Customer financing, current and non-current

1,832 -446 -641

Accounts receivable

-1,236 -1,742 -5,874

Other

-3,546 -6,889 -8,308

Cash flow from operating activities

2,406 -5,770 16,669

Investing activities

Product development

-358 -303 -1,174

Other investing activities

-18,106 -460 -4,170

Cash flow from investing activities

-18,464 -763 -5,344

Cash flow before financial investing activities

-16,058 -6,533 11,325

Short-term investments

-2,838 -2,844 6,375

Cash flow from investing activities

-21,302 -3,607 1,031

Cash flow before financing activities

-18,896 -9,377 17,700

Dividends paid

-6 0 -4,133

Sale/repurchase of own stock

7 4 117

Other financing activities

891 1,588 -2,070

Cash flow from financing activities

892 1,592 -6,086

Effect of exchange rate changes on cash

15 -79 -288

Net change in cash

-17,989 -7,864 11,326

Cash and cash equivalents, beginning of period

41,738 30,412 30,412

Cash and cash equivalents, end of period

23,749 22,548 41,738

CONSOLIDATED STATEMENT OF RECOGNIZED INCOME AND EXPENSE

	Jan-Mar 2006			Jan-Dec 2005			Jan-Mar 2005		
	Stock-holders equity	Minority interest	Total equity	Stock-holders equity	Minority interest	Total equity	Stock-holders equity	Minority interest	Total equity
SEK million									
Actuarial gains and losses related to post-employment benefits including payroll tax	157		157	-3,221		-3,221	-987		-987
<i>Revaluation of other investments in shares and participations</i>									
Fair value remeasurement taken to equity	1		1	-3		-3	1		1
Transferred to income statement at sale				-147		-147			
<i>Cash flow hedges:</i>									
Fair value remeasurement of derivatives taken to equity	556		556	-3,961		-3,961	-1,117		-1,117
Transferred to income statement for the period	193		193	1,404		1,404	-224		-224
Transferred to balance sheet for the period	99		99						
Changes in cumulative translation effects due to changes in foreign currency exchange rates	-14	-5	-19	4,118	147	4,265	1,163	52	1,215
Tax on items taken directly to or transferred from equity	-252		-252	1,523		1,523	627		627
Total transactions taken to equity	740	-5	735	-287	147	-140	-537	52	-485
Net income	4,575	30	4,605	24,315	145	24,460	4,617	27	4,644
Total income and expenses recognized for the period	5,315	25	5,340	24,028	292	24,320	4,080	79	4,159
Other changes in equity:									
Sale of own shares	7		7	117		117	3		3
Stock Purchase and Stock Option Plans	120		120	242		242	55		55
Dividends paid		-6	-6	-3,959	-174	-4,133			
Stock issue, net		15	15		17	17		7	7
Business combinations		59	59		-342	-342		-75	-75

ERICSSON

CONSOLIDATED INCOME STATEMENT - ISOLATED QUARTERS

SEK million	2006		2005		
	Q1	Q4	Q3	Q2	Q1
Net sales	39,176	45,665	36,245	38,444	31,467
Cost of sales	-22,219	-25,497	-19,862	-20,797	-16,213
Gross margin	16,957	20,168	16,383	17,647	15,254
Gross margin %	43.3%	44.2%	45.2%	45.9%	48.5%
Research and development and other technical expenses	-6,748	-6,378	-6,135	-6,267	-5,674
Selling and administrative expenses	-4,792	-5,332	-3,932	-3,895	-3,641
Operating expenses	-11,540	-11,710	-10,067	-10,162	-9,315
Other operating income	510	883	836	425	347
Share in earnings of JV and assoc. companies	697	1,013	673	393	316
Operating income	6,624	10,354	7,825	8,303	6,602
Operating margin %	16.9%	22.7%	21.6%	21.6%	21.0%
Financial income	522	362	697	881	713
Financial expenses	-467	-643	-490	-696	-573
Income after financial items	6,679	10,073	8,032	8,488	6,742
Taxes	-2,074	-1,435	-2,649	-2,693	-2,098
Net income	4,605	8,638	5,383	5,795	4,644
of which					
Net income attributable to stockholders of the parent company	4,575	8,541	5,314	5,843	4,617
Net income attributable to minority interest	30	97	69	-48	27
<u>Other information</u>					
Average number of shares, basic (million)	15,866	15,859	15,845	15,835	15,756
Earnings per share, basic (SEK) ¹⁾	0.29	0.54	0.34	0.37	0.29
Earnings per share, diluted (SEK) ¹⁾	0.29	0.54	0.33	0.37	0.29

