

## Connector Demand is Soft But Prices Hold Firm

### Price Analysis

The Price Index for October is 3.033 and will be the 3.067 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 October 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	6.7%	0.0%
Increase a little	20.0%	36.6%
Stay the same	46.7%	40.0%
Decrease a little	23.3%	16.7%
Decrease a lot	3.3%	6.7%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

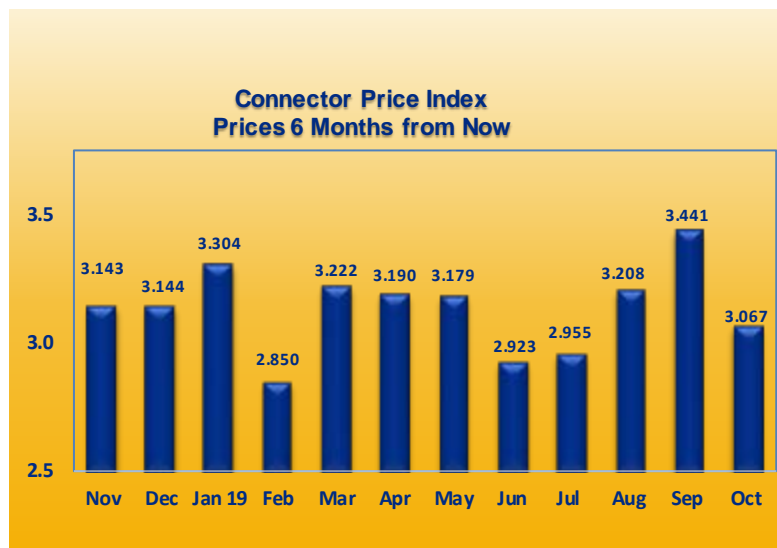
Oct	3.033	3.067
Sep	2.886	3.441
Aug	3.125	3.208
Jul	3.043	2.955
Jun	3.346	2.923

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%	13.3%	13.8%
Decrease 3-4%	13.3%	10.3%
Decrease 5-6%	3.3%	0.0%
Decrease 7-8%	3.3%	0.0%
Decrease 9-10	0.0%	3.5%
Decrease >10%	0.0%	3.5%
<b>Stay The Same</b>	<b>40.1%</b>	<b>41.4%</b>
Increase 1-2%	13.3%	13.8%
Increase 3-4%	6.8%	10.3%
Increase 5-6%	3.3%	0.0%
Increase 7-8%	0.0%	3.4%
Increase 9-10%	3.3%	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	20.0%	23.3%
Stay the Same	66.7%	63.3%
Decrease	13.3%	13.4%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>
1 Week	10.0%	3.2%
2 Weeks	0.0%	6.7%
3 Weeks	6.7%	6.7%
4 Weeks	10.0%	10.0%
5 Weeks	6.7%	10.0%
<b>6 Weeks</b>	<b>36.7%</b>	<b>40.0%</b>
7 Weeks	13.3%	6.7%
8 Weeks	10.0%	10.0%
9 Weeks	3.3%	0.0%
10-12 Weeks	3.3%	6.7%
13-16 Weeks	0.0%	0.0%
>16 Weeks	0.0%	0.0%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

<b>Average in Weeks - Oct</b>	<b>5.5</b>	<b>5.7</b>
<b>Average in Weeks - Sep</b>	<b>5.5</b>	<b>5.8</b>
<b>Average in Weeks - Aug</b>	<b>6.0</b>	<b>6.0</b>
<b>Average in Weeks - Jul</b>	<b>6.3</b>	<b>6.2</b>
<b>Average in Weeks - Jun</b>	<b>6.2</b>	<b>6.1</b>

Lead times are at 5.6 weeks now and forecast to be about the same at 5.7 in six months.