

Connector Prices Continue to Remain Stable

Price Analysis

The Price Index for March is 3.065, and will be about the same at 2.957 six months from now. Remember, an index above 3.000 means industry personnel believe prices will increase. This is the first time in a couple of years the industry believes that prices will trend down in six months.

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 March survey are shown in the following table:

Price Change	Last 6 Months	Next 6 Months
Increase a lot	0.0%	0.0%
Increase a little	30.5%	17.4%
Stay the same	50.0%	65.3%
Decline a little	15.2%	13.0%
Decline a lot	4.3%	4.3%
Total	100.0%	100.0%
Mar	3.065	2.957
Feb	3.107	3.108
Jan 2013	3.041	3.125
Dec	2.852	3.056
Nov	2.968	3.065
Oct	3.141	3.129
Sept 2012	3.188	3.128

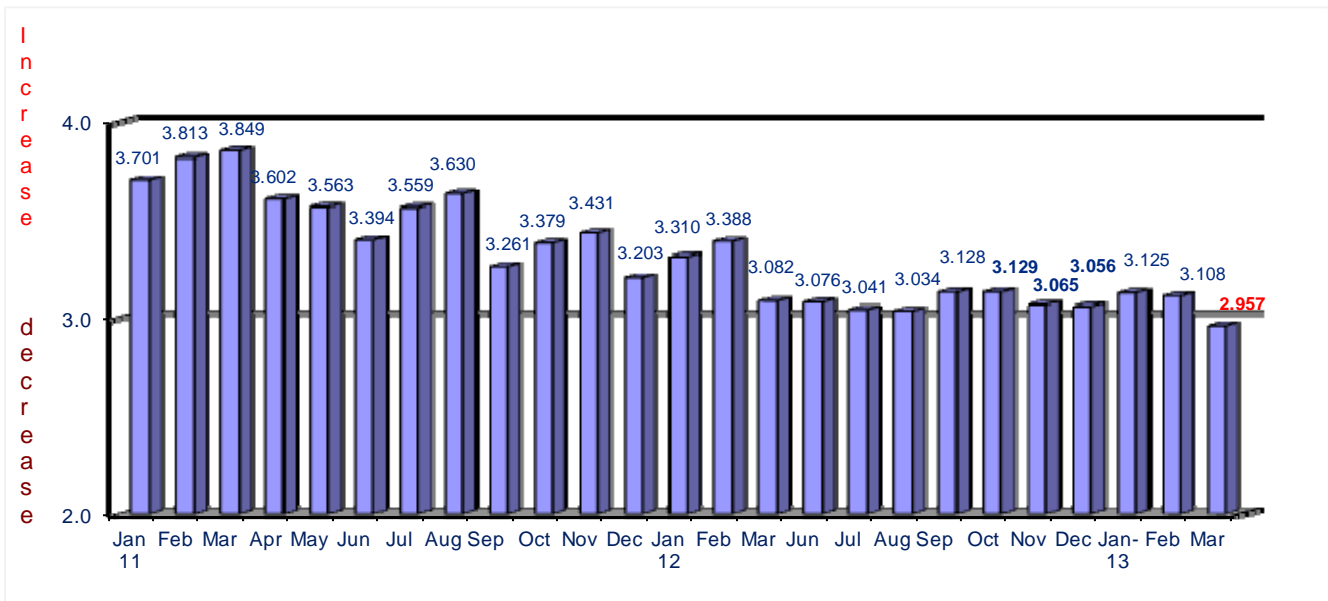
A price index above 3.000 means industry personnel believe prices have, or will increase. Methodology: Increase A Lot = 5; Increase A Little = 4; Stay the Same = 3; Decline A Little = 2; Decline A Lot = 1

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

Prices	Last 6 Months	Next 6 Months
Decline 1-2%	4.4%	0.0%
Decline 3-4%	13.0%	17.4%
Decline 5-6%	2.2%	2.2%
Decline 7-8%	2.2%	2.2%
Decline 9-10	0.0%	0.0%
Decline >10%	0.0%	0.0%
Stay The Same	47.8%	60.8%
Increase 1-2%	13.0%	4.3%
Increase 3-4%	13.0%	10.9%
Increase 5-6%	4.4%	2.2%
Increase 7-8%	0.0%	0.0%
Increase 9-10%	0.0%	0.0%
Increase >10%	1.3%	0.0%
Total	100.0%	100.0%

The following graph provides a history of the price index since January, 2011.

**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:

Lead Time	Now	In 6 Months
Increase	15.6%	9.3%
Stay the Same	77.7%	79.1%
Decrease	6.7%	11.6%
Total	100.0%	100.0%
1 Week	0.0%	2.2%
2 Weeks	6.7%	6.5%
3 Weeks	8.9%	8.7%
4 Weeks	13.3%	10.9%
5 Weeks	8.9%	10.9%
6 Weeks	31.2%	28.2%
7 Weeks	4.4%	0.0%
8 Weeks	13.3%	19.5%
9 Weeks	0.0%	0.0%
10-12 Weeks	11.1%	8.7%
13-16 Weeks	0.0%	2.2%
>16 Weeks	2.2%	2.2%
Total	100.0%	100.0%

Average in Weeks - Mar	6.2	6.3
Average in Weeks - Feb	5.9	6.1
Average in Weeks - Jan -2013	5.7	5.9
Average in Weeks - Dec	5.3	5.2
Average in Weeks - Nov	5.2	5.2
Average in Weeks - Oct	5.8	5.5
Average in Weeks - Sept	5.5	5.4
Average in Weeks - Aug	5.2	5.1
Average in Weeks - Jul-12	5.5	5.4

Lead times are 6.2 weeks now and forecast to be at 6.3 in six months.