

Rising Demand Suggests Higher Future Connector Prices

Price Analysis

The Price Index for December is 3.111 and will be 3.400 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 December survey are shown in the following table:

Change in Connector Prices

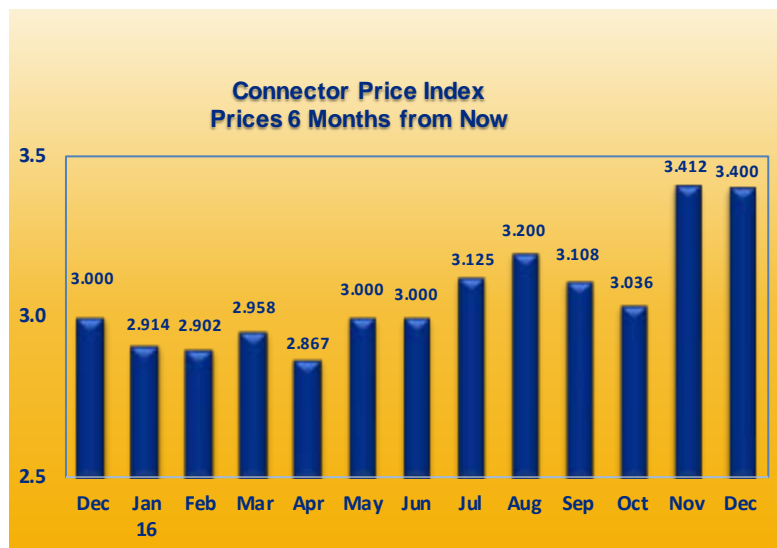
Price Change	Last 6 Months	Next 6 Months
<i>Change in Connector Prices</i>		
Increase a lot	0.0%	0.0%
Increase a little	30.5%	51.4%
Stay the same	52.8%	37.2%
Decrease a little	13.9%	11.4%
Decrease a lot	2.8%	0.0%
Total	100.0%	100.0%
Dec	3.111	3.400
Nov	2.971	3.412
Oct	2.704	3.036
Sep	2.838	3.108
Aug	3.000	3.200
Jul	2.969	3.125
Jun	2.786	3.000
May	2.792	3.000

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%	14.3%	13.9%
Decrease 3-4%	11.4%	8.3%
Decrease 5-6%	2.9%	0.0%
Decrease 7-8%	0.0%	0.0%
Decrease 9-10	0.0%	0.0%
Decrease >10%	0.0%	0.0%
Stay The Same	48.6%	33.4%
Increase 1-2%	11.4%	22.2%
Increase 3-4%	8.5%	11.1%
Increase 5-6%	2.9%	11.1%
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%



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	14.3%	8.3%
Stay the Same	80.0%	86.1%
Decrease	5.7%	5.6%
Total	100.0%	100.0%
1 Week	2.8%	5.6%
2 Weeks	13.9%	13.9%
3 Weeks	13.9%	11.1%
4 Weeks	8.3%	8.3%
5 Weeks	5.5%	2.8%
6 Weeks	27.8%	33.3%
7 Weeks	2.8%	0.0%
8 Weeks	19.4%	22.2%
9 Weeks	2.8%	0.0%
10-12 Weeks	2.8%	2.8%
13-16 Weeks	0.0%	0.0%
>16 Weeks	0.0%	0.0%
Total	100.0%	100.0%

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
Average in Weeks - Jul	5.9	5.7
Average in Weeks - Jun	5.1	5.0

Lead times are 5.3 weeks now, and forecast to be about the same at 5.2 in six months.