

# **全地区経営実態アンケート調査集計表**

(調査対象期間 平成23年4月～6月)

**全国ステンレス流通協会連合会**

全地区経営アンケート調査集計表  
(調査対象期間 平成23年4月～6月)

商社を除く

| 問1. 所属            | 地区                 |      | a)東京  | b)大阪  | c)名古屋 | d)九州  | e)中国  | f)北陸  | g)東北  | h)四国  | 全地区   |       |       |       |       |       |       |       |       |       |
|-------------------|--------------------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
|                   | 対象社数               | 回答社数 | 98    | 64    | 98    | 58    | 36    | 28    | 24    | 12    | 25    | 15    | 11    | 7     | 15    | 8     | 15    | 9     | 322   | 201   |
|                   | 回収率                |      |       | 65.3% |       | 59.2% |       | 77.8% |       | 50.0% |       | 60.0% |       | 63.6% |       | 53.3% |       | 60.0% |       | 62.4% |
| 問2. 概要            |                    |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |
|                   | (イ) 従業員数           |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |
|                   | a) 30人以下           | 31   | 50.0% | 27    | 48.2% | 17    | 63.0% | 7     | 63.6% | 9     | 60.0% | 4     | 57.1% | 3     | 37.5% | 7     | 77.8% | 105   | 53.8% |       |
|                   | b) 31人～60人         | 8    | 12.9% | 16    | 28.6% | 5     | 18.5% | 3     | 27.3% | 2     | 13.3% | 1     | 14.3% | 0     | 0.0%  | 1     | 11.1% | 36    | 18.5% |       |
|                   | c) 61人以上           | 23   | 37.1% | 13    | 23.2% | 5     | 18.5% | 1     | 9.1%  | 4     | 26.7% | 2     | 28.6% | 5     | 62.5% | 1     | 11.1% | 54    | 27.7% |       |
|                   |                    | 62   |       | 56    |       | 27    |       | 11    |       | 15    |       | 7     |       | 8     |       | 9     |       | 195   |       |       |
|                   | (ロ) 年間売上高(全商品)：円   |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |
|                   | a) 10億以下           | 10   | 16.4% | 10    | 17.9% | 7     | 25.9% | 3     | 27.3% | 5     | 33.3% | 2     | 28.6% | 0     | 0.0%  | 4     | 50.0% | 41    | 21.2% |       |
|                   | b) 11億～50億         | 20   | 32.8% | 28    | 50.0% | 13    | 48.1% | 6     | 54.5% | 6     | 40.0% | 3     | 42.9% | 3     | 37.5% | 3     | 37.5% | 82    | 42.5% |       |
|                   | c) 51億～100億        | 15   | 24.6% | 7     | 12.5% | 1     | 3.7%  | 1     | 9.1%  | 4     | 26.7% | 0     | 0.0%  | 2     | 25.0% | 0     | 0.0%  | 30    | 15.5% |       |
|                   | d) 101億～200億       | 6    | 9.8%  | 6     | 10.7% | 2     | 7.4%  | 1     | 9.1%  | 0     | 0.0%  | 1     | 14.3% | 0     | 0.0%  | 1     | 12.5% | 17    | 8.8%  |       |
|                   | e) 200億以上          | 10   | 16.4% | 5     | 8.9%  | 4     | 14.8% | 0     | 0.0%  | 0     | 0.0%  | 1     | 14.3% | 3     | 37.5% | 0     | 0.0%  | 23    | 11.9% |       |
|                   |                    | 61   |       | 56    |       | 27    |       | 11    |       | 15    |       | 7     |       | 8     |       | 8     |       | 193   |       |       |
| 問3.               | 4～6月の売上高(1～3月に比べて) |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |
|                   | a) 増加              | 12   | 19.0% | 9     | 15.8% | 3     | 10.7% | 3     | 27.3% | 1     | 6.7%  | 0     | 0.0%  | 4     | 50.0% | 0     | 0.0%  | 32    | 16.2% |       |
|                   | b) 横這い             | 18   | 28.6% | 14    | 24.6% | 4     | 14.3% | 1     | 9.1%  | 8     | 53.3% | 1     | 14.3% | 1     | 12.5% | 2     | 22.2% | 49    | 24.7% |       |
|                   | c) 減少              | 33   | 52.4% | 34    | 59.6% | 21    | 75.0% | 7     | 63.6% | 6     | 40.0% | 6     | 85.7% | 3     | 37.5% | 7     | 77.8% | 117   | 59.1% |       |
