

Connector Prices Have Declined Modestly According to Industry Personnel

Price Analysis

The Price Index for December is 2.852, and will be 3.056 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 December 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	18.5%	31.5%
Stay the same	55.6%	44.4%
Decline a little	18.5%	22.2%
Decline a lot	7.4%	1.9%
Total	100.0%	100.0%
Dec	2.852	3.056
Nov	2.968	3.065
Oct	3.141	3.129
Sept	3.188	3.128
Aug	3.167	3.034
Jul 12	3.135	3.041

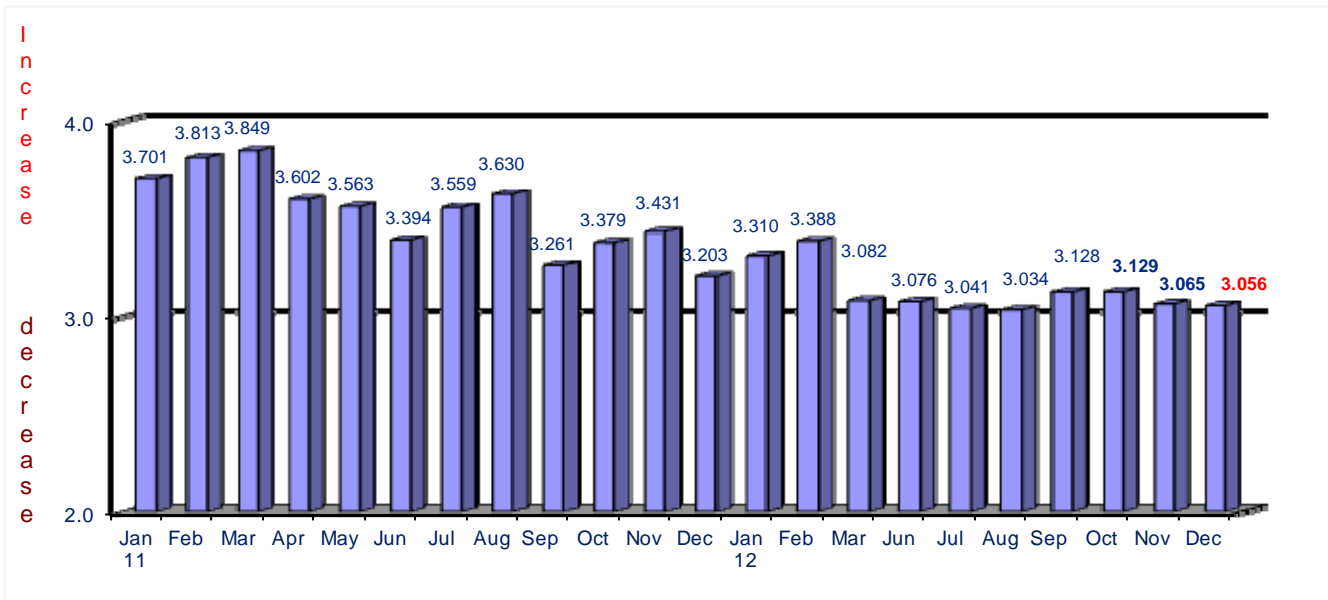
A price index above 3.000 means industry personnel believe prices have, or will increase. Methodology: Increase A Lot = 5; Increase A Little = 4; Stay the Same = 3; Decline A Little = 2; Decline A Lot = 1

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

Prices	Last 6 Months	Next 6 Months
Decline 1-2%	7.4%	14.5%
Decline 3-4%	13.0%	9.1%
Decline 5-6%	5.6%	7.3%
Decline 7-8%	3.7%	3.6%
Decline 9-10	1.9%	0.0%
Decline >10%	0.0%	0.0%
Stay The Same	48.0%	41.9%
Increase 1-2%	11.1%	12.7%
Increase 3-4%	7.4%	7.3%
Increase 5-6%	1.9%	3.6%
Increase 7-8%	0.0%	0.0%
Increase 9-10%	0.0%	0.0%
Increase >10%	0.0%	0.0%
Total	100.0%	100.0%

The following graph provides a history of the price index since 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	3.7%	7.7%
Stay the Same	83.3%	80.8%
Decrease	13.0%	11.5%
Total	100.0%	100.0%
1 Week	1.9%	1.9%
2 Weeks	11.1%	14.7%
3 Weeks	16.6%	13.0%
4 Weeks	20.3%	22.2%
5 Weeks	7.4%	7.4%
6 Weeks	20.3%	18.4%
7 Weeks	5.6%	5.6%
8 Weeks	9.3%	9.3%
9 Weeks	0.0%	0.0%
10-12 Weeks	3.7%	3.7%
13-16 Weeks	1.9%	1.9%
>16 Weeks	1.9%	1.9%
Total	100.0%	100.0%

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 5.3 weeks now and forecast to be about the same at 5.2 in six months.