¹⁾ Based on Net income attributable to stockholders of the parent company

Accounting policies

This interim report is prepared in accordance with IAS 34. The term IFRS used in this document refers to the application of IAS and IFRS as well as interpretations of these standards as issued by IASB's Standards Interpretation Committee (SIC) and International Financial Reporting Interpretations Committee (IFRIC). In this interim report we have adopted the following amendments and interpretations effective as from January 1, 2006. These amendments and interpretations have been endorsed by the EU, except for one amendment to IAS21. That amendment is commented below under IAS21.

IAS 19 Employee Benefits

As from January 1, 2006, Ericsson has adopted the new allowed alternative in IAS 19, Employee Benefits, on how to recognize actuarial gains and losses. The previous method to recognize actuarial gains and losses to the extent that they fell outside the 10 percent corridor was that they were amortized over the average remaining service time of plan participants. Instead, as from January 1, 2006, all actuarial gains and losses are recognized directly in equity, net of deferred tax, in the period they occur. Earlier reporting periods have been restated accordingly. The adoption of this new alternative has increased the provision for post-employment benefits with SEK 3.5 billion, accruals for social security with SEK 0.8 billion and has affected equity by SEK 3.1 billion net of tax as per January 1, 2006. The impact on reported equity as per January 1, 2005, is SEK 0,7 billion.

IAS 39 Financial instruments: Recognition and Measurement

Three amendments have been issued by the IASB, effective as from January 1, 2006, with earlier application encouraged.

The amendments relate to:

Cash Flow Hedges of Forecast Intra group Transactions that permits the foreign currency risk of a highly probable intra group forecast transaction to qualify as the hedged item in a cash flow hedge. Ericsson adopted his amendment 2005.

Fair Value Option that restricts the use of the option to designate any financial asset or any financial liability to be measured at fair value through profit and loss. The company carries loans and receivables, deposits and borrowing at amortized cost, except for specific issued bonds where the carrying value is adjusted as a result of the application of fair value hedge accounting. This amendment has therefore not had a any impact on the financial position or result for 2005 and is not expected to have any impact for 2006.

Financial guarantee contracts that requires financial guarantee contracts to be recognized, initially at fair value and subsequently at the higher of (i) the amount determined in accordance with IAS 37 Provisions, Contingent Liabilities and Contingent Assets and (ii) the amount initially recognized less any cumulative amortization. This amendment has not had a significant impact on the financial position or result.

IAS 21 The Effects of Changes in Foreign Exchange Rates

IAS 21 has been amended in relation to the accounting treatment of Net Investments in a Foreign Operation. A monetary item that forms part of a company investment in a foreign operation should not be dependent on the currency of the monetary item. Also, the accounting should not depend on which entity within the group that conducts a transaction with the foreign operation. It is only the second amendment that is endorsed by the EU as of March 31, 2006. These amendments have not had a significant impact on the financial position or result.

IFRIC 4 Determining whether an Arrangement contains a Lease

This interpretation has not had a significant impact on the financial position and result.

IFRIC 6 Liabilities arising from Participating in a Specific Market – Waste of Electric and Electronic Equipment

This amendment has not had a significant impact on the financial position or result.

Parent Company information

The Parent Company reports according to RR 32 – Reporting in separate financial statements . RR 32 requires the Parent Company to use similar accounting principles as for the Group, i.e. IFRS to the extent allowed by RR 32.