|                   |                    | 63   |       | 57    |       | 28    |       | 11    |       | 15    |       | 7     |       | 8     |       | 9     |       | 198   |       |       |
| 問4. 収益・採算         |                    |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |
|                   | (イ) 4～6月は          |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |
|                   | a) 黒字              | 28   | 43.8% | 39    | 67.2% | 13    | 48.1% | 3     | 25.0% | 7     | 46.7% | 2     | 28.6% | 5     | 62.5% | 2     | 22.2% | 99    | 49.5% |       |
|                   | b) 収支トントン          | 18   | 28.1% | 14    | 24.1% | 6     | 22.2% | 6     | 50.0% | 5     | 33.3% | 3     | 42.9% | 2     | 25.0% | 6     | 66.7% | 60    | 30.0% |       |
|                   | c) 赤字              | 18   | 28.1% | 5     | 8.6%  | 8     | 29.6% | 3     | 25.0% | 3     | 20.0% | 2     | 28.6% | 1     | 12.5% | 1     | 11.1% | 41    | 20.5% |       |
|                   |                    | 64   |       | 58    |       | 27    |       | 12    |       | 15    |       | 7     |       | 8     |       | 9     |       | 200   |       |       |
|                   | (ロ) 1～3月と比べて       |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |
|                   | a) 良化              | 12   | 18.8% | 6     | 10.3% | 3     | 10.7% | 3     | 25.0% | 2     | 13.3% | 0     | 0.0%  | 3     | 37.5% | 1     | 11.1% | 30    | 14.9% |       |
|                   | b) 横這い             | 21   | 32.8% | 26    | 44.8% | 7     | 25.0% | 1     | 8.3%  | 8     | 53.3% | 1     | 14.3% | 4     | 50.0% | 5     | 55.6% | 73    | 36.3% |       |
|                   | c) 悪化              | 31   | 48.4% | 26    | 44.8% | 18    | 64.3% | 8     | 66.7% | 5     | 33.3% | 6     | 85.7% | 1     | 12.5% | 3     | 33.3% | 98    | 48.8% |       |
|                   |                    | 64   |       | 58    |       | 28    |       | 12    |       | 15    |       | 7     |       | 8     |       | 9     |       | 201   |       |       |
| 問5. 在庫量(対在庫販売売上高) |                    |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |
|                   | (イ) 6月末在庫量(ヶ月)     |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |
|                   | a) 1.0以下           | 6    | 10.0% | 7     | 12.5% | 6     | 22.2% | 1     | 8.3%  | 0     | 0.0%  | 3     | 42.9% | 6     | 75.0% | 0     | 0.0%  | 29    | 14.9% |       |
|                   | b) 1.1～1.5         | 13   | 21.7% | 13    | 23.2% | 7     | 25.9% | 4     | 33.3% | 8     | 53.3% | 1     | 14.3% | 1     | 12.5% | 3     | 33.3% | 50    | 25.8% |       |
|                   | c) 1.6～2.0         | 13   | 21.7% | 9     | 16.1% | 7     | 25.9% | 0     | 0.0%  | 0     | 0.0%  | 1     | 14.3% | 0     | 0.0%  | 3     | 33.3% | 33    | 17.0% |       |
|                   | d) 2.1～2.5         | 10   | 16.7% | 10    | 17.9% | 1     | 3.7%  | 2     | 16.7% | 4     | 26.7% | 0     | 0.0%  | 1     | 12.5% | 1     | 11.1% | 29    | 14.9% |       |
|                   | e) 2.6～3.0         | 5    | 8.3%  | 4     | 7.1%  | 4     | 14.8% | 3     | 25.0% | 3     | 20.0% | 1     | 14.3% | 0     | 0.0%  | 1     | 11.1% | 21    | 10.8% |       |
|                   | f) 3.1～3.5         | 5    | 8.3%  | 6     | 10.7% | 2     | 7.4%  | 0     | 0.0%  | 0     | 0.0%  | 1     | 14.3% | 0     | 0.0%  | 1     | 11.1% | 15    | 7.7%  |       |
|                   | g) 3.6以上           | 8    | 13.3% | 7     | 12.5% | 0     | 0.0%  | 2     | 16.7% | 0     | 0.0%  | 0     | 0.0%  | 0     | 0.0%  | 0     | 0.0%  | 17    | 8.8%  |       |
|                   |                    | 60   |       | 56    |       | 27    |       | 12    |       | 15    |       | 7     |       | 8     |       | 9     |       | 194   |       |       |

