

**We Remain in an
Unprecedented Period of Stable
To Rising Prices**

Price Analysis

The Price Index for March is 3.444 and will be the 3.222 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 March 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	3.7%	0.0%
Increase a little	51.9%	37.0%
Stay the same	37.0%	51.9%
Decrease a little	3.7%	7.4%
Decrease a lot	3.7%	3.7%
Total	100.0%	100.0%

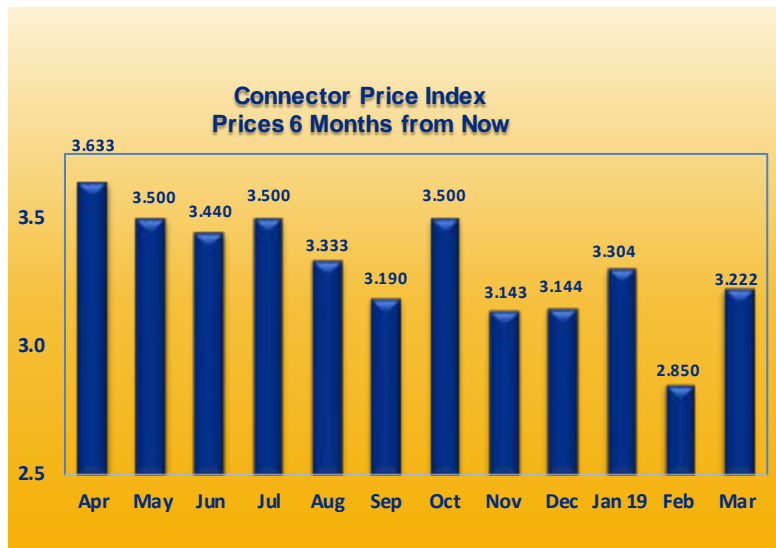
Mar	3.444	3.222
Feb	3.250	2.850
Jan	3.434	3.304
Dec	3.334	3.144

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%	0.0%	11.1%
Decrease 3-4%	3.7%	7.4%
Decrease 5-6%	0.0%	3.7%
Decrease 7-8%	0.0%	0.0%
Decrease 9-10	0.0%	0.0%
Decrease >10%	0.0%	0.0%
Stay The Same	37.1%	51.9%
Increase 1-2%	18.5%	11.1%
Increase 3-4%	22.2%	7.4%
Increase 5-6%	0.0%	3.7%
Increase 7-8%	3.7%	3.7%
Increase 9-10%	0.0%	0.0%
Increase >10%	5.0%	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	11.1%	0.0%
Stay the Same	66.7%	63.0%
Decrease	22.2%	37.0%
Total	100.0%	100.0%
1 Week	3.7%	0.0%
2 Weeks	0.0%	11.1%
3 Weeks	7.4%	0.0%
4 Weeks	22.2%	29.6%
5 Weeks	3.7%	0.0%
6 Weeks	29.7%	29.6%
7 Weeks	3.7%	7.5%
8 Weeks	14.8%	11.1%
9 Weeks	0.0%	3.7%
10-12 Weeks	7.4%	3.7%
13-16 Weeks	3.7%	3.7%
>16 Weeks	3.7%	0.0%
Total	100.0%	100.0%

Average in Weeks - Mar	6.5	5.9
Average in Weeks - Feb	6.6	5.7
Average in Weeks - Jan	5.4	5.0
Average in Weeks - Dec	6.5	6.9

Lead times are up at 6.5 weeks now and forecast to be at 5.9 in six months.