

## Strong Demand Lengthens Lead Times and Raises Connector Prices

### Price Analysis

The Price Index for May is 3.571 and will be 3.500 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 May 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	66.7%	60.0%
Stay the same	23.8%	35.0%
Decrease a little	9.5%	5.0%
Decrease a lot	0.0%	0.0%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

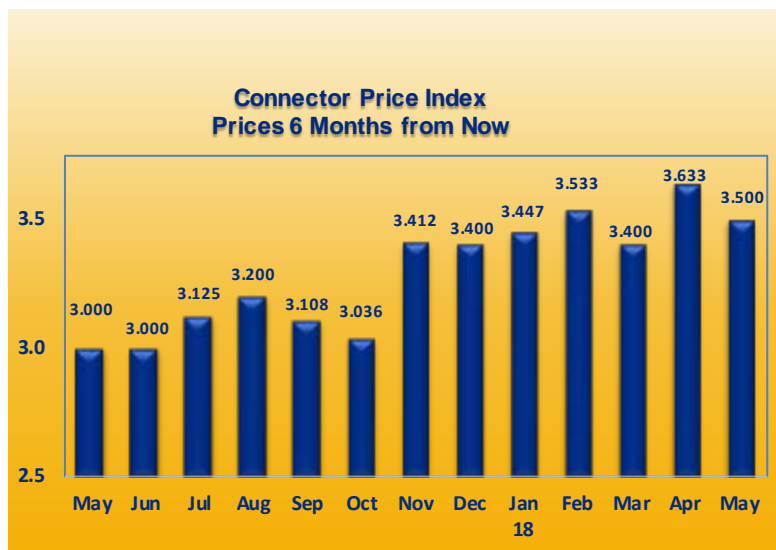
May	3.571	3.500
Apr	3.733	3.633
Mar	3.463	3.400
Feb	3.533	3.533
Jan 18	3.436	3.447

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%	0.0%
Decrease 3-4%	14.3%	14.3%
Decrease 5-6%	0.0%	0.0%
Decrease 7-8%	0.0%	0.0%
Decrease 9-10	0.0%	0.0%
Decrease >10%	0.0%	0.0%
Stay The Same	23.8%	38.0%
Increase 1-2%	28.6%	19.1%
Increase 3-4%	19.0%	19.1%
Increase 5-6%	14.3%	9.5%
Increase 7-8%	0.0%	0.0%
Increase 9-10%	0.0%	0.0%
Increase >10%	0.0%	0.0%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>



## 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	42.9%	23.8%
Stay the Same	52.4%	61.9%
Decrease	4.7%	14.3%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>
1 Week	0.0%	4.8%
2 Weeks	0.0%	4.8%
3 Weeks	14.3%	19.0%
<b>4 Weeks</b>	<b>19.0%</b>	<b>23.8%</b>
5 Weeks	9.5%	0.0%
<b>6 Weeks</b>	<b>19.1%</b>	<b>9.5%</b>
7 Weeks	9.5%	4.8%
8 Weeks	9.5%	14.2%
9 Weeks	0.0%	9.5%
10-12 Weeks	9.5%	0.0%
13-16 Weeks	4.8%	4.8%
>16 Weeks	4.8%	4.8%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>
<b>Average in Weeks - May</b>	<b>6.7</b>	<b>6.0</b>
<b>Average in Weeks - Apr</b>	<b>6.3</b>	<b>6.4</b>
<b>Average in Weeks - Mar</b>	<b>7.0</b>	<b>6.9</b>
<b>Average in Weeks - Feb</b>	<b>6.6</b>	<b>6.6</b>
<b>Average in Weeks - Jan 18</b>	<b>6.6</b>	<b>6.8</b>

Lead times are up at 6.7 weeks now and forecast to be 6.0 in six months.