

Connectors in 5th Year of Modest to Zero Price Erosion

Price Analysis

The Price Index for May is 3.070 and will be 3.182 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 May 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	0.0%	2.1%
Increase a little	23.3%	40.9%
Stay the same	62.8%	36.4%
Decrease a little	11.6%	22.7%
Decrease a lot	2.3%	0.0%
Total	100.0%	100.0%

May	3.070	3.182
Apr	3.085	3.170
Mar	3.044	3.156
Feb	3.020	3.140
Jan-15	3.051	3.154
Dec	3.091	3.093
Nov	3.082	3.020

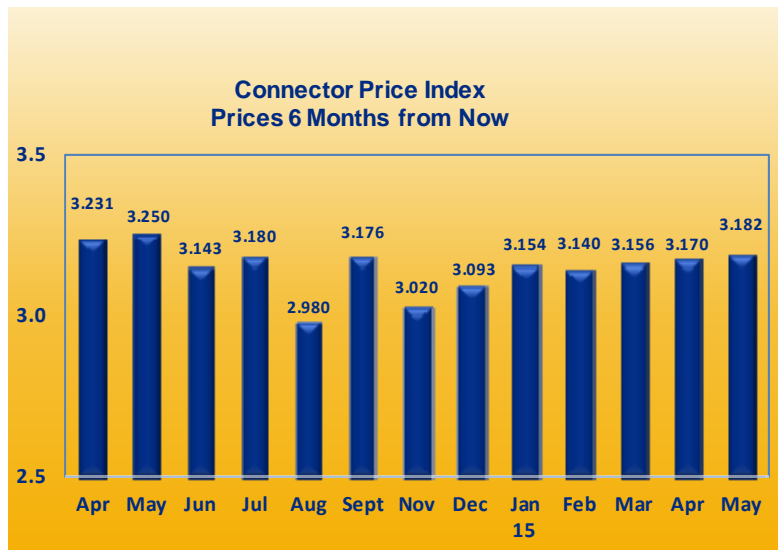
A price index above 3.000 means industry personnel believe prices have, or will increase. Methodology: Increase A Lot = 5; Increase A Little = 4; Stay the Same = 3; Decline A Little = 2; Decline A Lot = 1

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%	6.8%	13.6%
Decrease 3-4%	6.8%	9.1%
Decrease 5-6%	0.0%	2.3%
Decrease 7-8%	2.3%	0.0%
Decrease 9-10	0.0%	0.0%
Decrease >10%	0.0%	0.0%
Stay The Same	61.4%	34.0%
Increase 1-2%	15.9%	20.5%
Increase 3-4%	6.8%	15.9%
Increase 5-6%	0.0%	2.3%
Increase 7-8%	0.0%	2.3%
Increase 9-10%	0.0%	0.0%
Increase >10%	0.0%	0.0%
Total	100.0%	100.0%

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:

Order Lead Times on Connectors

Lead Time	Now	In 6 Months
Increase	14.0%	9.1%
Stay the Same	74.4%	81.8%
Decrease	11.6%	9.1%
Total	100.0%	100.0%
1 Week	2.3%	2.3%
2 Weeks	11.4%	11.4%
3 Weeks	9.1%	9.1%
4 Weeks	20.5%	20.5%
5 Weeks	6.8%	4.5%
6 Weeks	27.3%	27.2%
7 Weeks	0.0%	4.5%
8 Weeks	13.6%	9.1%
9 Weeks	0.0%	2.3%
10-12 Weeks	4.5%	0.0%
13-16 Weeks	4.5%	9.1%
>16 Weeks	0.0%	0.0%
Total	100.0%	100.0%

Average in Weeks - May	5.6	5.8
Average in Weeks - Apr	5.8	5.9
Average in Weeks - Mar	5.3	5.3
Average in Weeks - Feb	5.4	5.3
Average in Weeks - Jan 15	5.8	5.7
Average in Weeks - Dec	6.0	5.8
Average in Weeks - Nov	5.3	5.2
Average in Weeks - Oct	5.4	5.6

Lead times are 5.6 weeks now and forecast to be 5.8 in six months.