

## Industry Predicts Slight Reduction in Prices

### Price Analysis

The Price Index for April/May is 3.000 and will be 2.964 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/May 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	17.9%	39.3%
Stay the same	67.8%	25.0%
Decrease a little	10.7%	28.6%
Decrease a lot	3.6%	7.1%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

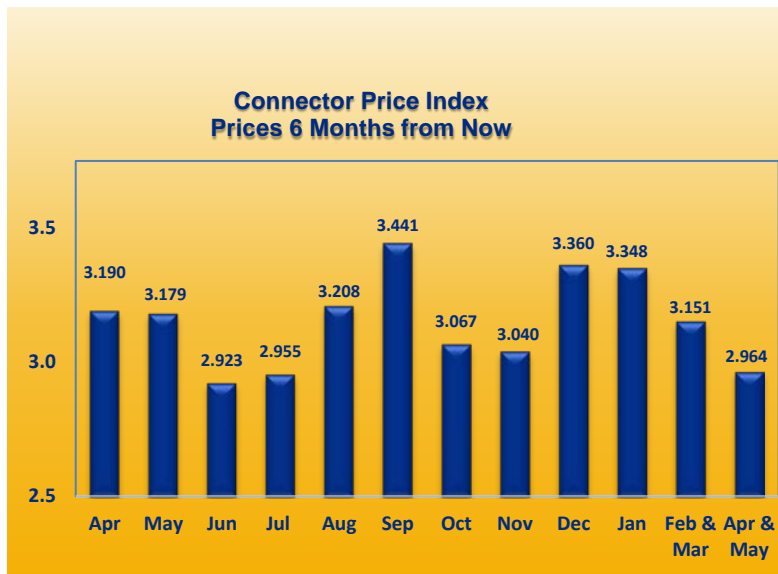
Apr/May	3.000	2.964
Feb/Mar	3.147	3.151
Jan	3.261	3.348
Dec	3.320	3.360

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%	3.6%	21.4%
Decrease 3-4%	7.1%	17.9%
Decrease 5-6%	10.7%	7.1%
Decrease 7-8%	3.6%	0.0%
Decrease 9-10	0.0%	0.0%
Decrease >10%	0.0%	0.0%
<b>Stay The Same</b>	<b>60.7%</b>	<b>25.0%</b>
Increase 1-2%	3.6%	14.3%
Increase 3-4%	3.6%	14.3%
Increase 5-6%	7.1%	0.0%
Increase 7-8%	0.0%	0.0%
Increase 9-10%	0.0%	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 Times	Now	In 6 Months
Increase	39.3%	17.9%
Stay the Same	42.8%	46.4%
Decrease	17.9%	35.7%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>
1 Week	0.0%	0.0%
2 Weeks	7.1%	10.7%
3 Weeks	3.6%	3.6%
4 Weeks	14.3%	10.7%
5 Weeks	3.6%	7.1%
6 Weeks	46.5%	42.9%
7 Weeks	7.1%	10.7%
8 Weeks	7.1%	10.7%
9 Weeks	7.1%	0.0%
10-12 Weeks	3.6%	3.6%
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 - Apr-May</b>	5.9	5.7
<b>Average in Weeks - Feb-Mar</b>	6.7	6.4
<b>Average in Weeks - Jan</b>	4.9	5.6
<b>Average in Weeks - Dec</b>	6.0	5.8

Lead times are at 5.9 weeks now and forecast to be 5.7 in six months.