

**Business Environment Strong
Connector Prices Excellent**

Price Analysis

The Price Index for November is 3.333 and will be 3.564 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
Change in Connector Prices		
Increase a lot	0.0%	2.5%
Increase a little	48.7%	59.0%
Stay the same	38.5%	30.8%
Decrease a little	10.2%	7.7%
Decrease a lot	2.6%	0.0%
Total	100.0%	100.0%

Nov	3.333	3.564
Oct	3.148	3.444
Sep	3.400	3.486
Aug	3.222	3.343
Jul	3.178	3.432

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%	10.2%	7.7%
Decrease 3-4%	15.4%	17.9%
Decrease 5-6%	0.0%	5.1%
Decrease 7-8%	5.1%	0.0%
Decrease 9-10	0.0%	2.6%
Decrease >10%	0.0%	0.0%
Stay The Same	35.9%	28.2%
Increase 1-2%	20.5%	23.1%
Increase 3-4%	7.7%	10.2%
Increase 5-6%	2.6%	2.6%
Increase 7-8%	0.0%	0.0%
Increase 9-10%	2.6%	0.0%
Increase >10%	0.0%	2.6%
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	47.4%	36.8%
Stay the Same	47.4%	55.3%
Decrease	5.2%	7.9%
Total	100.0%	100.0%
1 Week	7.7%	7.7%
2 Weeks	0.0%	0.0%
3 Weeks	10.3%	10.3%
4 Weeks	17.9%	12.8%
5 Weeks	2.6%	5.1%
6 Weeks	35.9%	25.6%
7 Weeks	0.0%	7.7%
8 Weeks	12.8%	17.9%
9 Weeks	5.1%	2.6%
10-12 Weeks	2.6%	7.7%
13-16 Weeks	5.1%	0.0%
>16 Weeks	0.0%	2.6%
Total	100.0%	100.0%

Average in Weeks - Nov	5.9	6.1
Average in Weeks - Oct	6.2	6.5
Average in Weeks - Sep	7.0	7.4
Average in Weeks - Aug	6.0	6.5
Average in Weeks - Jul	5.7	6.3

Lead times are up at 5.9 weeks now, and forecast to be 6.1 in six months.