

Prices Predicted to Decline For Third Consecutive Month

Price Analysis

The Price Index for March is 2.833 and will be 2.958 six months from now. Remember, an index below 3.000 means industry personnel believe prices will decrease.

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 March 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	12.5%	20.8%
Stay the same	58.3%	58.3%
Decrease a little	29.2%	16.7%
Decrease a lot	0.0%	4.2%
Total	100.0%	100.0%

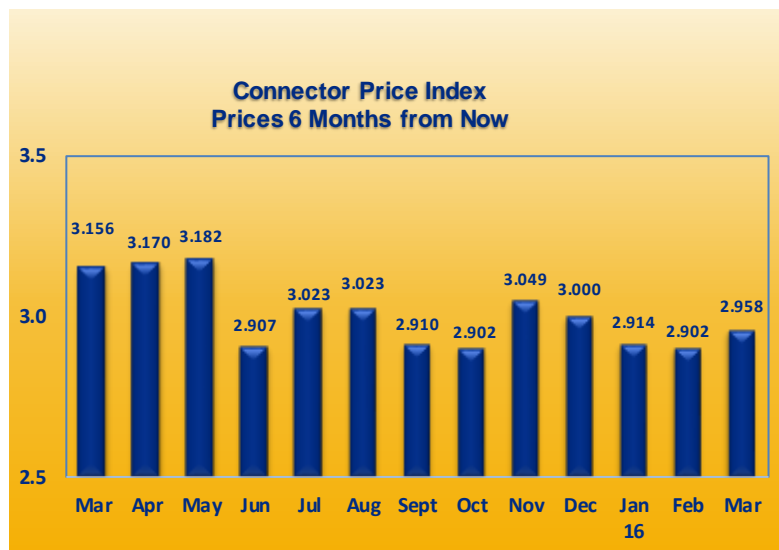
Mar	2.833	2.958
Feb	2.881	2.902
Jan-16	2.828	2.914
Dec	2.904	3.000
Nov	2.952	3.049
Oct	2.892	2.902
Sep	2.848	2.910

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%	16.7%	16.7%
Decrease 3-4%	12.5%	4.2%
Decrease 5-6%	4.2%	4.2%
Decrease 7-8%	0.0%	0.0%
Decrease 9-10%	0.0%	0.0%
Decrease >10%	0.0%	0.0%
Stay The Same	58.3%	62.4%
Increase 1-2%	8.3%	8.3%
Increase 3-4%	0.0%	0.0%
Increase 5-6%	0.0%	4.2%
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	8.7%	8.3%
Stay the Same	73.9%	75.0%
Decrease	17.4%	16.7%
Total	100.0%	100.0%
1 Week	0.0%	0.0%
2 Weeks	4.2%	8.7%
3 Weeks	8.3%	8.7%
4 Weeks	29.2%	26.1%
5 Weeks	8.3%	8.7%
6 Weeks	33.3%	34.8%
7 Weeks	0.0%	4.3%
8 Weeks	12.5%	8.7%
9 Weeks	0.0%	0.0%
10-12 Weeks	0.0%	0.0%
13-16 Weeks	4.2%	0.0%
>16 Weeks	0.0%	0.0%
Total	100.0%	100.0%

Average in Weeks - Mar	5.5	5.0
Average in Weeks - Feb	5.5	5.5
Average in Weeks - Jan-16	5.1	5.0
Average in Weeks - Dec	5.9	6.0
Average in Weeks - Nov	5.4	5.6
Average in Weeks - Oct	5.3	5.2
Average in Weeks - Sep	5.5	5.2

Lead times are 5.5 weeks now, and forecast to be 5.0 in six months.