NET SALES BY SEGMENT BY QUARTER

SEK million

	2006		2005		
	Q1	Q4	Q3	Q2	Q1
Isolated quarters					
Systems	36,821	43,020	33,939	36,138	29,002
- Mobile networks	26,763	33,664	26,763	28,770	23,450
- Fixed networks	2,868	1,270	1,137	1,130	1,048
Total Network equipment	29,631	34,934	27,900	29,900	24,498
- Of which network rollout	5,119	5,451	3,579	3,595	2,748
Professional Services	7,190	8,086	6,039	6,238	4,504
Other Operations	2,694	3,012	2,502	2,670	2,712
Less: Intersegment sales	-339	-367	-196	-364	-247
Total	39,176	45,665	36,245	38,444	31,467

	2006		2005		
	Q1	Q4	Q3	Q2	Q1
Sequential change (%)					
Systems	-14%	27%	-6%	25%	-21%
- Mobile networks	-20%	26%	-7%	23%	-19%
- Fixed networks	126%	12%	1%	8%	-31%
Total Network equipment	-15%	25%	-7%	22%	-20%
- Of which network rollout	-6%	52%	0%	31%	-24%
Professional Services	-11%	34%	-3%	38%	-27%
Other Operations	-11%	20%	-6%	-2%	-18%
Less: Intersegment sales	-8%	87%	-46%	47%	-63%
Total	-14%	26%	-6%	22%	-20%

	2006		2005		
	Q1	Q4	Q3	Q2	Q1
Year over year change (%)					
Systems	27%	17%	15%	19%	11%
- Mobile networks	14%	16%	13%	19%	11%
- Fixed networks	174%	-16%	11%	0%	17%
Total Network equipment	21%	14%	13%	18%	11%
- Of which network rollout	86%	51%	35%	44%	25%
Professional Services	60%	31%	25%	25%	9%
Other Operations	-1%	-9%	-12%	-5%	11%
Less: Intersegment sales	37%	-46%	-68%	-38%	-43%
Total	24%	16%	14%	18%	12%

	2006		2005		
	0603	0512	0509	0506	0503
Year to Date					
Systems	36,821	142,099	99,079	65,140	29,002
- Mobile networks	26,763	112,647	78,983	52,220	23,450
- Fixed networks	2,868	4,585	3,315	2,178	1,048
Total Network equipment	29,631	117,232	82,298	54,398	24,498
- Of which network rollout	5,119	15,373	9,922	6,343	2,748
Professional Services	7,190	24,867	16,781	10,742	4,504
Other Operations	2,694	10,896	7,884	5,382	2,712
Less: Intersegment sales	-339	-1,174	-807	-611	-247

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Total	39,176	151,821	106,156	69,911	31,467
	2006		2005		
YTD year over year change (%)	0603	0512	0509	0506	0503
Systems	27%	16%	15%	15%	11%
- Mobile networks	14%	15%	14%	15%	11%
- Fixed networks	174%	0%	9%	8%	17%
Total Network equipment	21%	14%	14%	15%	11%
- Of which network rollout	86%	40%	35%	35%	25%
Professional Services	60%	24%	20%	18%	9%
Other Operations	-1%	-4%	-2%	2%	11%
Less: Intersegment sales	37%	-49%	-51%	-40%	-43%
Total	24%	15%	15%	15%	12%

OPERATING INCOME, OPERATING MARGIN AND EMPLOYEES**BY SEGMENT BY QUARTER**

SEK million

OPERATING INCOME AND MARGIN

Isolated quarters	2006		2005		
	Q1	Q4	Q3	Q2	Q1
Systems	6,033	9,391	7,122	8,155	6,217
Phones	665	933	653	371	300
Other Operations	54	212	119	-94	46
Unallocated ¹⁾	-128	-182	-69	-129	39
Total	6,624	10,354	7,825	8,303	6,602

