

Industry Forecasts Future Price Increases

Price Analysis

The Price Index for July is 3.178 and will be 3.432 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 July 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	4.4%	2.3%
Increase a little	31.1%	54.5%
Stay the same	46.7%	29.5%
Decrease a little	13.4%	11.4%
Decrease a lot	4.4%	2.3%
Total	100.0%	100.0%

Jul	3.178	3.432
Jun	3.120	3.220
May	3.000	3.182
Apr	3.108	3.250
Mar	3.129	3.226

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%	11.1%	11.1%
Decrease 3-4%	4.4%	6.7%
Decrease 5-6%	0.0%	0.0%
Decrease 7-8%	0.0%	0.0%
Decrease 9-10	0.0%	0.0%
Decrease >10%	2.2%	2.2%
Stay The Same	46.8%	31.1%
Increase 1-2%	17.8%	24.4%
Increase 3-4%	11.1%	17.8%
Increase 5-6%	2.2%	6.7%
Increase 7-8%	0.0%	0.0%
Increase 9-10%	0.0%	0.0%
Increase >10%	4.4%	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	47.7%	30.9%
Stay the Same	47.7%	64.3%
Decrease	4.6%	4.8%
Total	100.0%	100.0%
1 Week	0.0%	2.2%
2 Weeks	8.9%	4.4%
3 Weeks	15.5%	17.9%
4 Weeks	17.8%	11.1%
5 Weeks	6.7%	11.1%
6 Weeks	20.0%	15.6%
7 Weeks	2.2%	2.2%
8 Weeks	20.0%	17.8%
9 Weeks	0.0%	2.2%
10-12 Weeks	6.7%	8.9%
13-16 Weeks	0.0%	4.4%
>16 Weeks	2.2%	2.2%
Total	100.0%	100.0%

Average in Weeks - Jul	5.7	6.3
Average in Weeks - Jun	5.9	6.2
Average in Weeks - May	6.0	6.1
Average in Weeks - Apr	6.1	6.3
Average in Weeks - Mar	6.6	6.6

Lead times are 5.7 weeks now, and forecast to be 6.3 in six months.