

**Demand is Strong
Prices are Rising Modestly
Lead Times are Increasing**

Price Analysis

The Price Index for September is 3.400 and will be 3.486 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 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	2.9%	2.9%
Increase a little	42.8%	51.4%
Stay the same	45.7%	37.1%
Decrease a little	8.6%	8.6%
Decrease a lot	0.0%	0.0%
Total	100.0%	100.0%

Sep	3.400	3.486
Aug	3.222	3.343
Jul	3.178	3.432
Jun	3.120	3.220
May	3.000	3.182

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%	5.7%	11.4%
Decrease 3-4%	8.6%	5.7%
Decrease 5-6%	0.0%	2.9%
Decrease 7-8%	0.0%	2.9%
Decrease 9-10	0.0%	0.0%
Decrease >10%	0.0%	0.0%
Stay The Same	45.7%	37.1%
Increase 1-2%	20.0%	14.3%
Increase 3-4%	20.0%	20.0%
Increase 5-6%	0.0%	5.7%
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	45.7%	38.2%
Stay the Same	51.4%	58.8%
Decrease	2.9%	3.0%
Total	100.0%	100.0%
1 Week	0.0%	0.0%
2 Weeks	2.9%	2.9%
3 Weeks	0.0%	2.9%
4 Weeks	14.3%	8.6%
5 Weeks	5.6%	8.6%
6 Weeks	40.0%	31.3%
7 Weeks	5.7%	0.0%
8 Weeks	11.4%	22.8%
9 Weeks	2.9%	5.7%
10-12 Weeks	11.4%	8.6%
13-16 Weeks	2.9%	5.7%
>16 Weeks	2.9%	2.9%
Total	100.0%	100.0%

Average in Weeks - Sep	7.0	7.4
Average in Weeks - Aug	6.0	6.5
Average in Weeks - Jul	5.7	6.3
Average in Weeks - Jun	5.9	6.2
Average in Weeks - May	6.0	6.1

Lead times are up at 7.0 weeks now, and forecast to be 7.4 in six months.