

## Industry Predicts Stable Price Environment

### Price Analysis

The Price Index for December is 2.904 and will be 3.000 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 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	1.9%	0.0%
Increase a little	21.2%	24.0%
Stay the same	44.2%	52.0%
Decrease a little	30.8%	24.0%
Decrease a lot	1.9%	0.0%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

Dec	2.904	3.000
Nov	2.952	3.049
Oct	2.892	2.902
Sep	2.848	2.910
Aug	3.068	3.023
Jul	3.116	3.023
June	2.953	2.907

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%	17.3%	17.6%
Decrease 3-4%	23.1%	17.6%
Decrease 5-6%	0.0%	0.0%
Decrease 7-8%	1.9%	0.0%
Decrease 9-10	0.0%	0.0%
Decrease >10%	0.0%	0.0%
Stay The Same	36.6%	39.3%
Increase 1-2%	9.6%	9.8%
Increase 3-4%	7.7%	11.8%
Increase 5-6%	3.8%	3.9%
Increase 7-8%	0.0%	0.0%
Increase 9-10%	0.0%	0.0%
Increase >10%	0.0%	0.0%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

### 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	20.0%	7.7%
Stay the Same	68.0%	84.6%
Decrease	12.0%	7.7%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>
1 Week	0.0%	0.0%
2 Weeks	11.5%	13.4%
3 Weeks	11.5%	9.6%
<b>4 Weeks</b>	<b>23.2%</b>	<b>21.2%</b>
5 Weeks	7.7%	7.7%
<b>6 Weeks</b>	<b>19.2%</b>	<b>21.2%</b>
7 Weeks	0.0%	0.0%
8 Weeks	9.6%	7.7%
9 Weeks	3.8%	3.8%
10-12 Weeks	5.8%	7.7%
13-16 Weeks	5.8%	5.8%
>16 Weeks	1.9%	1.9%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

  

<b>Average in Weeks - Dec</b>	<b>5.9</b>	<b>6.0</b>
<b>Average in Weeks - Nov</b>	<b>5.4</b>	<b>5.6</b>
<b>Average in Weeks - Oct</b>	<b>5.3</b>	<b>5.2</b>
<b>Average in Weeks - Sep</b>	<b>5.5</b>	<b>5.2</b>
<b>Average in Weeks - Aug</b>	<b>5.3</b>	<b>5.2</b>
<b>Average in Weeks - Jul</b>	<b>5.3</b>	<b>5.3</b>

Lead times are 5.9 weeks now, and forecast to be 6.0 in six months.