

**The Virus Will Surely
Have an Impact on Prices
But Apparently Not Yet**

Price Analysis

The Price Index for Feb/March is 3.147 and will be the 3.151 six months from now (prices stable).

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 Feb/March 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	8.8%	12.1%
Increase a little	26.5%	33.4%
Stay the same	41.2%	21.2%
Decrease a little	17.6%	24.2%
Decrease a lot	5.9%	9.1%
Total	100.0%	100.0%

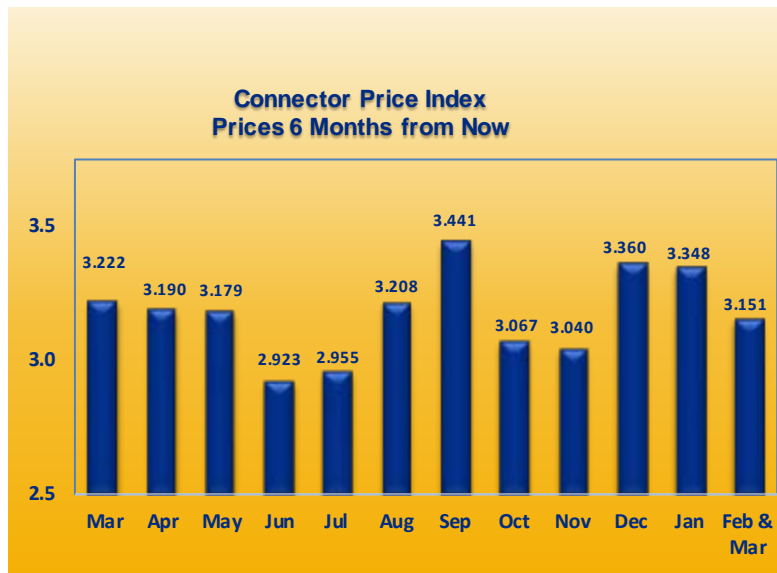
Fevb/Mar	3.147	3.151
Jan	3.261	3.348
Dec	3.320	3.360
Nov	3.000	3.040

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%	5.9%	12.1%
Decrease 3-4%	14.7%	18.2%
Decrease 5-6%	5.9%	9.1%
Decrease 7-8%	2.9%	0.0%
Decrease 9-10	2.9%	0.0%
Decrease >10%	0.0%	0.0%
Stay The Same	44.2%	21.1%
Increase 1-2%	8.8%	12.1%
Increase 3-4%	5.9%	15.2%
Increase 5-6%	5.9%	3.0%
Increase 7-8%	0.0%	6.1%
Increase 9-10%	2.9%	3.0%
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 Times	Now	In 6 Months
Increase	50.0%	50.0%
Stay the Same	32.4%	35.3%
Decrease	17.6%	14.7%
Total	100.0%	100.0%
1 Week	0.0%	0.0%
2 Weeks	8.8%	5.9%
3 Weeks	2.9%	2.9%
4 Weeks	8.8%	11.8%
5 Weeks	5.9%	2.9%
6 Weeks	26.6%	26.5%
7 Weeks	17.6%	11.7%
8 Weeks	11.8%	17.7%
9 Weeks	0.0%	5.9%
10-12 Weeks	14.7%	8.8%
13-16 Weeks	2.9%	5.9%
>16 Weeks	0.0%	0.0%
Total	100.0%	100.0%

Average in Weeks - Feb-Mar	6.7	6.4
Average in Weeks - Jan	4.9	5.6
Average in Weeks - Dec	6.0	5.8
Average in Weeks - Nov	6.7	6.2

Lead times are at 6.7 weeks now and forecast to be 6.4 in six months.