

Soft Business Environment But Connector Prices Stable

Price Analysis

The Price Index for June is 3.085, and will be 3.121 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 June survey are shown in the following table:

Price Change	Last 6 Months	Next 6 Months
Increase a lot	3.4%	1.7%
Increase a little	25.4%	29.3%
Stay the same	47.5%	48.3%
Decline a little	23.7%	20.7%
Decline a lot	0.0%	0.0%
Total	100.0%	100.0%
Jun	3.085	3.121
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 2012	2.968	3.065

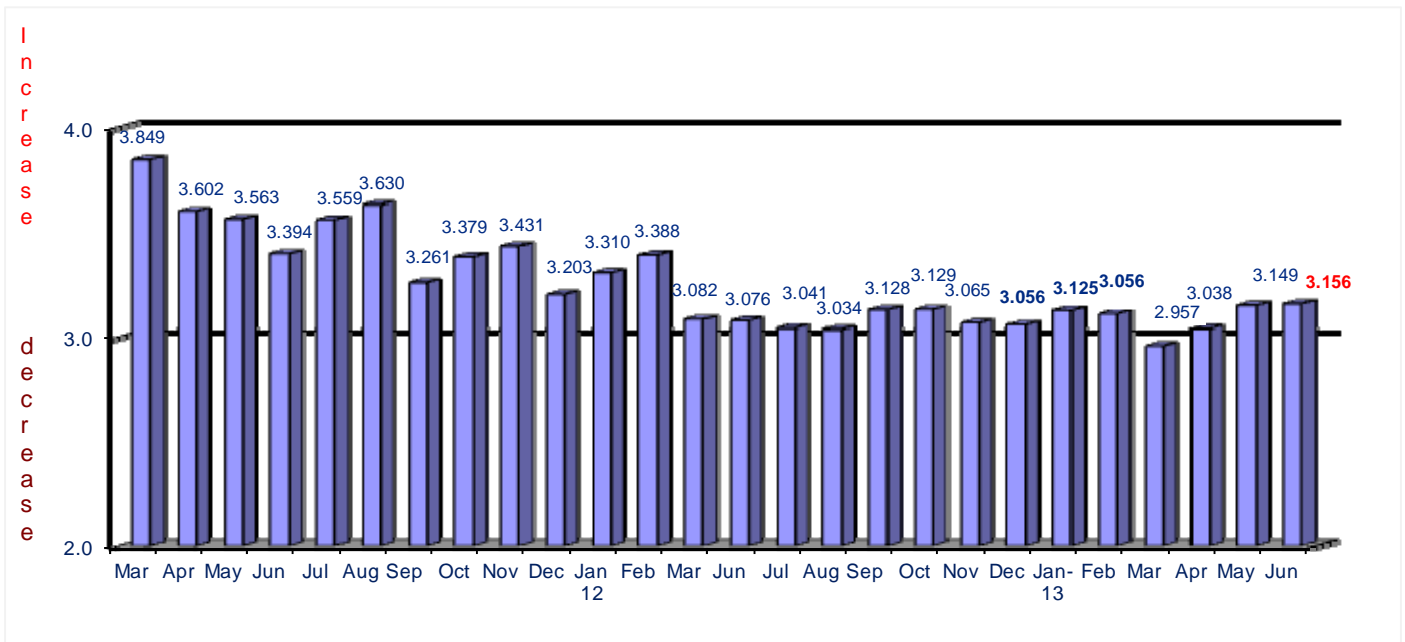
A price index above 3.000 means industry personnel believe prices have, or will increase. Methodology: Increase A Lot = 5; Increase A Little = 4; Stay the Same = 3; Decline A Little = 2; Decline A Lot = 1

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

Prices	Last 6 Months	Next 6 Months
Decline 1-2%	3.4%	8.5%
Decline 3-4%	13.6%	10.2%
Decline 5-6%	5.1%	3.3%
Decline 7-8%	0.0%	0.0%
Decline 9-10	0.0%	0.0%
Decline >10%	0.0%	0.0%
Stay The Same	49.2%	49.2%
Increase 1-2%	11.9%	13.6%
Increase 3-4%	10.2%	10.2%
Increase 5-6%	3.4%	3.3%
Increase 7-8%	1.6%	0.0%
Increase 9-10%	0.0%	1.7%
Increase >10%	1.6%	0.0%
Total	100.0%	100.0%

The following graph provides a history of the price index since March, 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	20.7%	14.0%
Stay the Same	67.2%	73.7%
Decrease	12.1%	12.3%
Total	100.0%	100.0%
1 Week	3.4%	1.7%
2 Weeks	11.9%	13.5%
3 Weeks	15.3%	11.9%
4 Weeks	11.9%	13.5%
5 Weeks	8.5%	6.8%
6 Weeks	25.4%	23.7%
7 Weeks	0.0%	3.4%
8 Weeks	3.4%	8.5%
9 Weeks	3.4%	1.7%
10-12 Weeks	13.6%	10.2%
13-16 Weeks	1.6%	5.1%
>16 Weeks	1.6%	0.0%
Total	100.0%	100.0%

Average in Weeks - Jun	5.7	5.9
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 - 2012	5.2	5.2

Lead times are 5.7 weeks now and forecast to be at 5.9 in six months.