|  |      |      |       |      |      |      |      |      |     |
|--|------|------|-------|------|------|------|------|------|-----|
|  | a)東京 | b)大阪 | c)名古屋 | d)九州 | e)中国 | f)北陸 | g)東北 | h)四国 | 全地区 |
|--|------|------|-------|------|------|------|------|------|-----|

全地区経営アンケート調査集計表  
(調査対象期間 平成23年4月～6月)

商社を除く

|                        |                             |      |       |       |       |      |       |      |       |    |       |   |       |   |       |     |       |     |       |
|------------------------|-----------------------------|------|-------|-------|-------|------|-------|------|-------|----|-------|---|-------|---|-------|-----|-------|-----|-------|
| (口)6月末の在庫量は            | a)多い                        | 29   | 48.3% | 21    | 37.5% | 13   | 48.1% | 5    | 41.7% | 3  | 20.0% | 4 | 57.1% | 1 | 12.5% | 2   | 22.2% | 78  | 40.2% |
|                        | b)適量                        | 27   | 45.0% | 31    | 55.4% | 13   | 48.1% | 5    | 41.7% | 9  | 60.0% | 2 | 28.6% | 6 | 75.0% | 6   | 66.7% | 99  | 51.0% |
|                        | c)少ない                       | 4    | 6.7%  | 4     | 7.1%  | 1    | 3.7%  | 2    | 16.7% | 3  | 20.0% | 1 | 14.3% | 1 | 12.5% | 1   | 11.1% | 17  | 8.8%  |
|                        |                             | 60   |       | 56    |       | 27   |       | 12   |       | 15 |       | 7 |       | 8 |       | 9   |       | 194 |       |
| 問6. これから3ヶ月間(9月)の見通し   | <b>(イ) ステンレス業界の景気</b>       |      |       |       |       |      |       |      |       |    |       |   |       |   |       |     |       |     |       |
|                        | a)良化                        | 11   | 17.7% | 9     | 15.8% | 6    | 21.4% | 1    | 8.3%  | 1  | 6.7%  | 1 | 14.3% | 1 | 12.5% | 1   | 11.1% | 31  | 15.7% |
|                        | b)横這い                       | 35   | 56.5% | 31    | 54.4% | 14   | 50.0% | 8    | 66.7% | 11 | 73.3% | 2 | 28.6% | 5 | 62.5% | 6   | 66.7% | 112 | 56.6% |
|                        | c)悪化                        | 16   | 25.8% | 17    | 29.8% | 8    | 28.6% | 3    | 25.0% | 3  | 20.0% | 4 | 57.1% | 2 | 25.0% | 2   | 22.2% | 55  | 27.8% |
|                        |                             | 62   |       | 57    |       | 28   |       | 12   |       | 15 |       | 7 |       | 8 |       | 9   |       | 198 |       |
|                        | <b>(ロ) 業績(売上高、収益)現在と比べて</b> |      |       |       |       |      |       |      |       |    |       |   |       |   |       |     |       |     |       |
|                        | a)良化                        | 16   | 25.8% | 8     | 13.8% | 9    | 32.1% | 3    | 25.0% | 1  | 6.7%  | 1 | 14.3% | 2 | 25.0% | 1   | 11.1% | 41  | 20.6% |
