

## Lead Times & Prices Remain Fairly Stable

### Price Analysis

The Price Index for June/July is 2.962 and will be the same at 2.962 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 June/July 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%	3.9%
Increase a little	23.1%	26.9%
Stay the same	57.7%	34.6%
Decrease a little	11.5%	30.8%
Decrease a lot	7.7%	3.9%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

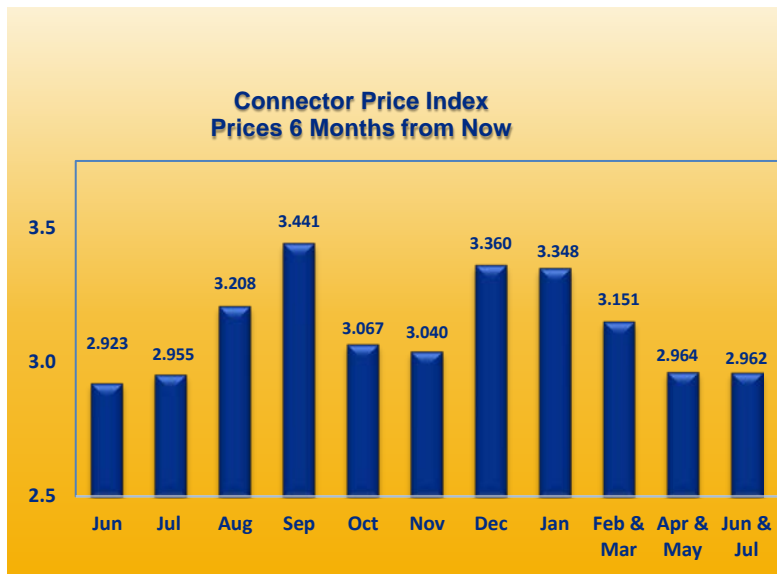
Jun/Jul	2.962	2.962
Apr/May	3.000	2.964
Feb/Mar	3.147	3.151
Jan	3.261	3.348

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%	3.9%	7.7%
Decrease 3-4%	19.2%	23.1%
Decrease 5-6%	0.0%	7.7%
Decrease 7-8%	0.0%	0.0%
Decrease 9-10	0.0%	3.8%
Decrease >10%	3.0%	0.0%
<b>Stay The Same</b>	<b>53.9%</b>	<b>30.8%</b>
Increase 1-2%	7.6%	7.7%
Increase 3-4%	7.6%	7.7%
Increase 5-6%	3.9%	7.7%
Increase 7-8%	0.0%	3.8%
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	26.9%	32.0%
Stay the Same	57.7%	56.0%
Decrease	15.4%	12.0%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>
1 Week	3.8%	3.9%
2 Weeks	7.7%	11.5%
3 Weeks	7.7%	11.5%
4 Weeks	15.4%	15.4%
5 Weeks	7.7%	3.9%
6 Weeks	19.2%	19.2%
7 Weeks	11.6%	11.5%
8 Weeks	7.7%	7.7%
9 Weeks	0.0%	0.0%
10-12 Weeks	15.4%	15.4%
13-16 Weeks	3.8%	0.0%
>16 Weeks	0.0%	0.0%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

<b>Average in Weeks - Jun-Jul</b>	6.2	6.2
<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

Lead times are at 6.2 weeks now and forecast to be the same at 6.2 in six months.