As percentage of net sales	2006		2005		
	Q1	Q4	Q3	Q2	Q1
Systems	16%	22%	21%	23%	21%
Phones ²⁾					
Other Operations	2%	7%	5%	-4%	2%
Total	17%	23%	22%	22%	21%

Year to date	2006		2005		
	0603	0512	0509	0506	0503
Systems	6,033	30,885	21,494	14,372	6,217
Phones	665	2,257	1,324	671	300
Other Operations	54	283	71	-48	46
Unallocated ¹⁾	-128	-341	-159	-90	39
Total	6,624	33,084	22,730	14,905	6,602

As percentage of net sales	2006		2005		
	0603	0512	0509	0506	0503
Systems	16%	22%	22%	22%	21%
Phones ²⁾					
Other Operations	2%	3%	1%	-1%	2%
Total	17%	22%	21%	21%	21%

1) Unallocated consists mainly of costs for corporate staffs and non-operational capital gains and losses

2) Calculation not applicable

NUMBER OF EMPLOYEES

Year to date	2006		2005		
	0603	0512	0509	0506	0503
Systems	57,554	50,107	48,839	47,955	46,338

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Other Operations	5,699	5,948	5,748	5,683	5,587
Total	63,253	56,055	54,587	53,638	51,925
Of which Sweden	21 108	21 178	21 238	21 358	21 175
	2006		2005		
Change in percent	0603	0512	0509	0506	0503
Systems	24%	10%	9%	6%	2%
Other Operations	2%	18%	9%	2%	3%
Total	22%	11%	9%	6%	3%
Of which Sweden	0%	-1%	-3%	-5%	-7%

NET SALES BY MARKET AREA BY QUARTER

SEK million

Isolated quarters	2006		2005		
	Q1	Q4	Q3	Q2	Q1
Western Europe	11,247	12,522	9,555	9,902	9,961
Central and Eastern Europe, Middle East & Africa	10,466	12,458	9,404	10,376	8,672
North America	5,281	5,109	4,500	6,475	3,348
Latin America	3,652	5,980	5,115	4,429	3,551
Asia Pacific	8,530	9,595	7,671	7,262	5,935
Total	39,176	45,664	36,245	38,444	31,467
Of which Sweden	1,391	1,741	1,304	1,571	1,494
Of which EU	11,901	13,744	10,409	10,528	10,607
Sequential change (%)	2006		2005		
	Q1	Q4	Q3	Q2	Q1
Western Europe	-10%	31%	-4%	-1%	-24%
Central and Eastern Europe, Middle East & Africa	-16%	32%	-9%	20%	-14%
North America	3%	14%	-31%	93%	20%
Latin America	-39%	17%	15%	25%	-21%
Asia Pacific	-11%	25%	6%	22%	-34%
Total	-14%	26%	-6%	22%	-20%
Of which Sweden	-20%	34%	-17%	5%	-19%
Of which EU	-13%	32%	-1%	-1%	-24%
Year over year change (%)	2006		2005		
	Q1	Q4	Q3	Q2	Q1
Western Europe	13%	-4%	-2%	7%	26%
Central and Eastern Europe, Middle East & Africa	21%	24%	11%	31%	21%
North America	58%	82%	35%	31%	-24%
Latin America	3%	33%	40%	28%	24%
Asia Pacific	44%	7%	16%	3%	2%
Total	24%	16%	14%	18%	12%
Of which Sweden	-7%	-5%	-11%	2%	11%
Of which EU	12%	-2%	4%	4%	30%
Year to date	2006		2005		
	0603A	0512	0509	0506	0503
Western Europe	11,247	41,940	29,418	19,863	9,961
Central and Eastern Europe, Middle East & Africa	10,466	40,911	28,452	19,048	8,672
North America	5,281	19,432	14,323	9,823	3,348
Latin America	3,652	19,075	13,095	7,980	3,551
Asia Pacific	8,530	30,463	20,868	13,197	5,935
Total	39,176	151,821	106,156	69,911	31,467
Of which Sweden	1,391	6,110	4,369	3,065	1,494
Of which EU	11,901	45,288	31,544	21,135	10,607

