

Industry Predicts That Prices Will Rise Modestly

Price Analysis

The Price Index for February is 3.533 and will be the same at 3.533 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 February 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	6.7%	3.3%
Increase a little	46.6%	56.7%
Stay the same	40.0%	30.0%
Decrease a little	6.7%	10.0%
Decrease a lot	0.0%	0.0%
Total	100.0%	100.0%

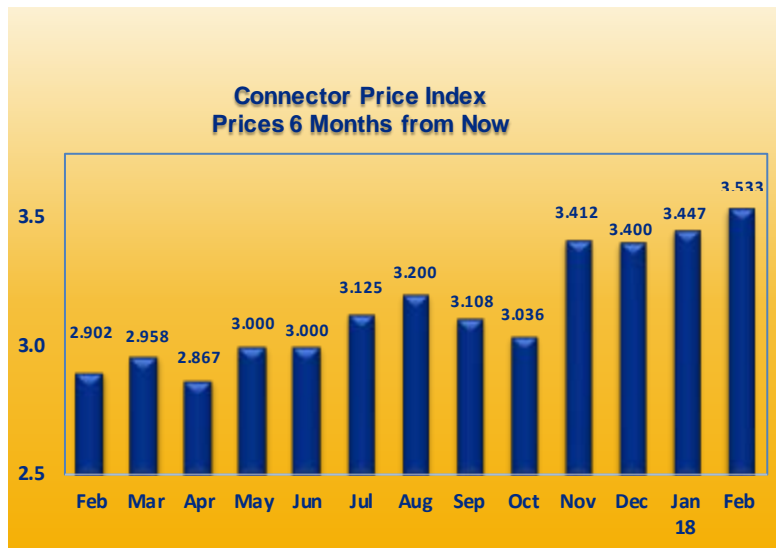
Feb	3.533	3.533
Jan 18	3.436	3.447
Dec	3.111	3.400
Nov	2.971	3.412
Oct	2.704	3.036

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%	0.0%	6.7%
Decrease 3-4%	6.7%	6.7%
Decrease 5-6%	6.7%	3.3%
Decrease 7-8%	0.0%	0.0%
Decrease 9-10	0.0%	0.0%
Decrease >10%	0.0%	0.0%
Stay The Same	36.6%	30.0%
Increase 1-2%	16.6%	13.3%
Increase 3-4%	20.0%	30.0%
Increase 5-6%	6.7%	6.7%
Increase 7-8%	0.0%	0.0%
Increase 9-10%	6.7%	3.3%
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	50.0%	26.7%
Stay the Same	40.0%	53.3%
Decrease	10.0%	20.0%
Total	100.0%	100.0%
1 Week	0.0%	0.0%
2 Weeks	10.0%	0.0%
3 Weeks	3.3%	13.3%
4 Weeks	13.3%	10.0%
5 Weeks	6.7%	13.3%
6 Weeks	23.4%	13.3%
7 Weeks	3.3%	6.7%
8 Weeks	23.4%	26.7%
9 Weeks	3.3%	6.7%
10-12 Weeks	10.0%	10.0%
13-16 Weeks	3.3%	0.0%
>16 Weeks	0.0%	0.0%
Total	100.0%	100.0%
Average in Weeks - Feb	6.6	6.6
Average in Weeks - Jan 18	6.6	6.8
Average in Weeks - Dec	6.1	6.1
Average in Weeks - Nov	5.9	6.1
Average in Weeks - Oct	6.2	6.5

Lead times are up at 6.6 weeks now and forecast to be the same at 6.6 in six months.