

## We Continue in A Stable Pricing Environment

### Price Analysis

The Price Index for October is 3.148 and will be 3.444 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
<b>Change in Connector Prices</b>		
Increase a lot	3.7%	7.4%
Increase a little	25.9%	37.0%
Stay the same	55.6%	48.2%
Decrease a little	11.1%	7.4%
Decrease a lot	3.7%	0.0%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

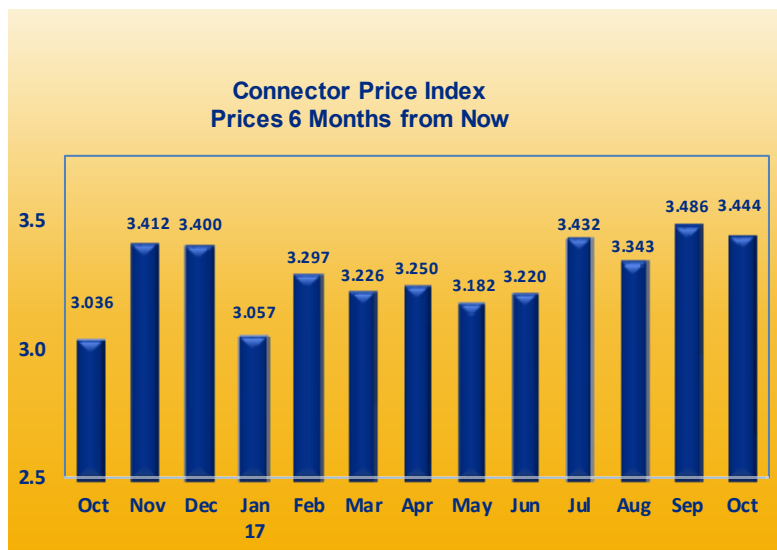
Oct	3.148	3.444
Sep	3.400	3.486
Aug	3.222	3.343
Jul	3.178	3.432
Jun	3.120	3.220

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%	14.8%	3.7%
Decrease 3-4%	7.4%	7.4%
Decrease 5-6%	0.0%	0.0%
Decrease 7-8%	0.0%	0.0%
Decrease 9-10	0.0%	0.0%
Decrease >10%	3.7%	0.0%
Stay The Same	55.6%	44.5%
Increase 1-2%	7.4%	22.2%
Increase 3-4%	7.4%	7.4%
Increase 5-6%	0.0%	7.4%
Increase 7-8%	0.0%	0.0%
Increase 9-10%	0.0%	3.7%
Increase >10%	3.7%	3.7%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>



## 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	57.7%	37.0%
Stay the Same	34.6%	55.6%
Decrease	7.7%	7.4%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>
1 Week	0.0%	0.0%
2 Weeks	7.7%	3.7%
3 Weeks	7.7%	14.8%
4 Weeks	15.4%	7.4%
5 Weeks	3.8%	3.7%
<b>6 Weeks</b>	<b>38.5%</b>	<b>29.7%</b>
7 Weeks	0.0%	11.1%
8 Weeks	15.4%	14.8%
9 Weeks	0.0%	3.7%
10-12 Weeks	7.7%	7.4%
13-16 Weeks	0.0%	0.0%
>16 Weeks	3.8%	3.7%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

<b>Average in Weeks - Oct</b>	<b>6.2</b>	<b>6.5</b>
<b>Average in Weeks - Sep</b>	<b>7.0</b>	<b>7.4</b>
<b>Average in Weeks - Aug</b>	<b>6.0</b>	<b>6.5</b>
<b>Average in Weeks - Jul</b>	<b>5.7</b>	<b>6.3</b>
<b>Average in Weeks - Jun</b>	<b>5.9</b>	<b>6.2</b>

Lead times are up at 6.2 weeks now, and forecast to be 6.5 in six months.