

Industry Believes Connector Prices Will Drop

Price Analysis

The Price Index for September is 2.848 and will be 2.910 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 September 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	3.0%	0.0%
Increase a little	18.2%	27.3%
Stay the same	42.5%	39.4%
Decrease a little	33.3%	30.3%
Decrease a lot	3.0%	3.0%
Total	100.0%	100.0%

Sep	2.848	2.91
Aug	3.068	3.023
Jul	3.116	3.023
June	2.953	2.907
May	3.070	3.182
Apr 15	3.085	3.170

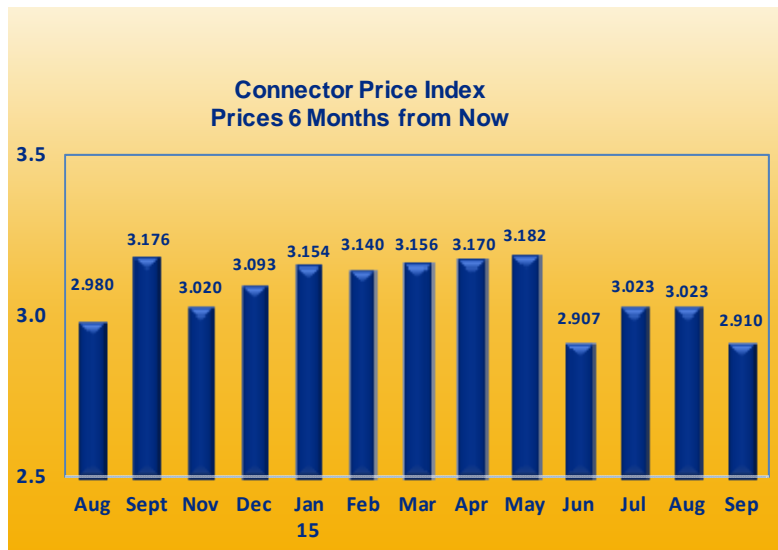
A price index above 3.000 means industry personnel believe prices have, or will increase. Methodology: Increase A Lot = 5; Increase A Little = 4; Stay the Same = 3; Decline A Little = 2; Decline A Lot = 1

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%	18.2%	15.2%
Decrease 3-4%	15.2%	12.1%
Decrease 5-6%	3.0%	6.1%
Decrease 7-8%	0.0%	3.0%
Decrease 9-10	0.0%	0.0%
Decrease >10%	0.0%	3.0%
Stay The Same	42.4%	33.4%
Increase 1-2%	9.1%	21.2%
Increase 3-4%	9.1%	3.0%
Increase 5-6%	0.0%	3.0%
Increase 7-8%	0.0%	0.0%
Increase 9-10%	0.0%	0.0%
Increase >10%	3.0%	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	12.1%	6.1%
Stay the Same	75.8%	84.8%
Decrease	12.1%	9.1%
Total	100.0%	100.0%
1 Week	0.0%	3.0%
2 Weeks	9.1%	12.1%
3 Weeks	9.1%	9.1%
4 Weeks	15.2%	12.1%
5 Weeks	15.2%	18.2%
6 Weeks	30.2%	27.3%
7 Weeks	3.0%	3.0%
8 Weeks	12.1%	9.1%
9 Weeks	0.0%	0.0%
10-12 Weeks	6.1%	6.1%
13-16 Weeks	0.0%	0.0%
>16 Weeks	0.0%	0.0%
Total	100.0%	100.0%

Average in Weeks - Sep	5.5	5.2
Average in Weeks - Aug	5.3	5.2
Average in Weeks - Jul	5.3	5.3
Average in Weeks - Jun	6.7	6.2
Average in Weeks - May	5.6	5.8
Average in Weeks - Apr 15	5.8	5.9

Lead times are 5.5 weeks now and forecast to be 5.2 in six months.