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YTD year over year change (%)	2006		2005		
	0603A	0512	0509	0506	0503
Western Europe	13%	5%	9%	16%	26%
Central and Eastern Europe, Middle East & Africa	21%	22%	21%	27%	22%
North America	58%	26%	13%	5%	-24%
Latin America	3%	32%	31%	26%	24%
Asia Pacific	44%	7%	7%	2%	1%
Total	24%	15%	15%	15%	12%
Of which Sweden	-7%	-1%	1%	6%	11%
Of which EU	12%	7%	11%	15%	30%

EXTERNAL NET SALES BY MARKET AREA BY SEGMENT

SEK million

Jan - Mar 2006	Systems	Share of Systems	Other	Share of Other	Total	Share of Total
Western Europe	9 692	26%	1 555	65%	11 247	29%
Central and Eastern Europe, Middle East & Africa	10 121	28%	345	14%	10 466	27%
North America	5 092	14%	189	8%	5 281	13%
Latin America	3 593	10%	59	2%	3 652	9%
Asia Pacific	8 267	22%	263	11%	8 530	22%
Total	36 765	100%	2 411	100%	39 176	100%

Share of Total	94%		6%		100%	
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Jan - Mar 2005	Systems	Share of Systems	Other	Share of Other	Total	Share Total
Western Europe	8 482	29%	1 479	60%	9 961	32%
Central and Eastern Europe, Middle East & Africa	8 295	29%	377	15%	8 672	27%
North America	3 225	11%	123	5%	3 348	11%
Latin America	3 503	12%	48	2%	3 551	11%
Asia Pacific	5 488	19%	447	18%	5 935	19%
Total	28 993	100%	2 474	100%	31 467	100%

Share of Total	92%	8%	100%
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Change	Systems	Other	Total
Western Europe	14%	5%	13%
Central and Eastern Europe, Middle East & Africa	22%	-8%	21%
North America	58%	54%	58%
Latin America	3%	23%	3%
Asia Pacific	51%	-41%	44%
Total	27%	-3%	24%

TOP 10 MARKETS IN SALES

Jan-Mar 2006

	YTD
	Share of
Sales	total sales
UNITED STATES	12%
ITALY	7%
UNITED KINGDOM	6%
AUSTRALIA	6%
SPAIN	5%
BRAZIL	4%
CHINA	4%
INDIA	4%
SWEDEN	4%
NIGERIA	3%

CUSTOMER FINANCING RISK EXPOSURE

	Mar 31	Dec 31	Sep 30	Jun 30	Mar 31
SEK billion	2006	2005	2005	2005	2005
On-balance sheet credits	4.6	7	6.5	6.5	6.9
Off-balance sheet credits	0.1	0.1	0.1	0.1	0.1
Total credits	4.7	7.1	6.6	6.6	7.0
Accrued interest	0.1	0.1	0.1	0.1	0.1
Less third-party risk coverage	-0.2	-0.2	-0.5	-0.1	-0.3
Ericsson's risk exposure	4.6	7.0	6.2	6.6	6.8
On-balance sheet credits, net book value	3.2	4.9	4.5	4.4	4.2
Credit commitments for customer financing	5.5	3.6	2.6	2.8	2.3

TRANSACTIONS WITH SONY ERICSSON MOBILE COMMUNICATIONS

	Jan - March	Jan - Dec
SEK million	2006	2005
Sales to Sony Ericsson	38	389
Royalty from Sony Ericsson	922	100
Purchases from Sony Ericsson	63	284
Receivables from Sony Ericsson	38	140
Liabilities to Sony Ericsson	27	192
Dividends	1,158	33

