

**Prices Remain Stable
Little or No Price Erosion**

Price Analysis

The Price Index for August is 3.125 and will be the 3.208 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 August 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	8.3%	0.0%
Increase a little	25.0%	37.5%
Stay the same	45.9%	45.8%
Decrease a little	12.5%	16.7%
Decrease a lot	8.3%	0.0%
Total	100.0%	100.0%

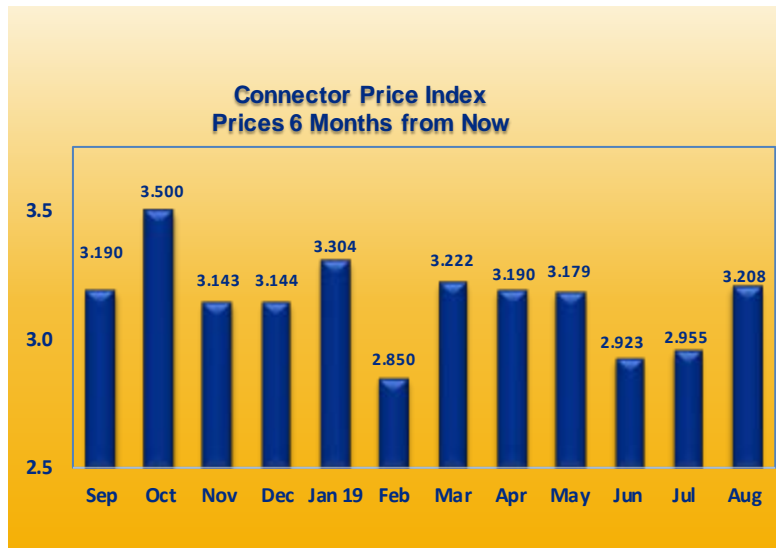
Aug	3.125	3.208
Jul	3.043	2.955
Jun	3.346	2.923
May	3.483	3.179
Apr	3.381	3.190

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%	8.3%	4.2%
Decrease 3-4%	8.3%	12.5%
Decrease 5-6%	8.3%	4.2%
Decrease 7-8%	0.0%	0.0%
Decrease 9-10%	0.0%	0.0%
Decrease >10%	0.0%	0.0%
Stay The Same	45.9%	45.8%
Increase 1-2%	8.3%	16.6%
Increase 3-4%	12.5%	12.5%
Increase 5-6%	4.2%	4.2%
Increase 7-8%	0.0%	0.0%
Increase 9-10%	0.0%	0.0%
Increase >10%	4.2%	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	8.3%	12.5%
Stay the Same	66.7%	62.5%
Decrease	25.0%	25.0%
Total	100.0%	100.0%
1 Week	0.0%	0.0%
2 Weeks	4.2%	8.3%
3 Weeks	4.2%	4.2%
4 Weeks	25.0%	16.7%
5 Weeks	12.4%	0.0%
6 Weeks	25.0%	41.6%
7 Weeks	8.3%	4.2%
8 Weeks	8.3%	20.8%
9 Weeks	4.2%	0.0%
10-12 Weeks	4.2%	0.0%
13-16 Weeks	4.2%	4.2%
>16 Weeks	0.0%	0.0%
Total	100.0%	100.0%

Average in Weeks - Aug	6.0	6.0
Average in Weeks - Jul	6.3	6.2
Average in Weeks - Jun	6.2	6.1
Average in Weeks - May	6.6	5.9
Average in Weeks - Apr	6.3	6.3

Lead times are at 6.0 weeks now and forecast to be same at 6.0 in six months.