

## Industry Remains in a Very Positive Price Environment

### Price Analysis

The Price Index for October is 3.095 and will be 3.171 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 October survey are shown in the following table:

Price Change	Last 6 Months	Next 6 Months
Increase a lot	2.4%	0.0%
Increase a little	28.5%	36.6%
Stay the same	50.0%	43.9%
Decline a little	14.3%	19.5%
Decline a lot	4.8%	0.0%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

<b>Oct</b>	<b>3.095</b>	<b>3.171</b>
Sep	3.247	3.272
Aug	3.086	3.085
Jul	2.971	3.043
Jun	3.085	3.121
May	2.926	3.149
Apr 2013	3.077	3.038

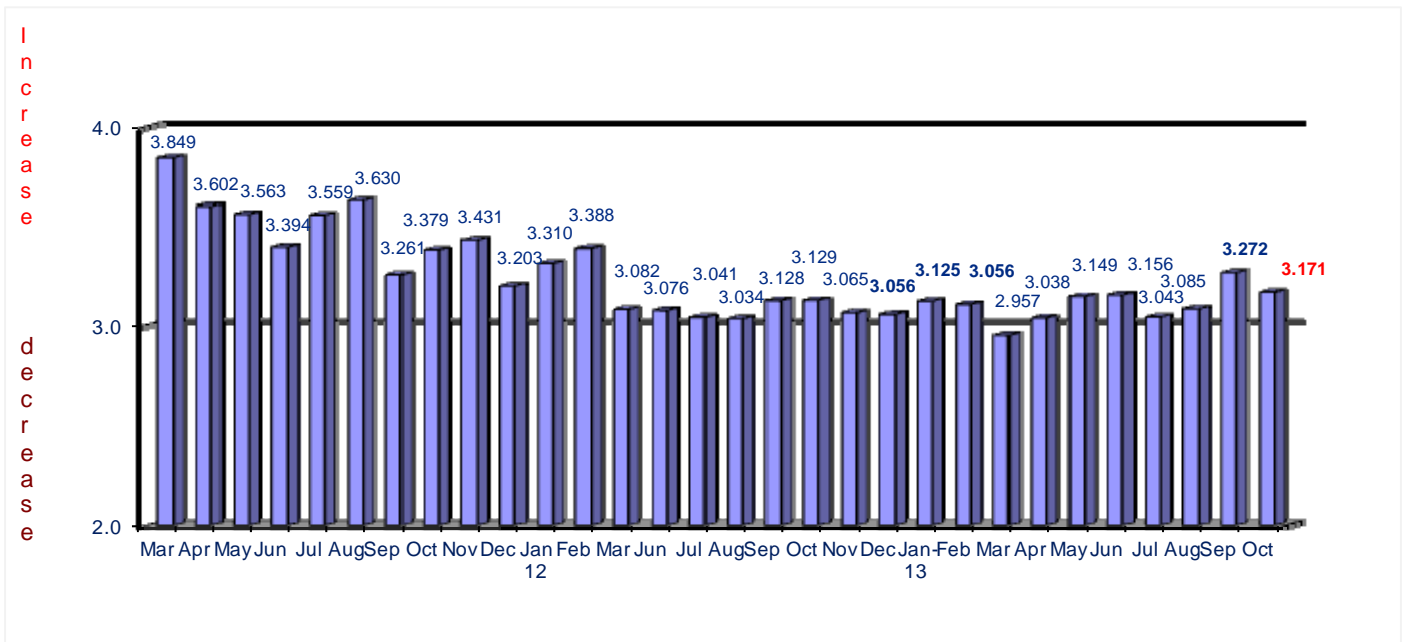
A price index above 3.000 means industry personnel believe prices have, or will increase. Methodology: Increase A Lot = 5; Increase A Little = 4; Stay the Same = 3; Decline A Little = 2; Decline A Lot = 1

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

Prices	Last 6 Months	Next 6 Months
Decline 1-2%	2.4%	7.1%
Decline 3-4%	9.5%	7.1%
Decline 5-6%	7.1%	4.8%
Decline 7-8%	0.0%	0.0%
Decline 9-10	2.4%	2.4%
Decline >10%	2.4%	0.0%
<b>Stay The Same</b>	<b>47.5%</b>	<b>40.5%</b>
Increase 1-2%	4.8%	14.3%
Increase 3-4%	14.3%	11.9%
Increase 5-6%	4.8%	9.5%
Increase 7-8%	0.0%	2.4%
Increase 9-10%	2.4%	0.0%
Increase >10%	2.4%	0.0%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

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	20.0%	14.3%
Stay the Same	62.5%	78.6%
Decrease	17.5%	7.1%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>
1 Week	2.4%	0.0%
2 Weeks	14.6%	15.0%
3 Weeks	9.8%	10.0%
4 Weeks	9.8%	20.0%
5 Weeks	7.3%	2.5%
6 Weeks	29.3%	27.5%
7 Weeks	0.0%	0.0%
8 Weeks	19.5%	20.0%
9 Weeks	0.0%	0.0%
10-12 Weeks	7.3%	2.5%
13-16 Weeks	0.0%	2.5%
>16 Weeks	0.0%	0.0%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

<b>Average in Weeks - Oct</b>	<b>5.5</b>	<b>5.4</b>
Average in Weeks - Sep	5.5	5.5
Average in Weeks - Aug	6.1	5.9
Average in Weeks - Jul	5.3	5.4
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

Lead times are 5.5 weeks now and forecast to be about the same at 5.4 in six months.