

**Strong Demand
High Confidence
Trend Up**

Price Analysis

The Price Index for January is 3.436 and will be 3.447 six months from now.

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 January survey are shown in the following table:

Change in Connector Prices

Price Change	Last 6 Months	Next 6 Months
<i>Change in Connector Prices</i>		
Increase a lot	2.6%	2.6%
Increase a little	51.2%	52.6%
Stay the same	35.9%	31.6%
Decrease a little	7.7%	13.2%
Decrease a lot	2.6%	0.0%
Total	100.0%	100.0%

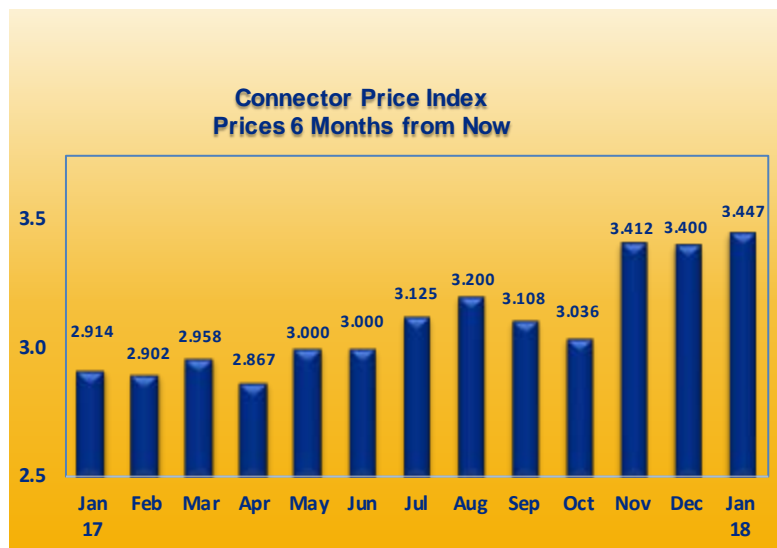
Jan 18	3.436	3.447
Dec	3.111	3.400
Nov	2.971	3.412
Oct	2.704	3.036
Sep	2.838	3.108
Aug	3.000	3.200

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.

Distribution of Responses

Prices	Last 6 Months	Next 6 Months
Decrease 1-2%	2.6%	7.7%
Decrease 3-4%	7.9%	10.3%
Decrease 5-6%	2.6%	5.0%
Decrease 7-8%	0.0%	0.0%
Decrease 9-10%	5.3%	0.0%
Decrease >10%	0.0%	0.0%
Stay The Same	34.2%	33.3%
Increase 1-2%	18.4%	25.6%
Increase 3-4%	21.1%	10.3%
Increase 5-6%	7.9%	2.6%
Increase 7-8%	0.0%	2.6%
Increase 9-10%	0.0%	2.6%
Increase >10%	0.0%	0.0%
Total	100.0%	100.0%



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:

Order Lead Times on Connectors

Lead Time	Now	In 6 Months
Increase	52.8%	31.6%
Stay the Same	47.2%	63.2%
Decrease	0.0%	5.2%
Total	100.0%	100.0%
1 Week	0.0%	0.0%
2 Weeks	10.3%	7.7%
3 Weeks	2.6%	5.1%
4 Weeks	7.7%	7.7%
5 Weeks	5.1%	5.1%
6 Weeks	25.6%	25.6%
7 Weeks	7.7%	10.3%
8 Weeks	25.6%	18.0%
9 Weeks	2.6%	5.1%
10-12 Weeks	12.8%	12.8%
13-16 Weeks	0.0%	2.6%
>16 Weeks	0.0%	0.0%
Total	100.0%	100.0%
Average in Weeks - Jan 18	6.6	6.8
Average in Weeks - Dec	6.1	6.1
Average in Weeks - Nov	5.9	6.1
Average in Weeks - Oct	6.2	6.5
Average in Weeks - Sep	7.0	7.4
Average in Weeks - Aug	6.0	6.5

Lead times are up at 6.6 weeks now and forecast to be the same at 6.8 in six months.