

Connector Industry Remains In Stable Price Environment

Price Analysis

The Price Index for May is 2.926, and will be 3.149 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 May survey are shown in the following table:

Price Change	Last 6 Months	Next 6 Months
Increase a lot	1.5%	0.0%
Increase a little	20.6%	32.8%
Stay the same	51.4%	49.3%
Decline a little	22.1%	17.9%
Decline a lot	4.4%	0.0%
Total	100.0%	100.0%
May	2.926	3.149
Apr	3.077	3.038
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

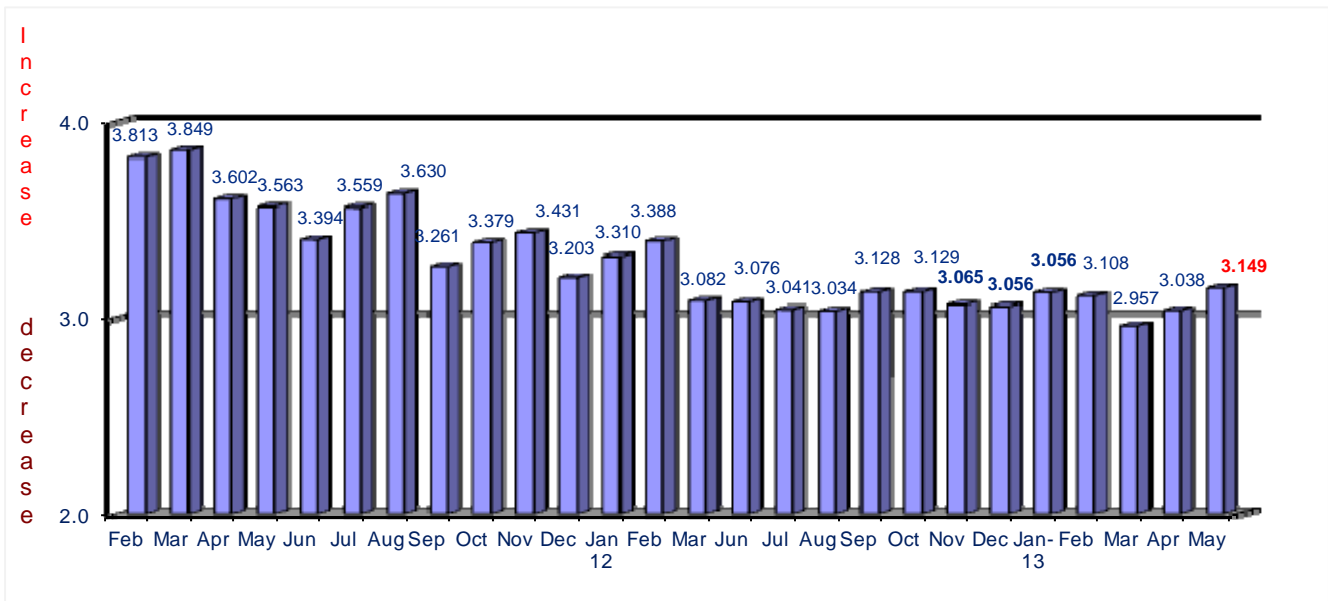
A price index above 3.000 means industry personnel believe prices have, or will increase. Methodology: Increase A Lot = 5; Increase A Little = 4; Stay the Same = 3; Decline A Little = 2; Decline A Lot = 1

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

Prices	Last 6 Months	Next 6 Months
Decline 1-2%	8.8%	11.8%
Decline 3-4%	14.7%	8.8%
Decline 5-6%	2.9%	2.9%
Decline 7-8%	2.9%	0.0%
Decline 9-10	0.0%	0.0%
Decline >10%	0.0%	0.0%
Stay The Same	47.1%	48.6%
Increase 1-2%	5.9%	10.3%
Increase 3-4%	7.4%	14.7%
Increase 5-6%	8.8%	2.9%
Increase 7-8%	0.0%	0.0%
Increase 9-10%	1.5%	0.0%
Increase >10%	0.0%	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	17.9%	10.9%
Stay the Same	67.2%	75.0%
Decrease	14.9%	14.1%
Total	100.0%	100.0%
1 Week	3.0%	0.0%
2 Weeks	9.0%	9.0%
3 Weeks	11.9%	14.9%
4 Weeks	29.8%	28.3%
5 Weeks	3.0%	6.0%
6 Weeks	20.9%	20.8%
7 Weeks	3.0%	1.5%
8 Weeks	10.4%	9.0%
9 Weeks	1.5%	1.5%
10-12 Weeks	7.5%	7.5%
13-16 Weeks	0.0%	1.5%
>16 Weeks	0.0%	0.0%
Total	100.0%	100.0%

Average in Weeks - May	5.2	5.3
Average in Weeks - Apr	5.5	5.8
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 5.2 weeks now and forecast to be at 5.3 in six months.