|                        | b)横這い                       | 35   | 56.5% | 35    | 60.3% | 16   | 57.1% | 7    | 58.3% | 11 | 73.3% | 3 | 42.9% | 4 | 50.0% | 7   | 77.8% | 118 | 59.3% |
|                        | c)悪化                        | 11   | 17.7% | 15    | 25.9% | 3    | 10.7% | 2    | 16.7% | 3  | 20.0% | 3 | 42.9% | 2 | 25.0% | 1   | 11.1% | 40  | 20.1% |
|                        |                             | 62   |       | 58    |       | 28   |       | 12   |       | 15 |       | 7 |       | 8 |       | 9   |       | 199 |       |
| 問7. 取扱商品販売価格(1～3月に比べて) | <b>(イ) 薄板</b>               |      |       |       |       |      |       |      |       |    |       |   |       |   |       |     |       |     |       |
|                        | a)上昇気味                      | 10   | 19.6% | 2     | 4.9%  | 3    | 12.5% | 1    | 9.1%  | 3  | 23.1% | 1 | 14.3% | 2 | 25.0% | 0   | 0.0%  | 22  | 13.5% |
|                        | b)変わらない                     | 12   | 23.5% | 17    | 41.5% | 10   | 41.7% | 2    | 18.2% | 3  | 23.1% | 2 | 28.6% | 3 | 37.5% | 2   | 25.0% | 51  | 31.3% |
|                        | c)下降気味                      | 29   | 56.9% | 22    | 53.7% | 11   | 45.8% | 8    | 72.7% | 7  | 53.8% | 4 | 57.1% | 3 | 37.5% | 6   | 75.0% | 90  | 55.2% |
|                        |                             | 51   |       | 41    |       | 24   |       | 11   |       | 13 |       | 7 |       | 8 |       | 8   |       | 163 |       |
|                        | <b>(ロ) 厚板</b>               |      |       |       |       |      |       |      |       |    |       |   |       |   |       |     |       |     |       |
|                        | a)上昇気味                      | 7    | 19.4% | 3     | 8.3%  | 3    | 14.3% | 1    | 10.0% | 3  | 27.3% | 1 | 14.3% | 2 | 25.0% | 1   | 12.5% | 21  | 15.3% |
|                        | b)変わらない                     | 13   | 36.1% | 20    | 55.6% | 10   | 47.6% | 3    | 30.0% | 5  | 45.5% | 3 | 42.9% | 3 | 37.5% | 2   | 25.0% | 59  | 43.1% |
|                        | c)下降気味                      | 16   | 44.4% | 13    | 36.1% | 8    | 38.1% | 6    | 60.0% | 3  | 27.3% | 3 | 42.9% | 3 | 37.5% | 5   | 62.5% | 57  | 41.6% |
|                        |                             | 36   |       | 36    |       | 21   |       | 10   |       | 11 |       | 7 |       | 8 |       | 8   |       | 137 |       |
| (ハ) 棒鋼                 | <b>(ハ) 棒鋼</b>               |      |       |       |       |      |       |      |       |    |       |   |       |   |       |     |       |     |       |
|                        | a)上昇気味                      | 9    | 26.5% | 7     | 16.7% | 2    | 10.0% | 1    | 10.0% | 2  | 16.7% | 1 | 14.3% | 1 | 12.5% | 0   | 0.0%  | 23  | 16.3% |
