

**November Sales Up
Double Digits
Prices Predicted to Rise**

Price Analysis

The Price Index for November is 2.971 and will be 3.412 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 November 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%	5.9%
Increase a little	20.0%	44.1%
Stay the same	57.1%	35.3%
Decrease a little	22.9%	14.7%
Decrease a lot	0.0%	0.0%
Total	100.0%	100.0%

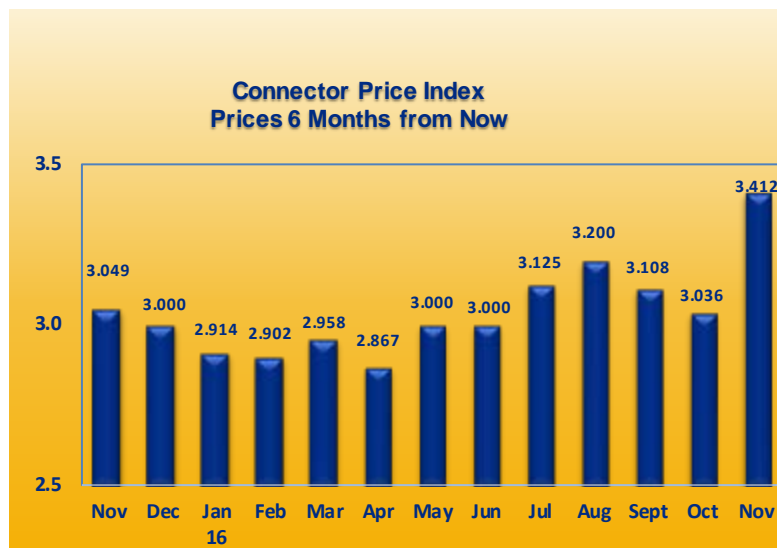
Nov	2.971	3.412
Oct	2.704	3.036
Sep	2.838	3.108
Aug	3.000	3.200
Jul	2.969	3.125
Jun	2.786	3.000
May	2.792	3.000
Apr	2.978	2.867

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%	14.3%	8.5%
Decrease 3-4%	11.4%	8.5%
Decrease 5-6%	0.0%	0.0%
Decrease 7-8%	5.7%	2.9%
Decrease 9-10	0.0%	2.9%
Decrease >10%	0.0%	0.0%
Stay The Same	51.5%	34.3%
Increase 1-2%	11.4%	17.1%
Increase 3-4%	5.7%	5.7%
Increase 5-6%	0.0%	14.3%
Increase 7-8%	0.0%	2.9%
Increase 9-10%	0.0%	2.9%
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	22.9%	17.1%
Stay the Same	71.4%	77.2%
Decrease	5.7%	5.7%
Total	100.0%	100.0%
1 Week	6.1%	2.9%
2 Weeks	6.1%	5.9%
3 Weeks	9.1%	5.9%
4 Weeks	12.1%	17.7%
5 Weeks	9.1%	5.9%
6 Weeks	33.3%	35.3%
7 Weeks	3.0%	2.9%
8 Weeks	15.1%	14.7%
9 Weeks	0.0%	0.0%
10-12 Weeks	6.1%	0.0%
13-16 Weeks	0.0%	2.9%
>16 Weeks	0.0%	5.9%
Total	100.0%	100.0%

Average in Weeks - Nov	5.5	6.2
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 5.5 weeks now, and forecast to be at 6.2 in six months.