

Price Environment Near Perfect

Price Analysis

The Price Index for November is 3.082 and will be 3.020 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 November 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	26.5%	30.6%
Stay the same	57.2%	42.9%
Decrease a little	14.3%	24.5%
Decrease a lot	2.0%	2.0%
Total	100.0%	100.0%

Nov	3.082	3.020
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

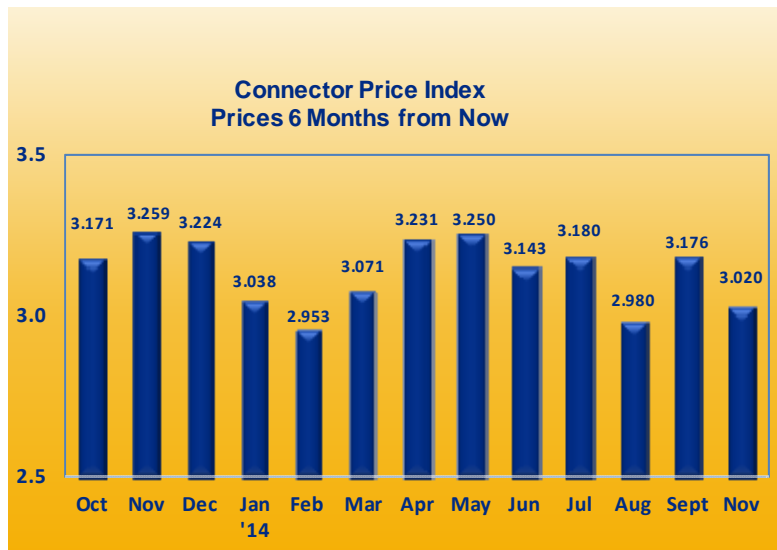
A price index above 3.000 means industry personnel believe prices have, or will increase. Methodology: Increase A Lot = 5; Increase A Little = 4; Stay the Same = 3; Decline A Little = 2; Decline A Lot = 1

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%	10.2%	16.3%
Decrease 3-4%	14.3%	10.2%
Decrease 5-6%	0.0%	2.0%
Decrease 7-8%	0.0%	0.0%
Decrease 9-10	0.0%	0.0%
Decrease >10%	0.0%	0.0%
Stay The Same	53.1%	43.0%
Increase 1-2%	10.2%	16.3%
Increase 3-4%	12.2%	10.2%
Increase 5-6%	0.0%	2.0%
Increase 7-8%	0.0%	0.0%
Increase 9-10%	0.0%	0.0%
Increase >10%	0.0%	0.0%
Total	100.0%	100.0%

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	14.9%	8.5%
Stay the Same	72.3%	83.0%
Decrease	12.8%	8.5%
Total	100.0%	100.0%
1 Week	6.1%	6.1%
2 Weeks	6.1%	4.1%
3 Weeks	10.2%	10.2%
4 Weeks	16.3%	16.3%
5 Weeks	10.2%	14.3%
6 Weeks	28.7%	26.6%
7 Weeks	4.1%	4.1%
8 Weeks	14.3%	14.3%
9 Weeks	0.0%	2.0%
10-12 Weeks	2.0%	2.0%
13-16 Weeks	2.0%	0.0%
>16 Weeks	0.0%	0.0%
Total	100.0%	100.0%

Average in Weeks - Nov	5.3	5.2
Average in Weeks - Oct	5.4	5.6
Average in Weeks - Sep	5.6	5.8
Average in Weeks - Aug	5.4	5.4
Average in Weeks - Jul	5.1	5.6
Average in Weeks - Jun	6.1	6.6
Average in Weeks - May	5.9	6.0
Average in Weeks - Apr	6.1	5.8

Lead times are 5.3 weeks now and forecast to be 5.2 in six months.