|                        | b)変わらない                     | 18   | 52.9% | 20    | 47.6% | 14   | 70.0% | 7    | 70.0% | 10 | 83.3% | 5 | 71.4% | 5 | 62.5% | 4   | 50.0% | 83  | 58.9% |
|                        | c)下降気味                      | 7    | 20.6% | 15    | 35.7% | 4    | 20.0% | 2    | 20.0% | 0  | 0.0%  | 1 | 14.3% | 2 | 25.0% | 4   | 50.0% | 35  | 24.8% |
|                        |                             | 34   |       | 42    |       | 20   |       | 10   |       | 12 |       | 7 |       | 8 |       | 8   |       | 141 |       |
|                        | <b>(二) 形鋼</b>               |      |       |       |       |      |       |      |       |    |       |   |       |   |       |     |       |     |       |
|                        | a)上昇気味                      | 8    | 25.8% | 6     | 14.3% | 2    | 10.0% | 2    | 20.0% | 2  | 16.7% | 1 | 14.3% | 2 | 25.0% | 1   | 11.1% | 24  | 17.3% |
|                        | b)変わらない                     | 17   | 54.8% | 21    | 50.0% | 15   | 75.0% | 6    | 60.0% | 10 | 83.3% | 4 | 57.1% | 3 | 37.5% | 4   | 44.4% | 80  | 57.6% |
|                        | c)下降気味                      | 6    | 19.4% | 15    | 35.7% | 3    | 15.0% | 2    | 20.0% | 0  | 0.0%  | 2 | 28.6% | 3 | 37.5% | 4   | 44.4% | 35  | 25.2% |
|                        |                             | 31   |       | 42    |       | 20   |       | 10   |       | 12 |       | 7 |       | 8 |       | 9   |       | 139 |       |
| (ホ) パイプ                | <b>(ホ) パイプ</b>              |      |       |       |       |      |       |      |       |    |       |   |       |   |       |     |       |     |       |
|                        | a)上昇気味                      | 9    | 28.1% | 6     | 13.6% | 3    | 14.3% | 1    | 10.0% | 3  | 25.0% | 1 | 14.3% | 3 | 37.5% | 0   | 0.0%  | 26  | 18.3% |
|                        | b)変わらない                     | 10   | 31.3% | 18    | 40.9% | 11   | 52.4% | 5    | 50.0% | 6  | 50.0% | 3 | 42.9% | 2 | 25.0% | 3   | 37.5% | 58  | 40.8% |
|                        | c)下降気味                      | 13   | 40.6% | 20    | 45.5% | 7    | 33.3% | 4    | 40.0% | 3  | 25.0% | 3 | 42.9% | 3 | 37.5% | 5   | 62.5% | 58  | 40.8% |
|                        |                             | 32   |       | 44    |       | 21   |       | 10   |       | 12 |       | 7 |       | 8 |       | 8   |       | 142 |       |
|                        |                             | a)東京 | b)大阪  | c)名古屋 | d)九州  | e)中国 | f)北陸  | g)東北 | h)四国  |    |       |   |       |   |       | 全地区 |       |     |       |
| (ヘ) 線と線材               |                             |      |       |       |       |      |       |      |       |    |       |   |       |   |       |     |       |     |       |

