

**Increasing Demand Coupled
With Modest Increase in Raw
Materials Cause Prices to
Remain Stable**

Price Analysis

The Price Index for January is 2.886 and will be 3.057 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 January 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%	5.7%
Increase a little	28.6%	25.7%
Stay the same	37.1%	40.0%
Decrease a little	28.3%	25.7%
Decrease a lot	5.7%	2.9%
Total	100.0%	100.0%

Jan	2.886	3.057
Dec	3.111	3.400
Nov	2.971	3.412
Oct	2.704	3.036
Sep	2.838	3.108
Aug	3.000	3.200
Jul	2.969	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.

Distribution of Responses

Prices	Last 6 Months	Next 6 Months
Decrease 1-2%	11.4%	17.1%
Decrease 3-4%	22.8%	8.6%
Decrease 5-6%	2.8%	5.7%
Decrease 7-8%	0.0%	2.9%
Decrease 9-10	8.6%	0.0%
Decrease >10%	0.0%	0.0%
Stay The Same	37.2%	40.0%
Increase 1-2%	8.6%	11.4%
Increase 3-4%	5.7%	5.7%
Increase 5-6%	2.9%	5.7%
Increase 7-8%	0.0%	0.0%
Increase 9-10%	0.0%	0.0%
Increase >10%	0.0%	2.9%
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	22.9%	8.6%
Stay the Same	65.7%	85.7%
Decrease	11.4%	5.7%
Total	100.0%	100.0%
1 Week	0.0%	0.0%
2 Weeks	11.4%	17.1%
3 Weeks	8.6%	2.9%
4 Weeks	8.6%	11.4%
5 Weeks	5.7%	5.7%
6 Weeks	28.5%	28.6%
7 Weeks	11.4%	11.4%
8 Weeks	17.1%	11.4%
9 Weeks	2.9%	5.7%
10-12 Weeks	2.9%	2.9%
13-16 Weeks	0.0%	2.9%
>16 Weeks	2.9%	0.0%
Total	100.0%	100.0%

Average in Weeks - Jan	6.0	5.8
Average in Weeks - Dec	5.3	5.2
Average in Weeks - Nov	5.5	6.2
Average in Weeks - Oct	5.4	5.3
Average in Weeks - Sep	5.4	5.5
Average in Weeks - Aug	5.4	5.1

Lead times are 6.0 weeks now, and forecast to be 5.8 in six months.