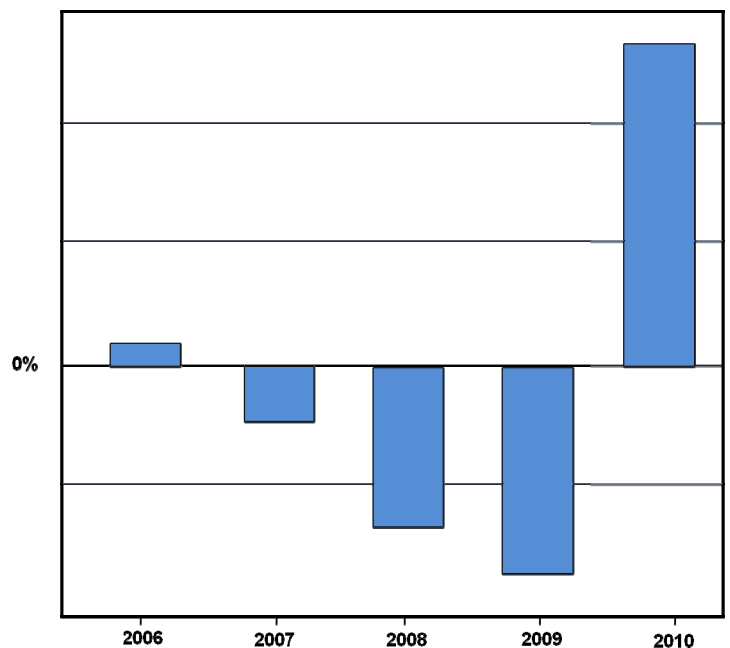


ECONOMIC RECESSION IMPACT ON THE SCS MARKET

FTM Consulting's newest report on the structured cabling systems market "Economic Recession Impact on the SCS Market" has just been released.

The SCS market's performance has been measured by the growth in UTP cable volume. This was based on the enormous amount of UTP cable used in LAN horizontal cabling subsystems. The figure below depicts the UTP Cable volume growth during the recent recession.

This clearly indicates the decrease in UTP cable shipments during the current recession. Therefore, one may reach the conclusion that the SCS market was severely impacted by the recession. However, if one were to view the total value of SCS systems over this period, a slight bump would be observed. This would lead to the conclusion that the impact of the recession on the SCS market was relatively mild. Which of these two scenarios provides the accurate picture of the market's performance over this period? We believe the scenario of the relatively mild impact is the more accurate depiction of the marketplace. No longer is UTP cable for LAN cabling applications the pacing factor for the market's performance. The decreased volume of cabling products caused by the recession is more than offset by the higher-performance, more expensive cabling systems now needed for newer applications, such as data centers, VOIP or wireless cabling applications is increasingly being deployed during this same period. This new study incorporates our extensive analysis of SCS cabling applications during the past several years, assessing its impact on the SCS marketplace.



This report provides data for the near term, defined as the years from 2006 through 2010 in order to analyze the recession's impact but also the forecast period to 2014 to provide the future outlook for the marketplace. Our analysis indicates a rosy picture for the market with a five year growth of 14.9% being forecast for the total SCS market.

The report provides data for the following, including both value and volume figures:

- UTP cables by Categories
- Fiber cables by MM & SM
- UTP apparatus by patch panels, outlets and connectors
- Fiber apparatus by fiber interconnects, outlets, connectors, connectorized cables and cassettes.

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