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|     |                  |    |       |    |       |    |       |    |       |    |       |   |       |   |       |   |       |     |       |
|-----|------------------|----|-------|----|-------|----|-------|----|-------|----|-------|---|-------|---|-------|---|-------|-----|-------|
|     | a) 上昇気味          | 6  | 20.7% | 3  | 8.6%  | 4  | 19.0% | 0  | 0.0%  | 1  | 12.5% | 0 | 0.0%  | 2 | 25.0% | 0 | 0.0%  | 16  | 13.0% |
|     | b) 変わらない         | 17 | 58.6% | 21 | 60.0% | 11 | 52.4% | 8  | 80.0% | 7  | 87.5% | 3 | 60.0% | 4 | 50.0% | 6 | 85.7% | 77  | 62.6% |
|     | c) 下降気味          | 6  | 20.7% | 11 | 31.4% | 6  | 28.6% | 2  | 20.0% | 0  | 0.0%  | 2 | 40.0% | 2 | 25.0% | 1 | 14.3% | 30  | 24.4% |
|     |                  | 29 |       | 35 |       | 21 |       | 10 |       | 8  |       | 5 |       | 8 |       | 7 |       | 123 |       |
|     | (ト) 工賃           |    |       |    |       |    |       |    |       |    |       |   |       |   |       |   |       |     |       |
|     | a) 上昇気味          | 1  | 3.2%  | 0  | 0.0%  | 2  | 10.0% | 0  | 0.0%  | 0  | 0.0%  | 0 | 0.0%  | 0 | 0.0%  | 0 | 0.0%  | 3   | 2.5%  |
|     | b) 変わらない         | 27 | 87.1% | 28 | 84.8% | 15 | 75.0% | 4  | 57.1% | 6  | 75.0% | 4 | 66.7% | 5 | 71.4% | 5 | 83.3% | 94  | 79.7% |
|     | c) 下降気味          | 3  | 9.7%  | 5  | 15.2% | 3  | 15.0% | 3  | 42.9% | 2  | 25.0% | 2 | 33.3% | 2 | 28.6% | 1 | 16.7% | 21  | 17.8% |
|     |                  | 31 |       | 33 |       | 20 |       | 7  |       | 8  |       | 6 |       | 7 |       | 6 |       | 118 |       |
| 問8. | 輸送費(運賃)対売上高比率(%) |    |       |    |       |    |       |    |       |    |       |   |       |   |       |   |       |     |       |
|     | a) 0.2～1.0       | 21 | 36.2% | 18 | 48.6% | 10 | 40.0% | 4  | 44.4% | 4  | 36.4% | 3 | 42.9% | 3 | 42.9% | 2 | 25.0% | 65  | 40.1% |
|     | b) 1.1～2.0       | 27 | 46.6% | 14 | 37.8% | 11 | 44.0% | 4  | 44.4% | 4  | 36.4% | 4 | 57.1% | 2 | 28.6% | 6 | 75.0% | 72  | 44.4% |
|     | c) 2.1以上         | 10 | 17.2% | 5  | 13.5% | 4  | 16.0% | 1  | 11.1% | 3  | 27.3% | 0 | 0.0%  | 2 | 28.6% | 0 | 0.0%  | 25  | 15.4% |
|     |                  | 58 |       | 37 |       | 25 |       | 9  |       | 11 |       | 7 |       | 7 |       | 8 |       | 162 |       |
| 問9. | 6月末の金利           |    |       |    |       |    |       |    |       |    |       |   |       |   |       |   |       |     |       |
|     | (イ) 割引金利(%)      |    |       |    |       |    |       |    |       |    |       |   |       |   |       |   |       |     |       |
|     | a) 1.3以下         | 15 | 34.9% | 15 | 36.6% | 7  | 43.8% | 3  | 50.0% | 3  | 27.3% | 1 | 25.0% | 4 | 66.7% | 3 | 42.9% | 51  | 38.1% |
