

Connector Demand Slows But Prices Remain Firm

Price Analysis

The Price Index for January is 3.434 and will be the 3.304 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 January 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	8.7%	0.0%
Increase a little	43.5%	47.8%
Stay the same	34.8%	39.1%
Decrease a little	8.7%	8.7%
Decrease a lot	4.3%	4.4%
Total	100.0%	100.0%

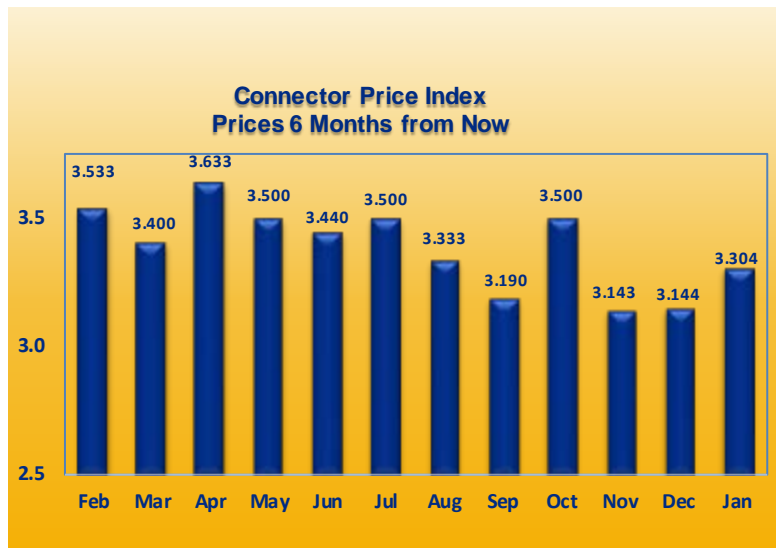
Jan	3.434	3.304
Dec	3.334	3.144
Nov	3.333	3.143
Oct	3.313	3.500

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%	4.3%	0.0%
Decrease 3-4%	8.7%	13.0%
Decrease 5-6%	4.3%	4.4%
Decrease 7-8%	4.3%	0.0%
Decrease 9-10	0.0%	4.4%
Decrease >10%	4.3%	0.0%
Stay The Same	35.0%	34.7%
Increase 1-2%	13.1%	17.4%
Increase 3-4%	17.4%	17.4%
Increase 5-6%	4.3%	8.7%
Increase 7-8%	4.3%	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	30.4%	13.1%
Stay the Same	47.8%	56.5%
Decrease	21.8%	30.4%
Total	100.0%	100.0%
1 Week	0.0%	4.3%
2 Weeks	17.4%	17.4%
3 Weeks	0.0%	0.0%
4 Weeks	26.1%	21.8%
5 Weeks	4.3%	4.3%
6 Weeks	26.1%	26.1%
7 Weeks	8.7%	17.4%
8 Weeks	4.4%	0.0%
9 Weeks	8.7%	8.7%
10-12 Weeks	4.3%	0.0%
13-16 Weeks	0.0%	0.0%
>16 Weeks	0.0%	0.0%
Total	100.0%	100.0%
Average in Weeks - Jan	5.4	5.0
Average in Weeks - Dec	6.5	6.9
Average in Weeks - Nov	6.6	7.0
Average in Weeks - Oct	6.7	6.8

Lead times are up at 5.4 weeks now and forecast to be at 5.0 in six months.