

Prices Down Slightly But Predicted to Rebound In Next Six Months

Price Analysis

The Price Index for October is 2.704 and will be 3.036 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 October 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 | 7.4% | 21.4% |
| Stay the same | 63.0% | 60.7% |
| Decrease a little | 22.2% | 17.9% |
| Decrease a lot | 7.4% | 0.0% |
| Total | 100.0% | 100.0% |

| | | |
|-----|-------|-------|
| 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 |
| Apr | 2.978 | 2.867 |
| Mar | 2.833 | 2.958 |
| Feb | 2.881 | 2.902 |

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% | 21.4% | 14.3% |
| Decrease 3-4% | 10.7% | 10.7% |
| Decrease 5-6% | 0.0% | 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 | 60.7% | 57.2% |
| Increase 1-2% | 7.2% | 7.1% |
| Increase 3-4% | 0.0% | 3.6% |
| Increase 5-6% | 0.0% | 7.1% |
| 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 | 11.1% | 7.1% |
| Stay the Same | 85.2% | 85.8% |
| Decrease | 3.7% | 7.1% |
| Total | 100.0% | 100.0% |
| 1 Week | 0.0% | 0.0% |
| 2 Weeks | 14.3% | 14.3% |
| 3 Weeks | 7.1% | 3.6% |
| 4 Weeks | 17.9% | 17.8% |
| 5 Weeks | 10.7% | 14.3% |
| 6 Weeks | 28.6% | 39.2% |
| 7 Weeks | 7.1% | 0.0% |
| 8 Weeks | 7.1% | 3.6% |
| 9 Weeks | 0.0% | 3.6% |
| 10-12 Weeks | 3.6% | 0.0% |
| 13-16 Weeks | 3.6% | 0.0% |
| >16 Weeks | 0.0% | 3.6% |
| Total | 100.0% | 100.0% |

| | | |
|-------------------------------|------------|------------|
| 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 |
| Average in Weeks - May | 5.5 | 5.1 |

Lead times are 5.4 weeks now, and forecast to be about the same at 5.3 in six months.