|     | b) 1.31～1.90     | 24 | 55.8% | 22 | 53.7% | 9  | 56.3% | 2  | 33.3% | 6  | 54.5% | 2 | 50.0% | 2 | 33.3% | 0 | 0.0%  | 67  | 50.0% |
|     | c) 1.91～2.50     | 3  | 7.0%  | 3  | 7.3%  | 0  | 0.0%  | 1  | 16.7% | 2  | 18.2% | 1 | 25.0% | 0 | 0.0%  | 4 | 57.1% | 14  | 10.4% |
|     | d) 2.51～3.10     | 1  | 2.3%  | 1  | 2.4%  | 0  | 0.0%  | 0  | 0.0%  | 0  | 0.0%  | 0 | 0.0%  | 0 | 0.0%  | 0 | 0.0%  | 2   | 1.5%  |
|     | e) 3.11以上        | 0  | 0.0%  | 0  | 0.0%  | 0  | 0.0%  | 0  | 0.0%  | 0  | 0.0%  | 0 | 0.0%  | 0 | 0.0%  | 0 | 0.0%  | 0   | 0.0%  |
|     |                  | 43 |       | 41 |       | 16 |       | 6  |       | 11 |       | 4 |       | 6 |       | 7 |       | 134 |       |
|     | (ロ) 短期金利(%)      |    |       |    |       |    |       |    |       |    |       |   |       |   |       |   |       |     |       |
|     | a) 1.3以下         | 22 | 44.0% | 22 | 52.4% | 14 | 60.9% | 5  | 71.4% | 3  | 30.0% | 2 | 66.7% | 5 | 83.3% | 3 | 50.0% | 76  | 51.7% |
|     | b) 1.31～1.90     | 22 | 44.0% | 16 | 38.1% | 8  | 34.8% | 1  | 14.3% | 4  | 40.0% | 1 | 33.3% | 1 | 16.7% | 1 | 16.7% | 54  | 36.7% |
|     | c) 1.91～2.50     | 6  | 12.0% | 3  | 7.1%  | 1  | 4.3%  | 1  | 14.3% | 3  | 30.0% | 0 | 0.0%  | 0 | 0.0%  | 2 | 33.3% | 16  | 10.9% |
|     | d) 2.51～3.10     | 0  | 0.0%  | 0  | 0.0%  | 0  | 0.0%  | 0  | 0.0%  | 0  | 0.0%  | 0 | 0.0%  | 0 | 0.0%  | 0 | 0.0%  | 0   | 0.0%  |
|     | e) 3.11以上        | 0  | 0.0%  | 1  | 2.4%  | 0  | 0.0%  | 0  | 0.0%  | 0  | 0.0%  | 0 | 0.0%  | 0 | 0.0%  | 0 | 0.0%  | 1   | 0.7%  |
|     |                  | 50 |       | 42 |       | 23 |       | 7  |       | 10 |       | 3 |       | 6 |       | 6 |       | 147 |       |
|     | (ハ) 長期金利(%)      |    |       |    |       |    |       |    |       |    |       |   |       |   |       |   |       |     |       |
|     | a) 1.3以下         | 15 | 32.6% | 17 | 39.5% | 11 | 45.8% | 2  | 33.3% | 3  | 33.3% | 2 | 50.0% | 4 | 66.7% | 2 | 33.3% | 56  | 26.1% |
|     | b) 1.31～1.90     | 22 | 47.8% | 20 | 46.5% | 10 | 41.7% | 2  | 33.3% | 5  | 55.6% | 1 | 25.0% | 2 | 33.3% | 1 | 16.7% | 63  | 35.1% |
|     | c) 1.91～2.50     | 9  | 19.6% | 5  | 11.6% | 2  | 8.3%  | 2  | 33.3% | 1  | 11.1% | 1 | 25.0% | 0 | 0.0%  | 3 | 50.0% | 23  | 32.1% |
|     | d) 2.51～3.10     | 0  | 0.0%  | 0  | 0.0%  | 1  | 4.2%  | 0  | 0.0%  | 0  | 0.0%  | 0 | 0.0%  | 0 | 0.0%  | 0 | 0.0%  | 1   | 5.2%  |
|     | e) 3.11以上        | 0  | 0.0%  | 1  | 2.3%  | 0  | 0.0%  | 0  | 0.0%  | 0  | 0.0%  | 0 | 0.0%  | 0 | 0.0%  | 0 | 0.0%  | 1   | 1.5%  |
|     |                  | 46 |       | 43 |       | 24 |       | 6  |       | 9  |       | 4 |       | 6 |       | 6 |       | 144 |       |