ERICSSON

OTHER INFORMATION

SEK million	Jan - Mar 2006	Jan - Mar 2005	Jan - Dec 2005
Number of shares and earnings per share			
Number of shares, end of period (million)	16,132	16,132	16,132
Number of treasury shares, end of period (million)	264	298	268
Number of shares outstanding, basic, end of period (million)	15,868	15,834	15,864
Numbers of shares outstanding, diluted, end of period (million)	15,935	15,906	15,927
Average number of treasury shares (million)	267	299	289
Average number of shares outstanding, basic (million)	15,866	15,756	15,843
Average number of shares outstanding, diluted (million) ¹⁾	15,932	15,827	15,907
Earnings per share, basic (SEK)	0.29	0.29	1.53
Earnings per share, diluted (SEK) ¹⁾	0.29	0.29	1.53
Ratios ²⁾			
Equity ratio, percent	50.2%	45.6%	49.0%
Capital turnover (times)	1.1	1.1	1.2
Accounts receivable turnover (times)	3.6	3.8	4.1
Inventory turnover (times)	4.2	4.0	5.0
Return on equity, percent	17.5%	22.2%	26.7%
Return on capital employed, percent	20.9%	25.2%	28.7%
Days Sales Outstanding	101	97	81
Payment readiness, end of period	62,299	75,011	78,647
Payment readiness, as percentage of sales	39.8%	59.6%	51.8%
Exchange rates used in the consolidation			
SEK / EUR - average rate	9.38	9.07	9.28
- closing rate	9.42	9.15	9.42
SEK / USD - average rate	7.82	6.87	7.45
- closing rate	7.79	7.06	7.93
Other			
Additions to property, plant and equipment	699	495	3,365
- Of which in Sweden	270	212	965
Additions to capitalized development expenses	358	303	1174
Capitalization of development expenses, net	-318	-534	-1,930
Amortization of development expenses	676	838	3,104
Depreciation of property, plant and equipment and amortization of other intangible assets	1321	653	2,598
Total depreciation and amortization	1,997	1,491	5,702
Export sales from Sweden	24,298	22,609	93,879

¹⁾ Potential ordinary shares are not considered when their conversion to ordinary shares would increase earnings per share

²⁾ Ratios restated in accordance with new option in IAS 19

Acquisition of assets from Marconi

As per January 1, 2006, Ericsson acquired assets of Marconi telecommunication operations. Closing took place on January 23, 2006, except for a few smaller parts of the operations. The main part of the acquisition from Marconi was assets, but Ericsson also acquired shares in some entities. The acquisition of subsidiaries has been accounted for using the purchase method of accounting, as defined in IFRS 3 Business Combinations. As prescribed under this method, Ericsson has allocated the total purchase price, both for acquired assets and companies, to assets acquired and liabilities assumed based on their fair values. The fair values have been determined by applying generally accepted principles and procedures. The planned amortization period for intangible assets is 10 years.

The operating income of operations acquired from Marconi, amounted to SEK -0.6 SEK billion for the first quarter of 2006, including SEK -0.4 b. for amortization of intangible assets. This has been included in the consolidated financial statements for the period January 1 - March 31, 2006.

Allocation of purchase consideration

	GBP m.	SEK b.
Intangible assets		
Intellectual property rights	850	11.6
Brands	200	2.9
Customer relationships	50	0.7
Goodwill	0	0.0
Subtotal	1,100	15.2
Other assets and liabilities		
Inventory	143	2.0
Property, plant and equipment	91	1.3
Pensions	-58	-0.8
Other	129	1.7
Subtotal	305	4.2
Total purchase consideration	1,405	19.4

The determination of purchase consideration allocation and fair values of assets acquired and liabilities assumed is based on preliminary appraisal; therefore, these values may be subject to minor adjustments.

Cash flow effects

Total cash purchase consideration	1,405	19.4
Less acquired cash and cash equivalents	-128	-1.8
Net cash outflow from the acquisition	1,277	17.6

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

TELEFONAKTIEBOLAGET LM ERICSSON (PUBL)

By: /S/ CARL OLOF BLOMQVIST
Carl Olof Blomqvist
Senior Vice President and
General counsel

By: /S/ HENRY STÉNSON
Henry Sténson
Senior Vice President
Corporate Communications

Date: April 21, 2006