

Strong Connector Demand And Tariffs Keep Prices Up

Price Analysis

The Price Index for July is 3.625 and will be the 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 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	8.3%	6.3%
Increase a little	58.4%	56.3%
Stay the same	20.8%	18.7%
Decrease a little	12.5%	18.7%
Decrease a lot	0.0%	0.0%
Total	100.0%	100.0%

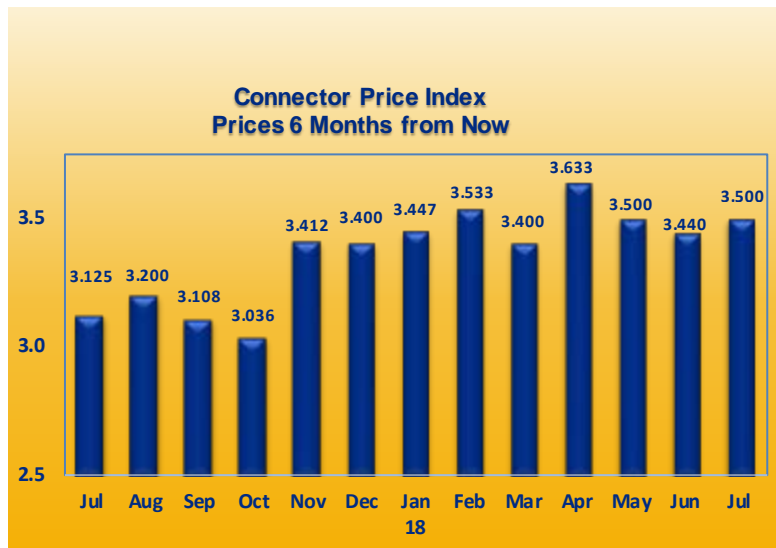
Jul	3.625	3.500
Jun	3.520	3.444
May	3.571	3.500
Apr	3.733	3.633
Mar	3.463	3.400

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%	4.2%	4.2%
Decrease 3-4%	16.7%	16.6%
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	20.8%	16.7%
Increase 1-2%	16.6%	16.7%
Increase 3-4%	12.5%	25.0%
Increase 5-6%	12.5%	8.3%
Increase 7-8%	4.2%	12.5%
Increase 9-10%	4.2%	0.0%
Increase >10%	8.3%	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	66.7%	36.0%
Stay the Same	8.3%	12.0%
Decrease	25.0%	52.0%
Total	100.0%	100.0%
1 Week	0.0%	0.0%
2 Weeks	8.0%	5.9%
3 Weeks	4.0%	5.9%
4 Weeks	12.0%	23.5%
5 Weeks	0.0%	0.0%
6 Weeks	16.0%	29.4%
7 Weeks	8.0%	5.9%
8 Weeks	28.0%	17.6%
9 Weeks	0.0%	0.0%
10-12 Weeks	12.0%	0.0%
13-16 Weeks	12.0%	11.8%
>16 Weeks	0.0%	0.0%
Total	100.0%	100.0%

Average in Weeks - Jul	7.6	6.5
Average in Weeks - Jun	7.5	8.2
Average in Weeks - May	6.7	6.0
Average in Weeks - Apr	6.3	6.4
Average in Weeks - Mar	7.0	6.9

Lead times are up at 7.5 weeks now and forecast to be 6.5 in six months.