|      |                 | a)東京 | b)大阪 | c)名古屋 | d)九州 | e)中国 | f)北陸 | g)東北 | h)四国 | 全地区 |
|------|-----------------|------|------|-------|------|------|------|------|------|-----|
| 問10. | 収益向上に対し実行していること |      |      |       |      |      |      |      |      |     |

全地区経営アンケート調査集計表  
(調査対象期間 平成23年4月～6月)

商社を除く

| または実行予定(複数可)        |     |     |     |    |    |    |    |    |  |  |  |  |  |  |  |  |  |     |  |  |
|---------------------|-----|-----|-----|----|----|----|----|----|--|--|--|--|--|--|--|--|--|-----|--|--|
| 6) 新規取引先の開拓         | 44  | 36  | 18  | 9  | 7  | 6  | 3  | 1  |  |  |  |  |  |  |  |  |  | 124 |  |  |
| 5) 人材教育             | 37  | 24  | 13  | 7  | 6  | 2  | 4  | 3  |  |  |  |  |  |  |  |  |  | 96  |  |  |
| 15) 与信の見直し          | 28  | 27  | 8   | 9  | 4  | 4  | 5  | 4  |  |  |  |  |  |  |  |  |  | 89  |  |  |
| 11) 在庫管理の見直し        | 25  | 24  | 11  | 5  | 6  | 2  | 3  | 4  |  |  |  |  |  |  |  |  |  | 80  |  |  |
| 14) 単価の見直し          | 22  | 27  | 6   | 9  | 7  | 5  | 2  | 2  |  |  |  |  |  |  |  |  |  | 80  |  |  |
| 8) 付加価値商品の取組み       | 27  | 17  | 10  | 6  | 5  | 2  | 2  | 3  |  |  |  |  |  |  |  |  |  | 72  |  |  |
| 12) 仕入れ政策の見直し       | 22  | 17  | 7   | 5  | 7  | 3  | 1  | 1  |  |  |  |  |  |  |  |  |  | 63  |  |  |
| 1) 営業強化(人員増強)       | 23  | 18  | 10  | 1  | 2  | 2  | 0  | 2  |  |  |  |  |  |  |  |  |  | 58  |  |  |
| 17) 運搬コストの節約        | 18  | 15  | 3   | 6  | 3  | 2  | 2  | 2  |  |  |  |  |  |  |  |  |  | 51  |  |  |
| 16) 販売管理費の見直し       | 15  | 17  | 6   | 4  | 1  | 3  | 1  | 3  |  |  |  |  |  |  |  |  |  | 50  |  |  |
| 2) 営業組織の見直し         | 15  | 6   | 8   | 2  | 3  | 1  | 2  | 1  |  |  |  |  |  |  |  |  |  | 38  |  |  |
| 7) 新製品の販売           | 15  | 9   | 5   | 2  | 1  | 3  | 0  | 0  |  |  |  |  |  |  |  |  |  | 35  |  |  |
| 3) 人材異動・担当変更        | 10  | 4   | 6   | 2  | 1  | 1  | 2  | 0  |  |  |  |  |  |  |  |  |  | 26  |  |  |
| 19) キャッシュフローの改善     | 5   | 5   | 4   | 1  | 4  | 1  | 0  | 2  |  |  |  |  |  |  |  |  |  | 22  |  |  |
| 20) 設備の更新           | 4   | 9   | 2   | 0  | 2  | 2  | 1  | 0  |  |  |  |  |  |  |  |  |  | 20  |  |  |
| 18) 借入れの圧縮          | 6   | 6   | 2   | 0  | 3  | 1  | 0  | 1  |  |  |  |  |  |  |  |  |  | 19  |  |  |
| 22) 電子機器の活用(IT)     | 4   | 7   | 3   | 0  | 0  | 0  | 0  | 2  |  |  |  |  |  |  |  |  |  | 16  |  |  |
| 10) 海外進出            | 5   | 8   | 1   | 0  | 0  | 0  | 0  | 0  |  |  |  |  |  |  |  |  |  | 14  |  |  |
| 4) セールス・エンジニアリングの推進 | 6   | 4   | 2   | 0  | 0  | 1  | 0  | 0  |  |  |  |  |  |  |  |  |  | 13  |  |  |
| 13) 輸入品拡大           | 5   | 5   | 0   | 0  | 0  | 0  | 0  | 1  |  |  |  |  |  |  |  |  |  | 11  |  |  |
| 9) 事業統合             | 1   | 2   | 1   | 0  | 0  | 0  | 0  | 0  |  |  |  |  |  |  |  |  |  | 4   |  |  |
| 21) 資産の売却           | 1   | 0   | 0   | 0  | 0  | 0  | 0  | 0  |  |  |  |  |  |  |  |  |  | 1   |  |  |
| 23) 品質の徹底           | 0   | 0   | 0   | 0  | 0  | 0  | 0  | 0  |  |  |  |  |  |  |  |  |  | 0   |  |  |
|                     | 338 | 287 | 126 | 68 | 62 | 41 | 28 | 32 |  |  |  |  |  |  |  |  |  | 982 |  |  |

全国ステンレス流通協会連合会  
事務局長 大岩 真太郎

## 推移グラフ(C)

