

## Industry Remains In Stable Price Environment

### Price Analysis

The Price Index for October is 3.106 and will be 3.196 six months from now. Remember, an index above 3.000 means industry personnel believe prices will increase.

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	0.0%	0.0%
Increase a little	29.8%	32.6%
Stay the same	55.3%	54.4%
Decrease a little	10.6%	13.0%
Decrease a lot	4.3%	0.0%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

Oct	3.106	3.196
Sep	3.137	3.176
Aug	3.151	2.980
Jul	3.143	3.180
Jun	3.071	3.143
May	3.102	3.250
Apr	3.189	3.231
Mar	3.095	3.071

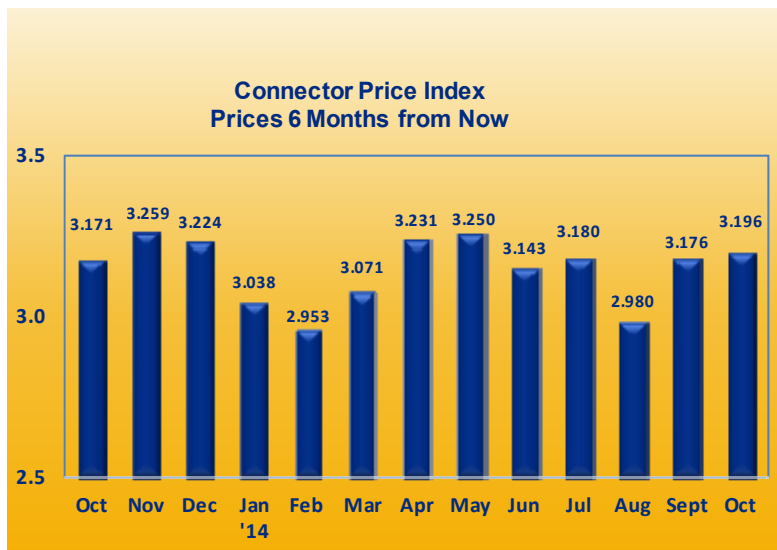
A price index above 3.000 means industry personnel believe prices have, or will increase. Methodology: Increase A Lot = 5; Increase A Little = 4; Stay the Same = 3; Decline A Little = 2; Decline A Lot = 1

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%	6.4%	8.7%
Decrease 3-4%	4.3%	8.7%
Decrease 5-6%	0.0%	2.2%
Decrease 7-8%	2.1%	0.0%
Decrease 9-10	0.0%	0.0%
Decrease >10%	2.1%	0.0%
<b>Stay The Same</b>	<b>55.4%</b>	<b>54.4%</b>
Increase 1-2%	10.6%	13.0%
Increase 3-4%	14.9%	8.7%
Increase 5-6%	2.1%	4.3%
Increase 7-8%	2.1%	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>

### Connector Price Index Prices 6 Months from Now



## 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	15.2%	25.5%
Stay the Same	78.3%	68.1%
Decrease	6.5%	6.4%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>
1 Week	0.0%	0.0%
2 Weeks	6.4%	6.4%
3 Weeks	10.6%	10.6%
4 Weeks	19.1%	17.0%
5 Weeks	8.5%	12.8%
6 Weeks	36.3%	27.7%
7 Weeks	2.1%	0.0%
8 Weeks	10.6%	21.3%
9 Weeks	0.0%	2.1%
10-12 Weeks	6.4%	2.1%
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>5.4</b>	<b>5.6</b>
<b>Average in Weeks - Sep</b>	<b>5.6</b>	<b>5.8</b>
<b>Average in Weeks - Aug</b>	<b>5.4</b>	<b>5.4</b>
<b>Average in Weeks - Jul</b>	<b>5.1</b>	<b>5.6</b>
<b>Average in Weeks - Jun</b>	<b>6.1</b>	<b>6.6</b>
<b>Average in Weeks - May</b>	<b>5.9</b>	<b>6.0</b>
<b>Average in Weeks - Apr</b>	<b>6.1</b>	<b>5.8</b>
<b>Average in Weeks - Mar</b>	<b>5.1</b>	<b>5.4</b>

Lead times are 5.4 weeks now and forecast to be 5.6 in six months.