

Industry Price Environment Remains Positive

Price Analysis

The Price Index for July is 3.143 and will be 3.180 six months from now. Remember, an index above 3.000 means industry personnel believe prices will increase.

Industry personnel were asked, "In your opinion, what happened to connector prices in the past six months, and what will happen during the next six months?" The results of the July survey are shown in the following table:

Change in Connector Prices

Price Change	Last 6 Months	Next 6 Months
Increase a lot	2.0%	0.0%
Increase a little	30.6%	36.0%
Stay the same	49.1%	48.0%
Decrease a little	16.3%	14.0%
Decrease a lot	2.0%	2.0%
Total	100.0%	100.0%
Jul	3.143	3.180
Jun	3.071	3.143
May	3.102	3.250
Apr	3.189	3.231
Mar	3.095	3.071
Feb	2.915	2.936
Jan 2014	3.000	3.038

A price index above 3.000 means industry personnel believe prices have, or will increase. Methodology: Increase A Lot = 5; Increase A Little = 4; Stay the Same = 3; Decline A Little = 2; Decline A Lot = 1

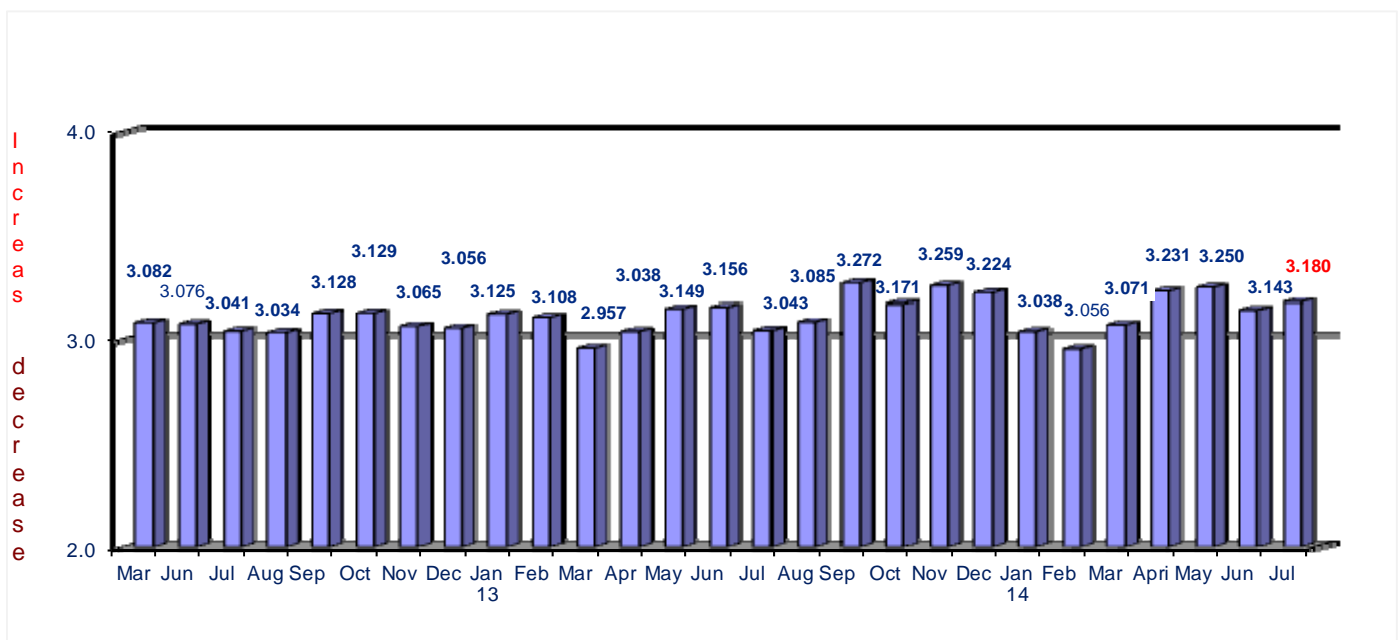
The following table displays the distribution of responses on the question of prices.

Distribution of Responses

Prices	Last 6 Months	Next 6 Months
Decline 1-2%	6.0%	10.0%
Decline 3-4%	14.0%	12.0%
Decline 5-6%	0.0%	0.0%
Decline 7-8%	0.0%	0.0%
Decline 9-10	0.0%	0.0%
Decline >10%	2.0%	0.0%
Stay The Same	46.0%	46.0%
Increase 1-2%	18.0%	20.0%
Increase 3-4%	10.0%	10.0%
Increase 5-6%	2.0%	2.0%
Increase 7-8%	0.0%	0.0%
Increase 9-10%	2.0%	0.0%
Increase >10%	0.0%	0.0%
Total	100.0%	100.0%

The following graph provides a history of the price index since March, 2012. We have now been in a firm price environment since 2010.

Connector Price Index Prices 6 Months from Now



Lead Times

Industry personnel were asked, "In your opinion, is lead time increasing, staying the same, or decreasing now and in 6 months from now?"

The following table provides the survey results, including distribution of responses:

Order Lead Times on Connectors

Lead Time	Now	In 6 Months
Increase	12.2%	14.3%
Stay the Same	71.5%	71.4%
Decrease	16.3%	14.3%
Total	100.0%	100.0%
1 Week	2.0%	0.0%
2 Weeks	8.0%	14.0%
3 Weeks	14.0%	10.0%
4 Weeks	18.0%	14.0%
5 Weeks	8.0%	10.0%
6 Weeks	32.0%	30.0%
7 Weeks	0.0%	2.0%
8 Weeks	10.0%	10.0%
9 Weeks	0.0%	2.0%
10-12 Weeks	4.0%	4.0%
13-16 Weeks	4.0%	4.0%
>16 Weeks	0.0%	0.0%
Total	100.0%	100.0%
Average in Weeks - Jul	5.1	5.6
Average in Weeks - Jun	6.1	6.6
Average in Weeks - May	5.9	6.0
Average in Weeks - Apr	6.1	5.8
Average in Weeks - Mar	5.1	5.4
Average in Weeks - Feb	6.2	6.4
Average in Weeks - Jan 14	5.5	5.8
Average in Weeks - Dec	4.9	5.0

Lead times are 5.1 weeks now and forecast to be at 5.6 in six months.