

## Prices Predicted to Soften During Next Six Months

### Price Analysis

The Price Index for February is 3.250 and will be the 2.850 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	0.0%	0.0%
Increase a little	35.0%	15.0%
Stay the same	45.0%	60.0%
Decrease a little	10.0%	20.0%
Decrease a lot	5.0%	5.0%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

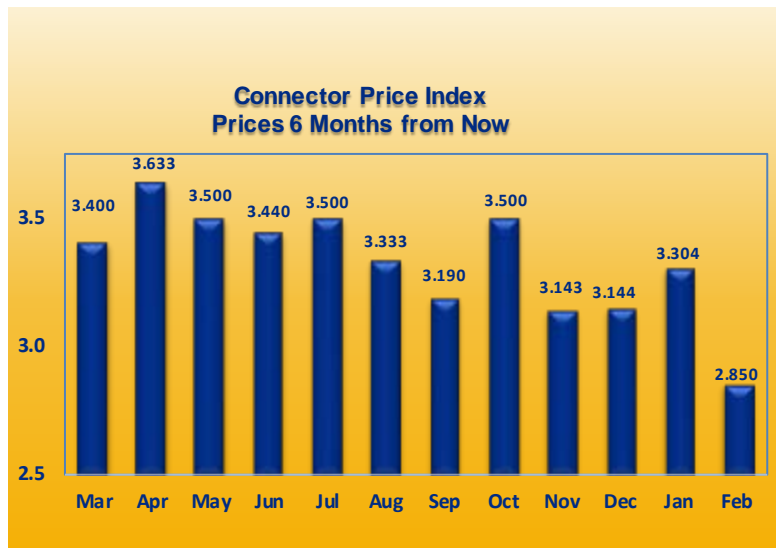
<b>Feb</b>	<b>3.250</b>	<b>2.850</b>
<b>Jan</b>	<b>3.434</b>	<b>3.304</b>
<b>Dec</b>	<b>3.334</b>	<b>3.144</b>
<b>Nov</b>	<b>3.333</b>	<b>3.143</b>

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%	10.0%
Decrease 3-4%	20.0%	15.0%
Decrease 5-6%	5.0%	5.0%
Decrease 7-8%	0.0%	0.0%
Decrease 9-10	0.0%	0.0%
Decrease >10%	0.0%	0.0%
<b>Stay The Same</b>	<b>40.0%</b>	<b>55.0%</b>
Increase 1-2%	10.0%	5.0%
Increase 3-4%	10.0%	5.0%
Increase 5-6%	10.0%	5.0%
Increase 7-8%	0.0%	0.0%
Increase 9-10%	0.0%	0.0%
Increase >10%	5.0%	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	15.8%	0.0%
Stay the Same	52.6%	65.0%
Decrease	31.6%	35.0%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>
1 Week	5.0%	0.0%
2 Weeks	0.0%	20.0%
3 Weeks	5.0%	0.0%
4 Weeks	20.0%	15.0%
5 Weeks	10.0%	10.0%
6 Weeks	15.0%	20.0%
7 Weeks	20.0%	15.0%
8 Weeks	10.0%	10.0%
9 Weeks	0.0%	0.0%
10-12 Weeks	5.0%	10.0%
13-16 Weeks	10.0%	0.0%
>16 Weeks	0.0%	0.0%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>
<b>Average in Weeks - Feb</b>	<b>6.6</b>	<b>5.7</b>
<b>Average in Weeks - Jan</b>	<b>5.4</b>	<b>5.0</b>
<b>Average in Weeks - Dec</b>	<b>6.5</b>	<b>6.9</b>
<b>Average in Weeks - Nov</b>	<b>6.6</b>	<b>7.0</b>

Lead times are up at 6.6 weeks now and forecast to be at 5.7 in six months.