

The Industry Remains In a Stable Price Environment

Price Analysis

The Price Index for August is 3.086, and will be about the same at 3.085 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 August 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	34.5%	33.9%
Stay the same	43.1%	44.1%
Decline a little	19.0%	18.6%
Decline a lot	3.4%	3.4%
Total	100.0%	100.0%
Aug	3.086	3.085
Jul	2.971	3.043
Jun	3.085	3.121
May	2.926	3.149
Apr	3.077	3.038
Mar	3.065	2.957
Feb	3.107	3.108
Jan 2013	3.041	3.125

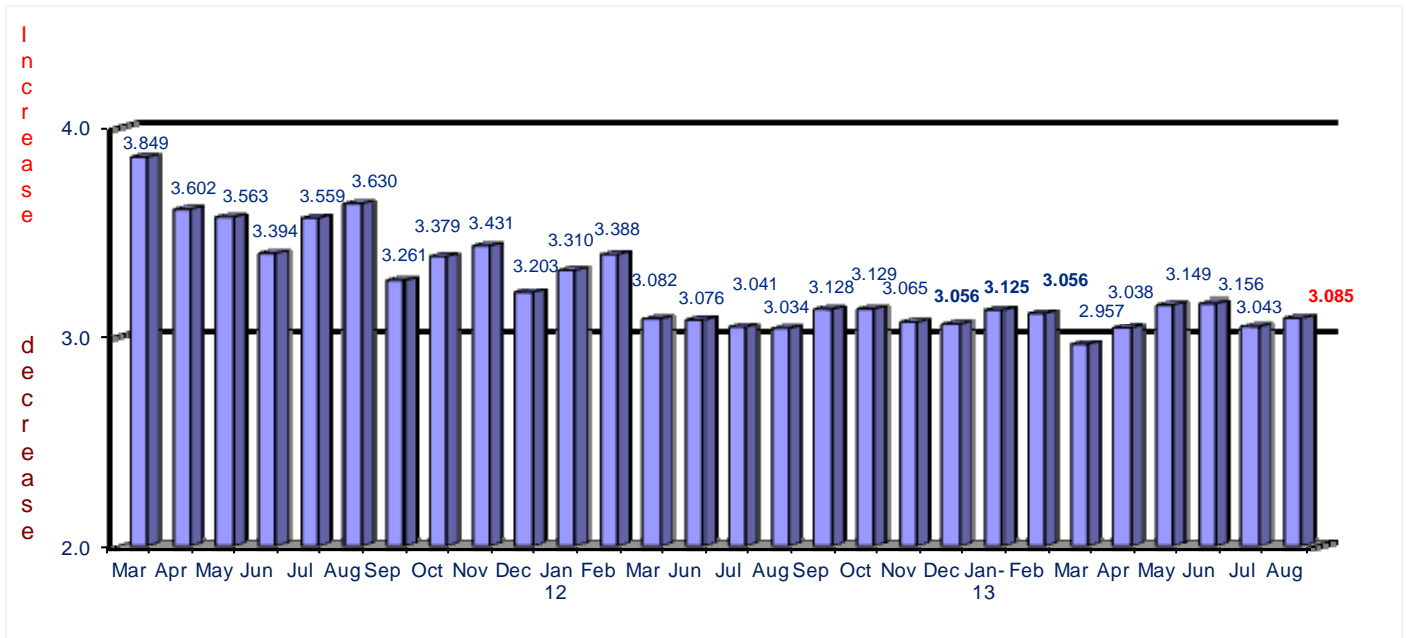
A price index above 3.000 means industry personnel believe prices have, or will increase. Methodology: Increase A Lot = 5; Increase A Little = 4; Stay the Same = 3; Decline A Little = 2; Decline A Lot = 1

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

Prices	Last 6 Months	Next 6 Months
Decline 1-2%	6.9%	11.9%
Decline 3-4%	12.1%	8.5%
Decline 5-6%	3.4%	6.8%
Decline 7-8%	1.7%	0.0%
Decline 9-10	1.7%	1.7%
Decline >10%	0.0%	0.0%
Stay The Same	39.7%	42.3%
Increase 1-2%	20.7%	10.2%
Increase 3-4%	12.1%	15.2%
Increase 5-6%	1.7%	3.4%
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 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	13.6%	13.6%
Stay the Same	74.5%	81.3%
Decrease	11.9%	5.1%
Total	100.0%	100.0%
1 Week	1.7%	1.7%
2 Weeks	11.9%	11.9%
3 Weeks	10.2%	8.5%
4 Weeks	11.9%	18.6%
5 Weeks	6.8%	5.1%
6 Weeks	27.0%	27.0%
7 Weeks	3.4%	3.4%
8 Weeks	6.8%	6.8%
9 Weeks	1.7%	0.0%
10-12 Weeks	16.9%	13.6%
13-16 Weeks	0.0%	1.7%
>16 Weeks	1.7%	1.7%
Total	100.0%	100.0%

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
Average in Weeks - Feb	5.9	6.1
Average in Weeks - Jan - 2013	5.7	5.9

Lead times are 6.1 weeks now and forecast to be at 5.9 in six months.