

Connector Prices Remain Firm Even Though Demand Softens

Price Analysis

The Price Index for April is 3.381 and will be the 3.190 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 April 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	4.8%	0.0%
Increase a little	47.6%	42.9%
Stay the same	33.3%	33.3%
Decrease a little	4.8%	23.8%
Decrease a lot	9.5%	0.0%
Total	100.0%	100.0%

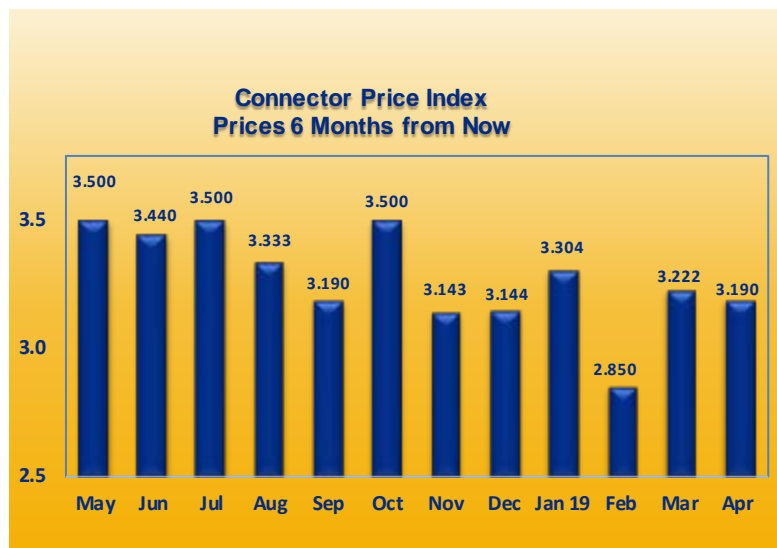
Apr	3.381	3.190
Mar	3.444	3.222
Feb	3.250	2.850
Jan	3.434	3.304

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%	14.3%	4.8%
Decrease 3-4%	9.4%	19.0%
Decrease 5-6%	4.8%	9.5%
Decrease 7-8%	4.8%	0.0%
Decrease 9-10%	0.0%	0.0%
Decrease >10%	0.0%	0.0%
Stay The Same	33.3%	33.3%
Increase 1-2%	14.3%	23.8%
Increase 3-4%	14.3%	4.8%
Increase 5-6%	4.8%	4.8%
Increase 7-8%	0.0%	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	25.0%	23.8%
Stay the Same	60.0%	57.1%
Decrease	15.0%	19.1%
Total	100.0%	100.0%
1 Week	4.8%	4.8%
2 Weeks	9.4%	9.5%
3 Weeks	4.8%	14.3%
4 Weeks	19.0%	9.5%
5 Weeks	4.8%	4.8%
6 Weeks	23.8%	23.8%
7 Weeks	4.8%	4.8%
8 Weeks	14.2%	14.3%
9 Weeks	0.0%	0.0%
10-12 Weeks	4.8%	0.0%
13-16 Weeks	4.8%	14.2%
>16 Weeks	4.8%	0.0%
Total	100.0%	100.0%

Average in Weeks - Apr	6.3	6.3
Average in Weeks - Mar	6.5	5.9
Average in Weeks - Feb	6.6	5.7
Average in Weeks - Jan	5.4	5.0

Lead times are at 6.3 weeks now and forecast to be the same at 6.3 in six months.